

# Achieve your dreams with guaranteed returns.

NEW

## HDFC Life Click 2 Achieve

A Non-Participating, Non-linked, Savings Insurance Plan

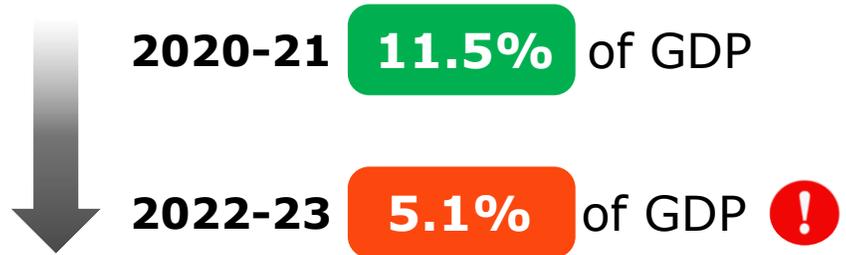
Product  
Presentation



# Are Indians Saving Enough?

Net financial savings in Indian households show a historic decline in FY 23

September 2023 = RBI Data



On the other hand, data also shows that Indian households are borrowing more.

75% of Indians don't have funds for **emergencies** !

June 2023 India's Money Habit Survey by Finology – A Personal Finance Platform

As a result, one can:

- Default on existing EMIs
- Might have to avail loans at higher interest rates
- Forced to liquidate investments earmarked for other crucial goals



There's a need to inculcate healthy savings habits early on in life

Navigate life's milestones by building funds with savings plans

# Just as Live Food Counter...

...Gives you many choices to customize your dish

... And a wide range of flexibilities to suit your taste

Range of Spices

Different Types of Sauces

Prawns

Pastas

Tofu

Veggies

# How about Life Income Counter!

Where you have an **upfront** choice to decide **how much** and by **when**

With Our

First Ever Benefit Input Plan

★ Lot of Choices

★ Wide Range of Flexibilities



A Plan that Works for Everyone

## YOU CAN BE THE CHEF OF YOUR OWN PLAN

Just like perfect mix of **Sauces, Pasta** and **Topping** to balance the taste, you need right mix of 15+ ingredients in Click 2 Achieve

**Please choose a different benefit structure with higher PPT, PT, Deferment Period and / or postpone Timing of ROP.**

**Do not panic** if you get this prompt message.

Quote Engine will guide you to choose right combination to maximize customer benefit and will ask you to modify inputs accordingly

## We are here to assist you to maximize benefits



- Early Income option with
- PPT 5 with PT 15
- Income from 1<sup>st</sup> year
- 200% ROP at the end

modify

- Early Income option with
- PPT 5 with PT 30
- Income from 1<sup>st</sup> year
- 100% ROP at the end

- Income option with
- PPT 5 with PT 5
- Income from 6<sup>th</sup> year for 30 years
- 150% ROP with 1<sup>st</sup> Payout

modify

- Income option with
- PPT 5 with PT 5
- Income from 6<sup>th</sup> year for 30 years
- 150% ROP with last Payout

**Presenting**

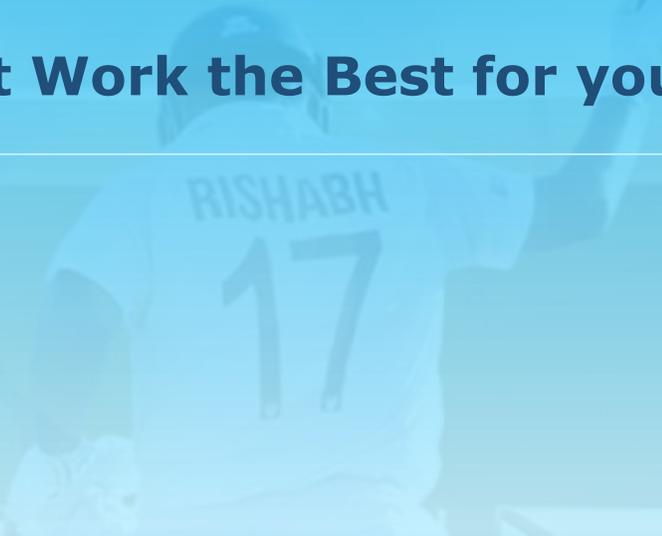
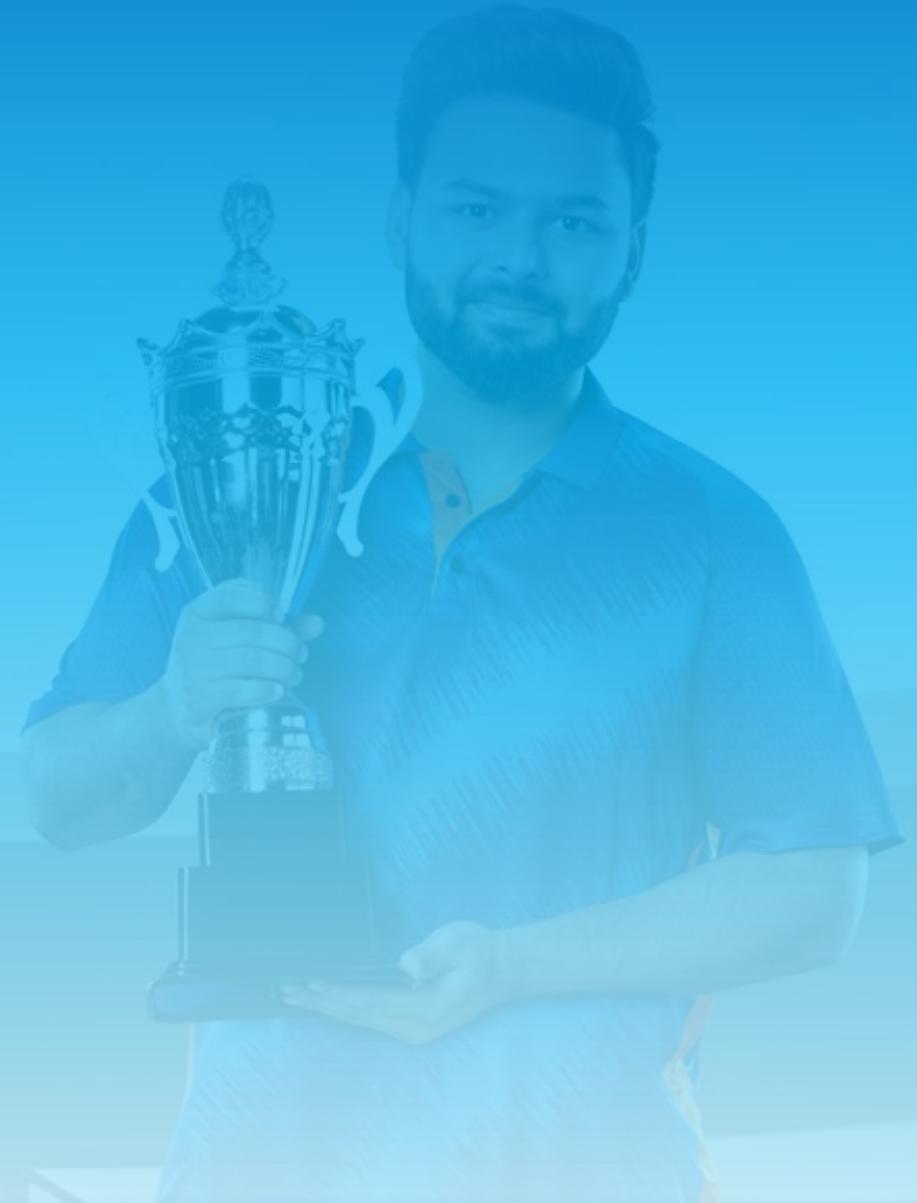
**NEW**  
**HDFC Life Click 2 Achieve**

**Make this Plan Yours!**

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**In Ways that Work the Best for you!**

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# Do you agree?

If this is true...



Many people panic to find a **CHARGER** before their **PHONE** dies or runs out of charge.

Then, this is also true



But they **WON'T PANIC TO FIND A PLAN**, before their **DREAM DIES**.



Kids look up to you and only **YOU** for many things including financial security.



And when it is **ONLY YOU**, you can't leave it to chance.

NEW

# HDFC Life Click 2 Achieve

Guarantees that come with **flexibilities**

## Plan Options



**Click 2 Achieve Dream Achiever**

A surety for dreams of your life



**Click 2 Achieve Smart Student**

Best gift for your child



**Plan Option 1**

**NEW**

# **HDFC Life Click 2 Achieve**

## **Dream Achiever**



**A highly customizable plan to meet your cash flow needs when you need it the most**

## Regular, Non PAR Savings Plan

	Min	Max
Entry Age	0 (30 days)	65 years
Maturity Age	18 years	85 years
Policy Term	10 years	40 years
Premium Payment Term	5 years	35 years

**Unlimited combinations** on Premium Payment Term, Life Cover, and Survival Benefits

### Plan Option 1

**NEW**  
**HDFC Life Click 2 Achieve**

**Dream Achiever**

- ★ Accrual of Survival Benefits at a rate that is at least equal to the SBI interest rate on Savings Bank Deposit + 1.5% **Industry First**
- ★ Exclusive choice for customer to choose sum assured for death benefit (life cover multiples: 7 or 10 or 12 or 15 or 20) **Industry First**
- ★ Flexibility in the choice of amount and time in the Return of Premium (ROP) option **Industry First**
- ★ **Waiver of premium benefit** on Total Permanent Disability, Critical Illness or Death with additional premium **HDFC Life First**
- ★ Financial protection for minor life assured against 12 critical illness with the **Juvenile CI Cover** **Industry First**

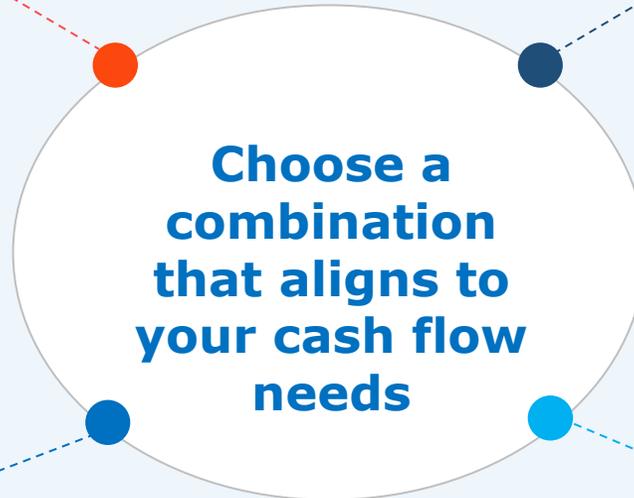
# Recommended Combinations for Dream Achiever

## Early Income

Start getting your income from next month under 'monthly mode payout frequency' or income from next year under 'annual mode payout frequency'

## Income

Pay and start/defer getting your income and get life cover even during income payout period



## Moneyback

Flexibility in terms of money back percentage and frequency which is linked to policy term

## Lump Sum

Choice of receiving one lump sum amount after the end of the policy term

How much money is required to meet your needs?

How do you want your funds to grow to meet the needs for which you have planned?

When do you need this money?

# Top Pointers for the Recommended Combinations

## Early Income

**Start getting your income from next month under 'monthly mode payout frequency' or income from next year under 'annual mode payout frequency'**

Decrease premium after 5 annualized pay

Choose life cover multiples

Accrue survival benefits – opt in or out anytime!

Get your income payouts in an increasing mode up to 10%

Avail Return of Premium as per your choice

Avail Premium Offset

## Income

**Pay and start/defer getting your income and get life cover even during income payout period**

Decrease premium after 5 annualized pay

Choose life cover multiples

Accrue survival benefits – opt in or out anytime!

