

# Perpetual Select Super Plan Perpetual MySuper

## UNDERSTANDING THE INSURANCE CHANGES TO YOUR ACCOUNT

1 July 2018

We are making changes to the insurance premium rates and some of the insurance policy terms and conditions for Perpetual Select Super Plan and Perpetual MySuper from 1 July 2018.

An updated 'Insurance in your super' document, which forms part of the relevant Product Disclosure Statement will be available from 1 July 2018 at [www.perpetual.com.au/select-super](http://www.perpetual.com.au/select-super) and [www.perpetual.com.au/mysuper](http://www.perpetual.com.au/mysuper) or by contacting us on 1800 003 001 during business hours (Sydney time).

The following tables explain the changes and how they may apply to you.

WHAT IS CHANGING	HOW THIS CHANGE APPLIES TO YOU
<b>CHANGES TO THE INSURANCE PREMIUM RATE</b>	
<b>Insurance premium rates</b>	<p>Insurance premium rates are <b>decreasing</b> on average by:</p> <ul style="list-style-type: none"> <li>• 22% for death and/or total and permanent disablement (TPD) cover; and</li> <li>• 18% for salary continuance insurance (SCI)</li> </ul> <p>Please refer to the relevant 'Insurance Premium Rate Tables' and 'Calculating the cost of cover' sections in this flyer for information on how to calculate your insurance premium(s).</p> <p>The revised insurance premium rate tables in this flyer apply from 1 July 2018 and are likely to remain unchanged until 30 June 2020.</p>
<b>CHANGES TO THE INSURANCE POLICY TERMS AND CONDITIONS</b>	
<b>Occupational loading factor</b>	<p>From 1 July 2018 the default occupational loading factor will change from 'White collar' to "Light blue collar" for members of a participating employer. The default occupational loading factor will apply to both new and existing members that have not provided their occupation.</p> <p>If you have ceased employment or joined without a participating employer and have not provided an occupation your default occupational loading factor is already "Light blue collar".</p>
<b>Occupational loading factor guide</b>	<p>From 1 July 2018 there will a new occupational loading factor guide that will apply to all new members.</p> <p>As an existing member this new guide will not be applied to you unless you make an application for additional cover which will be reassessed under the new guide.</p> <p>You can access the occupational loading factor guide from our public website or by contacting us.</p>

The following section outlines the various standard annual premiums payable per \$1,000 of insured benefit for selected ages. Premium loadings may apply due to occupational, health or pastime factors.

**ANNUAL PREMIUMS PER \$1,000 SUM INSURED  
- DEATH ONLY COVER**

AGE	MALE	FEMALE
15	0.71	0.39
16	0.71	0.39
17	0.71	0.39
18	0.71	0.39
19	0.71	0.39
20	0.71	0.39
21	0.67	0.38
22	0.63	0.36
23	0.61	0.35
24	0.57	0.35
25	0.56	0.35
26	0.54	0.35
27	0.52	0.35
28	0.52	0.35
29	0.52	0.36
30	0.53	0.38
31	0.53	0.38
32	0.53	0.38
33	0.54	0.40
34	0.55	0.42
35	0.57	0.43
36	0.59	0.45
37	0.61	0.47
38	0.65	0.50
39	0.69	0.52
40	0.74	0.55
41	0.81	0.59
42	0.88	0.64
43	0.96	0.70
44	1.04	0.75
45	1.16	0.82
46	1.28	0.91
47	1.43	1.00
48	1.58	1.13
49	1.75	1.26
50	1.98	1.42
51	2.22	1.60
52	2.49	1.78
53	2.80	1.97
54	3.12	2.16
55	3.45	2.34
56	3.91	2.50
57	4.43	2.76
58	5.02	3.05
59	5.69	3.39
60	6.47	3.78
61	7.37	4.22
62	8.40	4.71
63	9.57	5.27
64	10.63	5.95
65	12.00	6.72
66	13.57	7.59
67	15.33	8.57
68	17.33	9.69
69	19.57	10.95
70	22.12	12.37
71	24.98	13.98
72	28.23	15.80
73	31.91	17.84
74	36.06	20.16

