

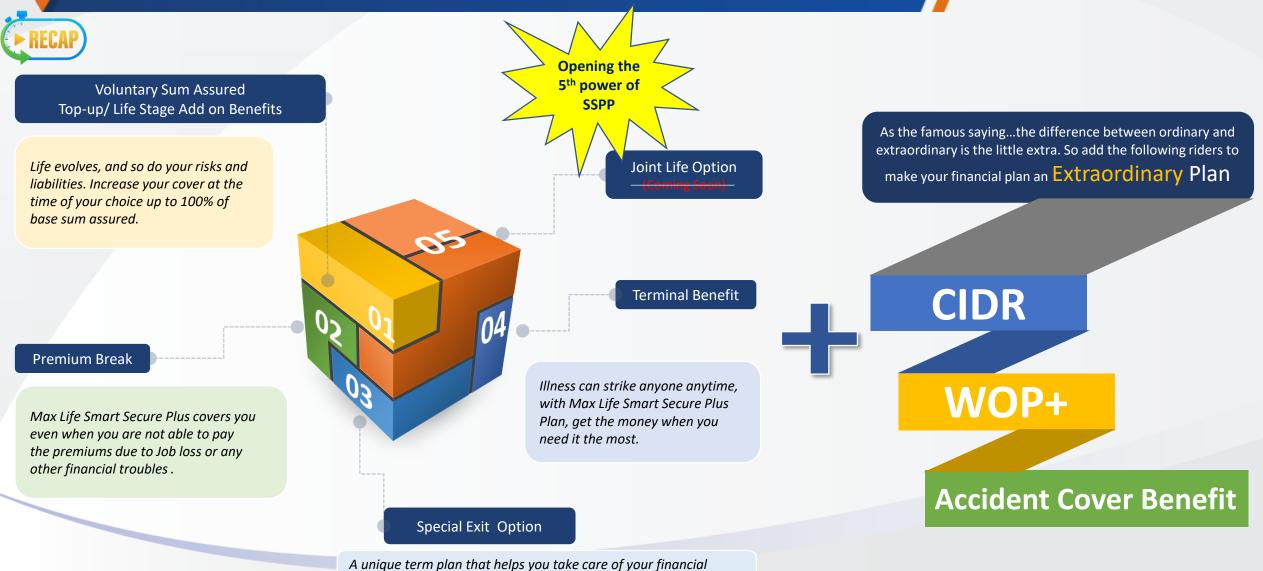




A Max Financial and AXIS BANK JV

\*As per public disclosures 2021. ^IRDAI Annual Report 2020-21

### Power of 5 – The Unique Benefits Offered By Max Life Smart Secure Plus Plan ONLY



obligations... With You or Without You...

### 1. Base Benefit | Max Life SSP Offers 2 Death Benefit Covers to Cater to Different Customer Needs





"To secure the financial liabilities of my family, in my absence; I feel this is the right amount of cover for myself" "To cater to the increasing liabilities of my life as I proceed, I would like my life cover amount to increase proportionately"



