



Mr John Smith  
123 Pitt St  
Sydney NSW 2001

**Perpetual Select Super Plan**  
**Client number:** 3603xxxxx  
**Account number:** AC8000xxxx

Dear Mr Smith

## Changes to your Perpetual Select Superannuation account

As you are a member of the Perpetual Select Super Plan, we are writing to inform you that in conjunction with AIA Australia Limited (the insurer), we are making changes to the insurance premium rates and some of the insurance policy terms and conditions from 1 July 2018.

### Reduction/Change to insurance premium rates

Insurance premiums are reducing from 1 July 2018 across all cover types and occupational collar ratings. The average reduction to premium rates is shown in the table below:

Type of insurance cover	Combined Death and Total Permanent Disablement (TPD)	Death only	TPD only	Salary Continuance Insurance (SCI)
Premium reduction	22%	22%	22%	18%

Your new annual premium rates will be shown in your Annual Statement for the year ended 30 June 2018, which will be sent to you from August 2018. You can also find more information about your account online through our member portal <https://secure.perpetual.com.au>.

### Changes to the default occupational loading factor

Your insurance premiums are based on several factors, one of which is your occupation. As we haven't been advised of your occupation, we have applied a default occupational loading factor. Up until 30 June 2018 the default occupational loading factor applied to your premiums was "White-Collar".

From 1 July 2018 we are changing the default occupational loading factor to "Light-Blue". If you don't update your occupation details, the insurance premium reduction combined with the increase in the default collar rating loading will mean your premium will on average increase by 18%. This figure does not take into account any applicable age, gender, waiting and benefit period increases.

It is important to that you provide sufficient occupation details, as you may be paying a premium that doesn't reflect your occupational loading factor.

You can provide us with your occupation at any time by completing the attached form. Your occupation will be assessed, and an occupation loading factor will be applied to your premiums as per the table below:

Rating	Death and TPD cover	Death Only cover	TPD only cover	SCI cover*
Professional	0.90	0.90	0.90	0.90
White Collar	1.00	1.00	1.00	1.00
Light Blue	1.50	1.30	1.75	1.50
Blue	2.60	1.70	3.40	2.25
Heavy Blue	3.00	2.00	4.00	3.00

\*Loading factor for agreed value benefit – 1.20

### What do you need to do?

Please review this information carefully. If you decide that you'd like your insurance cover to stay as it is, there's nothing for you to do.

You can reduce, cancel or apply to increase your current insurance cover at any time. If you decide you'd like to revise your insurance cover, please call us on 1800 003 001 during business hours (Sydney time).

### Further information

Please ensure you refer to the enclosed flyer for more information. An updated 'Insurance in your super' document which forms part of the current Product Disclosure Statement will be available on our website from 1 July 2018 or by contacting us.

If you would like further information, please contact your adviser, email [investments@perpetual.com.au](mailto:investments@perpetual.com.au) or phone us on 1800 003 001 during business hours (Sydney time).

Yours sincerely



Jason Komadina  
**General Manager, Product and Investments**