

Personal insurance premium rates

Income replacement cover (with 2 year benefit payment period)

Rates per \$1,000 annual benefit (where benefit is 75% of salary)

Age next birthday	30 day wait				60 day wait				90 day wait			
	Male	Male	Female	Female	Male	Male	Female	Female	Male	Male	Female	Female
	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker
16	2.02	2.55	3.48	4.37	1.61	2.03	3.28	4.11	0.79	1.00	2.88	3.59
17	2.02	2.55	3.48	4.37	1.61	2.03	3.28	4.11	0.79	1.00	2.88	3.59
18	2.02	2.55	3.48	4.37	1.61	2.03	3.28	4.11	0.79	1.00	2.88	3.59
19	2.02	2.55	3.48	4.37	1.61	2.03	3.28	4.11	0.79	1.00	2.88	3.59
20	2.02	2.55	3.48	4.37	1.61	2.03	3.28	4.11	0.79	1.00	2.88	3.59
21	2.02	2.55	3.48	4.37	1.61	2.03	3.28	4.11	0.79	1.00	2.88	3.59
22	2.13	2.66	3.50	4.39	1.68	2.10	3.24	4.05	0.79	0.97	2.72	3.38
23	2.37	2.98	3.82	4.76	1.85	2.33	3.47	4.32	0.82	1.03	2.77	3.45
24	2.63	3.29	4.14	5.18	2.04	2.55	3.70	4.63	0.85	1.07	2.83	3.54
25	2.90	3.62	4.46	5.58	2.23	2.78	3.94	4.93	0.88	1.11	2.91	3.63
26	3.15	3.94	4.79	6.00	2.41	3.01	4.19	5.24	0.93	1.16	2.98	3.73
27	3.43	4.29	5.12	6.42	2.61	3.26	4.43	5.55	0.96	1.20	3.05	3.80
28	3.68	4.60	5.47	6.85	2.79	3.48	4.68	5.86	1.00	1.25	3.09	3.87
29	3.90	4.86	5.83	7.28	2.94	3.67	4.93	6.16	1.03	1.30	3.13	3.91
30	4.08	5.10	6.20	7.74	3.08	3.85	5.18	6.47	1.07	1.34	3.13	3.93
31	4.23	5.29	6.56	8.19	3.19	3.99	5.42	6.77	1.11	1.38	3.13	3.93
32	4.37	5.46	6.92	8.66	3.29	4.12	5.66	7.08	1.14	1.43	3.13	3.91
33	4.50	5.63	7.32	9.15	3.39	4.24	5.92	7.40	1.17	1.46	3.13	3.91
34	4.61	5.77	7.71	9.65	3.47	4.35	6.18	7.73	1.20	1.50	3.12	3.90
35	4.72	5.90	8.15	10.18	3.56	4.45	6.47	8.08	1.25	1.55	3.11	3.89
36	4.82	6.03	8.56	10.71	3.65	4.56	6.75	8.44	1.30	1.62	3.12	3.90
37	4.93	6.17	9.04	11.29	3.73	4.67	7.07	8.83	1.34	1.68	3.13	3.91
38	5.05	6.32	9.51	11.89	3.84	4.80	7.39	9.24	1.42	1.77	3.16	3.95
39	5.19	6.49	10.01	12.52	3.95	4.94	7.75	9.69	1.48	1.84	3.23	4.04
40	5.35	6.68	10.58	13.21	4.09	5.11	8.16	10.19	1.57	1.96	3.31	4.14
41	5.54	6.92	11.14	13.93	4.25	5.31	8.58	10.73	1.68	2.10	3.45	4.32
42	5.75	7.20	11.75	14.69	4.44	5.56	9.04	11.31	1.82	2.27	3.62	4.54
43	6.03	7.53	12.42	15.53	4.68	5.85	9.56	11.95	1.98	2.48	3.83	4.79
44	6.35	7.92	13.12	16.39	4.96	6.19	10.12	12.64	2.19	2.74	4.12	5.15
45	6.73	8.41	13.87	17.32	5.30	6.63	10.73	13.41	2.45	3.08	4.46	5.58
46	7.17	8.97	14.65	18.33	5.70	7.13	11.39	14.25	2.77	3.45	4.87	6.09
47	7.69	9.62	15.53	19.43	6.17	7.72	12.15	15.19	3.13	3.91	5.38	6.71
48	8.30	10.37	16.45	20.57	6.73	8.40	12.95	16.19	3.58	4.47	5.95	7.42
49	9.00	11.25	17.46	21.81	7.36	9.21	13.84	17.30	4.09	5.12	6.61	8.29
50	9.80	12.25	18.53	23.16	8.11	10.13	14.82	18.52	4.72	5.89	7.39	9.25

Age next birthday	30 day wait				60 day wait				90 day wait			
	Male	Male	Female	Female	Male	Male	Female	Female	Male	Male	Female	Female
	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker
51	10.71	13.38	19.70	24.63	8.95	11.19	15.90	19.87	5.44	6.81	8.30	10.36
52	11.75	14.69	20.97	26.21	9.93	12.41	17.09	21.35	6.28	7.85	9.32	11.64
53	12.92	16.17	22.34	27.95	11.03	13.80	18.38	23.00	7.26	9.07	10.47	13.09
54	14.26	17.82	23.85	29.80	12.30	15.38	19.82	24.77	8.38	10.49	11.77	14.70
55	15.75	19.69	25.48	31.85	13.73	17.16	21.40	26.74	9.68	12.10	13.23	16.53
56	17.46	21.81	27.27	34.09	15.36	19.19	23.13	28.91	11.15	13.94	14.84	18.55
57	19.34	24.19	29.26	36.57	17.17	21.47	25.06	31.32	12.84	16.04	16.65	20.82
58	21.49	26.86	31.43	39.28	19.24	24.05	27.17	33.96	14.75	18.42	18.66	23.32
59	23.90	29.87	33.84	42.28	21.57	26.96	29.52	36.89	16.91	21.14	20.87	26.10
60	26.61	33.27	36.50	45.63	24.19	30.24	32.10	40.13	19.34	24.19	23.31	29.13
61	29.67	37.10	39.48	49.34	27.14	33.94	34.99	43.72	22.09	27.61	26.00	32.49
62	33.16	41.46	42.79	53.51	30.50	38.13	38.17	47.72	25.18	31.46	28.92	36.15
63	37.12	46.40	46.54	58.18	34.29	42.86	41.74	52.17	28.62	35.77	32.13	40.16
64	39.02	48.78	48.92	61.13	36.01	45.02	43.87	54.83	29.99	37.49	33.78	42.23
65	22.14	27.67	27.39	34.24	19.89	24.86	24.04	30.05	15.39	19.23	17.35	21.68