Inflation Proof your Life Cover

# 1. Base Benefit | Death Benefit offers Nominee's Choice of Payout

3



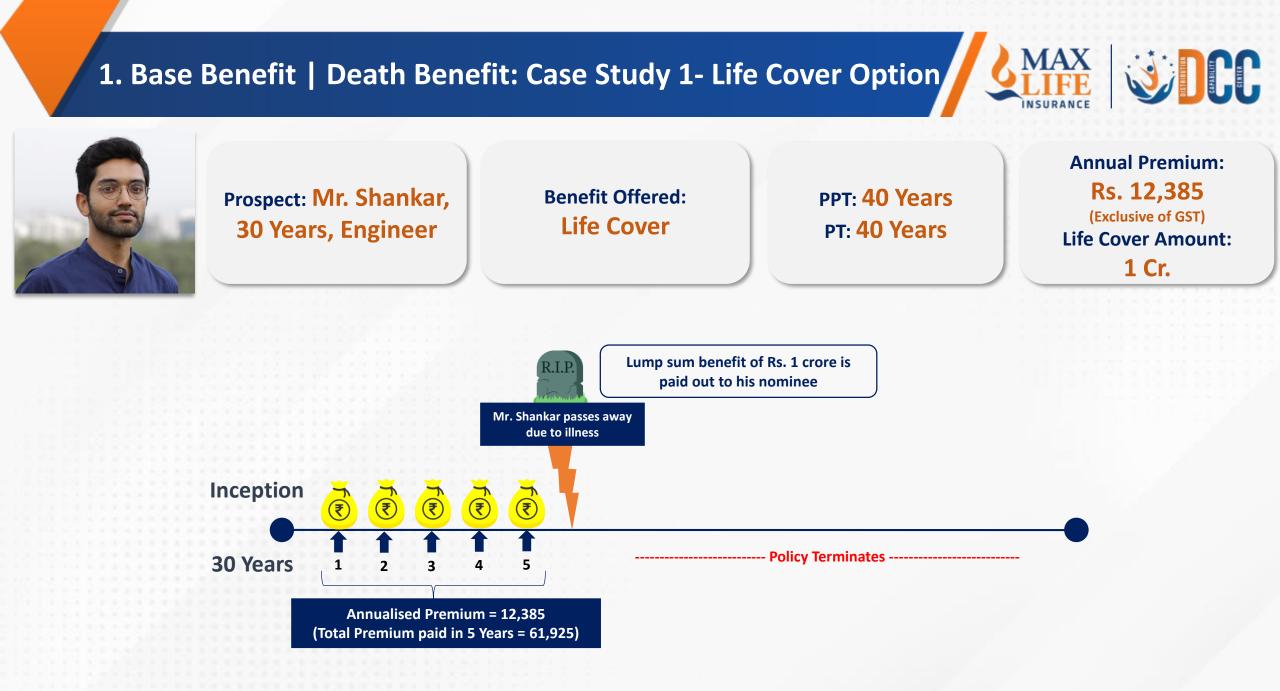


Nominee has the flexibility to choose from the following claim payout options

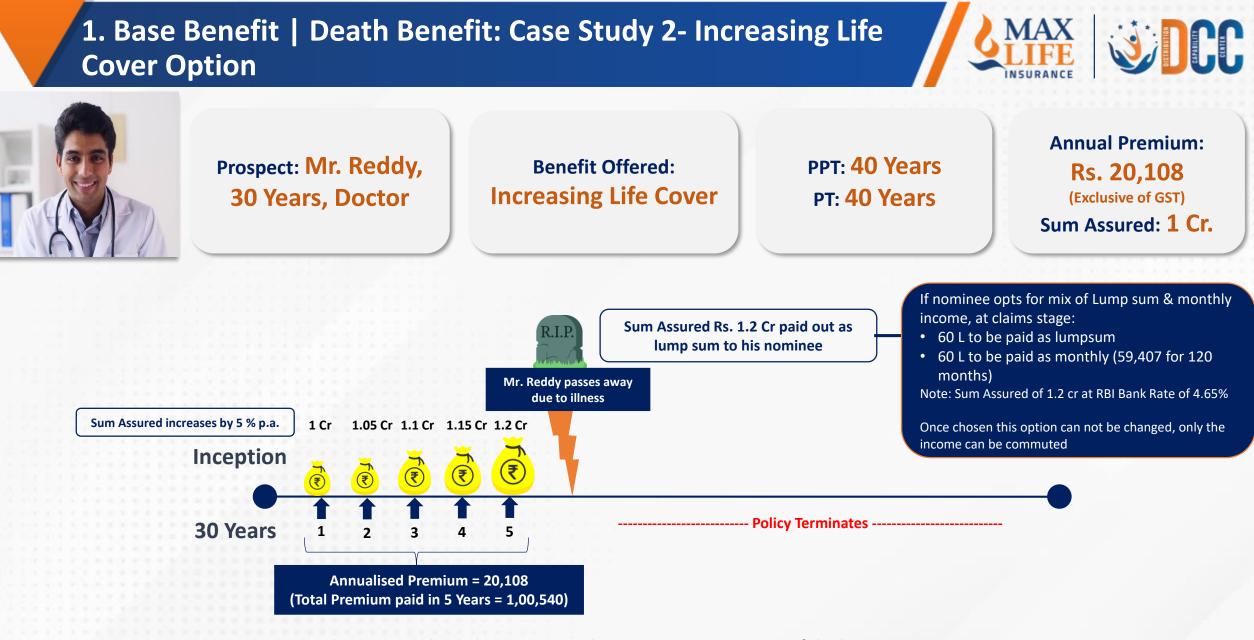
> Lumpsum (100% of the Guaranteed Death Benefit) or

Monthly Income (120 monthly instalments) or Part Lumpsum and Part Monthly Income (in multiples of 10% of Sum Assured)

**Industry First** 



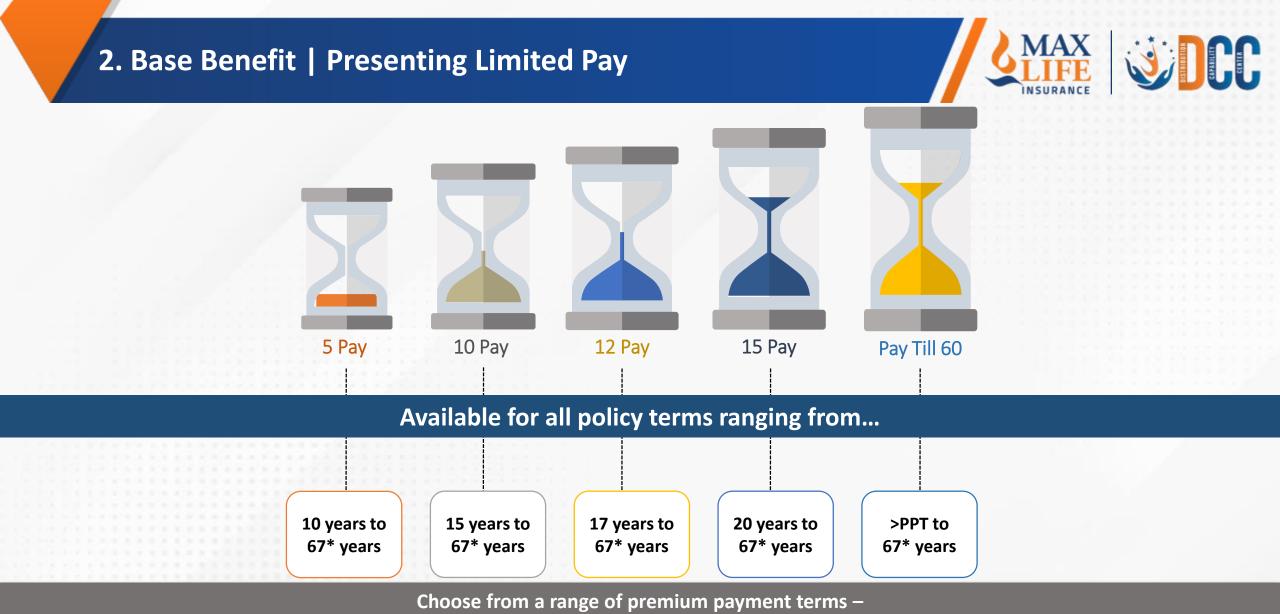
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Fixed premium where the sum assured can increase up to 200% of the base sum assured (@5% Simple interest for 20 years)