Get your income payouts in an increasing mode up to 10%

Avail Return of Premium as per your choice and frequency

## Moneyback

**Flexibility in terms of money back percentage and frequency which is linked to policy term**

Decrease premium after 5 annualized pay

Choose life cover multiples

Accrue survival benefits – opt in or out anytime!

Avail Premium Offset

## Lump Sum

**Choice of receiving a lump sum amount after the end of the policy term**

Decrease premium after 5 annualized pay

Choose life cover multiples

The background features a collage of light blue icons on a darker blue background. These icons include a pair of glasses, a calculator, a pen, a cup, a car, a house, and a family silhouette (two adults and a child).

## Plan Option 1

**NEW**

# **HDFC Life Click 2 Achieve**

## **Dream Achiever**

**Let's now understand how this plan works and  
it's various features using customer scenarios**

# Case study - 1



## How does the Dream Achiever Plan Option help Jay meet financial needs of his family?

Jay, is a 45 year old married professional.

He needs an additional second source of income to supplement his ongoing expenses.

HDFC Life offers Click 2 Achieve plan's Dream Achiever option to Jay.

**Let's understand how the Early Income combination works**

<b>Premium Per Annum</b>	Rs. 10 Lakhs
<b>Premium Payment Term</b>	12 years
<b>Total Premium Payable</b>	Rs. 1.2 Cr.
<b>Policy Term</b>	40 years
<b>Income Term</b>	40 years
<b>Total Income</b>	Rs. 2,05,176 p.a. for 1 <sup>st</sup> year and increases up to 10,05,362 on 40 <sup>th</sup> years Total = 2.42 Cr. + 1.8 Cr. ROP
<b>Sum Assured on Death</b>	10 * Annual Premium



## Early Income Combination

Generate increasing monthly or annual income instantly, right from the second policy year, to manage current liabilities and to achieve future goals!

Jay has opted for Early Income. He chooses **10% increasing income option to be received each year with 150% return of premiums at maturity.**

Jay survives the policy term of 40 years

He pays Rs. 10 Lakhs as premiums for 12 years = Rs. 1.20 Cr.



₹



End of Year 1

He starts receiving a yearly income of Rs. 2,05,176 to start with and then increases by 10% (at Simple Interest) till the end of the policy term. He will receive total **Rs. 2.42 Cr. as income until maturity plus 1.8 Cr = 4.22 Cr.**

On policy maturity, he gets 150% of his total premiums back = 1.8 Cr.  
+ the last payout of Rs. 10,05,362

Increasing Income (10% increase p.a.)

₹

Jay is able to realize the dreams of his loved ones.

End of Year 40

Jay can choose the percentage for increasing income between 1 to 10

He can also choose **Level Income** option instead of increasing income. In that case, he will keep on receiving a level income of **Rs. 4,18,363** till the end of the policy term.

Go to Slide 47, 48 for details on Income / Survival Benefits

Go to Slide 53 for details on Flexibility in ROP Benefits



## How does the Dream Achiever Plan Option help Jaya meet financial needs of her family?

Jaya, is a 40 year old married professional.

She needs an additional second source of income to supplement her ongoing expenses.

HDFC Life offers Dream Achiever option under Click 2 Achieve plan.

**Let's understand how the Income combination works**

<b>Premium Per Annum</b>	Rs. 10 Lakhs
<b>Premium Payment Term</b>	5 years
<b>Total Premium Payable</b>	Rs. 50 Lakhs
<b>Policy Term</b>	10 years
<b>Income Term</b>	30 years (starting post 5 years of deferment period)
<b>Total Income</b>	Rs. 3,19,226 p.a. for 1 <sup>st</sup> year and increases up to 7,82,104 on 30 <sup>th</sup> years Total Benefit = 1.65 Cr. + 55 Lac ROP = Rs. 2.2 Cr.
<b>Sum Assured on Death</b>	10 * Annual Premium



## Income Combination

Receive increasing annual income when needed the most and achieve your future goals!

Now let's assume Jaya has opted for the Income variant. She chooses increasing income option @ 5% with 110% return of total premiums. She also chooses to defer receiving her income by 5 years after completion of the PPT

Jaya survives the policy term of 10 years

She pays Rs. 10 Lakhs as premiums for 5 years = Rs. 50 Lakhs



Year 5

Year 11

Year 40

# Income Deferment  
Years 6, 7, 8, 9, 10

life cover during income term is optional

Increasing Income (5% increase p.a.)

On policy maturity, she chooses to get 110% of her total premiums back = 55 Lac + the last payout of Rs. 7,82,104

Jaya defers receiving her income by 5 years.\*

She starts receiving Rs. 3,19,226 p.a. as guaranteed income from the 11<sup>th</sup> policy year. Her income increases every year by 5% and reaches 7,82,104 in the 40<sup>th</sup> year. She will receive a total benefit of Rs. 2.20 crores from the policy.

\* Income payouts can be deferred up to a maximum of 10 years

Jaya can also choose level income option.

In that case, she will keep on receiving a level income of **Rs. 4,69,942** till the end of the income payout term.

Go to Slide 53 for details on Flexibility in ROP Benefits



## How does the Dream Achiever Plan Option help Jaya meet financial needs of her family?

Jaya, is a 40 year old married professional.

She needs an additional second source of income to supplement her ongoing expenses.

HDFC Life offers Dream Achiever option under Click 2 Achieve plan.

**Now let's understand how the Income combination works if she decides to invest for 12 years instead of 5 years**

<b>Premium Per Annum</b>	Rs. 10 Lakhs
<b>Premium Payment Term</b>	12 years
<b>Total Premium Payable</b>	Rs. 1.2 Cr.
<b>Policy Term</b>	15 years
<b>Income Term</b>	25 years; (starting post 3 years of deferment period)
<b>Total Income</b>	Rs. 10,78,728 in the 16 <sup>th</sup> year and increases @ 5% each year to Rs. 23,73,202 in the 40 <sup>th</sup> year Total Benefit = 4,31,49,025 + 1.32 Cr. ROP = 5,63,49,025
<b>Sum Assured on Death</b>	10 * Annual Premium



## Income Combination

Receive increasing annual income when needed the most and achieve your future goals!

Now let's assume Jaya has opted for the Income variant. She chooses increasing income option @ 5% with 110% return of total premiums. She also chooses to defer receiving her income by 3 years after completion of the PPT

Jaya survives the policy term of 15 years

On policy maturity, she chooses to get 110% of her total premiums back = 1.32 Cr.  
+ the last payout of Rs. 23,73,201

She pays Rs. 10 Lakhs as premiums for 12 years = Rs. 1.2 Cr.



# Income Deferment Years 13, 14 and 15

Jaya defers receiving her income by 3 years.\* She starts receiving Rs. 10,78,728 as a guaranteed annual income in the 16th policy year. Her income increases every year by 5% and reaches 23,73,202 in the 40th year. She will receive a total benefit of Rs. 5,63,49,025 from the policy.

\* Income payouts can be deferred up to a maximum of 10 years

Jaya can also choose level income option.

In that case, she will keep on receiving a level income of **Rs. 15,33,321 p.a.** from the 16<sup>th</sup> year till the end of the income payout term.



## Income Combination

Receive increasing annual income when needed the most and achieve your future goals!

### Benefits of Higher PPT

Now let's assume Jaya has opted for the Income variant. She chooses increasing income option @ 5% with 110% return of total premium.

By investing 1.2 Cr. for a 12 year PPT, Jaya receives a total benefit of **5.63 Cr.**

By investing 50 lakhs for a 5 year PPT, Jaya receives a total benefit of **2.2 Cr.**

So by investing, only 70 lakhs more, she gets **3.43 Cr. more.**

Advise your customers to take a longer PPT for receiving much higher benefit!  
In this case, Jaya receives **~2.6X more.**

# Income Deferment  
Years 13, 14 and 15

Jaya defers receiving her income by 3 years.\*

She starts receiving Rs. 10,78,728 as a guaranteed annual income in the 16th policy year. Her income increases every year by 5% and reaches 23,73,202 in the 40th year. She will receive a total benefit of Rs. 5,63,49,025 from the policy.

\* Income payouts can be deferred up to a maximum of 10 years

Jaya can also choose level income option.

In that case, she will keep on receiving a level income of **Rs. 15,33,321 p.a.** from the 16th year till the end of the income payout term.



## How does the Dream Achiever Plan Option help Sam meet financial needs of his family?

Sam, is a professional of 45 years of age. He needs an assured periodical income to achieve various milestones of life.

HDFC Life offers Dream Achiever option under Click 2 Achieve plan.

Since Sam’s main objective is to get assured periodic income, he opted for a lower life cover so that larger portion of the premium can go towards savings and less towards the mortality charge.

Through the above feature, Sam will enhance his income payouts.

**Let’s understand how the Moneyback combination works**

<b>Premium Per Annum</b>	Rs. 10 Lakhs
<b>Premium Payment Term</b>	10
<b>Total Premium Payable</b>	Rs. 1 Cr.
<b>Policy Term</b>	20 years
<b>Moneyback Term</b>	Every 4 years (10% for first 4 payouts and 60% for last payout)
<b>Total Income</b>	Rs. 17.04 Lakhs p.a. every 4 years till 16 years policy years and on 20 <sup>th</sup> year 1.02 Cr.
<b>Sum Assured on Death</b>	7 * Annual Premium

Go to Slide 54 for details on Death Cover Multiples

# How the plan works?



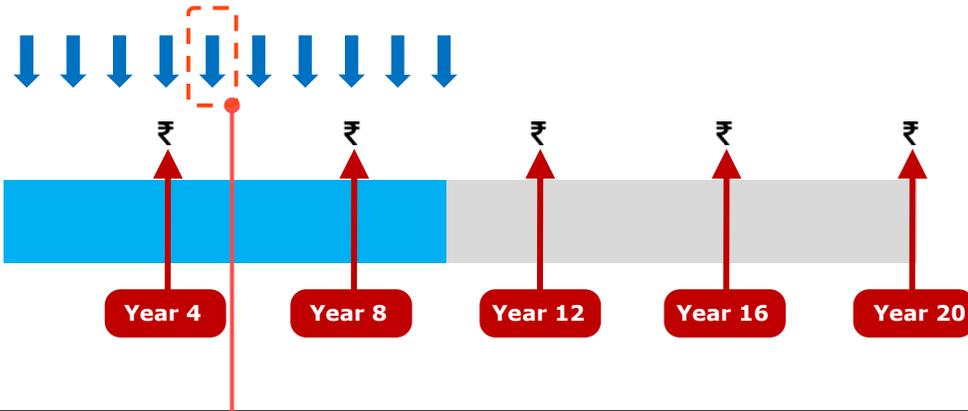
## Moneyback Combination

Receive periodical income as per your needs to achieve various milestones of life!

### Sam opts for payout frequencies every 4 years

He pays Rs. 10 Lakhs in premiums for **10 years** = Rs. 1 Cr.

He starts receiving **loyalty rewards** of Rs. 17.04 Lakhs on 4<sup>th</sup>/8<sup>th</sup>/12<sup>th</sup>/16<sup>th</sup> policy year and 1.02 Cr. on 20<sup>th</sup> policy year = **1.70 Cr**



In case he finds it difficult to pay the **5th premium**, he can utilize his **first payout in the 4<sup>th</sup> year** to pay off the premiums **by informing HDFC Life**. So here, Sam is utilizing the **Premium Offset option**.

