

The importance of loan protection



Australians are typically underinsured when it comes to death or serious medical conditions, many by hundreds of thousands of dollars.

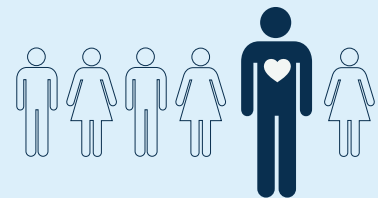
How would your clients meet their loan repayments in the event they became seriously ill or died? Loan protection provides genuine peace of mind to you and your clients.

ALI Group is the leading provider of simple, easy to understand loan protection via the mortgage broking channel, having provided over \$44 billion in cover to more than 163,000 Australians.

**AS AT 30 JUNE 2017,
ALI GROUP HAD PAID CLOSE TO
\$11.5 MILLION IN CLAIMS†**

When the need for protection is raised, most clients readily accept the offer of quality cover at an affordable price. After all, when protecting their ability to service their loan, your client is also protecting their livelihood and lifestyle.

Become one of the ever increasing number of mortgage brokers doing the right thing for their clients by providing protection alongside a loan.



1 IN 6
AUSTRALIANS
ARE AFFECTED BY
**CARDIOVASCULAR
DISEASE^Δ**



**I was only 31 when I suffered a stroke.
If it could happen to me, it could happen
to anyone"**

LINA, 31, LIVING BENEFIT, STROKE



^Δ Heart Foundation, Heart disease in Australia [available at: www.heartfoundation.org.au]

[†] ALI claims statistics as at 1 July 2017 and the quotes are from an actual ALI policyholder whose full name has been withheld for privacy reasons.

ALI GROUP 2016/17 CLAIMS EXPERIENCE

In the last financial year (July 2016 – June 2017) ALI Group paid almost \$11.5 million in claims.†



53%

OF ALL CLAIMS PAID
IN FY 2016/17 WERE FOR
**DEATH OR
TERMINAL ILLNESS**



37%

OF ALL CLAIMS PAID
IN FY 2016/17 WERE FOR
**PEOPLE UNDER
THE AGE OF 40**

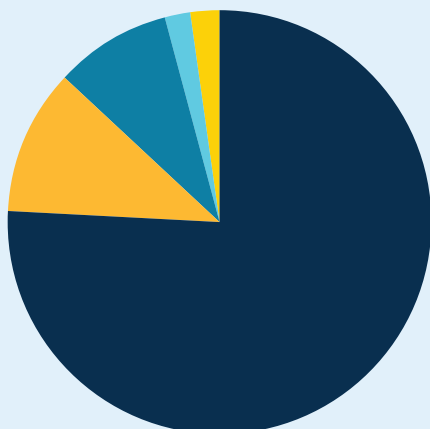


51%

OF ALL CLAIMS PAID
IN FY 2016/17 WERE FOR
MALES

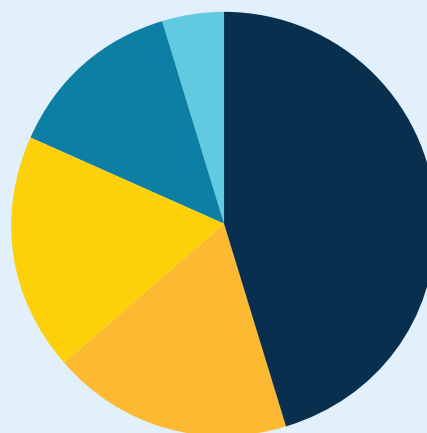
The below charts illustrate the underlying cause of all claims that were paid for both the Living Benefit (critical illnesses) and Death or Terminal Illness Benefit in FY 2016/17.

LIVING BENEFIT



- Cancer 76%
- Stroke 11%
- Heart attack 9%
- Coronary artery bypass 2%
- Loss of independent existence 2%

DEATH AND TERMINAL ILLNESS BENEFIT



- Cancer 46%
- Suicide 18%
- Accident 13%
- Liver Failure 5%
- Other 18%

TO FIND OUT MORE



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† ALI claims statistics as at 1 July 2017

Loan Protection Plan is jointly issued by Hannover Life Re of Australasia Ltd ABN 37 062 395 484 (Death, Terminal Illness, Living and Accidental Injury Benefits) and QBE Insurance (Australia) Limited ABN 78 003 191 035 AFSL 239545 (Involuntary Unemployment Benefit). It is distributed by Australian Life Insurance Distribution Pty Ltd ABN 31 103 157 811 AFSL 226403 (ALI). ALI receives commission for each policy sold. Any advice provided is of a general nature only and does not take into consideration your personal objectives, financial situation or needs. You should consider the Product Disclosure Statement (available at www.aligroup.com.au) when deciding if this product is appropriate for you. © ALI Group 2017