**Occupational loading factors**

Professional	0.90	White collar	1.00
Light blue collar	1.30	Blue collar	1.70
Heavy blue collar	2.00		

**ANNUAL PREMIUMS PER \$1,000 SUM INSURED  
- TPD ONLY COVER**

AGE	MALE	FEMALE
15	0.38	0.35
16	0.38	0.35
17	0.38	0.35
18	0.38	0.35
19	0.38	0.35
20	0.33	0.32
21	0.31	0.29
22	0.30	0.27
23	0.26	0.25
24	0.25	0.25
25	0.22	0.22
26	0.22	0.22
27	0.22	0.21
28	0.22	0.22
29	0.22	0.22
30	0.23	0.22
31	0.23	0.22
32	0.22	0.22
33	0.26	0.24
34	0.27	0.26
35	0.29	0.26
36	0.30	0.29
37	0.34	0.32
38	0.38	0.37
39	0.43	0.42
40	0.48	0.47
41	0.54	0.53
42	0.62	0.61
43	0.69	0.67
44	0.80	0.76
45	0.91	0.87
46	1.04	0.99
47	1.16	1.14
48	1.37	1.32
49	1.57	1.53
50	1.79	1.74
51	2.10	2.06
52	2.45	2.40
53	2.86	2.78
54	3.34	3.26
55	3.86	3.74
56	4.47	4.36
57	5.15	5.05
58	6.03	5.88
59	7.02	6.82
60	8.12	7.89
61	9.40	9.56
62	10.87	10.57
63	12.55	12.20
64	7.51	8.95
65	8.81	10.27
66	10.31	11.81
67	12.01	13.53
68	13.95	15.46
69	16.17	17.67

**Occupational loading factors**

Professional	0.90	White collar	1.00
Light blue collar	1.75	Blue collar	3.40
Heavy blue collar	4.00		

**ANNUAL PREMIUMS PER \$1,000 SUM INSURED  
- COMBINED DEATH AND TPD COVER**

AGE	MALE	FEMALE
15	0.95	0.63
16	0.95	0.63
17	0.95	0.63
18	0.95	0.63
19	0.95	0.63
20	0.91	0.60
21	0.86	0.57
22	0.82	0.54
23	0.77	0.51
24	0.72	0.51
25	0.69	0.49
26	0.67	0.49
27	0.65	0.48
28	0.65	0.50
29	0.66	0.50
30	0.67	0.52
31	0.67	0.52
32	0.67	0.53
33	0.70	0.56
34	0.71	0.58
35	0.75	0.60
36	0.78	0.64
37	0.83	0.68
38	0.89	0.74
39	0.97	0.80
40	1.06	0.87
41	1.17	0.95
42	1.28	1.05
43	1.41	1.15
44	1.57	1.27
45	1.76	1.41
46	1.97	1.59
47	2.21	1.78
48	2.50	2.04
49	2.81	2.32
50	3.20	2.64
51	3.64	3.03
52	4.16	3.46
53	4.76	3.93
54	5.41	4.45
55	6.12	4.99
56	7.00	5.59
57	8.00	6.36
58	9.20	7.24
59	10.57	8.26
60	12.12	9.43
61	13.91	11.08
62	15.98	12.30
63	18.33	14.05
64	13.99	10.23
65	16.02	11.73
66	18.38	13.46
67	21.08	15.44
68	24.17	17.72
69	27.71	20.33

**Occupational loading factors**

Professional	0.90	White collar	1.00
Light blue collar	1.50	Blue collar	2.60
Heavy blue collar	3.00		

## INSURANCE PREMIUM RATE TABLES – SALARY CONTINUANCE COVER

The following premium rate tables outline the various standard annual premiums payable per \$100 monthly benefit for selected ages. Premium loadings may apply due to occupational, health or pastime factors.