For latest rates refer to mQuote

6



Once, for a limited period or throughout the policy term

\* For Pure protection variant only. For the Return of Premium variant, maximum policy term is capped to 50 years

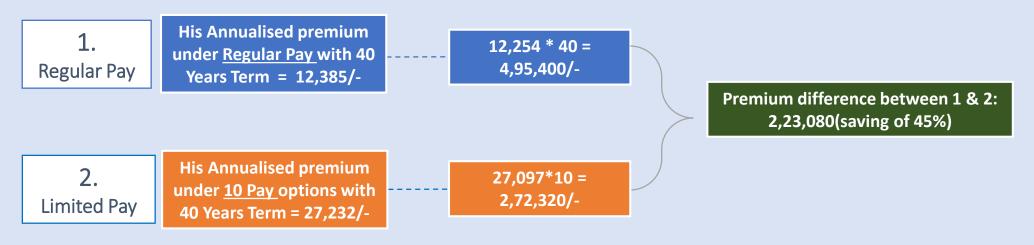
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### 2. Base Benefit | Limited Payment Option Case Study (Regular Pay Vs Limited Pay)



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Profile	Mr. Gupta - 30 year old   Non-Smoker
Sum Assured	Want a sum assured of Rs. 1 Crore under Max Life Smart Secure Plus Plan
Options	2 options to pick from



"Annualised Premium" means Premium amount payable during a Policy Year chosen by Policyholder, excluding Underwriting Extra Premium, loading for modal premium, Rider Premiums and applicable taxes, cesses or levies if any

8

#### 3. Base Benefit | Presenting TROP

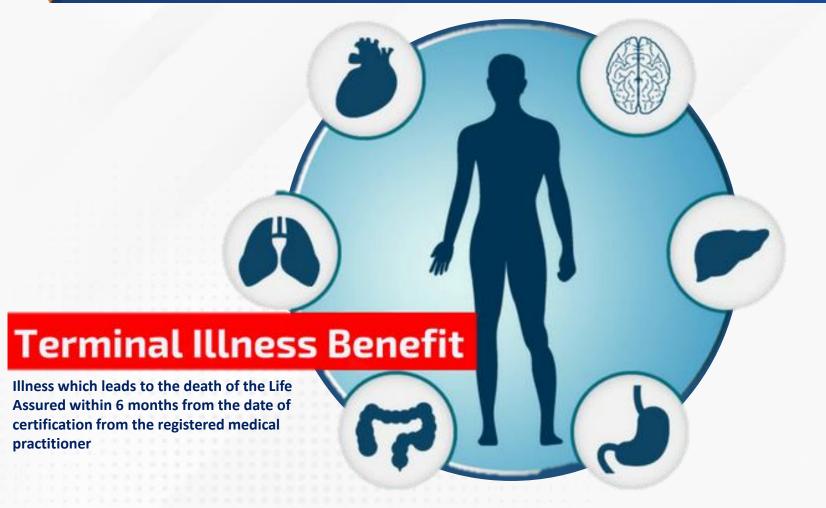






Get 100% of the Total Premiums Paid plus underwriting extra premiums paid plus loading for modal premiums, if any, at end of policy term under each of the base policy, Premium Break option and voluntary sum assured top-up option, if opted for