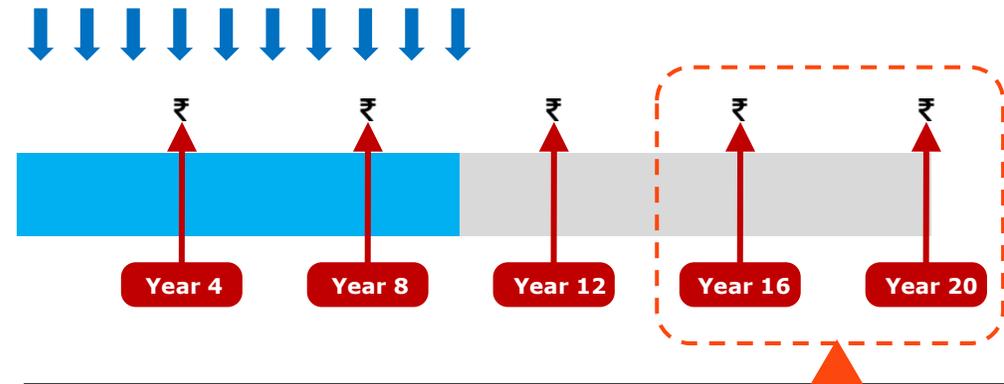
#### This is how it will work:

- If the date of first annual premium payment is 01/12/2023, then
- Date of first payout on the 4th year will be 01/12/2027
- Due date of 5th annual premium – 01/12/2027
- Last date of intimation by the customer to HDFC Life for premium offset – 01/11/2027

Go to slide 51 & 52 for details on Premium Offset & Decrease in Premium option

### Sam also opts for accrual of survival benefits after receiving 3 payouts

He pays Rs. 10 Lakhs in premiums for **10 years** = Rs. 1 Cr.



Sam chooses to accrue his second last (the 16th policy year) payout till the end of the term. This money will be accumulated monthly at a rate that is at least equal to the SBI Interest Rate on Savings Bank Deposit + 1.5%

Go to Slide 49 for details on Accrual of Survival Benefits

Go to Slide 50 for details on Moneyback payouts

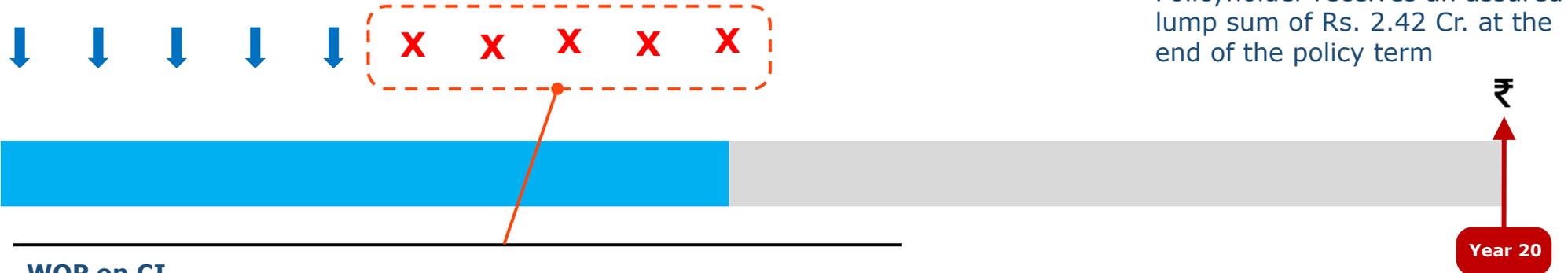


## Lump Sum Combination

Generate wealth to fulfill your needs and desires of life and also leave behind a legacy!

Policy holder opts for one time assured lump sum benefit to be received at maturity

Pays Rs. 10 Lakhs in premiums for 10 years = Rs. 1 Cr.

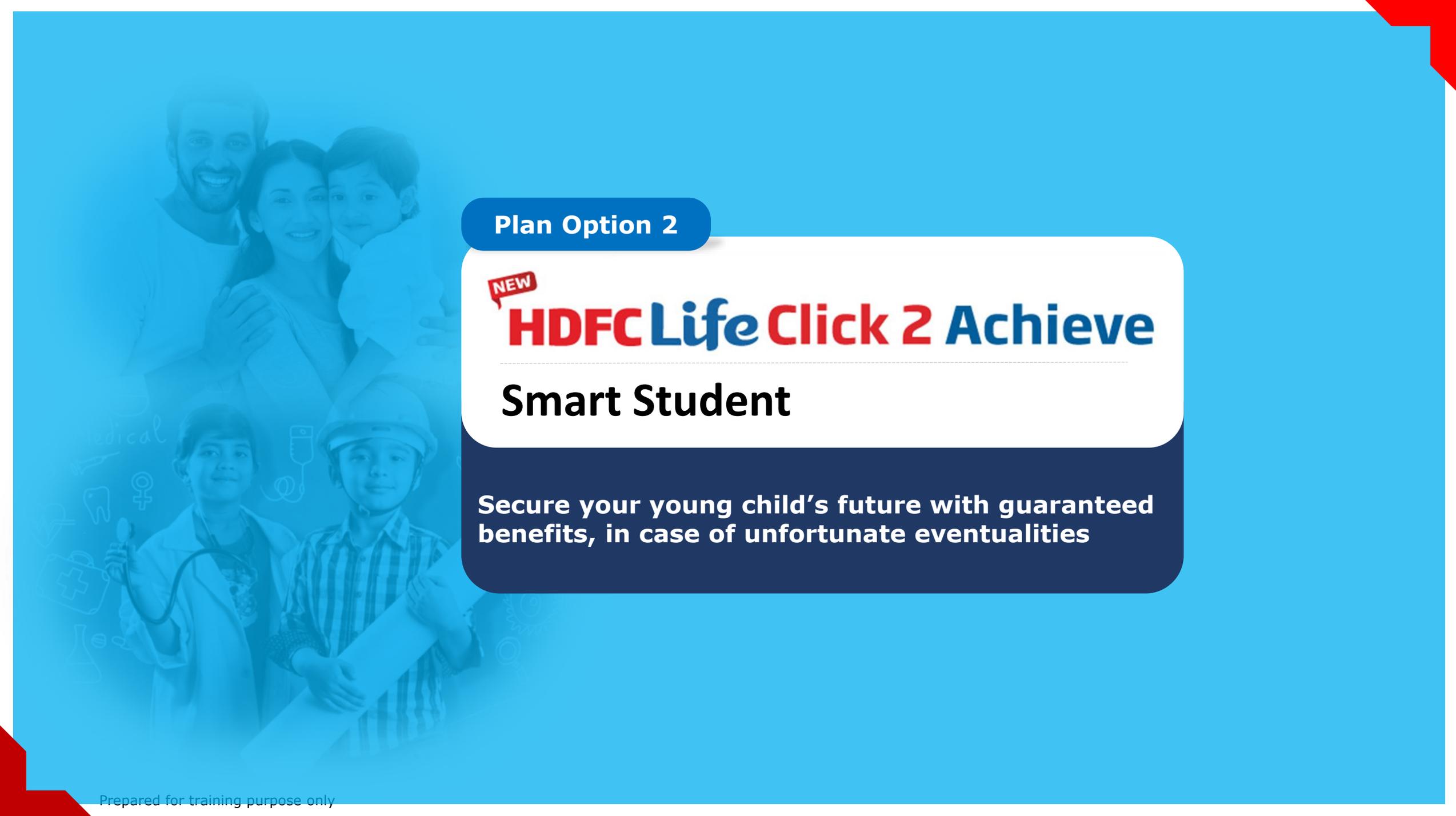


### WOP on CI

Unfortunately, the policy holder is diagnosed of critical illness after paying only 5 premiums. However, fortunately, WOP option was chosen at inception with additional premium. Therefore, all the unpaid premiums will be waived off. The policy will continue and all benefits (maturity or death\*) will be payable.

Go to Slide 57 for details on available Riders

Go to Slide 55 & 56 for details on \*Death Benefits



Plan Option 2

NEW

**HDFC Life Click 2 Achieve**

**Smart Student**

**Secure your young child's future with guaranteed benefits, in case of unfortunate eventualities**



**Plan Option 2**

**NEW**  
**HDFC Life Click 2 Achieve**

**Smart Student**

<b>Child Plan</b>	<b>Min</b>	<b>Max</b>
Entry Age	0 (30 days)	13 years
Maturity Age	19 years	23 years
Policy Term	10 years	23 years (Non-POS)   20 years (POS)
Premium Payment Term	5 years	10 years

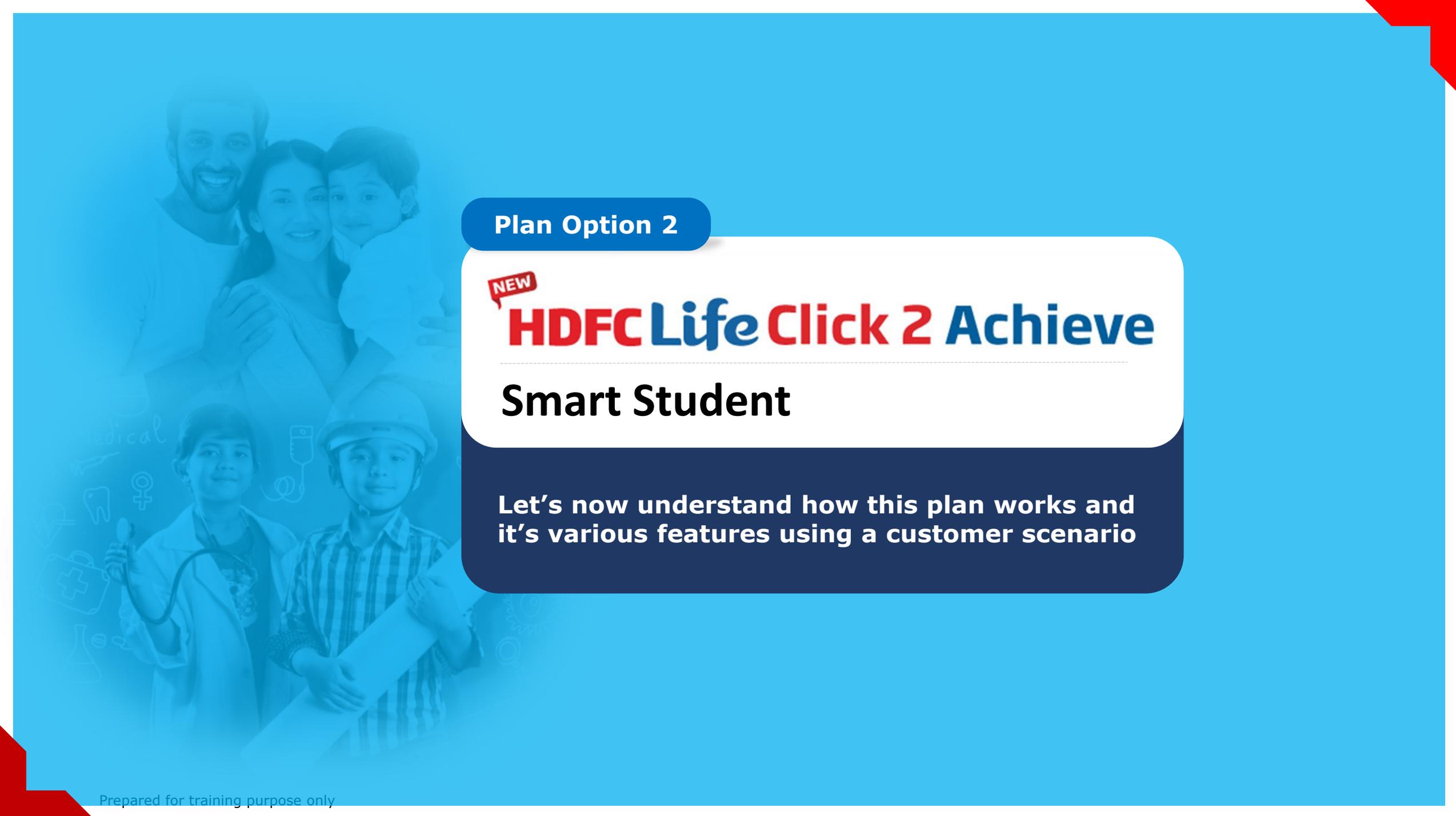
POS = Point of Sale

★ Two annualized premiums gifted by HDFC Life to the Child on Receipt of an **Outstanding Achievement Award** **Industry First**

★ **In-built waiver of premium** on the life of the proposer/parent in case of Death / Disability / Critical illness **HDFC Life First**

★ Financial protection to the child against 12 critical illness with the **Juvenile CI Cover** **Industry First**

★ Flexibility to choose the **Survival Benefit (SB) installments** when the child (Life Assured) attains the age of 16 or 18 years **Can be taken in 3 or 4 or 5 consecutive installments**

The background features a blue-tinted image of a family (father, mother, and child) in the upper left and two children (a girl in a lab coat and a boy in a hard hat) in the lower left. Faint white icons for a medical cross, a stethoscope, a female symbol, a male symbol, and a graduation cap are scattered around the children. The overall theme is family, health, and education.