Some

RECENT CLAIMS



GENDER	AGE	BENEFIT	REASON FOR CLAIM	CLAIM AMOUNT	DURATION OF POLICY	TIME TO PAY CLAIM	STATE
Male	33	Death	Other	\$593,206	7 years	197 days	NT
Male	48	Death	Suicide	\$485,109	9 years	16 days	QLD
Female	66	Terminal Illness	Cancer	\$297,771	11 years	2 days	NSW
Male	39	Terminal Illness	Cancer	\$288,318	13 years	2 days	SA
Female	42	Living	Cancer	\$212,695	11 years	2 days	WA
Male	25	Death	Suicide	\$175,100	1 year	21 days	QLD
Male	50	Living	Coronary Artery Bypass Surgery	\$159,135	9 years	41 days	WA
Male	48	Living	Cancer	\$131,446	12 years	3 days	NSW
Female	54	Living	Cancer	\$121,913	14 years	4 days	NSW
Female	64	Living	Cancer	\$118,001	9 years	3 days	NSW
Female	55	Living	Cancer	\$110,134	10 years	2 days	NSW
Female	37	Death	Cancer	\$83,585	6 years	6 days	VIC
Female	36	Living	Cancer	\$83,430	9 years	3 days	SA
Female	25	Living	Cancer	\$75,000	6 months	36 days	SA
Female	44	Living	Cancer	\$73,793	7 years	30 days	QLD
Female	34	Death	Cancer	\$72,936	4 years	17 days	SA
Male	45	Living	Coronary Artery Bypass Surgery	\$65,564	3 years	10 days	WA
Female	56	Living	Cancer	\$65,564	3 years	9 days	NSW
Female	47	Living	Cancer	\$51,500	11 years	3 days	VIC
Male	32	Living	Cancer	\$46,350	1 year	6 days	VIC
Female	40	Living	Cancer	\$34,778	5 years	46 days	VIC
Female	45	Living	Cancer	\$30,900	2 years	9 days	VIC
Female	32	Living	Cancer	\$24,000	9 months	8 days	VIC
Female	60	Living	Cancer	\$15,914	2 years	10 days	NSW

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*Please note, ALI Group endeavours to process claims as quick as we can. In most instances where there is a delayed time to pay a claim there has been an external event which has been out of our control.

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CLAIM STORY

Tim and Eleisha's Story

Tim and Eleisha have been together since 2007 and in that time have been through a lot together. Through the heartache of being told they wouldn't conceive a child naturally, to going through gruelling fertility treatments only to overcome the odds and go on to give birth to two little girls, to then be faced with redundancy when Tim's employer went into liquidation, life has certainly thrown curve balls at them.

Though nothing could have prepared them for the diagnosis of Tim's Stage 3 Bowel Cancer.

After undergoing surgery in November 2019, Tim and Eleisha learnt the cancer had spread into Tim's lymph nodes. Since December, Tim has been undertaking chemotherapy at the Northern Adelaide Cancer Centre and Eleisha has taken on the role as full-time provider and carer to both of their daughters and her very ill husband.

Eleisha had purchased her first home before she met Tim, through the help of Aussie Home Loans mortgage broker Matthew Rose. So when Tim and her were ready to purchase a home together, they went to Matthew once more for his help. During the process, Matthew spoke about their options with taking out loan protection to cover them in case of something unfortunate occurring. Understanding the value of having that peace of mind in place, they took out an ALI Loan Protection Plan (LPP).

"The claims process with ALI Group was fantastic. I contacted Colette a few times regarding updates on our policy and we were always kept in the loop and updated regularly on how things were progressing".

// It's been the best financial decision for us, especially with Tim not having cover through his superannuation".

Tim discovered he had no illness cover within his superannuation to see him through and whilst he's been incredibly unwell, he has not been able to work. So, Eleisha's wage needed to cover their mortgage repayments, bills, childcare and the cost of expensive chemotherapy medications. As well as out-of-pocket costs such as nausea and cramping medication, which are not covered by Medicare. Thankfully though, they were able to receive a lump sum payment by making a claim through their LPP policy which was paid directly to them to use how and when they need.

"The payout from our claim has saved us financially. Tim was having trouble with Centrelink to receive sickness allowance and so we were not having much of an income coming in to cover our bills and the mortgage on one wage. I had a savings buffer which we were using but it was quickly beginning to diminish. When our claim was approved and we received the funds we were so relieved that we could now cover our mortgage repayments and general living expenses".

Tim and Eleisha said if it wasn't for LPP they would have needed to take the children out of childcare, leaving a very unwell Tim with the responsibility of taking care of two young children, whilst Eleisha would have needed to arrange even more hours at work, just to try and make ends meet.

"It's been the best financial decision for us, especially with Tim not having cover through his superannuation. Even with the assistance of my wage and the sickness allowance through Medicare, living would have been incredibly tight, I'm not sure we would have managed. If you're a mortgage broker, please talk to your clients about their protection needs, no matter how young and healthy they are. As our Oncologist has told us, they're seeing more and more young people (fit and healthy people) being diagnosed every day with cancer. It does not discriminate. I believe everyone deserves the opportunity to protect themselves against financial hardship".