#### 4. Base Benefit | Terminal Illness Benefit



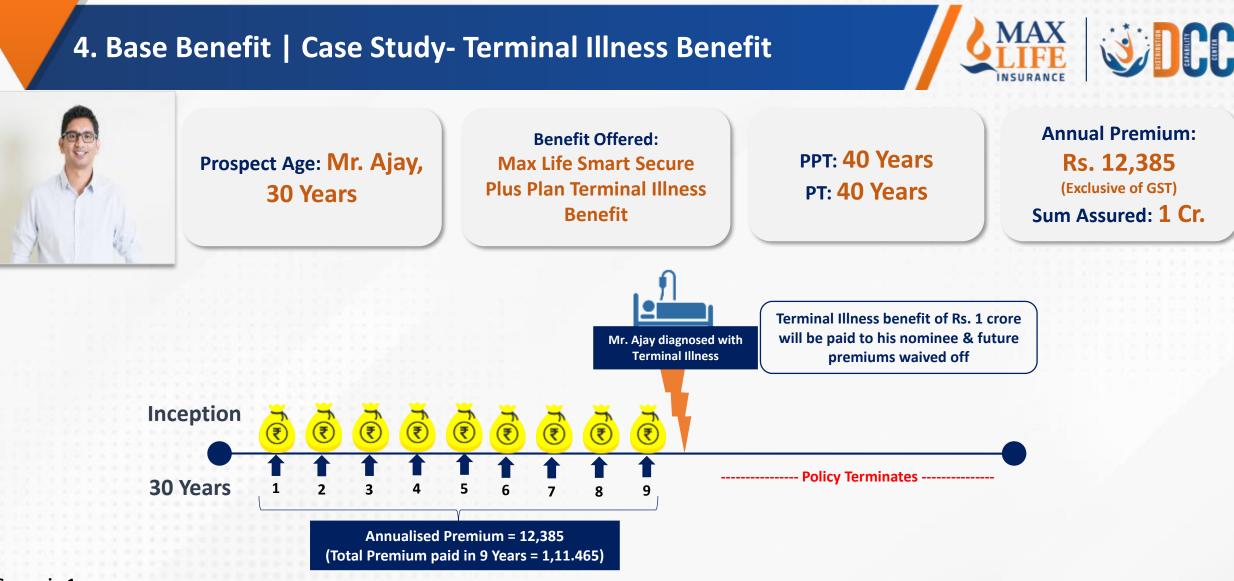


100% of Guaranteed Death Benefit (subject to maximum of INR 1 Cr)

Terminal Illness benefit will accelerate the death benefit

Terminal Illness Benefit is payable only once during the PT & only one valid Terminal Illness Benefit claim will be admissible and payable under the Policy

Post a Terminal Illness claim, all premiums falling due from the date of diagnosis of terminal illness would be waived off and the policy shall continue till death of the life insured or the end of the PT, whichever is earlier



Scenario 2:

#### Scenario 1:

For a sum assure of 2 cr.

Only 1 cr of Terminal Illness benefit accelerated from the base benefit.

Post which the policy continues with 1 cr of remaining benefit, with future premiums waived off.

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#### For latest rates refer to mQuote

For sum assured below or equal to 1 crore, the terminal

illness benefit will be paid and the policy will terminate.

11

## 5. Base Benefit | Special Exit Value

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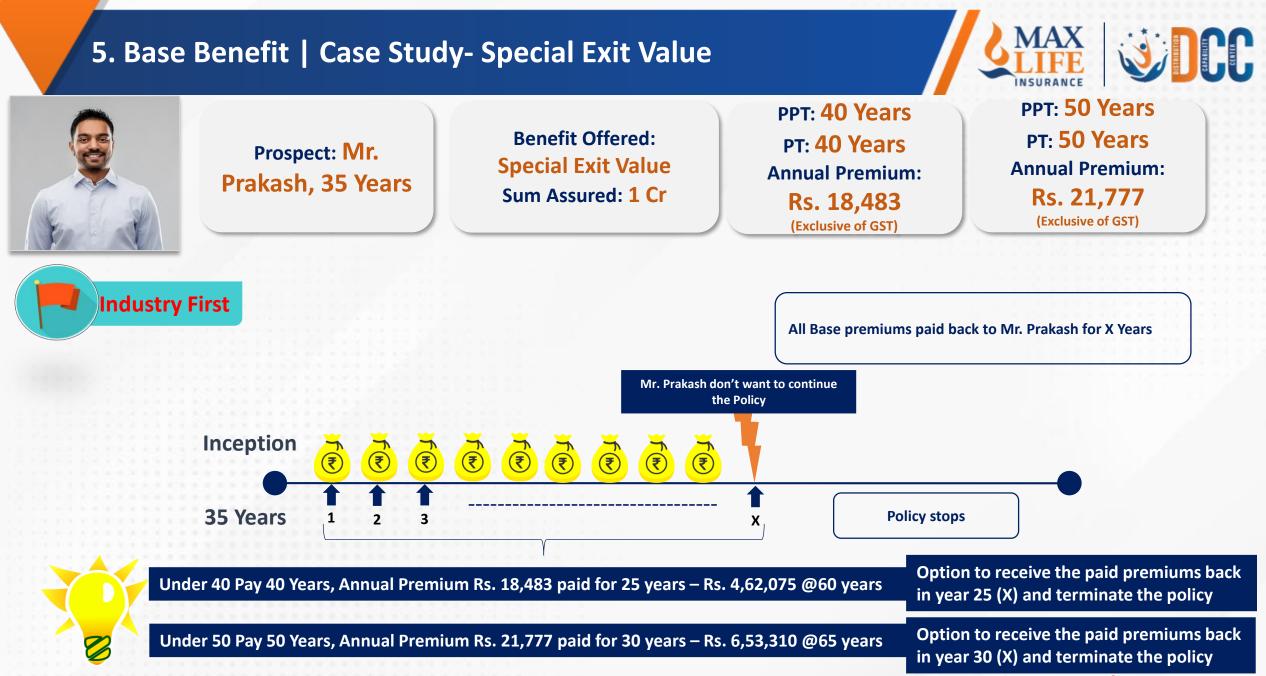
Option to receive all premiums paid back, at a specified point in the term of the policy (free of cost).

Available when Return of Premium variant is not chosen.