### ANNUAL PREMIUMS PER \$100 MONTHLY BENEFIT – SALARY CONTINUANCE COVER (MALE)

CURRENT AGE	GENDER	MALE								
	WAITING PERIOD	30 DAYS			60 DAYS			90 DAYS		
	BENEFIT PERIOD	TWO YEARS	FIVE YEARS	TO AGE 65	TWO YEARS	FIVE YEARS	TO AGE 65	TWO YEARS	FIVE YEARS	TO AGE 65
15		3.19	7.58	12.64	1.92	4.68	8.70	1.39	3.44	7.01
16		3.19	7.58	12.64	1.92	4.68	8.70	1.39	3.44	7.01
17		3.19	7.58	12.64	1.92	4.68	8.70	1.39	3.44	7.01
18		3.19	7.58	12.64	1.92	4.68	8.70	1.39	3.44	7.01
19		3.19	7.58	12.64	1.92	4.68	8.70	1.39	3.44	7.01
20		3.19	7.58	12.64	1.92	4.68	8.70	1.39	3.44	7.01
21		3.10	7.42	12.62	1.83	4.50	8.49	1.29	3.24	6.72
22		3.02	7.30	12.64	1.76	4.32	8.32	1.22	3.05	6.47
23		2.96	7.19	12.69	1.69	4.19	8.18	1.15	2.90	6.25
24		2.90	7.11	12.78	1.63	4.07	8.08	1.08	2.76	6.07
25		2.86	7.05	12.91	1.58	3.97	8.02	1.03	2.65	5.93
26		2.86	7.11	13.26	1.56	3.96	8.12	1.00	2.60	5.91
27		2.89	7.23	13.71	1.56	3.97	8.28	0.98	2.57	5.95
28		2.94	7.42	14.26	1.56	4.03	8.51	0.97	2.58	6.04
29		3.01	7.66	14.91	1.59	4.12	8.80	0.98	2.60	6.18
30		3.11	7.96	15.66	1.63	4.25	9.16	0.99	2.66	6.38
31		3.23	8.32	16.51	1.68	4.41	9.59	1.02	2.74	6.63
32		3.37	8.73	17.46	1.74	4.61	10.08	1.05	2.85	6.92
33		3.53	9.21	18.51	1.83	4.85	10.65	1.10	2.98	7.28
34		3.70	9.73	19.65	1.92	5.12	11.29	1.15	3.14	7.71
35		3.91	10.31	20.89	2.01	5.43	12.01	1.21	3.34	8.20
36		4.13	10.96	22.23	2.14	5.79	12.80	1.29	3.57	8.76
37		4.37	11.66	23.66	2.27	6.19	13.69	1.38	3.84	9.41
38		4.63	12.43	25.19	2.42	6.63	14.66	1.48	4.15	10.15
39		4.91	13.28	26.81	2.59	7.14	15.74	1.60	4.52	11.00
40		5.22	14.19	28.53	2.78	7.71	16.93	1.74	4.94	11.95
41		5.54	15.18	30.35	3.00	8.35	18.22	1.90	5.42	13.03
42		5.91	16.26	32.27	3.24	9.07	19.65	2.09	5.99	14.24
43		6.30	17.42	34.28	3.50	9.87	21.21	2.29	6.63	15.61
44		6.72	18.70	36.39	3.79	10.77	22.91	2.54	7.37	17.13
45		7.18	20.08	38.58	4.13	11.78	24.76	2.82	8.21	18.83
46		7.67	21.59	40.88	4.50	12.91	26.76	3.13	9.18	20.70
47		8.21	23.23	43.27	4.91	14.18	28.92	3.49	10.29	22.77
48		8.80	25.03	45.73	5.37	15.59	31.24	3.90	11.56	25.03
49		9.45	26.99	48.28	5.89	17.19	33.72	4.37	12.99	27.47
50		10.15	29.14	50.89	6.46	18.98	36.34	4.88	14.62	30.11
51		10.92	31.51	53.55	7.11	20.97	39.10	5.47	16.46	32.91
52		11.75	34.09	56.25	7.82	23.21	41.98	6.13	18.54	35.86
53		12.68	36.95	58.96	8.62	25.70	44.95	6.88	20.88	38.95
54		13.69	40.10	61.65	9.51	28.48	47.98	7.71	23.51	42.12
55		14.80	43.56	64.28	10.49	31.59	51.00	8.65	26.46	45.32
56		16.03	47.40	66.63	11.59	35.05	53.82	9.68	29.75	48.34
57		17.38	51.64	68.50	12.80	38.89	56.24	10.84	33.42	50.98
58		18.88	56.33	69.66	14.14	43.15	57.99	12.12	37.51	52.98
59		20.54	61.55	69.75	15.63	47.81	58.70	13.54	41.93	53.96
60		22.38	63.20	68.33	17.29	49.06	57.92	15.10	43.00	53.46
61		24.43	59.86	64.72	19.12	46.54	54.95	16.83	40.84	50.77
62		26.72	53.36	57.69	21.04	41.18	48.60	18.60	35.95	44.71
63		23.37	40.88	44.20	17.45	30.53	35.98	14.91	26.09	32.45
64		10.20	17.86	19.31	6.42	11.24	13.10	4.80	8.39	10.43