**Plan Option 2**

**NEW**

# **HDFC Life Click 2 Achieve**

## **Smart Student**

**Let's now understand how this plan works and  
it's various features using a customer scenario**



## Mr. Maulik age 40, plans for Sagar, his 5 year old son's expenses with the Smart Student Option



### Goal:

Provide for regular expenses when his son turns 16

### What he hopes to receive:

Rs. 4,85,133 per annum for the last 3 policy years as regular income.

### What does he choose:

Opts for a policy term of 14 years for Sagar, aged 5 years.;

Pays Rs. 1 Lakh for 10 years and chooses SA equal to 10 times the annual premium.

Also chooses the Juvenile CI sum assured of Rs. 10 Lakhs.

#### Premium Payment Term

10 years

#### Policy Term

14 years

#### Annual Premium

Rs. 1 Lakh

#### Total Premium Payable

Rs. 1,00,000 p.a. for 10 years  
= Rs. 10 Lakhs

#### SA on Death

Annual Premium \* 10  
= Rs. 10 Lakhs

#### Juvenile CI SA

Rs. 10 Lakhs

#### Guaranteed Regular Income

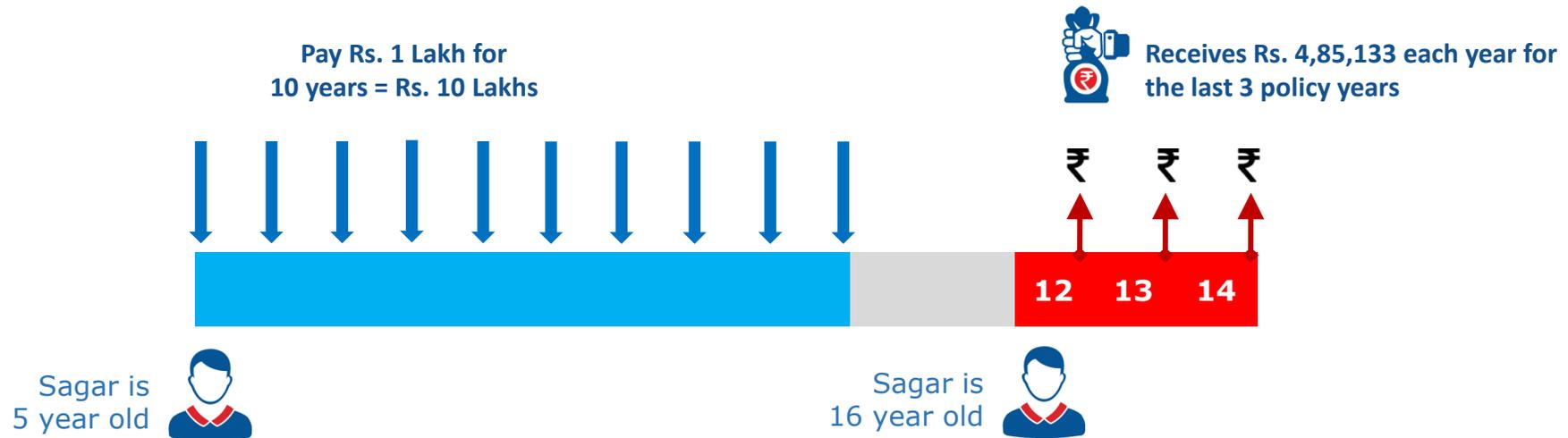
Rs. 4,85,133 p.a. for the last 3 policy years

Let's understand how the plan works



## Survival Benefit

On completion of the policy term with no occurrence of an unfortunate event, as desired, when Sagar turn 16, he will get Rs. 4,85,133 for 3 consecutive years

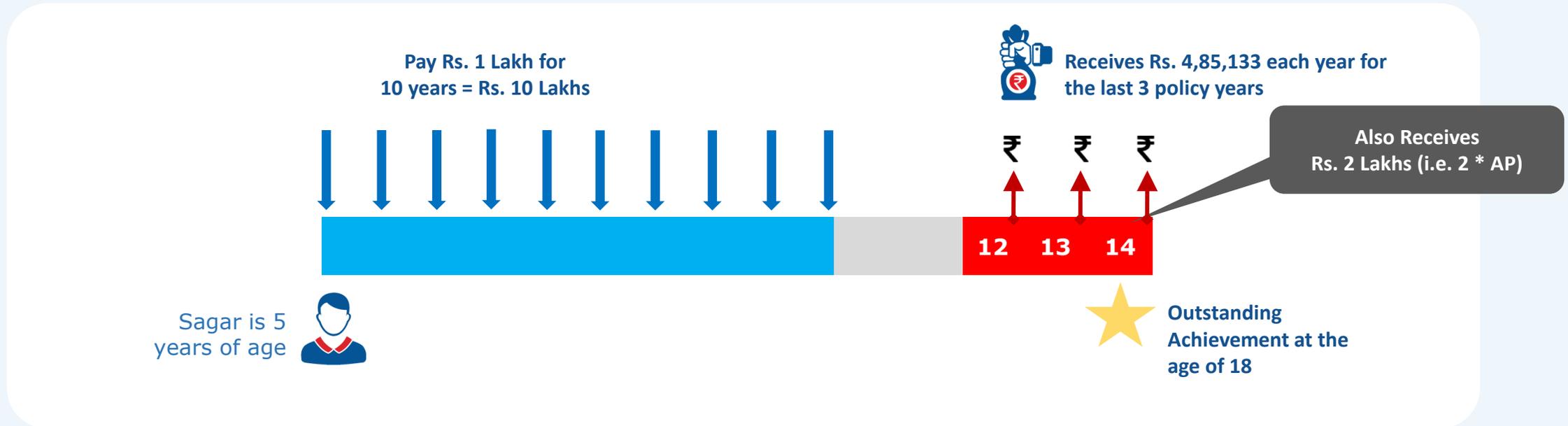


Sagar gets a guaranteed amount of Rs. 14.55 Lakhs in the last 3 policy years and this helps Mr. Maulik to send Sagar to the best coaching programs to prepare for his chosen vocation (academics / sports arts / architecture, etc.)



## Outstanding Achievement Award Benefit

Sagar gets Rs. 2 Lakhs as a gift from HDFC Life on being selected in one of the top IITs at the young age of 18!



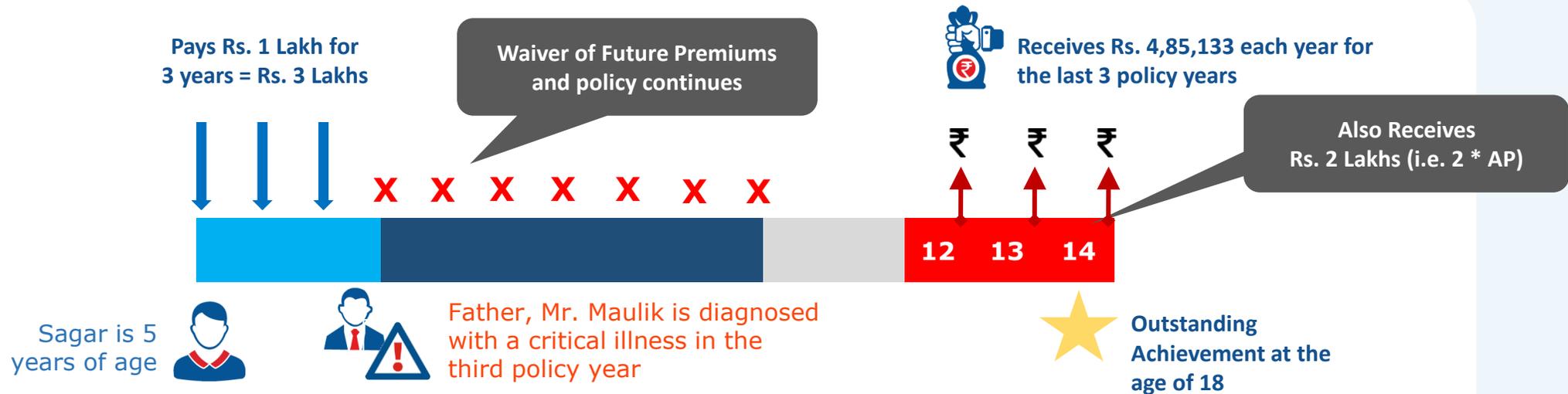
Sagar receives this gift without paying any additional premium.

Go to Slide 61 for details on Outstanding Achievement Award



## Inbuilt Waiver of Premium Benefit

In case Mr. Maulik gets diagnosed with a CI in the third policy year, then seven future premiums are waived off and the policy continues.



The Waiver of Premium critical illness or total/partial disability or death is an inbuilt feature of the plan

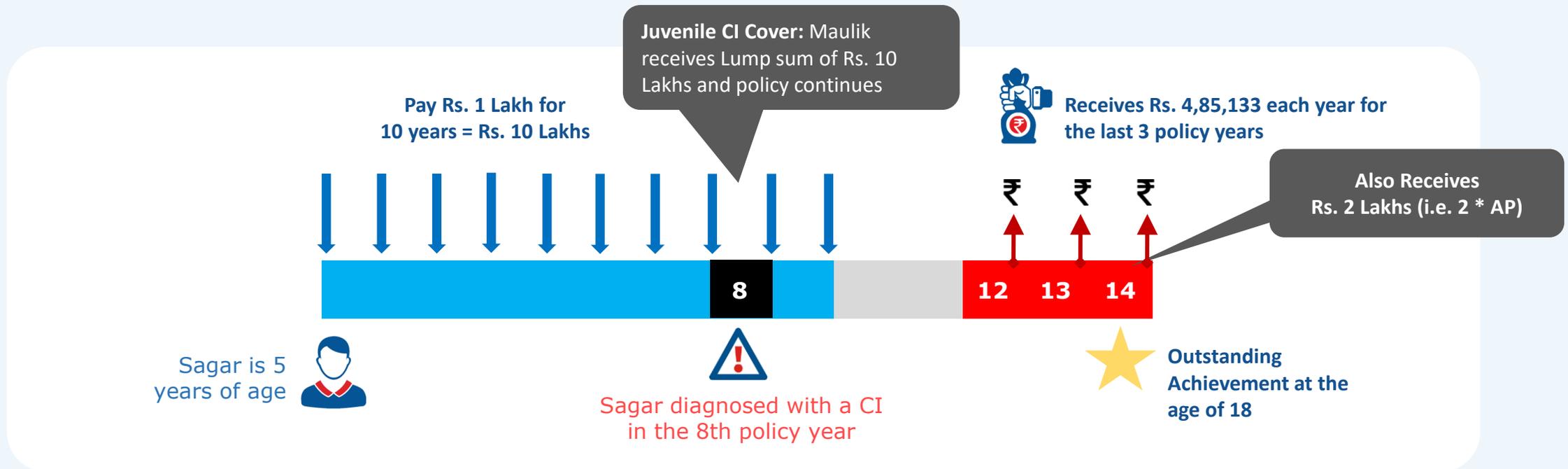
Sagar will receive Rs. 4,85,133 Lakhs of Survival Benefit and the Outstanding Achievement Award. **Maulik's dream of sending Sagar to IIT will be fulfilled even though he has contracted a critical illness**

Go to Slide 62 for details on Inbuilt WOP Benefit



## Juvenile CI Cover

In the unfortunate event of Sagar being diagnosed with a critical illness in the 8th policy year, the plan offers a lump sum amount of Rs. 10 Lakhs to meet medical expenses



Sagar will receive all the survival benefits that are payable in this policy.