#### No additional premium to be paid.

Parameters	Description		
Eligibility	<ul> <li>NTROP variant</li> <li>Minimum PT 40 years</li> </ul>		
When can be opt	For Policy Term 40-44 years 25 <sup>th</sup> Policy year or 65 years of age, whichever is earlier For Policy Term 45 years + 30 <sup>th</sup> Policy year or 65 years of age, whichever is earlier		
What is payable	total premiums paid plus underwriting extra premiums paid plus loadings for modal premiums (if any)		
Advantage over Surrender Value	Surrender value for RP is zero For other variants it's a factor of 70% In this option, without paying for TROP, get an option to receive the premiums paid back		

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Total premium will be ₹39,750 per year without GST

#### For latest rates refer to mQuote

#### Joint Life premium of Husband & Wife

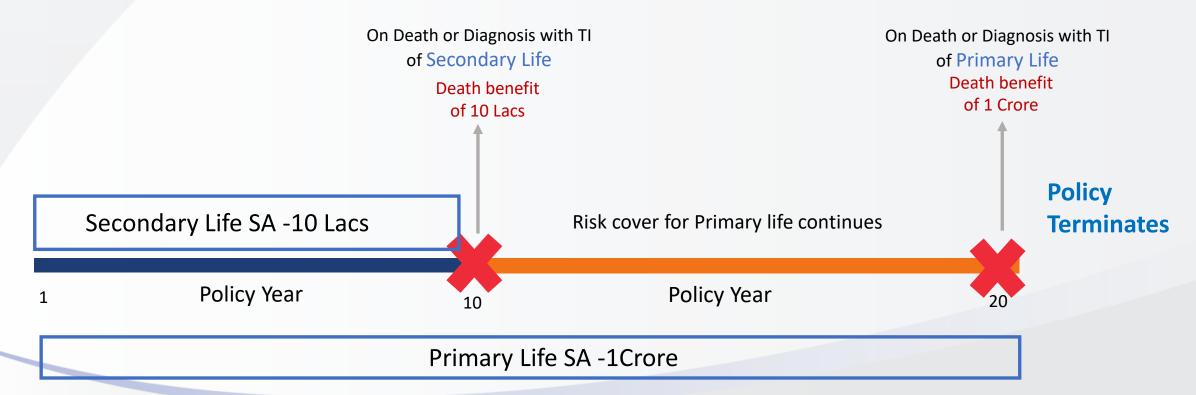


# Total premium will be ₹33,098 per year without GST

### Scenario 1 – Secondary Life death or Terminal illness before Primary Life

In case of either death or diagnosis with Terminal Illness of the **Secondary Life Insured** before the death or diagnosis with Terminal Illness of Primary Life Insured.

Primary Life Sum Assured – 1 Crore | Policy Term – 50 yrs.



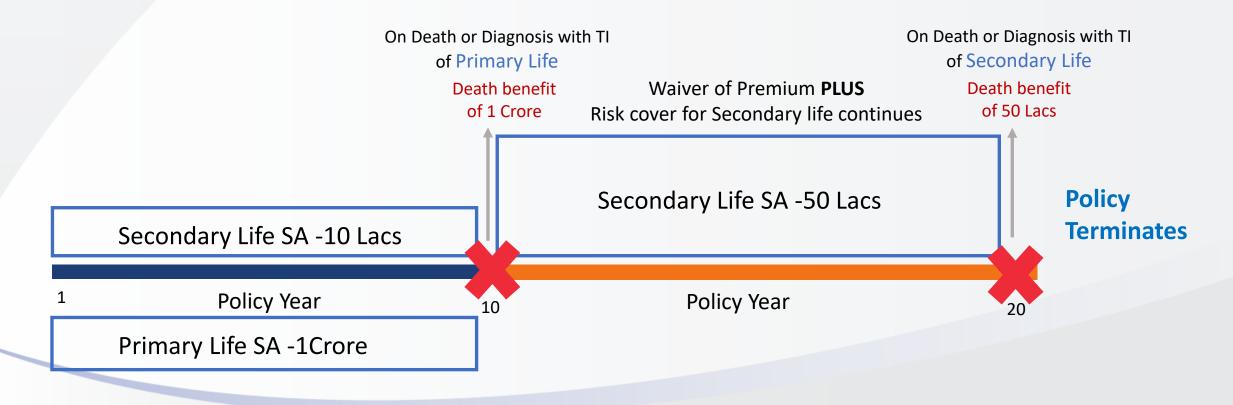
\*In case of either death or diagnosis with Terminal Illness of the Secondary Life before the death or diagnosis with Terminal Illness of Life Insured, then, an amount of Rs. 10 (Ten) lacs will be paid to the Claimant.

#### For latest rates refer to mQuote

#### Scenario - 2 Secondary Life Death or Terminal illness after Primary Life Death or Terminal illness

In case of either death or diagnosis with Terminal Illness of the **Secondary Life Insured** after the death or diagnosis with Terminal Illness of Primary Life Insured.