Occupational adjustment factors	
Category 1	0.80
Category 2	1.00
Category 3	1.50
Category 4	1.75
Category 5	2.50

Rates are per \$1,000 sum insured

Rates include 20% Adviser commission, 7.5% admin fee including allowances for GST and Stamp Duty

Example with standard 20% commission

To calculate the indicative amount of cover for a set premium, apply the following formula:

$$\text{Annual premium} = \text{annual benefit (75\% of salary)} / \$1,000 \times \text{rate} \times \text{occupational adjustment factor}$$

Example

Male non-smoker employee, age 35 next birthday, Category 1 occupation classification, \$50,000 gross annual salary and applies for a 30 day waiting period with a two-year benefit payment period.

$$\text{Annual premium} = \$37,500 / \$1,000 \times 4.72 \times 0.80 = \$141.60$$

Personal insurance premium rates

Income replacement cover (with 5 year benefit payment period)

Rates per \$1,000 annual benefit (where benefit is 75% of salary)

Age next birthday	30 day wait				60 day wait				90 day wait			
	Male	Male	Female	Female	Male	Male	Female	Female	Male	Male	Female	Female
	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker
16	4.21	5.44	6.36	8.19	3.04	3.93	4.64	5.97	1.36	1.75	1.64	2.12
17	4.34	5.60	6.56	8.46	3.17	4.07	4.76	6.15	1.40	1.81	1.69	2.17
18	4.48	5.77	6.76	8.71	3.26	4.20	4.90	6.33	1.45	1.87	1.75	2.26
19	4.55	5.87	6.88	8.86	3.31	4.29	5.01	6.47	1.48	1.90	1.75	2.26
20	4.65	5.99	6.99	8.99	3.40	4.37	5.09	6.58	1.50	1.92	1.81	2.33
21	4.76	6.15	7.10	9.16	3.45	4.46	5.18	6.66	1.51	1.95	1.83	2.34
22	4.68	6.02	7.22	9.31	3.42	4.41	5.26	6.77	1.40	1.81	1.84	2.39
23	4.60	5.96	7.35	9.47	3.34	4.30	5.32	6.86	1.33	1.73	1.89	2.43
24	4.54	5.85	7.46	9.61	3.29	4.25	5.44	7.00	1.26	1.62	1.92	2.48
25	4.49	5.79	7.60	9.80	3.26	4.20	5.51	7.11	1.19	1.55	1.94	2.51
26	4.48	5.77	7.71	9.95	3.26	4.20	5.62	7.24	1.15	1.50	1.99	2.56
27	4.54	5.85	8.00	10.31	3.29	4.23	5.83	7.52	1.12	1.44	2.14	2.73
28	4.62	5.97	8.33	10.75	3.40	4.37	6.04	7.80	1.12	1.44	2.26	2.90
29	4.76	6.13	8.72	11.27	3.45	4.46	6.36	8.21	1.12	1.45	2.34	3.04
30	4.96	6.40	9.21	11.87	3.62	4.68	6.72	8.66	1.17	1.51	2.43	3.15
31	5.18	6.66	9.80	12.62	3.76	4.85	7.15	9.21	1.19	1.53	2.56	3.31
32	5.44	7.00	10.44	13.45	3.95	5.10	7.60	9.80	1.23	1.58	2.67	3.45
33	5.74	7.41	11.13	14.34	4.18	5.38	8.08	10.44	1.28	1.64	2.78	3.57
34	6.08	7.83	11.92	15.40	4.43	5.71	8.67	11.18	1.36	1.75	2.92	3.76
35	6.46	8.33	12.78	16.48	4.69	6.04	9.28	11.98	1.44	1.84	3.07	3.98
36	6.88	8.86	13.70	17.66	5.01	6.47	9.99	12.89	1.51	1.95	3.29	4.25
37	7.32	9.46	14.70	18.94	5.35	6.90	10.69	13.79	1.64	2.12	3.54	4.57
38	7.83	10.11	15.82	20.41	5.73	7.38	11.50	14.82	1.78	2.31	3.84	4.96
39	8.41	10.84	16.96	21.86	6.13	7.91	12.34	15.91	1.95	2.51	4.20	5.43
40	8.99	11.61	18.21	23.48	6.54	8.44	13.23	17.05	2.14	2.76	4.60	5.96
41	9.69	12.50	19.49	25.13	7.04	9.08	14.17	18.29	2.37	3.04	5.09	6.56
42	10.38	13.40	20.89	26.93	7.55	9.74	15.21	19.63	2.58	3.34	5.65	7.29
43	11.18	14.42	22.36	28.83	8.13	10.47	16.29	20.99	2.90	3.73	6.29	8.10
44	12.03	15.54	23.95	30.88	8.77	11.31	17.40	22.45	3.22	4.16	7.00	9.05
45	12.98	16.74	25.57	33.01	9.42	12.16	18.61	24.00	3.59	4.64	7.83	10.11
46	13.97	18.02	27.37	35.32	10.17	13.12	19.91	25.67	4.06	5.23	8.77	11.31
47	15.09	19.46	29.26	37.74	10.98	14.17	21.26	27.43	4.59	5.92	9.80	12.64
48	16.30	21.01	31.23	40.30	11.86	15.29	22.70	29.30	5.15	6.65	10.94	14.09
49	17.63	22.75	33.36	43.03	12.81	16.55	24.28	31.32	5.85	7.54	12.20	15.73
50	19.11	24.65	35.64	45.98	13.90	17.94	25.92	33.44	6.65	8.57	13.56	17.51