Go to Slide 58 for details on Juvenile CI Cover

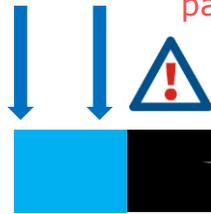


## Death Benefit

In the very unfortunate event of death of the Life Assured (the child) – say after paying 2 premiums, the proposer / parent will receive the Death Benefit and the policy will terminate

Pays Rs. 1 Lakh for  
2 years = Rs. 2 Lakhs

LA demise after the  
payment of 2 premiums



Proposer receives Rs. 10 Lakhs on  
Death of the Life Assured and the  
policy terminates

Sagar is 5  
years of age



### Death Benefit will be the highest of:

- Sum Assured on Death
- 105% of Total Premiums Paid
- Surrender Value on date of death

Where, Sum Assured on Death shall be  
10 times the Annualized Premium

### Sum Assured limits in this option:

- Minimum SA – Rs. 50000
- Maximum SA
  - Non POS - No limit, subject to Board Approved Underwriting Policy (BAUP)
  - POS - Rs. 25,00,000

# Here are the Advantages of Selling <sup>NEW</sup> **HDFCLife Click 2 Achieve** - In a Nutshell!

1



## DIY your cash flow

Create **self tailored cash flows** structures for all suitable needs

2



## Range of combinations

Select input as premium or benefit such as **level of income, ROP, Life cover** etc.

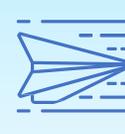
3



## Host of Industry First Features

Features like **Early ROP, Premium Reduction, Premium Offset** enhances product propositions

4



## Inflation Efficient Guaranteed Returns

Varied structure of **Increase pay outs** to beat inflation along policy period

5



## Rewards aligned with personal milestones

Get rewarded for your **child's achievements** along with guaranteed benefits

**Future ready product:** Completely customizable DIY plan that redefines **flexibility**

## Target Customers and Stories

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**NEW**  
**HD**FC **Life** **Click 2** **Achieve**

**Click 2 Achieve is suitable for salaried and self employed customers who want financial security for their family, and GUARANTEED returns for their children's education and future.**

**01**

Parents with kids, who want to be stress free when it comes to providing financial support for children's education and other milestones

**02**

Individuals who want to gift regular guaranteed income to their children and leave legacy behind

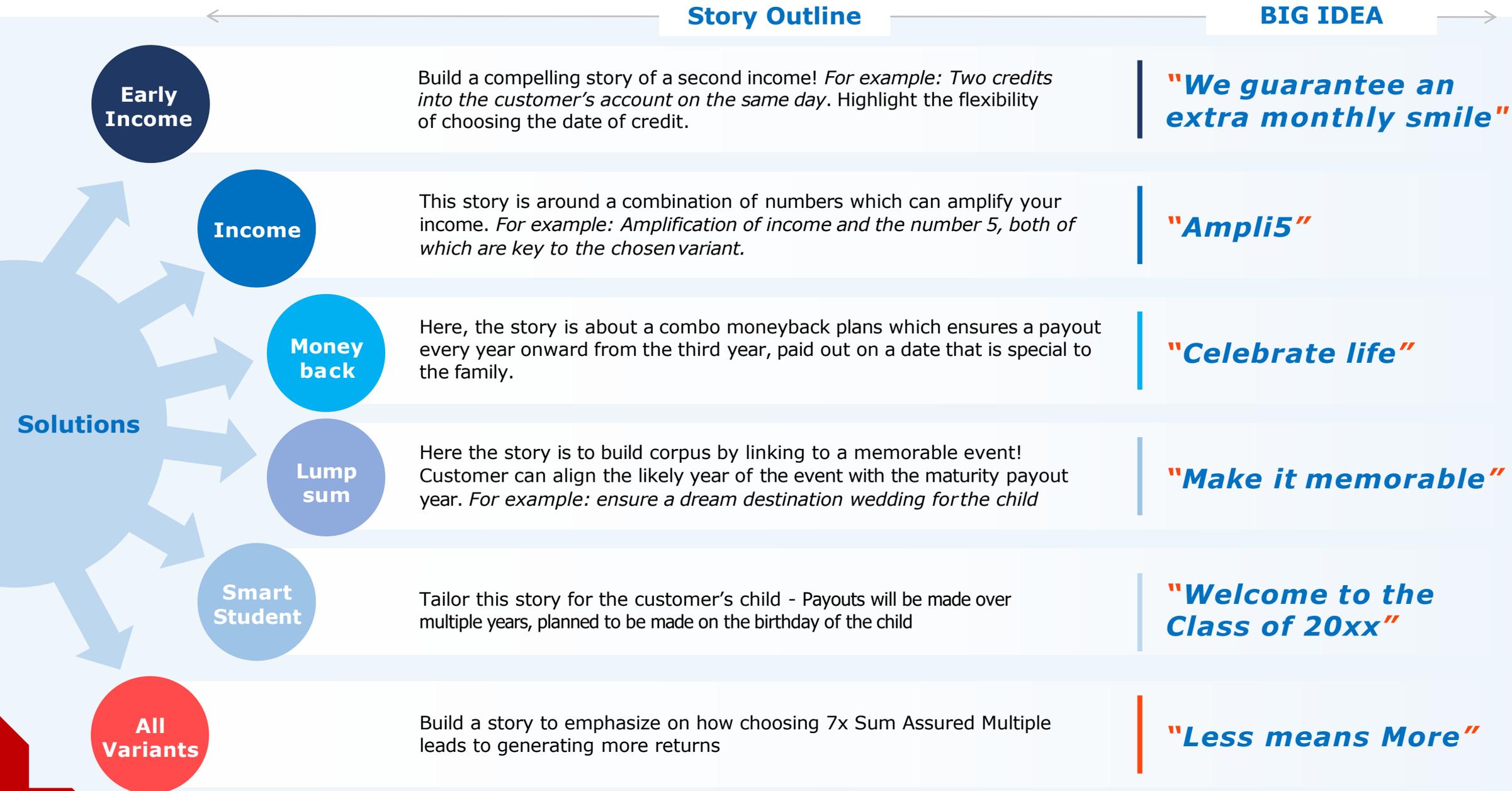
**03**

Individuals who want guaranteed income to take care of their ongoing expenses

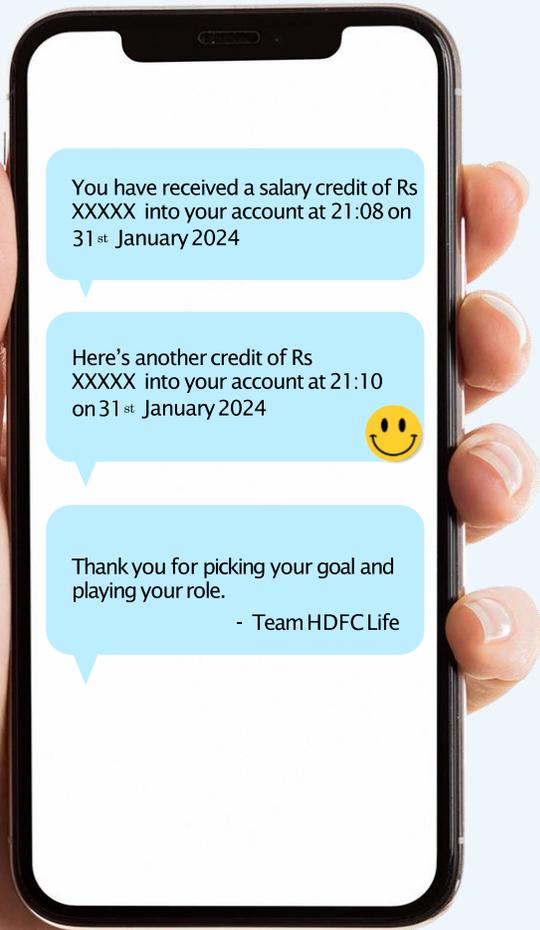
**04**

Individuals who want to save for certain financial goals and enjoy their post retirement life with financial freedom

Given here are selected 'BIG IDEAS' that will help you craft a powerful story line and pitch C2A successfully to your customers



**Dream Achiever (Early Income)**



**We guarantee an extra monthly smile when you see an additional credit message flash on your phone**

Some plans in Life are fixed in nature and some are not.

---

**Predictions are mostly expectations, based on experience.**

---

How about **predicting flow of income** as you want?

---

**Each household has double keys for houses, double keys for cars and bikes...Why not Double Income or Second Income to support finances ?**

---

THINK IF YOU HAD MONEY MAKING MACHINE AT HOME, WOULD YOU INSURE IT?

---

**SO INSURE to get your regular Second Income.**

**Dream Achiever (Income, Early Income)**

**The cost of daily needs and inflation is supposed to go up every year, then why not your INCOME in your chosen plan?**



When **Expenses** and cost of daily needs can't be fixed forever then why **INCOME**?

---

Choose your own **increase in income** through Click 2 Achieve.  
**"YOU can't tame INFLATION ...then FIX your INCOME to TAME INFLATION"**

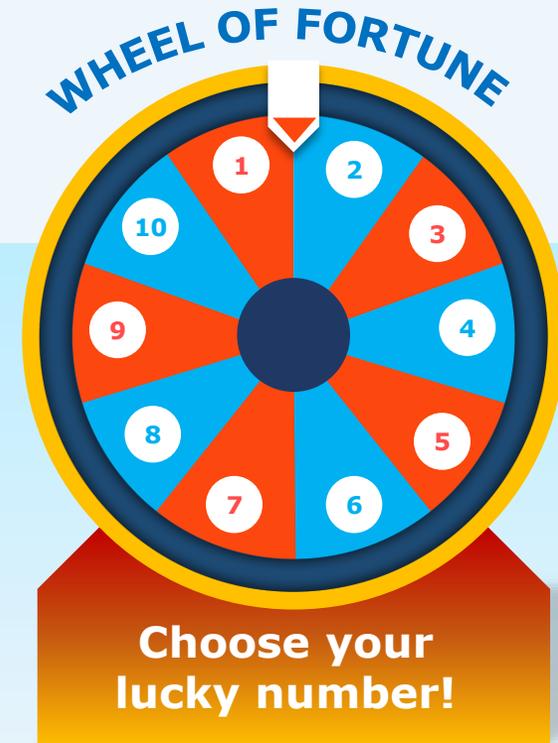
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**PREDICT YOUR INCOME** with C2A by choosing the Increasing Income variant

Dream Achiever (Income)

Communicate the concept of amplification, which denotes growth, plus bring out the prospects' lucky number which is central to this story

Example:



- This pitch will increase the customer's interest and ensure an audience.
- Post discussions, a different variant can be pitched, depending on what works for the customer.

Get higher returns on your investment and meet your cherished long-terms goals and get financial security



**Second income and Saving tax are two sides of same coin.**

---

**Be the TOSS winner both ways** with Click 2 Achieve.

---

HEAD or TAIL you will be the winner.

---

Defer if you don't want income during your earning days and defer your taxes.