Primary Life Sum Assured – 1 Crore | Policy Term – 50 yrs





# SSPP: Add-on Benefits

## 1. Add-on Benefit | Premium Break Option

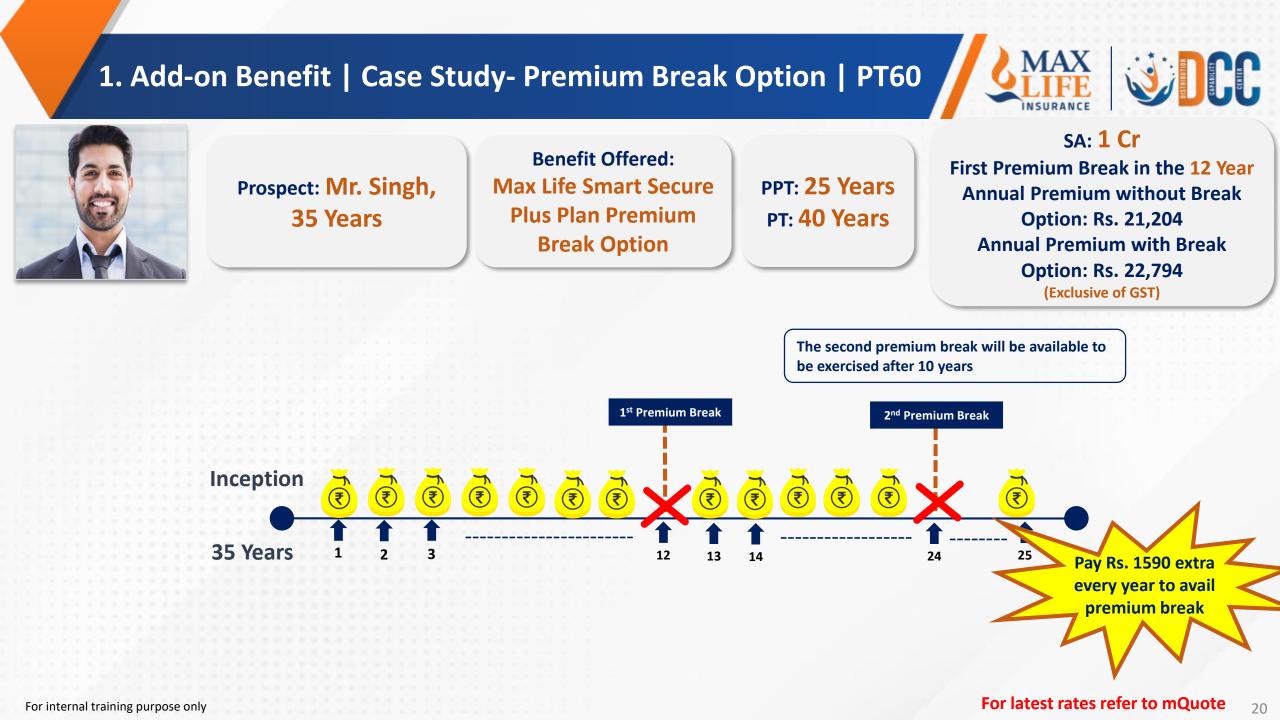


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In case of financial trouble\*, policy holder has an option to skip paying premium for a year and still stay covered.2 premium breaks will be available during the policy term

Parameters	Description		
Eligibility	<ul> <li>Regular pay and Pay till 60 only</li> <li>Min PPT 22 years, min PT 31 years</li> <li>Applicable for both TROP and NTROP</li> </ul>		
When can be opt	Post first 10 years, one premium break (equivalent to 1 year of premium) Second premium break can be opted post a period of 10 years from the first premium break		
Benefit	No premium to be paid for the year chosen, cover stays intact		
What all options available	Base cover, Accelerated critical illness, accident cover option No riders allowed, and no benefit can be added post inception		
Any other important notes	In case the policyholder does not voluntarily exercise the Premium Break benefit, the Company will waive off the last two policy year premiums (last policy year premium if partly exercised earlier) as applicable. Illustrative examples in the subsequent slides		

\*Financial Trouble – Protect yourself against Job loss, on-going pandemic, income loss etc.



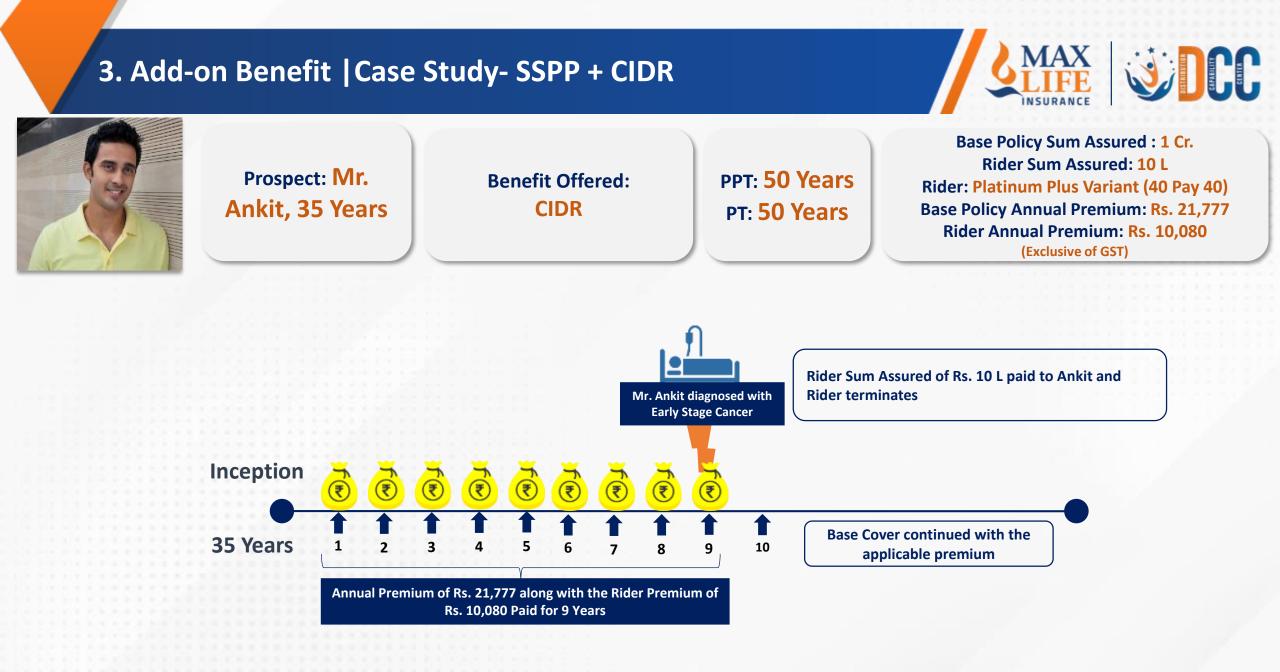
## 2. Add-on Benefit | Voluntary Sum Assured Top Up Option