Age next birthday	30 day wait				60 day wait				90 day wait			
	Male	Male	Female	Female	Male	Male	Female	Female	Male	Male	Female	Female
	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker
51	20.76	26.77	38.11	49.15	15.09	19.46	27.71	35.76	7.55	9.74	15.07	19.44
52	22.56	29.10	40.76	52.58	16.41	21.17	29.66	38.26	8.57	11.06	16.71	21.55
53	24.54	31.67	43.66	56.31	17.85	23.02	31.75	40.96	9.74	12.56	18.47	23.84
54	26.80	34.57	46.79	60.37	19.46	25.12	34.04	43.90	11.08	14.28	20.39	26.31
55	29.30	37.79	50.24	64.81	21.30	27.48	36.53	47.12	12.61	16.26	22.43	28.94
56	32.11	41.41	54.02	69.68	23.36	30.13	39.30	50.69	14.31	18.46	24.59	31.71
57	35.28	45.50	58.20	75.06	25.65	33.09	42.33	54.59	16.29	20.99	26.91	34.72
58	38.82	50.09	62.83	81.07	28.23	36.40	45.70	58.96	18.49	23.86	29.35	37.86
59	42.86	55.30	68.03	87.75	31.22	40.26	49.49	63.85	20.99	27.07	31.96	41.22
60	47.48	61.25	73.86	95.27	34.51	44.53	53.70	69.29	23.80	30.69	34.67	44.72
61	50.60	65.27	76.92	99.22	36.79	47.46	55.94	72.16	25.29	32.64	34.96	45.09
62	51.83	66.87	76.81	99.08	37.68	48.60	55.87	72.05	25.82	33.31	33.75	43.55
63	51.58	66.53	74.64	96.28	37.51	48.38	54.28	70.04	25.28	32.60	31.17	40.22
64	45.26	58.37	65.03	83.91	32.90	42.43	47.30	61.02	20.83	26.88	24.87	32.06
65	24.89	32.11	36.29	46.82	18.08	23.34	26.40	34.04	7.55	9.74	8.94	11.52

Occupational adjustment factors	
Category 1	0.80
Category 2	1.00
Category 3	1.50
Category 4	1.75
Category 5	2.50

Rates are per \$1,000 sum insured

Rates include 20% Adviser commission, 7.5% admin fee including allowances for GST and Stamp Duty

Example with standard 20% commission

To calculate the indicative amount of cover for set premium, apply the following formula:

$$\text{Annual premium} = \text{annual benefit (75\% of salary)} / \$1,000 \times \text{rate} \times \text{occupational adjustment factor}$$

Example

Male non-smoker employee, age 35 at next birthday, Category 1 occupation classification, \$50,000 gross annual salary and applies for a 30 day waiting period with a five-year benefit payment period.

$$\text{Annual premium} = \$37,500 / \$1,000 \times 6.46 \times 0.80 = \$193.80$$

Personal insurance premium rates

Income replacement cover (to age 65)

Rates per \$1,000 annual benefit (where benefit is 75% of salary)