---

**SO SAVE DURING YOUR MAKE UP DAYS TO TAKE CARE OF YOUR CHECK UP DAYS**

## “Liquidity Each Year”

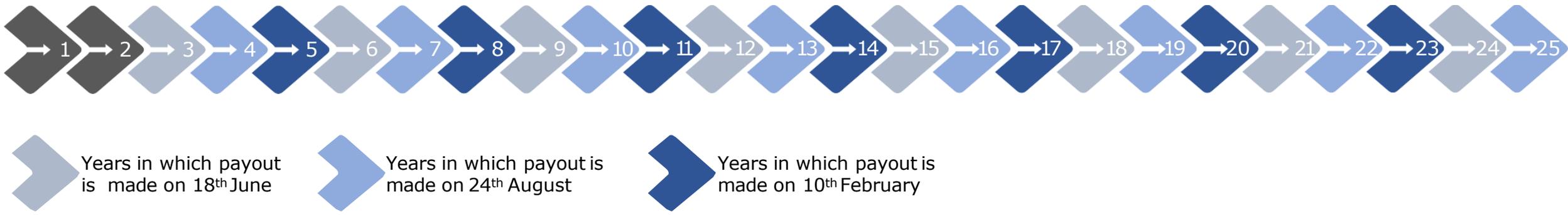
### Dream Achiever (Moneyback)

**1** Customer is asked to select three **most valued days** in the year. Let's assume the selection is:

1) DoB of Self	DoB of Self – 18 <sup>th</sup> June
2) DoB of Spouse	DoB of Spouse – 24 <sup>th</sup> August
3) Wedding Anniversary	Anniversary – 10 <sup>th</sup> February

**2** We then generate an illustration of a combo where the premium is split across 3 policies, with moneyback options from 3<sup>rd</sup>, 4<sup>th</sup> and 5<sup>th</sup> years. Using a smart combination of deferment and payout frequency, we ensure pay outs each year

**3** This will ensure that from the third year onward, the couple will get one moneyback payout each year, making that one day of each year extra special



**The story will be around how substantial cash is made available to the family each year, from the 3<sup>rd</sup> year till maturity. And that it gets paid out on a special date, thereby allowing for added celebration!**

## Dream Achiever (Lump Sum)

The story here is based on planning for a dream destination wedding for the child.



Customer is asked to select the likely year around the child's marriageable age

---

A calculator evaluates and indicates the future cost of the wedding, based on inflation

---

We generate an illustration of the premium that the client needs to pay, along with the deferment period, to reach the estimated future cost

---

The client receives the lump sum amount to be utilized for the wedding. Also, the life cover ensures that wedding plans don't get impacted in the absence of the policy holder

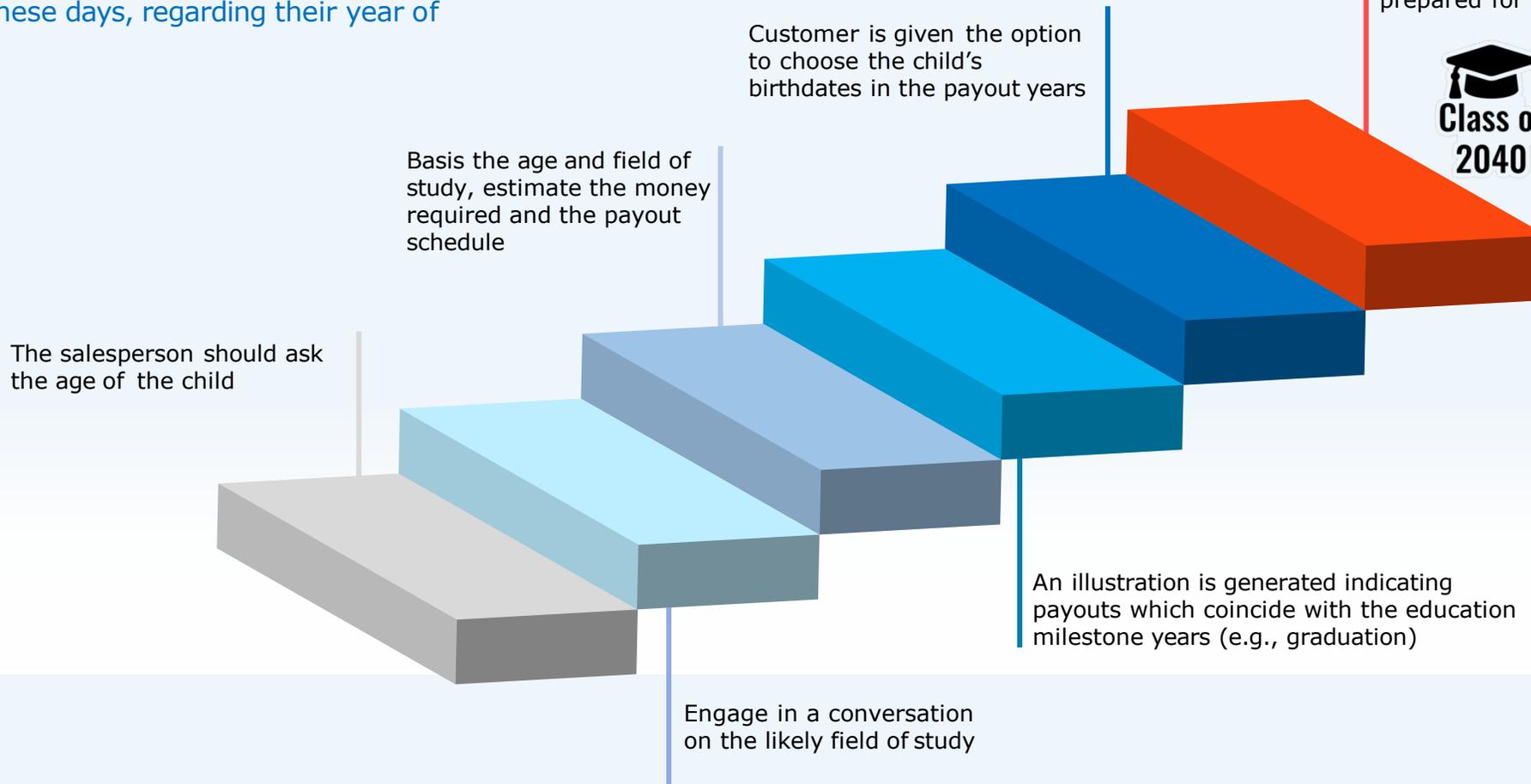
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## “Welcome to the Class of 20xx”

Will resonate with parents and children alike, because this is the lingo that most children use and understand these days, regarding their year of graduation

### Smart Student

Be financially prepared when your child is prepared for the



**Dream Achiever (Moneyback, Early Income)**

**Get a relief from premium payment in the event of financial exigencies and thus safeguard your Plan**

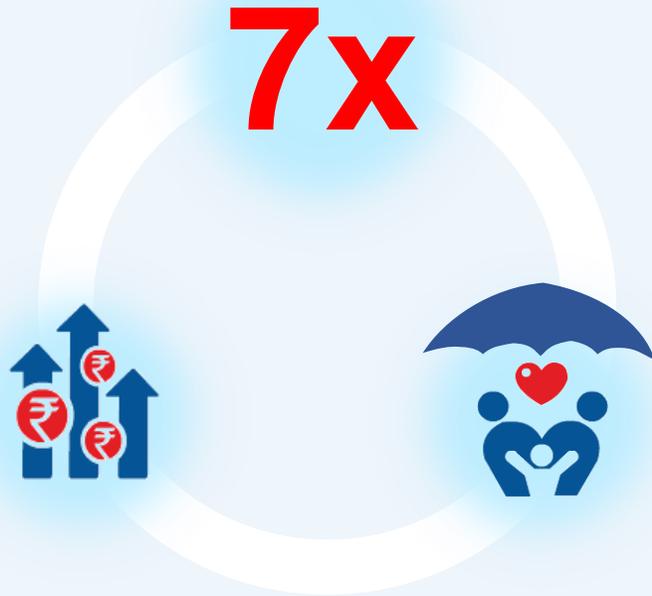


**IF all wish would have been granted by GOD** then no one would have worked and saved money for future.

Yes there are ups and downs in life **both emotionally and financially** but has **it ever stopped you from working towards better future for your family**

For 1 or 2 years if one is down financially or has some emergency, you don't have to worry about paying premiums. We will offset it with your own payouts from the policy.

## Generate more wealth to meet your dreams by choosing 7x death benefit



Life is about living. Living long is a blessing.

---

Stay blessed and feel free to choose a lesser cover for more returns from the policy.

---

Lesser life cover multiple helps enhance income to meet unplanned goals which may come without knocking.

---

This will help you compete better in non-par space.

## Higher return with higher ticket size

Up to ~  
**50 bps Higher Returns**



1 Lakh

25 Cr

## Existing Customer Discount

Discount on First Year Premium if you have any HDFC Life Policy for greater than 50,000 Premium

PPT (years)	Discount
5 to 9	2.0%
10 & above	3.0%

## Higher return for Female Lives

Up to  
~**2-5 bps higher returns**



Go through Slide 62 to 66 for QnI details

## Annexure

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**NEW**  
**HDFC Life Click 2 Achieve**

- Sum Assured on Maturity as chosen at inception is payable to the policy holder at maturity.
- Under **Income combination (where no life cover is opted during payout period)**, the policyholder can choose to receive an income benefit for the duration of income term, which starts on policy maturity date. **(Policy matures at the end of PPT + Deferment period)**  
Maximum PPT+ Def + Income = 40 years
- **Under Early Income and Income combination (where life cover is opted during payout period)**, the policyholder can choose to receive an survival benefit during the policy term, which starts on:
  - Deferment from RCD under Early Income combination **(Policy matures at the end of deferment from RCD + Survival Benefit period)**
  - PPT + Deferment Period post completion of PPT **(Policy matures at the end of PPT + Deferment Period + Survival Benefit Period)**
  - Maximum Policy Term = 40 years
- Under **Early Income and Income combination** there are two types of income benefits that a proposer can choose – level or increasing.  
There are two rates available in case of increasing income benefit – 1% to 10% @ simple interest.

# Maturity Benefit / Survival Benefit Level / Increasing Income Benefit

- Under **Early Income, Income and Moneyback combination**, Income/Survival Benefit can be taken every Year/Half-Yearly/Quarterly/Monthly frequency
- Also, the policyholder will have the flexibility to choose any date from the month (in monthly mode payout) and any date in the year (in annual mode payout) similarly for Half Yearly and Quarterly mode. This feature is termed as 'Save the Date'.
- Benefit amount can be accrued in any particular year.
- Survival Benefit (shown in survival benefit column of BI) / Income Benefit (shown in maturity benefit after completion of policy term column of BI) will be paid as per payout frequency chosen.
- Maturity Benefit amount shown in the last year of policy term will be paid as lumpsum irrespective of payout frequency chosen.
- All the above parameters are to be chosen at inception only except accrual of benefits.

At any point of time during the contract, the policy holder shall have an option to defer the survival benefit(s).

- Such unpaid cash survival benefits pay-outs will be accumulated monthly at a rate that is at least equal to the SBI Interest Rate on Savings Bank Deposit + 1.5%, as published by SBI.
- This rate will be reviewed at the beginning of every month.
- If the unpaid survival benefits are not taken by the policyholder during the policy tenure the same shall be payable along with benefit payable at the time of termination of the policy in the form of death or maturity or surrender benefit.
- This option can be availed under an in force as well as paid-up policy.
- The policy holder can withdraw his accrued survival benefit pool partly/fully at any time during the contract.
- The policy holder can choose to opt in or out of this feature at any time during the contract.