GENDER	AGE	BENEFIT	REASON FOR CLAIM	CLAIM AMOUNT	DURATION OF POLICY	TIME TO PAY
Male	32	Living Benefit	Bowel Cancer	\$50,648	4 years	27 days

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CLAIMS EXPERIENCE

Some recent claims

GENDER	AGE	BENEFIT	REASON FOR CLAIM	CLAIM AMOUNT	DURATION OF POLICY	TIME TO PAY CLAIM
Male	36	Death	Road Accident	\$750,000	59 days	11 days
Female	37	Death	Suicide	\$672,379	5 years	12 days
Male	37	Death	Pneumonia	\$544,859	5 years	33 days
Male	54	Terminal Illness	Cancer	\$419,195	11 years	5 days
Male	29	Death	Motor Vehicle Accident	\$412,000	1 year	9 days
Male	25	Death	Road Accident	\$290,000	3 months	9 days
Female	59	Death	Cancer	\$153,352	12 years	2 days
Female	44	Living	Cancer	\$145,191	4 years	8 days
Male	42	Living	Cancer	\$132,870	1 year	12 days
Male	53	Death	Other	\$109,273	3 years	12 days
Female	44	Living	Cancer	\$108,000	9 months	11 days
Female	41	Living	Cancer	\$105,000	9 months	8 days
Female	27	Living	Cancer	\$105,000	7 months	10 days
Male	46	Living	Heart Attack	\$104,673	4 years	17 days
Female	66	Terminal Illness	Cancer	\$103,130	12 years	2 days
Male	47	Living	Cancer	\$92,700	1 year	7 days
Female	38	Living	Cancer	\$77,660	4 years	25 days
Male	47	Living	Cancer	\$74,484	12 years	4 days
Male	32	Living	Cancer	\$50,648	4 years	27 days
Male	49	Living	Coronary Artery Bypass Surgery	\$49,173	3 years	7 days
Female	53	Living	Cancer	\$38,192	2 years	9 days
Female	56	Living	Cancer	\$38,187	10 years	3 days
Male	41	Crisis	Cancer	\$21,600	4 years	20 days
Male	44	Unemployment Benefit	Redundancy	\$7,500	7 months	66 days
Female	36	Unemployment Benefit	Redundancy	\$7,500	1 year	70 days

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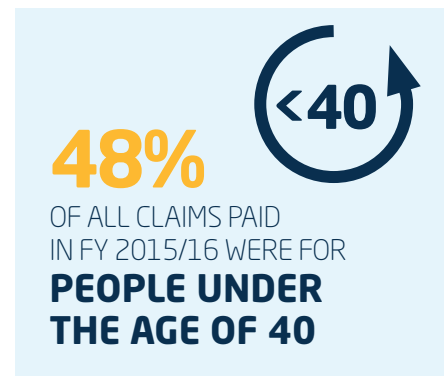
Some recent ALI Group claims...

Too young for loan protection?

ALI Group recently paid a claim to Brett who was only 38 years old when he was diagnosed with cancer.

In Brett's own words, "at the time you don't forecast anything happening, especially since I'm only 38. You really don't foresee things going so wrong. Gee, if I didn't have it (Loan Protection Plan), it would definitely be causing a lot of heartache, headaches, worry and a lot of stress."

Illness doesn't discriminate.



BELOW ARE SOME PEOPLE ALI GROUP HAVE HELPED IN THE LAST THREE MONTHS...

GENDER	AGE	BENEFIT	CAUSE OF CLAIM	CLAIM AMOUNT	DURATION OF POLICY AT TIME OF CLAIM	TIME TO PAY CLAIM
Male	25	Death	Accident	\$348,907	4 years	21 days
Male	61	Death Benefit	Complications from HIV/AIDS	\$314,524	9 years	61 days
Female	44	Death Benefit	Acute renal failure	\$272,502	8 years	132 days
Female	41	Living Benefit	Breast cancer	\$191,639	10 years	1 day
Female	56	Living Benefit	Breast cancer	\$188,976	8 years	7 days
Female	34	Death	Cancer	\$185,400	1 year	26 days
Male	44	Living Benefit	Pancreatic cancer	\$141,000	7 months	26 days
Female	44	Living Benefit	Breast cancer	\$108,150	2 years	19 days
Female	48	Living Benefit	Breast cancer	\$105,029	2 years	15 days
Female	45	Living Benefit	Heart attack	\$102,000	1 year	50 days
Female	44	Living Benefit	Lung cancer	\$98,345	4 years	51 days
Female	43	Living Benefit	Breast cancer	\$73,202	2 years	32 days
Male	44	Living Benefit	Heart attack	\$73,202	3 years	17 days
Female	26	Living Benefit	Cancer	\$67,689	9 years	8 days
Male	60	Living Benefit	Prostate cancer	\$52,451	10 yearss	2 days
Male	56	Living Benefit	Heart attack	\$45,000	11 months	5 days
Male	38	Living Benefit	Rectal cancer	\$38,930	8 years	4 days
Female	42	Living Benefit	Loss of independent existence (Motor Neurone Disease)	\$31,827	2 years	118 days
Female	33	Living Benefit	Melanoma cancer	\$30,900	2 years	12 days
Female	54	Living Benefit	Bowel cancer	\$27,144	4 years	39 days
Female	46	Living Benefit	Breast cancer	\$15,000	1 year	16 days

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