Age next birthday	30 day wait				60 day wait				90 day wait			
	Male	Male	Female	Female	Male	Male	Female	Female	Male	Male	Female	Female
	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker
16	7.33	9.46	11.91	15.36	5.92	7.64	9.65	12.44	2.98	3.84	3.81	4.92
17	7.60	9.79	12.27	15.83	6.14	7.92	9.93	12.80	3.04	3.92	3.91	5.05
18	7.82	10.09	12.69	16.37	6.31	8.15	10.24	13.22	3.18	4.10	4.01	5.18
19	8.04	10.37	12.99	16.76	6.51	8.40	10.52	13.57	3.23	4.18	4.13	5.33
20	8.26	10.65	13.33	17.20	6.67	8.60	10.78	13.91	3.33	4.30	4.25	5.48
21	8.52	10.98	13.69	17.66	6.87	8.85	11.07	14.28	3.40	4.37	4.39	5.66
22	8.40	10.83	14.07	18.15	6.78	8.76	11.37	14.67	3.23	4.18	4.51	5.82
23	8.40	10.83	14.43	18.62	6.77	8.73	11.66	15.05	3.08	3.97	4.61	5.95
24	8.35	10.77	14.85	19.16	6.75	8.70	12.01	15.49	2.98	3.84	4.75	6.13
25	8.35	10.77	15.26	19.68	6.77	8.73	12.33	15.91	2.84	3.67	4.89	6.31
26	8.40	10.83	15.63	20.17	6.77	8.73	12.67	16.35	2.79	3.59	4.99	6.44
27	8.59	11.08	16.36	21.10	6.95	8.97	13.19	17.01	2.76	3.55	5.44	7.02
28	8.86	11.44	17.19	22.18	7.17	9.24	13.91	17.95	2.76	3.56	5.77	7.44
29	9.21	11.88	18.22	23.50	7.44	9.59	14.71	18.98	2.80	3.61	6.10	7.87
30	9.65	12.44	19.39	25.01	7.81	10.07	15.68	20.22	2.86	3.70	6.41	8.27
31	10.16	13.11	20.75	26.76	8.21	10.60	16.78	21.66	2.97	3.83	6.72	8.67
32	10.80	13.92	22.29	28.75	8.71	11.23	18.02	23.25	3.11	4.01	7.10	9.15
33	11.49	14.82	23.95	30.90	9.27	11.95	19.38	25.00	3.24	4.18	7.44	9.60
34	12.24	15.80	25.82	33.31	9.87	12.74	20.90	26.96	3.44	4.44	7.88	10.17
35	13.09	16.87	27.87	35.97	10.57	13.63	22.50	29.03	3.69	4.76	8.38	10.81
36	14.02	18.09	30.07	38.78	11.33	14.60	24.31	31.37	3.99	5.15	8.97	11.58
37	15.05	19.41	32.44	41.85	12.17	15.70	26.21	33.82	4.26	5.50	9.66	12.46
38	16.17	20.85	34.93	45.05	13.10	16.89	28.23	36.41	4.68	6.03	10.48	13.52
39	17.43	22.47	37.62	48.52	14.06	18.14	30.38	39.19	5.07	6.53	11.41	14.72
40	19.65	25.35	42.32	54.59	15.14	19.53	32.70	42.18	5.58	7.19	12.54	16.19
41	21.88	28.23	47.02	60.65	16.28	20.99	35.11	45.30	6.15	7.93	13.89	17.91
42	24.11	31.10	51.73	66.74	17.52	22.60	37.61	48.51	6.81	8.79	15.34	19.78
43	25.96	33.49	55.36	71.41	18.88	24.36	40.25	51.92	7.60	9.79	16.99	21.92
44	27.96	36.07	59.12	76.28	20.31	26.20	42.98	55.44	8.43	10.88	18.93	24.42
45	30.05	38.77	63.07	81.35	21.87	28.21	45.87	59.18	9.44	12.18	21.01	27.10
46	32.35	41.74	67.12	86.58	23.58	30.41	48.81	62.97	10.56	13.62	23.27	30.02
47	34.79	44.88	71.31	91.99	25.36	32.71	51.85	66.89	11.79	15.21	25.78	33.26
48	37.44	48.29	75.57	97.49	27.22	35.12	54.97	70.90	13.24	17.08	28.42	36.66
49	40.24	51.92	79.98	103.16	29.28	37.77	58.19	75.06	14.70	18.97	31.30	40.38

Age next birthday	30 day wait				60 day wait				90 day wait			
	Male	Male	Female	Female	Male	Male	Female	Female	Male	Male	Female	Female
	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker
50	43.24	55.78	84.49	108.99	31.42	40.54	61.44	79.27	16.19	20.89	34.23	44.16
51	46.44	59.91	89.08	114.91	33.78	43.56	64.77	83.56	17.66	22.79	37.35	48.17
52	49.81	64.26	93.70	120.88	36.23	46.73	68.18	87.95	19.74	25.45	40.48	52.21
53	53.40	68.89	98.42	126.96	38.83	50.09	71.57	92.32	21.99	28.37	43.65	56.31
54	57.14	73.70	103.11	133.01	41.57	53.62	75.01	96.75	24.38	31.44	46.77	60.34
55	61.06	78.77	107.76	139.02	44.43	57.31	78.36	101.08	26.95	34.77	49.70	64.12
56	65.15	84.05	112.28	144.84	47.39	61.14	81.65	105.32	29.63	38.24	52.44	67.64
57	69.32	89.43	116.59	150.40	50.40	65.02	84.79	109.39	32.35	41.73	54.79	70.69
58	73.47	94.77	120.53	155.49	53.44	68.93	87.69	113.11	35.10	45.28	56.65	73.07
59	77.46	99.93	123.93	159.86	56.33	72.66	90.14	116.28	37.66	48.58	57.83	74.60
60	81.13	104.66	126.55	163.26	59.00	76.11	92.02	118.70	39.90	51.46	58.20	75.08
61	84.20	108.62	127.95	165.06	61.19	78.94	93.07	120.07	41.59	53.65	57.47	74.14
62	86.24	111.25	127.76	164.81	62.69	80.88	92.91	119.86	42.45	54.76	55.44	71.52
63	85.83	110.72	124.18	160.20	62.39	80.47	90.29	116.49	41.56	53.61	51.26	66.12
64	75.30	97.14	108.21	139.59	54.74	70.62	78.71	101.52	34.22	44.15	40.87	52.72
65	41.39	53.39	60.38	77.89	30.10	38.83	43.91	56.65	12.39	15.98	14.69	18.95

Occupational adjustment factors	
Category 1	0.80
Category 2	1.00
Category 3	1.50
Category 4	1.75
Category 5	2.50

Rates are per \$1,000 sum insured

Rates include 20% Adviser commission, 7.5% admin fee including allowances for GST and Stamp Duty

Example with standard 20% commission

To calculate the indicative amount of cover for a set premium, apply the following formula:

$$\text{Annual premium} = \text{annual benefit (75\% of salary)} / \$1,000 \times \text{rate} \times \text{occupational adjustment factor}$$

Example

Male non-smoker employee, age 35 at next birthday, Category 1 occupation classification, \$50,000 gross annual salary and applies for a 30 day waiting period with benefit payment to age 65.

$$\text{Annual premium} = \$37,500 / \$1,000 \times 13.09 \times 0.80 = \$392.70$$