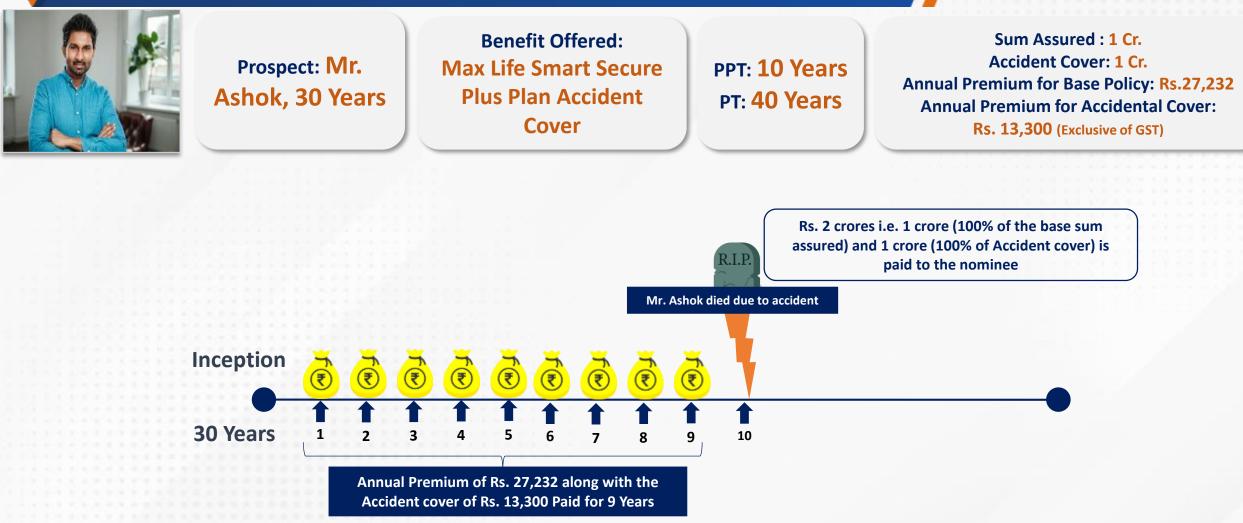
Allows the policyholder to increase the sum assured at a later stage in the policy term. The increase will only be applicable after the first policy year.

Parameters	Description
Eligibility	<ul> <li>Minimum Sum Assured of 50 lacs</li> <li>Multiples of 10 lacs only</li> <li>Not available with Increasing Life Cover</li> <li>minimum premium payment term &amp; policy term under this option shall be 5 years and 10 years respectively.</li> </ul>
When can be opt	Post 1 year of the policy term, can be opted only once
Benefit	Increased sum assured, in addition to the base sum assured
What all options available	Only applicable for base cover increase. Other options are not impacted



#### 4. Add-on Benefit | Case Study- Accident Cover Benefit | LP





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### Superstar Benefits of Smart Secure Plus Plan (SSPP)





# Product Specification

## **Product Specification (1/5)**



Feature	Specification
Coverage	All individuals in accordance with Board approved underwriting policy of the Company
	Minimum Age: 18 years
Minimum / Maximum	Maximum Age:
Age at Entry (age last	Regular Pay: 65 years
birthday)	Pay till 60: 44 years
	Base Death Benefit: 85 years
Maximum Maturity Age	Accelerated Critical Illness (ACI) Benefit: 75 years
(age last birthday)	Accident Cover: 85 years
	Subject to minimum Sum Assured and applicable premium rates.
Minimum Annual	Please note that all applicable taxes, cesses and levies as imposed by Government from time to time are
Premium	collected over and above the policy premium.
	No Limit, subject to maximum Sum Assured limits determined in accordance with the Board approved
Maximum Annual	underwriting policy of the Company.
Premium	Please note that all applicable taxes, cesses and levies as imposed by Government from time to time are
	collected over and above the policy premium.
Minimum Annual Premium Maximum Annual	Subject to minimum Sum Assured and applicable premium rates. Please note that all applicable taxes, cesses and levies as imposed by Government from time to time at collected over and above the policy premium. No Limit, subject to maximum Sum Assured limits determined in accordance with the Board approve underwriting policy of the Company. Please note that all applicable taxes, cesses and levies as imposed by Government from time to time at

