

Etiqa Life Secure

# Insure the key persons of your business



eTiqa  
Life Insurance

The benefit(s) payable under eligible product is(are) protected by PIDM up to limits. Please refer to PIDM's TIPS Brochure or contact Etiqa Life Insurance Berhad or PIDM (visit [www.pidm.gov.my](http://www.pidm.gov.my)). | Member of PIDM

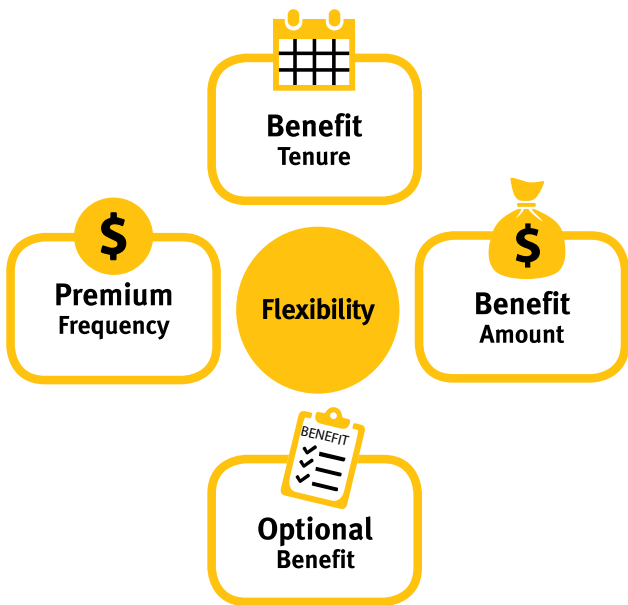
# Protect what you have built

Without the key persons in your business, its survival is at risk. Etiqa Life Secure is designed to help your business survive the adverse financial consequences of the death or disability of a key person.

The consequences of the death or disability of a key person could include the need to pay the expenses and debts of the business until a successor is found, supplement the costs of hiring external talent, the business is sold, or is wound down.

## Benefit your business

Etiqa Life Secure is a term life insurance plan that comes with the flexibility of choosing the tenure of benefits, the benefit amount paid on death or disability, an optional benefit, and the frequency of premium payments.



|                          |  |
|--------------------------|--|
| <b>Benefit Tenure</b>    | From a minimum of 5 years to the policy anniversary prior to the 80th birthday             |
| <b>Benefit Amount</b>    | From a minimum of RM100,000  |
| <b>Premium Frequency</b> | Monthly, quarterly, half yearly, or yearly frequency of premium payments                   |
| <b>Optional Benefit</b>  | An additional benefit amount will be paid on the diagnosis of one of 36 critical illnesses |

If you are younger than 60 years old, you are eligible to apply for the plan and eligibility is subject to our approval.

The regular premium you pay, excluding any premium paid for the optional benefit, will be unchanged over the tenure.

Premiums paid by a business for a key person may be eligible for **tax relief**, subject to the decision of the relevant tax authorities in Malaysia.

## Case study



**Mr. Lee**

is a key person of an office stationery supplier that was established 8 years ago.

**Unfortunately, whilst out on his regular morning walk, Mr. Lee suffered a heart attack and passed away after 10 days in hospital.**

Thankfully, his medical expenses, funeral costs, and costs of providing for his family in the future were covered by an Etiqa personal term life insurance plan that he had taken out when he was 25.

**But the business was in trouble** as following his demise, invoices were not being issued. The lack of cash flow meant that wholesalers and staff could not be paid, and the mortgage on the office went into arrears. Within months, the business was in liquidation.



With a key person insurance policy however, the business could have prevented liquidation. By choosing a benefit amount that is sufficient to provide for six months expenses and debt servicing, the owners of the business would then have had sufficient time to find a successor and continue the business.



## Major exclusions

To keep the benefits affordable, no benefit amount will be paid, due to the following causes:

| Cause  | Death benefit | Total and Permanent Disability benefit | Critical Illness benefit |
|--|---------------|--|--------------------------|
| Suicide within one year of plan commencement   | X             |  |                          |
| Attempted suicide  |               | X                                      | X                        |
| Participation in criminal act, illegal act, strike, riot or civil commotion  |               | X                                      | X                        |
| Participation in a dangerous or hazardous activity, or non-commercial aviation   |               | X                                      | X                        |
| Consumption of alcohol or drugs  |               | X                                      | X                        |
| Provoking physical violence  |               | X                                      |                          |
| Inhalation of poison, gas or fumes   |               | X                                      |                          |
| Intentional self-inflicted injury, failure to follow medical advice, or to unreasonably delay obtaining medical treatment  |               | X                                      | X                        |
| Critical illness or medical costs arising due to: <ul style="list-style-type: none"> <li>• conditions which existed prior to issuing or reinstating the policy, or</li> <li>• HIV infection except when due to blood transfusion, or</li> <li>• sexually transmitted diseases</li> </ul> |               | X                                      | X                        |

## For your attention

1. The contents of this brochure may be changed without prior notice.
2. This brochure is a summary of the terms and conditions of the plan. This brochure is not a legally binding contract or commitment.
3. Please request a sales illustration from your Etiqa insurance agent, prior to submitting an application for the plan. The sales illustration contains additional details on the terms and conditions of the plan. Please review the sales illustration to satisfy yourself that the benefits fulfil your needs and that the premiums are affordable.
4. Should your application for the plan be accepted by us, a policy contract will be sent to you to confirm commencement of the plan. Please refer to the policy contract for the full, legally binding terms and conditions of the plan. Should you choose to cancel this plan, for whatever reason, please notify us in writing within 15 days of receiving of the policy contract. Upon such cancellation we will refund any premiums you have paid, less medical fees if any, which were incurred in making this plan application.
5. Please pay any premiums due within 31 days of the premium due date. Premiums will be due regularly at intervals over the duration of the plan, as set out in the policy contract. Failing to pay premiums when due will discontinue all your benefits under the plan.

If you cancel the plan within the first two years from commencement, you may not receive any payment. Upon such cancellation in subsequent years, the payment amount received may be less than the premiums you have paid.

6. We have the right to change the premiums in respect of optional benefits under this plan. Three months prior notice will be given of the effective date of such change, and will be applicable from the policy anniversary following the effective date of such change. Revisions may arise due to changes in legislation or regulations, including taxation, or other factors which are unexpected and permanent. These factors can include claims trends, for example due to medical cost inflation.
7. All premiums (if applicable) will be subjected to relevant charges or taxes as deemed necessary by the Malaysia tax authorities.
8. It is important to keep any receipt that you receive as proof of payment of premium
9. Should you require additional information on Life Insurance, or Medical and Health Insurance, please refer to the *Insuranceinfo* booklets on 'Life Insurance' or 'Medical and Health Insurance'. These booklets are available at all our branches, or can be obtained from our Etiqa insurance agent, or by visiting [www.insuranceinfo.com.my](http://www.insuranceinfo.com.my).

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**Etiqua Online 1300 13 8888**  
**[www.etiqua.com.my](http://www.etiqua.com.my)**



**Etiqua Life Insurance Berhad** (201701025113)  
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