# Flexibility of Choice in Money back Payouts

Income Payout Frequency	Applicable Policy Term	Payout %	Payout Sequence
Every 3 year	12 and 15 years	Policy holder can choose the payout percentage between:  5%, 10%, 15%, 20%	Eg., PT – 15 years, Payout - 10%  3 <sup>rd</sup> policy year – 10% of total payout 6 <sup>th</sup> policy year – 10% of total payout 9 <sup>th</sup> policy year – 10% of total payout 12 <sup>th</sup> policy year – 10% of total payout 15 <sup>th</sup> policy year – 60% of total payout
Every 4 year	12, 16 and 20 years		Eg., PT – 20 years, Payout - 20%  4 <sup>th</sup> policy year – 20% of total payout 8 <sup>th</sup> policy year – 20% of total payout 12 <sup>th</sup> policy year – 20% of total payout 16 <sup>th</sup> policy year – 20% of total payout 20 <sup>th</sup> policy year – 20% of total payout
Every 5 year	10, 15, and 20 years		Eg., PT – 20 years, Payout - 20%  5 <sup>th</sup> policy year – 20% of total payout 10 <sup>th</sup> policy year – 20% of total payout 15 <sup>th</sup> policy year – 20% of total payout 20 <sup>th</sup> policy year – 40% of total payout
Last 5 years of the policy term  (eg., If the PT is 20 years, the income payouts will start from the 16 <sup>th</sup> policy year to the 20 <sup>th</sup> policy year)	10 to 20 years		Eg., PT – 20 years, Payout – 15%  On 16 <sup>th</sup> policy year – 15% x total payout On 17 <sup>th</sup> policy year – 15% x total payout On 18 <sup>th</sup> policy year – 15% x total payout On 19 <sup>th</sup> policy year – 15% x total payout On 20 <sup>th</sup> policy year – 40% x total payout

Note : All the payouts in moneyback option are paid as per payout frequency chosen

This feature gives the policyholder an option to adjust the premium payable in the policy to the extent of benefits receivable, if any.

**Available in the following combinations:**

- Early Income
- Moneyback

**Premium Offset conditions:**

- The frequency and timing of such receivable benefit(s) must match that of premium payment under this option. Which means, the date of payout and the due date of premium should match.
- The policy holder can request for an offset of one premium from the payout receivable at any point of time.
- If the benefit amount exceeds the premium payable under the policy, such excess shall be paid to the policyholder.
- If the benefit amount is not sufficient to offset the premium payable under the policy, then, the policyholder will be required to pay the balance premium to the company.
- The policyholder can choose to opt in or out of this feature at any time during the contract.
- The policyholder must intimate HDFC Life at least one month in advance with the offset request.
- The policyholder can avail this feature more than once, subject to meeting above conditions.

- Applicable to all options under Dream Achiever Option.
- After payment of premiums for the first five completed policy years, the policyholder can decrease the premium up to 50% of the original Annualized Premium, subject to the minimum premium limits under the product.
- If this option is chosen, all benefits under the policy will be reduced as per the below formula:

Revised Benefit Amount = Original Benefit Amount × Revised total premiums payable ÷ Original total premiums payable

- Once decreased, the premium cannot be subsequently increased.

# Flexibility of Choice available with Return of Premium Feature

	Early Income	Income
Time	Only at maturity	At Maturity, 1 <sup>st</sup> , 5 <sup>th</sup> , 10 <sup>th</sup> , 15 <sup>th</sup> , 20 <sup>th</sup> , 25 <sup>th</sup> , 30 <sup>th</sup> , 35 <sup>th</sup> and Last payout year
Amount	The policy holder has the choice to select at inception the percentage of ROP between, 50% or 75% or 100% or 110% or 125% or 150% or 200%	

- **ROP is only available in Income and Early Income Variant**
- **200% ROP is only available in Early Income Variant**

Note : Whenever ROP is payable at Maturity, it will be paid as Lumpsum (irrespective of payout frequency chosen)  
Whenever ROP is payable at along with 1st, 5th, 10th, 15th, 20th, 25th, 35th and Last payout year, it will be paid as per payout frequency chosen.  
Eg.: If 100% ROP is payable with 1<sup>st</sup> Payout when Payout Frequency is monthly, then ROP/12 will be paid as monthly payouts during the first payout year.

## Life Cover Multiples

- Customers will have option to choose the Life cover (Sum Assured on Death) as Premium multiple.
- The choice will be between 7, 10, 12, 15 or 20 times of the annual premium.
- Customers who will choose higher multiples will have to bear more mortality charges for life cover and lesser will be the survival benefit in comparison to those customers who will choose lower multiples (7 times).
- Those who already have a pure protection plan may opt for a lower multiple for higher return on investment or higher survival benefit.

## Sum Assured limits:

- Minimum SA – Rs. 50,000
- Maximum SA - No limit, subject to Board Approved Underwriting Policy (BAUP)

## In all combinations during the policy term

On untimely demise of the Life Assured, **during the policy term**, the death benefit will be the highest of:

- Sum Assured on Death
- 105% of Total Premiums Paid
- Surrender Value on date of death

Upon the payment of the death benefit, the policy will terminate and no further benefits will be payable.

### Here is a policy with 12 years PPT, 14 Years PT and Income Combination

LA passes away in the  
7th policy year



Year 7

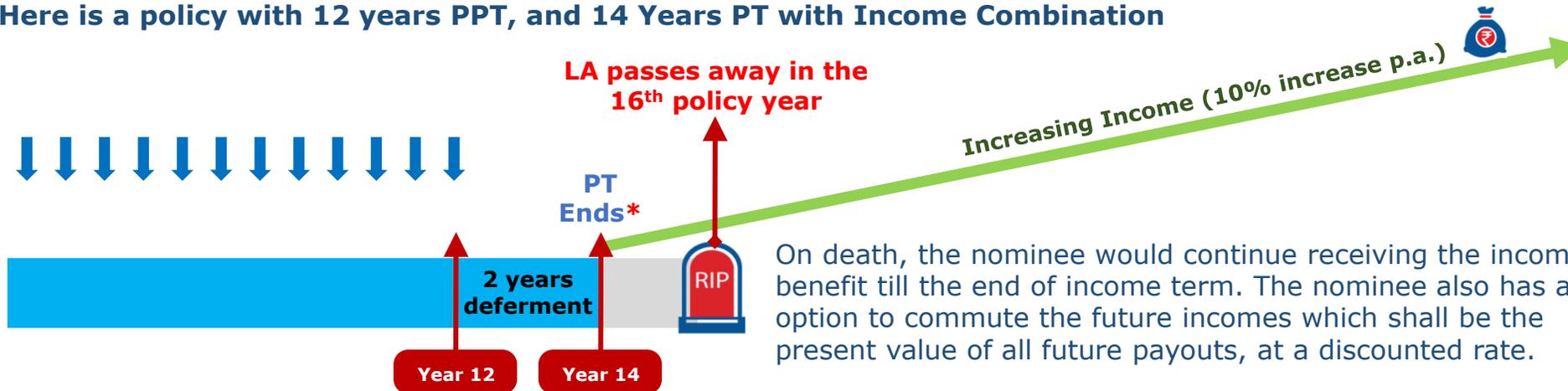
The Death Benefit chosen by LA was 10 times of the annualized premium. The nominee / legal heir receives the death proceeds and the policy terminates

## In all combinations during the income payout term

On untimely demise of the Life Assured, **during the payout term** in Income variant, the Nominee / Proposer (as the case may be) would continue receiving the income benefit till the end of income term.

- The Nominee / Proposer has an option to commute the future income which shall be the present value of future payouts, at a discounted rate.

Here is a policy with 12 years PPT, and 14 Years PT with Income Combination



On death, the nominee would continue receiving the income benefit till the end of income term. The nominee also has an option to commute the future incomes which shall be the present value of all future payouts, at a discounted rate.

**\*Policy matures at the end of Policy Term = PPT + Deferral period**

Applicable to **all options under Dream Achiever Variant** and **riders must be selected** at inception.

## 1 WOP on Death

- All future premiums payable will be waived on death of the proposer.
- All other policy benefits continue.
- LA and Proposer should be different for this feature

**Premiums paid against WOP on Death** ranges from approx. **1% - 2%** of the Base Premium

## 2 WOP on CI

- All future premiums payable will be waived if proposer is diagnosed of any of the covered CIs
- All other policy benefits continue.
- LA and Proposer can be same as well as different for this feature

**Premiums paid against WOP on CI** ranges from approx. **3% - 15%** of the Base Premium

## 3 WOP on TPD

- All future premiums payable will be waived if the proposer suffers Total and Permanent Disability.
- All other policy benefits continue.
- LA and Proposer can be same as well as different for this feature

**Premiums paid against WOP on TPD** ranges from approx. **0.5% - 2%** of the Base Premium

## 4 Other Riders

- HDFC Life Income Benefit on Accidental Disability Rider
- HDFC Life Critical Illness Plus Rider
- HDFC Life Protect Plus Rider

# Juvenile CI Cover Benefit – Available in both the plan options

- Life Assured must be the Child.
- If the life assured is diagnosed with any of the critical illnesses covered in the plan, then a lump sum amount (SA of CI) will be paid immediately.
- The amount of this lump sum shall be as chosen by the policyholder at inception and additional premium shall be payable.
- The Juvenile CI cover is offered up to a maximum of the base sum assured or 20L whichever is lesser.
- This cover ceases at age 21 years of the LA.
- All other benefits like Outstanding Achievement Award and Survival Benefits will remain intact and will be paid as per the schedule.

## The Illness covered are:

1. Leukaemia	7. Glomerulonephritis
2. Aplastic Anaemia	8. Deafness
3. Bone Marrow Transplant	9. Blindness
4. Acquired Brain Damage	10. Third Degree Burns
5. Loss of speech	11. Tuberculous Meningitis
6. Brain Surgery	12. Osteogenesis Imperfecta Type III

- Survival benefit can start either at the age of 16 or 18 of the life assured, in this case the child.
- It is payable in the last 3, 4 or 5 policy years.
- The last installment is payable on maturity.
- **No additional maturity benefits are payable.**

## Survival Benefit Combination – An example for a 5 year old child on whom the policy is being purchased

### Survival Benefit Start Age = 16 years

No. of Installments	Applicable Policy Term	Payable during Policy Years
3	14	12 to 14
4	15	12 to 15
5	16	12 to 16

### Survival Benefit Start Age = 18 years

No. of Installments	Applicable Policy Term	Payable during Policy Years
3	16	14 to 16
4	17	14 to 17
5	18	14 to 18

At any point of time during the contract, the policy holder shall have an option to defer the survival benefit(s).

- Such unpaid cash survival benefits pay-outs will be accumulated monthly at a rate that is at least equal to the SBI Interest Rate on Savings Bank Deposit + 1.5%, as published by SBI.
- This rate will be reviewed at the beginning of every month.
- If the unpaid survival benefits are not taken by the policyholder during the policy tenure the same shall be payable along with benefit payable at the time of termination of the policy in the form of death or maturity or surrender benefit.
- This option can be availed under an in force as well as paid-up policy.
- The policy holder can withdraw his accrued survival benefit pool partly/fully at any time during the contract.
- The policy holder can choose to opt in or out of this feature at any time during the contract.

An amount equal to two Annualized Premium will be paid if the child achieves one of the following:

- Admission in one of the top 100 ranked universities of the World or the top 10 ranked universities of India.
- Qualify for Olympics, Paralympics or Winter Olympics in any sport.
- Gold, Silver or Bronze medal in Asian Games, Commonwealth Games, or the World Championship of any sport under one of the recognized National Sports Federations of India.
- Gold, Silver or Bronze medal in Delphic Games in any art category.

---

The benefit can be claimed only once during the policy term.

**This benefit will be payable even in the event of waiver of premium situation.**

---

*# University rankings shall be as published by a recognised publisher of university rankings. Currently this is the QS World University Rankings.*

WOP Benefit is inbuilt in the Smart Student Option

## 1 WOP on Death

- All future premiums payable will be waived on death of the proposer.
- All other policy benefits continue.

## 2 WOP on CI

- All future premiums payable will be waived if proposer is diagnosed of any of the covered CIs.
- All other policy benefits continue.

