

Two for Two

Terms and Conditions



WE'RE
FOR LIFE

EFFECTIVE 31 MAY 2018

In respect of every Eligible Policy (as defined in paragraph 2) and subject to these terms and conditions, AIA Australia Ltd ABN 79 004 837 861, AFSL 230043 ("**AIA Australia**") will waive:

- a) the policy fee that would otherwise apply to that Eligible Policy in its first two (2) years; and
 - b) the contribution fees for the first two (2) membership years of the life insured's AIA Vitality membership where the life insured under the Eligible Policy is joining AIA Vitality for the first time as part of the Eligible Policy application.
- 1 These waivers will be applied before and in addition to any other discounts applicable to the Eligible Policy (including without limitation any bundled or AIA Vitality discounts as mentioned in the relevant PDS and set out in further detail in the Premium Adjustment Rules located at www.aiavitality.com.au). The 'Two for Two' waivers are not transferable (including to another policy) and are not redeemable for cash.
 - 2 An **Eligible Policy** is any new Priority Protection or Priority Protection for Platform Investors life insurance policy issued by AIA Australia Limited where:
 - a) the application for that policy is submitted as a new business application to AIA Australia via a financial adviser who is a representative of a participating licensee (each known as an "**Eligible Advisers**");
 - b) if the application for that policy was submitted electronically via eApp[®] Express, AIA Australia received the application on or after 9.00am Melbourne time on 4 December 2017 and before 5.00pm Melbourne time on 31 August 2018;
 - c) if the application for that policy was submitted via any means other than eApp (including, without limitation where the application is a paper application or a scanned copy), the application was signed by all policyholders and the life insured on or before 31 August 2018, the application includes a signed quotation that was issued before 31 August 2018 and AIA Australia received the application on or after 9.00am Melbourne time on 4 December 2017 and before 5.00pm Melbourne time on 14 September 2018;but excludes:
 - a) any policy issued as part of a cancel and replace process;
 - b) any alteration to an existing policy (including without limitation, where policy increase occurs or where the Consumer Price Index (CPI) increases);
 - c) any Priority Protection Express policy, Professional Insurance Portfolio (DPM) policies or any other policies that are not Priority Protection or Priority Protection for Platform Investors policies; or
 - d) any policy that is cancelled during its cooling off period.
 - 3 For the avoidance of doubt, AIA Australia will not waive:
 - a) the policy fee on any policy other than an Eligible Policy; or
 - b) any contribution fees for an AIA Vitality membership where the life insured did not apply to join AIA Vitality for the first time as part of their application for the Eligible Policy.For example, consider a customer who applied for a policy (Policy 1) and joined AIA Vitality before the campaign period. Policy 1 is not an Eligible Policy. The customer pays a policy fee for Policy 1 and their AIA Vitality contributions. The customer later applies for a new policy (Policy 2) during the campaign period in accordance with these terms and conditions and Policy 2 is an Eligible Policy. AIA Australia will not waive the policy fee payable on Policy 1 and will not waive the customer's AIA Vitality contributions because they have an existing AIA Vitality membership.
 - 4 For the avoidance of doubt, AIA Australia will not waive:
 - a) any part of a policy fee that relates to the third or subsequent year of the Eligible Policy or that relates to any period after the reinstatement of a lapsed Eligible Policy; or
 - b) any contribution fees relating to the third or subsequent year of an AIA Vitality membership or that relate to any period after the reinstatement of a lapsed membership;
 - 5 Clients who take any step to access the benefits of the 'Two for Two' campaign (for example by completing a new business application form via Eligible Advisers during the period of the campaign) will be bound by these Terms and Conditions. In the unlikely event that a client does not wish to receive the 'Two for Two' campaign benefits or participate in the 'Two for Two' campaign, they must notify AIA Australia at the time of submitting their application to AIA Australia.

- 6 At AIA Australia's absolute discretion, incomplete, inaccurate, ineligible or dishonest applications, or those which, in AIA Australia's opinion do not meet the criteria set out in these Terms and Conditions, or infringe these Terms and Conditions, will be ineligible for the benefits under the 'Two for Two' campaign.
- 7 AIA Australia will not be responsible for late, lost or misdirected applications and all applications are deemed to be received at the time of receipt by AIA Australia and not at the time of transmission.
- 8 All applications are subject to meeting AIA Australia's underwriting criteria as determined by AIA Australia in its sole and absolute discretion.
- 9 Employees, contractors and other staff members, and their immediate families of AIA Australia are eligible for the 'Two for Two' campaign waivers in accordance with these Terms and Conditions.
- 10 By participating in the 'Two for Two' campaign, clients and Eligible Advisers acknowledge that their personal and sensitive information will be collected, used (including handling and storage) and disclosed in the manner described in the AIA Australia Privacy Policy available at www.aia.com.au which may be updated from time to time. Clients and Eligible Advisers also acknowledge and agree to be contacted by AIA Australia by mail, email or telephone for the purposes set out in its Privacy Policy, including but not limited to, this 'Two for Two' campaign and for marketing and other promotional purposes in respect of AIA Australia's products and services.
- 11 AIA Australia reserves the right to vary these Terms and Conditions (including without limitation, to vary the period of the campaign, the benefits under it and to otherwise vary or extend the circumstances in which a policy is an Eligible Policy for the purposes of this campaign) by posting updated terms and conditions at www.aia.com.au/AdviserSite or by emailing the Eligible Advisers or their licensee. AIA Australia may withdraw the 'Two for Two' campaign at any time at its discretion by notifying Eligible Advisers or their licensees or by posting the notice at www.aia.com.au/AdviserSite.

In the event that AIA Australia varies these Terms and Conditions or withdraws 'Two for Two' campaign, AIA Australia will, subject to applicable law, not be liable to any person for any costs, loss or damage (including costs, loss or damage caused by negligence) arising out of, or in connection with, such cancellation, variation or withdrawal and will not be required to conduct the 'Two for Two' campaign or similar campaign or apply any of the waivers contemplated under the campaign at any other time.

Eligible Advisers should contact their AIA Australia client development manager for details regarding commission payable in relation to this 'Two for Two' campaign.