Personal insurance premium rates

Death and total & permanent disablement (TPD) cover

Rates per \$1,000 of cover

Age next birthday	Death only cover				Death and TPD cover			
	Male	Male	Female	Female	Male	Male	Female	Female
	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker
16	0.60	0.72	0.32	0.39	0.61	0.74	0.33	0.40
17	0.70	0.85	0.33	0.40	0.72	0.88	0.35	0.42
18	0.78	0.93	0.32	0.39	0.82	0.99	0.33	0.40
19	0.81	0.96	0.32	0.39	0.88	1.04	0.33	0.40
20	0.84	1.00	0.31	0.36	0.92	1.10	0.32	0.38
21	0.82	1.00	0.28	0.33	0.92	1.13	0.29	0.35
22	0.81	1.00	0.26	0.33	0.92	1.14	0.28	0.35
23	0.78	0.97	0.25	0.32	0.91	1.13	0.26	0.33
24	0.72	0.95	0.22	0.28	0.86	1.11	0.25	0.32
25	0.68	0.91	0.21	0.28	0.84	1.09	0.24	0.32
26	0.64	0.88	0.19	0.26	0.79	1.06	0.24	0.32
27	0.60	0.84	0.18	0.25	0.74	1.03	0.22	0.31
28	0.56	0.81	0.18	0.25	0.70	1.00	0.24	0.33
29	0.52	0.75	0.17	0.25	0.67	0.99	0.24	0.35
30	0.49	0.74	0.17	0.25	0.64	0.99	0.25	0.38
31	0.46	0.71	0.17	0.26	0.61	0.96	0.28	0.43
32	0.45	0.71	0.18	0.29	0.60	0.97	0.31	0.49
33	0.43	0.71	0.18	0.29	0.60	1.00	0.33	0.54
34	0.42	0.71	0.19	0.33	0.58	1.00	0.38	0.64
35	0.42	0.74	0.22	0.39	0.60	1.07	0.45	0.79
36	0.43	0.78	0.24	0.42	0.64	1.16	0.49	0.88
37	0.46	0.85	0.26	0.47	0.70	1.28	0.56	1.02
38	0.49	0.91	0.31	0.56	0.75	1.39	0.64	1.18
39	0.53	1.00	0.33	0.63	0.86	1.60	0.72	1.36
40	0.57	1.10	0.38	0.71	0.95	1.78	0.84	1.57
41	0.61	1.18	0.42	0.82	1.06	2.02	0.93	1.78
42	0.68	1.34	0.47	0.93	1.21	2.35	1.06	2.05
43	0.74	1.46	0.52	1.03	1.35	2.65	1.18	2.33
44	0.84	1.64	0.57	1.14	1.53	3.04	1.32	2.62
45	0.92	1.82	0.64	1.30	1.73	3.45	1.49	2.98
46	1.00	2.02	0.70	1.43	1.95	3.97	1.66	3.37
47	1.09	2.23	0.78	1.59	2.17	4.50	1.85	3.82
48	1.20	2.51	0.85	1.75	2.46	5.14	2.05	4.29
49	1.30	2.74	0.92	1.94	2.73	5.78	2.28	4.86

Age next birthday	Death only cover				Death and TPD cover			
	Male	Male	Female	Female	Male	Male	Female	Female
	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker
50	1.41	3.02	0.99	2.12	3.05	6.56	2.53	5.46
51	1.55	3.33	1.07	2.28	3.41	7.35	2.83	6.07
52	1.67	3.59	1.16	2.48	3.79	8.16	3.16	6.78
53	1.82	3.94	1.25	2.69	4.23	9.11	3.52	7.58
54	1.98	4.26	1.34	2.87	4.68	10.07	3.94	8.45
55	2.16	4.65	1.43	3.08	5.19	11.17	4.39	9.43
56	2.35	5.01	1.55	3.30	5.75	12.3	4.92	10.53
57	2.55	5.43	1.64	3.50	6.34	13.51	5.49	11.67
58	2.77	5.88	1.75	3.72	6.99	14.82	6.13	12.98
59	3.01	6.35	1.88	3.98	7.69	16.24	6.8	14.36
60	3.26	6.84	2.01	4.22	8.42	17.7	7.48	15.69
61	3.55	7.32	2.13	4.40	9.29	19.12	8.17	16.85
62	3.90	7.87	2.27	4.60	10.22	20.64	8.91	17.99
63	4.25	8.40	2.44	4.82	11.20	22.17	9.66	19.15
64	4.64	9.00	2.59	5.01	12.27	23.78	10.43	20.23
65	5.05	9.61	2.76	5.22	13.41	25.47	11.2	21.28
66	5.71	10.74	3.19	5.99	–	–	–	–
67	6.46	12.14	3.61	6.77	–	–	–	–
68	7.45	13.99	4.16	7.81	–	–	–	–
69	8.58	16.10	4.79	8.98	–	–	–	–
70	9.82	18.44	5.49	10.28	–	–	–	–

The insurance premium rates shown are white collar rates and are to be adjusted for the occupational adjustment factors below:

Occupational adjustment factors	Death	Death and TPD
Category 1	0.90	0.90
Category 2	1.00	1.00
Category 3	1.00	1.25
Category 4	1.25	1.60
Category 5	1.50	2.00

Rates are per \$1,000 sum insured

Rates include 20% Adviser commission, 7.5% admin fee including allowances for GST and Stamp Duty

Example with standard 20% commission

To calculate the indicative amount of cover for a set premium, apply the following formula:

$$\text{\$ premium per annum} = \frac{\text{amount of insurance cover}}{\text{\$1,000} \times \text{rate} \times \text{occupational adjustment factor}}$$

Example

Male non-smoker, shop assistant (light manual), age 35 at next birthday, applies for \$150,000 death and TPD cover.

$$\text{Annual premium} = \$150,000 / \$1,000 \times 0.60 \times 1.25 = \$112.50$$