**ANNUAL PREMIUMS PER \$100 MONTHLY BENEFIT – SALARY CONTINUANCE COVER (FEMALE)**

CURRENT AGE	GENDER	FEMALE								
	WAITING PERIOD	30 DAYS			60 DAYS			90 DAYS		
	BENEFIT PERIOD	TWO YEARS	FIVE YEARS	TO AGE 65	TWO YEARS	FIVE YEARS	TO AGE 65	TWO YEARS	FIVE YEARS	TO AGE 65
15		3.50	8.50	17.81	1.99	4.96	11.20	1.35	3.45	8.38
16		3.50	8.50	17.81	1.99	4.96	11.20	1.35	3.45	8.38
17		3.50	8.50	17.81	1.99	4.96	11.20	1.35	3.45	8.38
18		3.50	8.50	17.81	1.99	4.96	11.20	1.35	3.45	8.38
19		3.50	8.50	17.81	1.99	4.96	11.20	1.35	3.45	8.38
20		3.50	8.50	17.81	1.99	4.96	11.20	1.35	3.45	8.38
21		3.53	8.64	18.42	2.01	5.05	11.58	1.36	3.51	8.65
22		3.57	8.79	19.03	2.03	5.13	11.96	1.38	3.56	8.93
23		3.60	8.94	19.66	2.05	5.21	12.33	1.38	3.61	9.20
24		3.64	9.09	20.28	2.07	5.29	12.71	1.39	3.67	9.47
25		3.68	9.25	20.90	2.09	5.38	13.09	1.41	3.73	9.74
26		3.77	9.52	21.83	2.17	5.63	13.89	1.49	3.97	10.49
27		3.88	9.90	22.94	2.25	5.89	14.68	1.56	4.18	11.14
28		4.04	10.36	24.23	2.33	6.15	15.46	1.61	4.35	11.71
29		4.23	10.90	25.69	2.43	6.43	16.27	1.66	4.51	12.23
30		4.44	11.53	27.33	2.53	6.73	17.12	1.71	4.68	12.74
31		4.68	12.24	29.14	2.64	7.07	18.02	1.76	4.86	13.25
32		4.95	13.03	31.11	2.76	7.44	18.99	1.83	5.05	13.81
33		5.26	13.89	33.23	2.90	7.87	20.07	1.89	5.28	14.44
34		5.58	14.84	35.49	3.06	8.35	21.27	1.98	5.56	15.18
35		5.93	15.86	37.89	3.24	8.89	22.60	2.09	5.90	16.04
36		6.31	16.97	40.40	3.45	9.50	24.06	2.22	6.30	17.06
37		6.71	18.15	43.03	3.68	10.20	25.69	2.38	6.79	18.26
38		7.13	19.40	45.77	3.93	10.97	27.49	2.56	7.36	19.65
39		7.58	20.75	48.58	4.23	11.84	29.45	2.78	8.03	21.25
40		8.05	22.16	51.47	4.55	12.82	31.60	3.04	8.80	23.08
41		8.55	23.67	54.41	4.90	13.90	33.91	3.33	9.71	25.13
42		9.07	25.27	57.40	5.28	15.09	36.40	3.66	10.72	27.40
43		9.63	26.95	60.42	5.72	16.40	39.04	4.04	11.88	29.88
44		10.21	28.72	63.44	6.18	17.84	41.83	4.45	13.17	32.56
45		10.83	30.61	66.45	6.68	19.41	44.74	4.91	14.61	35.43
46		11.47	32.60	69.44	7.23	21.11	47.75	5.42	16.19	38.45
47		12.15	34.71	72.38	7.82	22.97	50.82	5.97	17.94	41.59
48		12.87	36.95	75.23	8.46	24.98	53.92	6.57	19.84	44.80
49		13.63	39.34	77.98	9.14	27.13	57.01	7.22	21.90	48.03
50		14.43	41.88	80.60	9.87	29.45	60.03	7.92	24.13	51.21
51		15.29	44.59	83.05	10.65	31.94	62.92	8.66	26.51	54.30
52		16.20	47.49	85.31	11.47	34.59	65.63	9.44	29.06	57.19
53		17.17	50.61	87.32	12.35	37.41	68.08	10.28	31.76	59.83
54		18.22	53.96	89.05	13.28	40.41	70.19	11.15	34.61	62.10
55		19.35	57.58	90.41	14.25	43.60	71.87	12.06	37.60	63.92
56		20.57	61.49	91.18	15.28	46.96	72.89	13.01	40.73	65.05
57		21.88	65.73	91.14	16.36	50.51	73.04	14.00	43.98	65.28
58		23.32	70.36	90.07	17.50	54.25	72.10	15.01	47.35	64.40
59		24.88	75.40	87.67	18.71	58.09	69.82	16.06	50.67	62.17
60		26.58	75.64	83.55	19.96	57.23	65.87	17.12	49.34	58.30
61		28.46	69.81	77.12	21.28	51.99	59.81	18.20	44.35	52.39
62		30.52	60.87	67.24	22.56	44.17	50.78	19.14	37.01	43.73
63		26.39	46.18	51.01	18.27	31.97	36.70	14.79	25.87	30.57
64		11.57	20.25	22.36	6.73	11.78	13.45	4.66	8.15	9.63

