

# CRISIS EXTENSION – PROVIDING FLEXIBLE CRISIS OPTIONS

When you need it most

October 2020



HEALTHIER, LONGER,  
BETTER LIVES

Life doesn't always go to plan and sometimes we have to deal with unexpected health issues. AIA's **Priority Protection Crisis Recovery** insurance provides support during these times to make sure that you and your family are financially protected.

As healthcare changes with technological advances in both diagnosis and treatments, so too do your needs. This means that you may not need the same amount of protection for all events that are covered, but you may still need the right cover for more serious events.

We're here to ensure that you have flexible and tailored cover for a range of potential health events that may occur during your lifetime.

## Introducing Crisis Extension

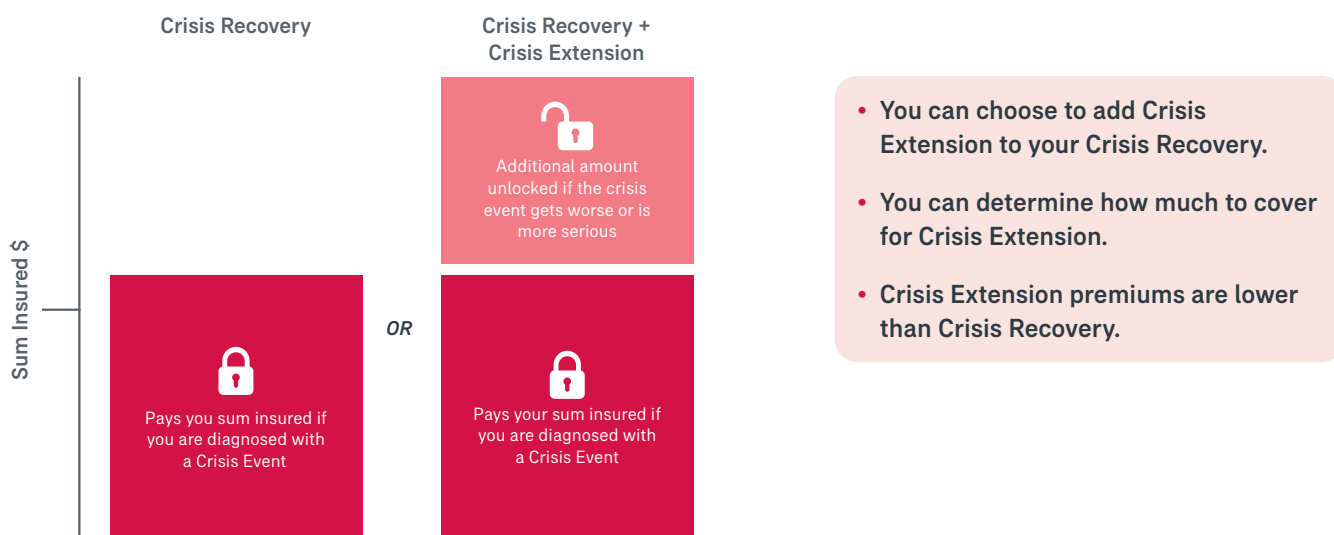
Our new Crisis Extension cover has been carefully designed to complement our highly rated Crisis Recovery insurance. Through Crisis Extension, you will now have the choice of flexible sums insured that offer you and your family a lot more cover and a lot more protection.

## Here's how it works

With Crisis Recovery, you're paid a lump sum if you are diagnosed with a Crisis Event. Crisis Events are medically defined as part of our Product Disclosure Statement (PDS) and include cancer, heart attack and stroke; medical procedures such as coronary artery angioplasty; and many other serious illnesses and injuries. This lump sum payment (your sum insured) helps with the financial burden of the medical condition and provides you with peace of mind while you recover from your illness or injury.

However, this is a once-off payment, and if your condition progresses or worsens, you will no longer have access to the same level of covers. What this means is that Crisis Recovery as a once-off pay-out may leave you exposed and vulnerable to future risks of not being well enough insured if a more serious event occurs.

**Crisis Extension addresses this** by offering you more personalised and flexible long-term cover allowing for multiple claims, and keeping you covered even after a claim.



## As your life changes, so too should your life insurance.

Crisis Extension is taken out in conjunction with our Crisis Recovery benefit but is treated independently, meaning you get to choose the sum insured for both of these types of cover. These are like levers that can be pulled in either direction delivering flexibility that best suits your needs.

This means you can choose to add as much or as little toward your Crisis Extension sum insured. This flexibility allows you to get more cover for the most serious events, at lower premium rates.