Employer plan insurance premium rates

Death and total & permanent disablement (TPD) cover

Rates per \$1,000 of cover

Age next birthday	Death only cover		Death and TPD cover	
	Male	Female	Male	Female
16	0.58	0.32	0.60	0.33
17	0.68	0.32	0.71	0.33
18	0.75	0.31	0.79	0.32
19	0.78	0.31	0.85	0.31
20	0.81	0.29	0.88	0.31
21	0.79	0.28	0.88	0.29
22	0.78	0.26	0.88	0.28
23	0.75	0.25	0.88	0.28
24	0.74	0.24	0.85	0.26
25	0.70	0.21	0.82	0.24
26	0.65	0.19	0.79	0.24
27	0.63	0.19	0.75	0.24
28	0.58	0.18	0.74	0.24
29	0.54	0.18	0.70	0.25
30	0.53	0.18	0.67	0.28
31	0.50	0.18	0.65	0.29
32	0.49	0.19	0.64	0.33
33	0.47	0.19	0.64	0.38
34	0.47	0.22	0.65	0.40
35	0.49	0.25	0.68	0.49
36	0.50	0.28	0.72	0.54
37	0.53	0.31	0.77	0.63
38	0.56	0.35	0.85	0.71
39	0.60	0.39	0.95	0.81
40	0.64	0.43	1.04	0.92
41	0.71	0.49	1.17	1.03
42	0.77	0.53	1.34	1.16
43	0.85	0.60	1.49	1.30
44	0.92	0.65	1.68	1.45
45	1.02	0.72	1.89	1.62
46	1.11	0.78	2.14	1.80
47	1.23	0.86	2.38	2.01
48	1.34	0.93	2.67	2.23
49	1.45	1.02	2.97	2.48
50	1.57	1.10	3.31	2.74
51	1.70	1.18	3.66	3.05
52	1.84	1.27	4.07	3.37
53	1.99	1.35	4.47	3.73
54	2.14	1.45	4.93	4.12

Age next birthday	Death only cover		Death and TPD cover	
	Male	Female	Male	Female
55	2.33	1.55	5.42	4.57
56	2.49	1.64	5.93	5.05
57	2.69	1.74	6.50	5.60
58	2.90	1.85	7.10	6.21
59	3.12	1.95	7.74	6.81
60	3.37	2.06	8.44	7.42
61	3.63	2.19	9.19	8.05
62	3.91	2.30	9.98	8.66
63	4.23	2.42	10.83	9.29
64	4.57	2.55	11.75	9.93
65	4.94	2.69	12.73	10.56
66	5.56	3.11	-	-
67	6.29	3.51	-	-
68	7.26	4.05	-	-
69	8.36	4.66	-	-
70	9.57	5.35	-	-

The rates provided are for Category 1 employees. Individual employee rates may be adjusted as per the occupational adjustment factors.

Employer groups with more than 20 employees may be allocated a group adjustment factor based on the various occupations within and relative to the risk of the group. In this case, the following occupational adjustment factors should be used as a guide only.

The premium rates shown include the default insurance commission of 20% and administration fee of 7.5%. You may be charged an additional 5% insurance commission as agreed between you and your licensed financial adviser. Where insurance commission of 25% has been agreed, the applicable rate should be adjusted by 1.077 in addition to adjusting for occupation.

The insurance premium rates shown are white collar rates and are to be adjusted for the occupational adjustment factors below:

Occupational adjustment factors	Death	Death and TPD
Category 1	0.90	0.90
Category 2	1.00	1.00
Category 3	1.00	1.25
Category 4	1.25	1.60
Category 5	1.50	2.00

Rates are per \$1,000 sum insured

Rates include 20% Adviser commission, 7.5% admin fee including allowances for GST and Stamp Duty

Example with standard 20% commission

To calculate the indicative amount of cover for a set premium, apply the following formula:

$$\text{\$ premium per annum} = \frac{\text{amount of insurance cover}}{\text{\$1,000} \times \text{rate} \times \text{occupational adjustment factor}}$$

Example

Male non-smoker, shop assistant (light manual), age 35 at next birthday, applies for \$150,000 death and TPD cover.

$$\text{Annual premium} = \$150,000 / \$1,000 \times 0.68 \times 1.25 = \$127.50$$

Employer Plan insurance premium rates

Income replacement cover (with 2 year benefit payment period)

Rates per \$1,000 annual benefit (where benefit is 75% of salary)

Age next birthday	30 day wait		60 day wait		90 day wait	
	Male	Female	Male	Female	Male	Female
16	2.76	4.28	2.34	3.43	0.92	1.04
17	2.83	4.41	2.41	3.52	0.93	1.09
18	2.92	4.54	2.49	3.63	0.96	1.11
19	2.97	4.60	2.52	3.69	0.97	1.13
20	3.01	4.64	2.58	3.73	0.97	1.14
21	3.08	4.72	2.60	3.77	1.00	1.16
22	2.99	4.78	2.55	3.83	0.93	1.18
23	2.97	4.86	2.51	3.89	0.88	1.18
24	2.91	4.92	2.45	3.93	0.84	1.18
25	2.85	4.97	2.41	3.98	0.79	1.21
26	2.83	5.04	2.41	4.02	0.72	1.24
27	2.85	5.21	2.41	4.15	0.71	1.31
28	2.91	5.39	2.45	4.30	0.71	1.36
29	2.97	5.61	2.52	4.48	0.71	1.43
30	3.06	5.90	2.60	4.71	0.71	1.48
31	3.20	6.21	2.69	4.97	0.72	1.52
32	3.31	6.59	2.81	5.26	0.77	1.59
33	3.48	7.00	2.95	5.60	0.79	1.64
34	3.66	7.44	3.09	5.95	0.84	1.70
35	3.87	7.91	3.27	6.34	0.86	1.81
36	4.08	8.47	3.45	6.77	0.93	1.92
37	4.33	9.01	3.68	7.21	0.97	2.03
38	4.61	9.61	3.91	7.70	1.07	2.19
39	4.90	10.26	4.15	8.20	1.14	2.40
40	5.22	10.92	4.41	8.74	1.24	2.60
41	5.56	11.63	4.71	9.30	1.35	2.84
42	5.92	12.39	5.03	9.91	1.49	3.13
43	6.34	13.16	5.36	10.54	1.64	3.47
44	6.77	13.98	5.72	11.20	1.81	3.87
45	7.24	14.89	6.13	11.91	2.02	4.29
46	7.74	15.79	6.57	12.63	2.26	4.75
47	8.31	16.75	7.03	13.42	2.51	5.26
48	8.91	17.80	7.53	14.23	2.84	5.85
49	9.55	18.88	8.09	15.11	3.20	6.46
50	10.29	20.05	8.73	16.03	3.58	7.16

