

<date>

<name and address>

Perpetual WealthFocus Super

Client number <client number>

Account number <account number>

Dear <salutation and last name>

Changes to your insurance premiums

Following a comprehensive review, the insurance provider for WealthFocus Super, AIA Australia Limited, has decided to increase insurance premiums.

Your new premium from 1 July 2014

Cover name:

[Death Cover]

[Total and Permanent Disability Cover]

[Salary Continuance]

New monthly premium: [\$new premium]*

These new premiums are locked in for a two year period, so there can be no further changes in the underlying rates until 1 July 2016. However the premium that you pay will still change over this period given that they are based on age.

Why are premiums increasing?

Over the last two years, many super funds have increased their insurance premiums reflecting the rising cost of insurance claims. The cost of insurance claims has been increasing due to factors such as changing economic circumstances and greater awareness of insurance in super.

The factors that AIA considered as part of their review of the WealthFocus premiums included:

- past claim experience
- expectations of the trends in future claims for WealthFocus Super and across the insurance industry and
- reinsurance rates they have been able to source in the market.

Changes to insurance terms

We have also made some changes to insurance terms to align with superannuation legislation.

The definition of certain criteria will change. Currently to assess a TPD claim the insurer will consider whether you have satisfied certain criteria, an example of this could include loss of limb. From 1 July 2014 the criteria will change and the TPD definition will no longer refer to the specific criteria such as loss of limbs. This change relates to TPD policies taken out on or after 1 July 2014. If you currently have TPD cover, this change will not impact you.

The definition of terminally ill will also change. From 1 July 2014 certification from two doctors (one being a specialist in the relevant area) of the terminal illness is required. This has changed from

certification from one doctor. This definition will apply to existing and new Death insurance cover from this date.

An updated policy document which contains the amended definitions can be obtained free of charge by contacting us.

Any questions

If you would like more information, please speak to your financial adviser or phone us on 1800 022 033 during business hours (Sydney time).

Yours sincerely

Keith McLachlan
General Manager, Service and Operations

* estimate based on current premiums. Actuals will be shown in your Annual statement mailed during July and will differ from estimates due to factors such as age based increases and indexation of amount of cover.