The great thing about Crisis Extension is that it covers major crisis events that generally require additional care – and additional financial support – to lessen the burden on you.



\*Premium estimates are indicative only, and are based on stepped premium rates for a 45 year old, male, non-smoker, NSW, with AIA Vitality and includes policy fee.

## So, what is covered under Crisis Extension?

This table compares what is covered for Crisis Recovery and Crisis Extension. All of these medical events are medically defined in the PDS.

Some Crisis Events covered under Crisis Recovery also qualify for Crisis Extension, without any other criteria. For other events, Crisis Extension will have additional criteria relating to the severity of the illness.

- You may meet these criteria upfront, and get both amounts paid on the same claim; OR
- The Crisis Extension amount becomes available at a later point should your illness progress.

Crisis Recovery	Crisis Extension
Cancer	Advanced Invasive Cancer
Cardiomyopathy	Cardiomyopathy with Class IV impairment
Coronary Artery Angioplasty	N/A
Coronary Artery Bypass Surgery	Coronary Artery Bypass Surgery (open heart)
Heart Attack	Heart Attack (severe) with impaired cardiac function
Heart Valve Surgery	Heart Valve Surgery (open heart)
Out of Hospital Cardiac Arrest	Out of Hospital Cardiac Arrest
Other Serious Coronary Artery Disease	N/A
Pulmonary Arterial Hypertension (Primary)	Pulmonary Arterial Hypertension (Primary) with Class IV impairment
Stroke	Stroke with significant functional impairment
Surgery to the Aorta	Surgery to the Aorta (open heart or open abdominal)
Accidental HIV Infection	N/A
Alzheimer’s Disease	Alzheimer’s Disease
Aplastic Anaemia	Aplastic Anaemia
Bacterial Meningitis	Bacterial Meningitis with significant functional impairment
Benign Brain or Spinal Cord Tumour	Benign Brain or Spinal Cord Tumour with significant functional impairment
Blindness	Blindness
Chronic Liver Disease	Chronic Liver Disease
Chronic Lung Disease	Chronic Lung Disease
Coma	Coma
Dementia	Dementia

Crisis Recovery	Crisis Extension
Diplegia	Diplegia
Hemiplegia	Hemiplegia
Intensive Care	N/A
Kidney Failure	Kidney Failure
Loss of Hearing	Loss of Hearing
Loss of Independence	Loss of Independence
Loss of Speech	Loss of Speech
Loss of Use of Limbs and/or Sight	Loss of Use of Limbs and/or Sight
Major Burns	Major Burns
Major Head Trauma	Major Head Trauma with significant functional impairment
Major Organ Transplant	Major Organ Transplant
Motor Neurone Disease	Motor Neurone Disease
Multiple Sclerosis	Multiple Sclerosis with significant functional impairment
Muscular Dystrophy	Muscular Dystrophy with significant functional impairment
Paraplegia	Paraplegia
Parkinson's Disease	Parkinson's Disease with significant functional impairment
Pneumonectomy	Pneumonectomy
Quadriplegia	Quadriplegia
Severe Diabetes	Severe Diabetes
Severe Rheumatoid Arthritis	Severe Rheumatoid Arthritis with significant functional impairment
Terminal Illness (Stand Alone only)	Terminal Illness (Stand Alone only)