Age next birthday	30 day wait		60 day wait		90 day wait	
	Male	Female	Male	Female	Male	Female
51	11.10	21.28	9.39	17.03	4.05	7.88
52	11.96	22.60	10.12	18.09	4.55	8.68
53	12.92	24.05	10.95	19.24	5.12	9.52
54	13.98	25.59	11.86	20.48	5.78	10.44
55	15.18	27.27	12.87	21.81	6.54	11.40
56	16.50	29.12	13.98	23.30	7.39	12.42
57	17.99	31.14	15.23	24.91	8.33	13.49
58	19.62	33.35	16.63	26.69	9.37	14.62
59	21.49	35.82	18.19	28.64	10.56	15.78
60	23.59	38.56	19.98	30.84	11.89	17.00
61	25.96	41.65	21.99	33.32	13.37	18.26
62	28.66	45.12	24.29	36.09	15.00	19.55
63	31.76	49.04	26.90	39.26	16.82	20.90
64	30.01	45.97	25.40	36.76	14.62	17.56
65	16.49	25.65	13.95	20.51	5.29	6.29

Occupational adjustment factors	
Category 1	0.80
Category 2	1.00
Category 3	1.50
Category 4	1.75
Category 5	2.50

Rates are per \$1,000 sum insured

Rates include 20% Adviser commission, 7.5% admin fee including allowances for GST and Stamp Duty

Example with standard 20% commission

To calculate the indicative amount of cover for a set premium, apply the following formula:

$$\text{Annual premium} = \text{annual benefit (75\% of salary)} / \$1,000 \times \text{rate} \times \text{occupational adjustment factor}$$

Example

Male employee, age 35 at next birthday, Category 1 occupation classification, \$50,000 gross annual salary and applies for a 30 day waiting period with a two-year benefit payment period.

$$\text{Annual premium} = \$37,500 / \$1,000 \times 3.87 \times 0.80 = \$116.10$$

Employer Plan insurance premium rates

Income replacement cover (with 5 year benefit payment period)

Rates per \$1,000 annual benefit (where benefit is 75% of salary)

Age next birthday	30 day wait		60 day wait		90 day wait	
	Male	Female	Male	Female	Male	Female
16	3.82	5.63	2.76	4.10	1.23	1.45
17	3.93	5.82	2.86	4.23	1.28	1.50
18	4.06	5.99	2.95	4.35	1.31	1.55
19	4.12	6.10	3.01	4.45	1.33	1.55
20	4.21	6.18	3.07	4.51	1.36	1.59
21	4.32	6.29	3.12	4.59	1.37	1.62
22	4.23	6.40	3.09	4.65	1.28	1.64
23	4.18	6.51	3.03	4.71	1.20	1.67
24	4.10	6.61	2.98	4.82	1.14	1.70
25	4.07	6.74	2.95	4.89	1.09	1.73
26	4.06	6.85	2.95	4.98	1.05	1.76
27	4.10	7.07	2.97	5.15	1.01	1.89
28	4.18	7.38	3.06	5.35	1.01	1.99
29	4.29	7.71	3.11	5.62	1.01	2.08
30	4.46	8.13	3.26	5.92	1.05	2.15
31	4.64	8.63	3.37	6.29	1.06	2.26
32	4.87	9.17	3.54	6.68	1.11	2.34
33	5.13	9.78	3.73	7.11	1.14	2.43
34	5.43	10.47	3.95	7.61	1.20	2.56
35	5.76	11.20	4.18	8.14	1.28	2.70
36	6.12	12.00	4.46	8.75	1.36	2.88
37	6.51	12.85	4.74	9.35	1.45	3.09
38	6.95	13.81	5.07	10.05	1.58	3.36
39	7.43	14.79	5.43	10.75	1.73	3.66
40	7.94	15.85	5.77	11.52	1.89	4.01
41	8.53	16.96	6.21	12.34	2.08	4.43
42	9.14	18.15	6.65	13.23	2.28	4.90
43	9.81	19.41	7.13	14.13	2.54	5.46
44	10.56	20.76	7.68	15.09	2.82	6.08
45	11.36	22.17	8.25	16.12	3.15	6.79
46	12.21	23.70	8.89	17.22	3.54	7.60
47	13.17	25.31	9.58	18.40	4.00	8.47
48	14.20	27.02	10.33	19.64	4.49	9.46
49	15.35	28.85	11.16	20.99	5.09	10.54
50	16.62	30.82	12.09	22.42	5.77	11.73

Age next birthday	30 day wait		60 day wait		90 day wait	
	Male	Female	Male	Female	Male	Female
51	18.02	32.94	13.10	23.96	6.56	13.03
52	19.57	35.23	14.24	25.63	7.43	14.43
53	21.28	37.71	15.46	27.43	8.44	15.96
54	23.20	40.42	16.85	29.40	9.58	17.62
55	25.33	43.39	18.41	31.55	10.89	19.38
56	27.73	46.64	20.17	33.93	12.36	21.22
57	30.43	50.24	22.13	36.53	14.04	23.23
58	33.45	54.23	24.31	39.44	15.93	25.33
59	36.88	58.70	26.85	42.69	18.05	27.57
60	40.81	63.70	29.66	46.32	20.46	29.90
61	43.44	66.32	31.58	48.24	21.72	30.14
62	44.45	66.21	32.31	48.15	22.14	29.10
63	44.19	64.33	32.14	46.79	21.65	26.88
64	38.73	56.04	28.16	40.76	17.83	21.42
65	21.28	31.27	15.46	22.73	6.46	7.69