**Occupational loading factors**

Professional	0.90	White collar	1.00
Light blue collar	1.50	Blue collar	2.25
Heavy blue collar	3.00		

**Loading factor for agreed value benefit**

1.20 (refer to the PDS for further information)

## CALCULATING THE COST OF COVER

### DEATH AND TPD COVER

For death only, TPD only and death and TPD, the premium payable will depend on the type(s) of cover and benefit amount(s) you nominate (see Examples 1-3).

#### EXAMPLE 1: DEATH ONLY COVER

A male member aged 40 who is a light blue collar worker would like to be insured for a benefit of \$400,000 in the event of his death (death only cover).

##### Monthly premium:

$$= \frac{\text{Premium rate}^2 \times \text{occupational loading factor}^2 \times \text{insured benefit}}{12 \text{ months} \times \$1,000^1}$$

$$= \frac{\$0.74 \times 1.30 \times \$400,000}{\$12,000}$$

$$= \$32.07 \text{ per month}$$

If you have an equal amount of death and TPD cover, the cost is calculated based entirely on the combined death/TPD premium rate (see Example 2).

#### EXAMPLE 2: DEATH AND TPD COVER FOR THE SAME AMOUNT

A female member aged 35 who is a white collar worker would like to be insured for a benefit of \$300,000 in the event of her death or TPD (that is, the standard automatic death and TPD cover amount for her age).

##### Monthly premium:

$$= \frac{\text{Premium rate}^3 \times \text{occupational loading factor}^3 \times \text{insured benefit}}{12 \text{ months} \times \$1,000^1}$$

$$= \frac{\$0.60 \times 1.00 \times \$300,000}{\$12,000}$$

$$= \$15.00 \text{ per month}$$

However, if you have differing amounts of death and TPD cover (see Example 3):

- the combined death/TPD premium rate will apply to the common sum insured amount and
- the relevant death only or TPD only premium rate will apply to the death or TPD cover above the common sum insured amount.