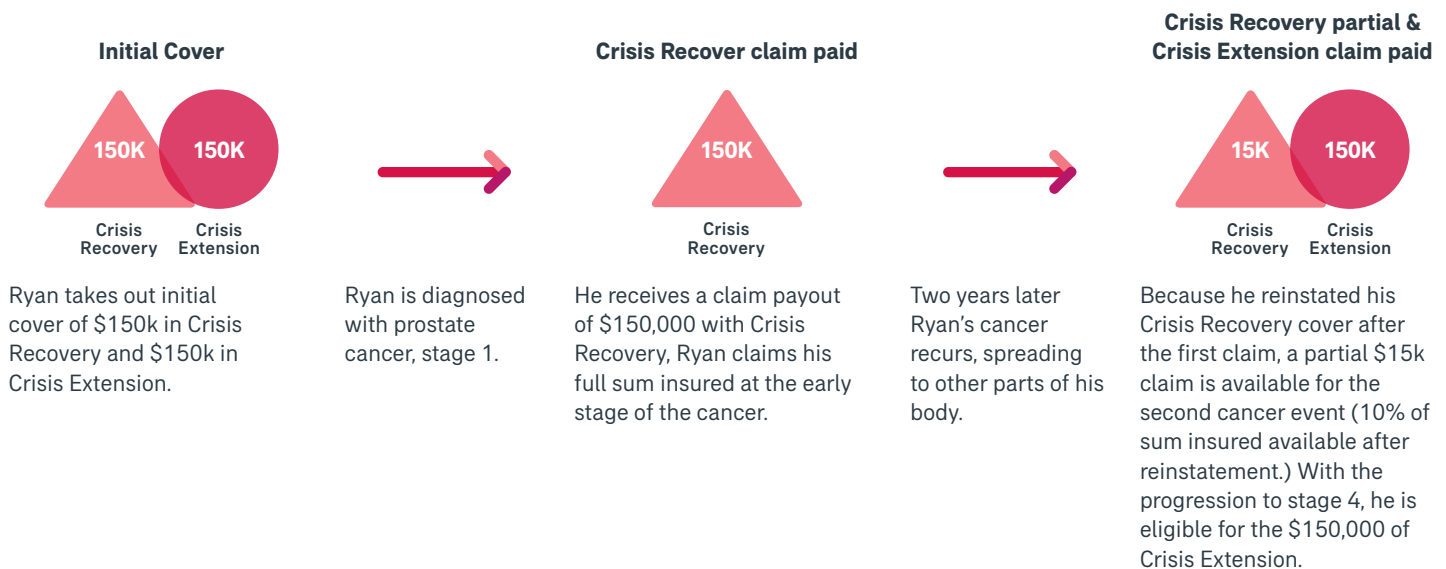
### Here's an example of Crisis Extension in action



Meet AIA Priority Protection client, Ryan. At 45 years old Ryan takes \$150,000 of Crisis Recovery with Crisis Reinstatement and an AIA Vitality membership. He has the option to take up any additional amount (he can decide how much) for Crisis Extension so he adds \$150,000 in Crisis Extension.

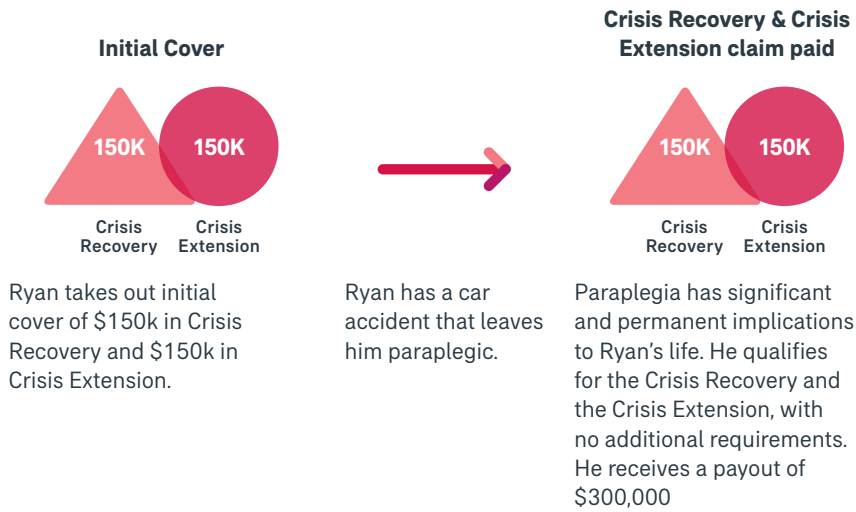
His premium for the year for both covers is, **Crisis Recovery \$860** per year and **Crisis Extension \$430** per year. Then, life happens.

#### In scenario 1 – Ryan is diagnosed with a cancer that evolves



Without Crisis Extension, Ryan would have received a Crisis Recovery benefit for the initial cancer diagnosis, but only a partial benefit when the cancer recurred, leaving him financially vulnerable at a time when he couldn't afford it. Alternatively, if he had taken \$300K of Crisis Recovery, his premium would have been around 20% more expensive.

**In scenario 2 – Ryan has an accident**



Without Crisis Extension, Ryan would have received the benefit payment from his Crisis Recovery sum insured and if his sum insured was \$300k, his premium would have been around 20% more expensive than if he has \$150k in Crisis Recovery and \$150k in Crisis Extension.

With our new Crisis Extension, you get access to more cover for longer, at around a 23%\* lower total cost compared to Crisis Recovery. We're proud to have this flexible, tailored, and needs-based approach to Crisis cover. And we look forward to supporting you with it.

**Want to find out more? Contact AIA Australia on 1800 333 613 or speak to your financial adviser.**

\*Average savings for 40-65 year olds where the total sum insured is split 50% on Crisis Recovery and 50% on Crisis Extension. The premium difference is an indication only and varies by the age of the insured.