Occupational adjustment factors

Category 1	0.80
Category 2	1.00
Category 3	1.50
Category 4	1.75
Category 5	2.50

Rates are per \$1,000 sum insured

Rates include 20% Adviser commission, 7.5% admin fee including allowances for GST and Stamp Duty

Example with standard 20% commission

To calculate the indicative amount of cover for a set premium, apply the following formula:

$$\text{Annual premium} = \text{annual benefit (75\% of salary)} / \$1,000 \times \text{rate} \times \text{occupational adjustment factor}$$

Example:

Male employee, age 35 at next birthday, Category 1 occupation classification, \$50,000 gross annual salary and applies for a 30 day waiting period with a five-year benefit payment period.

$$\text{Annual premium} = \$37,500 / \$1,000 \times 5.76 \times 0.80 = \$172.80$$

Employer Plan insurance premium rates

Income replacement cover (to age 65)

Rates per \$1,000 annual benefit (where benefit is 75% of salary)

Age next birthday	30 day wait		60 day wait		90 day wait	
	Male	Female	Male	Female	Male	Female
16	6.65	10.56	5.37	8.55	2.70	3.37
17	6.88	10.88	5.57	8.80	2.76	3.46
18	7.10	11.25	5.73	9.08	2.88	3.56
19	7.29	11.52	5.90	9.33	2.93	3.66
20	7.49	11.82	6.04	9.56	3.03	3.76
21	7.71	12.14	6.22	9.81	3.07	3.90
22	7.61	12.48	6.15	10.08	2.93	4.00
23	7.61	12.80	6.13	10.34	2.79	4.09
24	7.57	13.17	6.12	10.64	2.70	4.21
25	7.57	13.53	6.13	10.94	2.58	4.34
26	7.61	13.87	6.13	11.23	2.53	4.43
27	7.77	14.48	6.29	11.67	2.48	4.82
28	8.00	15.20	6.47	12.30	2.48	5.10
29	8.30	16.09	6.71	13.00	2.53	5.38
30	8.67	17.10	7.02	13.83	2.58	5.65
31	9.11	18.27	7.38	14.79	2.67	5.92
32	9.67	19.61	7.80	15.85	2.79	6.24
33	10.27	21.05	8.28	17.02	2.90	6.54
34	10.94	22.67	8.82	18.35	3.07	6.91
35	11.66	24.45	9.42	19.73	3.29	7.35
36	12.48	26.32	10.08	21.30	3.56	7.86
37	13.37	28.37	10.81	22.93	3.79	8.44
38	14.32	30.50	11.61	24.65	4.14	9.16
39	15.41	32.81	12.44	26.51	4.48	9.95
40	17.35	36.87	13.37	28.49	4.93	10.94
41	19.29	40.92	14.34	30.55	5.43	12.09
42	21.20	44.97	15.41	32.69	5.99	13.33
43	22.81	48.07	16.58	34.95	6.66	14.76
44	24.51	51.28	17.82	37.27	7.40	16.43
45	26.31	54.64	19.14	39.74	8.27	18.21
46	28.28	58.09	20.60	42.25	9.22	20.14
47	30.36	61.69	22.13	44.86	10.30	22.31
48	32.64	65.37	23.73	47.54	11.53	24.59
49	35.03	69.16	25.49	50.32	12.80	27.07
50	37.60	73.05	27.32	53.13	14.07	29.60

Age next birthday	30 day wait		60 day wait		90 day wait	
	Male	Female	Male	Female	Male	Female
51	40.33	77.00	29.33	55.99	15.34	32.28
52	43.22	80.98	31.42	58.93	17.12	34.98
53	46.26	85.03	33.65	61.83	19.05	37.71
54	49.45	89.07	35.98	64.79	21.10	40.41
55	52.80	93.07	38.41	67.67	23.31	42.92
56	56.28	96.94	40.94	70.49	25.60	45.28
57	59.79	100.64	43.48	73.19	27.91	47.30
58	63.30	104.02	46.04	75.67	30.24	48.88
59	66.65	106.92	48.48	77.76	32.41	49.90
60	69.73	109.16	50.71	79.37	34.29	50.19
61	72.29	110.33	52.55	80.26	35.71	49.55
62	73.96	110.14	53.77	80.09	36.40	47.79
63	73.53	107.02	53.45	77.82	35.60	44.17
64	64.45	93.23	46.85	67.81	29.30	35.21
65	35.39	52.01	25.74	37.82	10.59	12.65

Occupational adjustment factors	
Category 1	0.80
Category 2	1.00
Category 3	1.50
Category 4	1.75
Category 5	2.50

Rates are per \$1,000 sum insured

Rates include 20% Adviser commission, 7.5% admin fee including allowances for GST and Stamp Duty

Example with standard 20% commission

To calculate the indicative amount of cover for a set premium, apply the following formula:

$$\text{Annual premium} = \text{annual benefit (75\% of salary)} / \$1,000 \times \text{rate} \times \text{occupational adjustment factor}$$

Example:

Male employee, age 35 at next birthday, Category 1 occupation classification, \$50,000 gross annual salary and applies for a 30 day waiting period with a benefit payment period up to age 65.

$$\text{Annual premium} = \$37,500 / \$1,000 \times 11.66 \times 0.80 = \$349.80$$



**Please contact our client services team on 1800 333 900
or our adviser services team on 1800 333 909.**

IOOF Investment Management Limited (IOOF) ABN 53 006 695 021, AFS Licence No 230524, as Trustee of the IOOF Portfolio Service Superannuation Fund ABN 70 815 369 818.

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