#### EXAMPLE 3: DEATH AND TPD COVER FOR DIFFERING AMOUNTS

A female member aged 35 who is a white collar worker would like to be insured for a death benefit of \$400,000 and TPD benefit of \$300,000.

##### Monthly premium for the common \$300,000 sum insured amount:

$$= \frac{\text{Premium rate}^3 \times \text{occupational loading factor}^3 \times \text{insured benefit}}{12 \text{ months} \times \$1,000^1}$$

$$= \frac{\$0.60 \times 1.00 \times \$300,000}{\$12,000}$$

$$= \$15.00 \text{ per month}$$

plus

##### Monthly premium for the additional \$100,000 death cover:

$$= \frac{\text{Premium rate}^2 \times \text{occupational loading factor}^2 \times \text{insured benefit}}{12 \times \$1,000^1}$$

$$= \frac{\$0.43 \times 1.00 \times \$100,000}{\$12,000}$$

$$= \$3.58 \text{ per month}$$

##### Total monthly premium:

$$= \$15.00 + \$3.58 \text{ per month}$$

$$= \$18.58 \text{ per month}$$

1 Premium rates are expressed per \$1,000 of the sum insured.

2 From insurance rate table – death only cover.

3 From insurance rate table – combined death and TPD cover.

### SALARY CONTINUANCE COVER

For salary continuance cover, the premium payable will depend on the benefit amount you nominate and the basis of your cover (see Example 4).

#### EXAMPLE 4: BENEFIT AMOUNT AND PREMIUM

A male member aged 35 who is a white collar worker. He currently earns an annual salary of \$100,000 (excluding super) and would like to take out salary continuance cover in the event of a disablement that will prevent him from working. He would like the benefit to be paid over five years, have a 60 day waiting period and a 10% super contribution component.

##### Monthly insured benefit:

$$= \frac{(75\% \text{ of annual salary})}{12 \text{ months}} + \frac{(10\% \text{ super component})}{12 \text{ months}}$$

$$= \frac{(75\% \times \$100,000)}{12} + \frac{(10\% \times \$100,000)}{12}$$

$$= \frac{\$75,000}{12} + \frac{\$10,000}{12}$$

$$= \$6,250.00 + \$833.33 = \$7,083.33$$

##### Monthly premium:

$$= \frac{\text{Premium rate}^2 \times \text{occupational loading factor}^2 \times \text{insured benefit}}{12 \times \$100^1}$$

$$= \frac{\$5.43 \times 1.0 \times \$7,083.33}{\$1,200}$$

$$= \$32.05 \text{ per month (indemnity basis)}$$

$$= \$32.05 \times 1.2 = \$38.46 \text{ per month (agreed value basis)}$$

In this example, upon payment of a disablement claim by the insurer, he will receive:

- a monthly benefit of \$6,250.00\* (less PAYG tax) and
- a monthly amount of \$833.33\* paid by us into his MySuper account as a super contribution.

\* The benefit payable may be lower if at claim time he is earning less than \$100,000 per annum.

1 Premium rates are expressed per \$100 of the monthly benefit.

2 From insurance rate tables.

Perpetual's Select Superannuation Fund (ABN 51 068 260 563 RSE R1057034) (Fund) includes Perpetual Select Super Plan (Super Plan), Perpetual Select Pension Plan (Pension Plan) and Perpetual MySuper (MySuper). Insurance offered through the Super Plan and MySuper is issued by AIA Australia Limited (the Insurer) ABN 79 004 837 861 AFSL 230043 and is administered by Perpetual Superannuation Limited (PSL) ABN 84 008 416 831, AFSL 225246, RSE L0003315 as the trustee of the Fund. All of the insurance cover offered by the Super Plan and MySuper is provided under and is subject to the terms and conditions in the relevant Policy Document. While every effort has been made to ensure that the information contained in this document is accurate, the terms and conditions in the relevant Policy Document will prevail to the extent that they are inconsistent with the information contained in this document. You are able to obtain a copy of the relevant Policy Document for your insurance by contacting us on 1800 003 001.

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