# **Product Specification (2/5)**



Feature	Specification			
	Benefit Type	Minimum Policy Term	Maximum Policy Term*	]
	Base Cover	10 Years	67 Years	
	Accelerated Critical Illness (ACI)	10 Years	50 Years	
	Accident Cover	5 Years	67 Years	
Policy Term				
	*For Return of Premium (	ROP) variant, maximum p	olicy term for both Base (	Cover and Accident Cover will be
	50 years.			
The Policy Term for ACI Benefit cannot exceed the Premium Payment Term of Base Cover.				Base Cover.
	The ACI benefit is not available under Single Pay and 5 Pay Premium Payment Term of the product.			
	The Policy Term under Accident Cover shall be same as the remaining base benefit Policy Term.			
	Base Death Benefit: Rs. 50,00,000			
Minimum Sum Assured	For Secondary Life, in Joint Life: Rs. 10,00,000			
	Accelerated Critical Illness (ACI) Benefit Option: Rs. 5,00,000			
	Accident Cover Option: Rs. 50,000			
	Base Death Benefit: No Limit, subject to limits determined in accordance with the Board approved underwriting			
Maximum Sum Assured policy of the Company				
	For Secondary Life, in Joint Life: Rs. 50,00,000			
			27	

# **Product Specification (3/5)**



Feature	Specification			
	<ul> <li>Accelerated Critical Illness (ACI) Benefit Option Maximum: <ul> <li>ACI benefit: 50% of Base Death Benefit Sum Assured chosen at inception capped at Rs. 50,00,000. </li> <li>Note: The ACI Sum Assured chosen at inception can only be in multiple of Rs. 5,00,000.</li> <li>Accident Cover Maximum: Rs. 1,00,00,000. In addition, note that Accident Cover Sum Assured cannot be higher than the Base Death Benefit Sum Assured. </li> </ul></li></ul>			
Premium Payment Term (to be chosen at	Premium Payment Term (PPT)	Available Base Policy Terms*	Available ACI Policy Terms	Available Accident Cover Policy Terms*
inception; cannot be	Single Pay Regular Pay	10 Years to 67 Years 10 Years to 67 Years	NA 10 Years to 50 Years	NA 5 Years to 67 Years
changed subsequently)	5 Pay 10 Pay 12 pay 15 Pay	10 Years to 67 Years15 Years to 67 Years17 Years to 67 Years20 Years to 67 YearsDelige term should be greater	NA 10 Years 10 Years to 12 Years 10 Years to 15 Years	10 Years to 67 Years10 Years to 67 Years10 Years to 67 Years10 Years to 67 Years10 Years to 67 Years
	Pay Till 60 <i>The premium payment term</i> <i>will be equal to (60 less Entry</i> <i>Age (Age last birthday))</i> *For Poturp of Promium vari	Policy term should be greater than premium payment term and can be a maximum of 67 years	10 Years to (60 less Entry Age (Age last birthday))	6 Years to 67 Years
	*For Return of Premium vari years.	iant, avaliable policy term to	I DUTI DASE COVEL AND ACCIO	ient cover will be up to 50

#### **Product Specification (4/5)**



Feature

#### Specification

The premium payment term of the base benefit can only be chosen at policy inception and cannot be changed subsequently.

Under ACI Benefit, the Premium Payment Term is equal to the Policy Term.

Under Accident cover, the premium payment term and policy term of the accident cover will be subject to the outstanding premium payment term and policy term of the base benefit, such that:

1)At inception, the accident cover policy term and premium payment term shall be same as that of the base cover.

2)Post inception, the accident cover policy term shall be same as the outstanding term of the base cover. The accident cover premium payment term shall be the maximum premium payment term available under accident cover at the time of opting for this option but not exceeding the base cover premium payment term.

For e.g. For a 15 pay 50 policy, Policyholder can opt for the accident cover (only once) in any of the policy year 1 to policy year 10 with a premium payment term of:

- At inception: With policy term equal to 50 years and premium payment term equal to 15 years
- Policy Year 2 and 3: premium payment term of 12 years, with policy term same as outstanding base coverage term
- Policy Year 4 and 5: premium payment term of 10 years, with policy term same as outstanding base coverage term
- Policy Year 6 to 10: premium payment term of 5 years, with policy term same as outstanding base coverage term

## **Product Specification (5/5)**



Feature	Specification		
Policy Loan	Policy loan facility is not available under this product.		
Annual, Semi – Annual, quarterly & monthly premium payment modes. The modal factors are as fol			premium payment modes. The modal factors are as follows:
	Modal F	actors	
	Premium Mode	Factor	
Premium Payment Modes	Annual	1.000	
	Semi-annual	0.513	
	Quarterly	0.261	
	Monthly	0.088	
	premium payment mo		nged anytime during the premium payment term. Any change in from or coinciding with the next premium due date as per the new

premium payment mode selected by the customer.

# Joint life Sourcing Criteria Checks

Parameter for Second life	Criteria		
Age	18 to 65 years		
Income	Any		
Education	12 <sup>th</sup> pass and above		
Occupation	If Male-Salaried, Self Employed, Professional If Female- Salaried, Self Employed, professional and housewife		
Nationality	Indian and NRI		
Geography	Primary life: Non Ecommerce: PAN INDIA - excluding blocked Pin codes For Ecommerce : 370 allowed cities , excluding blocked Pin codes		
Martial Status	Married only		
Relationship Husband or Wife only			