## 3 WOP on TPD

- All future premiums payable will be waived if the proposer suffers Total and Permanent Disability.
- All other policy benefits continue.

# 60 Critical Illnesses covered under WOP on Critical Illness (CI)

1. Alzheimer's Disease	16. Encephalitis	31. Stroke resulting in permanent symptoms	46. Loss of Limbs
2. Parkinson's disease	17. Fulminant Hepatitis	32. Primary (Idiopathic) Pulmonary Hypertension	47. Kidney Failure Requiring Regular Dialysis
3. Aorta Graft Surgery	18. Loss of Independent Existence (cover up to Insurance Age 74)	33. Permanent Paralysis of Limbs	48. Infective Endocarditis
4. Amputation of Feet due to Complications from Diabetes	19. Medullary Cystic Disease	34. Open Heart Replacement or Repair of Heart Valves	49. Coma of specified Severity
5. Apallic Syndrome	20. Muscular Dystrophy	35. Open Chest CABG	50. Cancer of Specified Severity
6. Aplastic Anaemia	21. Myasthenia Gravis	36. Multiple Sclerosis with Persisting Symptoms	51. Myocardial Infarction (First Heart Attack of Specific Severity)
7. Bacterial Meningitis	22. Other Serious Coronary Artery Disease	37. Motor Neuron Disease with Permanent Symptoms	52. Creutzfeldt-Jacob Disease (CJD)
8. Brain Surgery	23. Poliomyelitis	38. Major Organ /Bone Marrow Transplant	53. Multiple System Atrophy
9. Cardiomyopathy	24. Progressive Scleroderma	39. Major Head Trauma	54. Loss of One Limb and One Eye
10. Chronic Adrenal Insufficiency (Addison's Disease)	25. Progressive Supranuclear Palsy	40. Benign Brain Tumor	55. Necrotising Fasciitis
11. Chronic Relapsing Pancreatitis	26. Severe Rheumatoid Arthritis	41. Blindness	56. Hemiplegia
12. Severe Crohn's Disease	27. Severe Ulcerative Colitis	42. Deafness	57. Tuberculosis Meningitis
13. Aortic Dissection	28. Systemic Lupus Erythematosus with Lupus Nephritis	43. End Stage Lung Failure	58. Myelofibrosis
14. Ebola	29. Pneumonectomy	44. End Stage Liver Failure	59. Pheochromocytoma
15. Elephantiasis	30. Third Degree Burns	45. Loss of speech	60. Eisenmenger's Syndrome

**Total and Permanent Disability (TPD)** shall mean the occurrence of any of the following conditions as a result of accidental bodily injury, sickness or disease:

**1. Permanent Disability** - Disability means inability of the Insured Person to perform at least 3 of the 6 activities of daily living as listed below for a continuous period of at least 6 months.

Activities of daily living are:

- a. Washing
- b. Dressing
- c. Transferring
- d. Mobility
- e. Toileting
- f. Feeding

**2. Physical Impairment –**

- a. Total and irrecoverable loss of sight of both eyes. The blindness must be confirmed by an Ophthalmologist, OR
- b. Loss of use or loss by severance of two or more limbs at or above wrists or ankles; OR
- c. The total and irrecoverable loss of sight of one eye and loss of use or loss by severance of one limb at or above wrist or ankle.

Policy loans will be available during the policy term once premiums for two full policy years are paid.

- The loan amount will be subject to a maximum of 80% of the surrender value.

The interest rate on loan shall be calculated as the Average Annualised 10-year benchmark G-Sec Yield (over last 6 months & rounded up to the nearest 50 bps) + 2%. The current interest rate on loan is 9.50% p.a.

**To encourage entrepreneurship, reduced interest shall be offered to MSME owners as stated below:**

- **Female policyholder:** interest rate shall be reduced by 2% i.e current loan interest rate = 7.5%
- **Other than female policyholders:** interest rate shall be reduced by 1.5% current loan interest rate = 8%

# First ever benefit input plan

## Step 1: Choose Sub-options

Sub Options : \*

- Lumpsum     Early Income     Income     Moneyback

## Step 2: Choose Premium and Benefit Input

Input Type :

- Premium Input     Benefit Input

## Example how benefit input works

Selects Maturity Benefit as 50L for his goal after 20 years. Policy Term 20 and PPT 10

Premium Frequency

Annual

Annual

Premium (Undiscounted)

₹

Premium Payment Term

10 Years

5 20 35

Death Benefit Multiple \*

10

Sum Assured

₹

Payment Method for Future Premium

SI/ECS

SI/ECS

Maturity Benefit

₹ 5000000

Term

20 Years

10 25 40

# QnI Screen – Early Income Option

## ROP Selection

- ROP Percentage

**Return of premium: \***  Yes  No

**Return of Premium Percentage \***  
150  
150

## Income Type

- Level/Increasing
- Percentage of Increase

**Payout Type**  Level  Increasing

**Payout Increase Percentage**  
10 %  
1 5 10

## Other Inputs

- Select PPT
- Premium Frequency
- Deferment Period (from RCD)
- Survival Payout Period
- PT : Auto Calculated basis Def (if any from RCD) + Survival Payout Period
- Death Benefit Multiple
- Payout Frequency

**Premium Frequency**  
Annual  
Annual

**Premium (Undiscounted)**  
₹ 500000

**Survival Benefit**  
₹

**Term**  
21 Years

**Premium Payment Term**  
10 Years  
5 20 35

**Deferment Period**  
1 Years  
0 4 9

**Sum Assured**  
₹

**Death Benefit Multiple \***  
10

**Survival Payout Period \***  
20  
20

**Payout Frequency**  
Annual  
Annual

**Payment Method for Future Premium**  
SI/ECS  
SI/ECS

# QnI Screen – Income Option

## ROP Selection

- ROP Percentage
- ROP Timing



**Return of premium: \***  Yes  No

**Return of Premium Percentage \*** 50  
50

**Timing of Return of Premium \*** Payout 15

## Income Type

- Level/Increasing
- Percentage of Increase



**Payout Type**  Level  Increasing

**Payout Increase Percentage** 10 %  
1 5 10

## Other Inputs

- Select PPT
- Deferment Period (Post PPT)
- Survival Payout Period or Income Payout Period as per Life Cover chosen during income
- PT (when life cover during payout) = PPT + Def (if any) + Survival Payout Period
- PT (when NO life cover during payout) = PPT + Def and income will be after PT
- Death Benefit Multiple



**Premium Frequency** Annual  
Annual

**Premium (Undiscounted)** ₹ 500000

**Income Benefit** ₹

**Term** 11 Years

**Premium Payment Term** 10 Years  
5 20 35

**Deferment Period** 1 Years  
0 5 10

**Sum Assured** ₹

**Death Benefit Multiple \*** 12

**Income Payout Period \*** 20  
20

**Payout Frequency** Annual  
Annual

**Payment Method for Future Premium** SI/ECS  
SI/ECS

# QnI Screen – Moneyback Option

## Moneyback Structure Last 5 Years

- PPT
- PT
- Survival Payout Percentage (5/10/15/20%)



Premium Frequency  
Annual

Annual

### Premium (Undiscounted)

₹ 500000



### Survival Benefit

₹

Term

15 Years

### Moneyback Structure \*

Last 5y

Last 5y

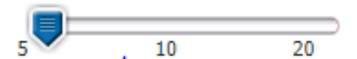
### Premium Payment Term

10 Years



### Survival Payout Percentage

5 %



### Sum Assured

₹

## Moneyback Structure Regular

- PPT
- PT
- Survival Payout Percentage (5/10/15/20%)
- Regular Frequency



Premium Frequency  
Annual

Annual

### Premium (Undiscounted)

₹ 500000



### Survival Benefit

₹

Term

15 Years

### Moneyback Structure \*

Regular

Regular

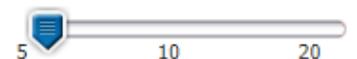
### Regular Frequency \*

Every 3y

Every 3y

### Survival Payout Percentage

5 %



### Premium Payment Term

10 Years



## Other common Inputs

- Premium Frequency
- Death Benefit Multiple
- Payout Frequency

# QnI Screen – Lumpsum Option

## Lumpsum Inputs

- PPT
- PT
- Premium Frequency
- Death Benefit Multiple



### Premium Frequency

Annual

### Premium (Undiscounted)



### Maturity Benefit

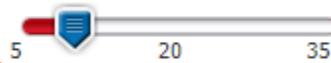
### Term

20 Years



### Premium Payment Term

10 Years



### Sum Assured

### Death Benefit Multiple \*

### Payment Method for Future Premium

SI/ECS

Policy Details				
1	Plan Option	Dream Achiever	Sum Assured on Death (at inception of the policy) Rs.	2,67,740
2	Benefit Chosen#	Income	Sum Assured on Maturity (at inception of the policy) Rs.	2,67,740
	Additional Benefit Opted	None	4 Juvenile Critical Illness (CI) cover opted	No
	Payout Term (Years)	5	Sum Assured on Juvenile CI at inception	NA
	Payout Frequency	Annual	5 Premium Offset	No
3	First Payout Date	24-09-2043	6 Deferral of Survival/Income Benefit	No

- **1 – Sub-Options** of Dream Achiever (Early Income, Income, Money back and Lumpsum) will be displayed here
- **2 – Additional Benefits** like WOP on Death/TPD/CI will be displayed here
- **3 – First payout date** : Date on which customer will receive first payout (This date will be displayed assuming BI and App sub is on same day. Actual date may vary as per app sub date)
- **4 – Juvenile CI cover** opted or not will be displayed here. If yes, Sum Assured will be displayed in next row
- **5 – Premium Offset** if selected during inception will be displayed as Yes here – Does impact on the cash flow BI
- **6 – Deferral of Survival/Income Benefit** if selected during inception will be displayed as Yes here – Does impact on the cash flow BI

## Early Income

Eligibility Criteria	Minimum	Maximum
Age at Entry (years)	0 (30 days)	65
Age at Maturity (years)	18	85
Premium Paying Term (PPT)	5	35
Deferment from RCD	0	PPT-1
Survival Benefit Term	5	40
Policy Term	10	40
ROP	NIL/ 50%/ 75%/100%/125%/150%/200%	
Income Type	Level/ Increasing (1 to 10% p.a. SI)	
Min Premium	₹ 30,000	No Limit
Min Survival Benefit	No Limit	No Limit

- Policy Term = Deferment from RCD+ Survival Benefit Term

## Lumpsum and Money back

Eligibility Criteria	Minimum	Maximum
Age at Entry (years)	0 (30 days)	65
Age at Maturity (years)	18	85
Premium Paying Term (PPT)	5	Lump sum: 35 Moneyback: 15
Policy Term	10	Lump sum: 40 Moneyback: 20
Min Premium	₹ 30,000	No Limit
Min Maturity Benefit	₹ 50,000	No Limit
Min Survival Benefit (Money back option)	No Limit	No Limit

- Please refer slide 37 for moneyback structures allowed

## Income option (Life cover during payout period)

Eligibility Criteria	Minimum	Maximum
Age at Entry (years)	0 (30 days)	65
Age at Maturity (years)	18	85
Premium Paying Term (PPT)	5	35
Deferment after PPT	0	10
Survival Benefit Term	5	40
Policy Term	10	40
ROP	NIL/ 50%/ 75%/100%/125%/150%	
Income Type	Level/ Increasing (1 to 10% p.a. SI)	
Min Premium	₹ 30,000	No Limit
Min Survival Benefit	No Limit	No Limit

- Policy Term = PPT+ Deferment Period + Survival Benefit Term
- Maximum PT = 40 Years

## Income option (Without life cover during payout period)

Eligibility Criteria	Minimum	Maximum
Age at Entry (years)	0 (30 days)	65
Age at Maturity (years)	18	85
Premium Paying Term (PPT)	5	35
Deferment after PPT	0	10
Income Benefit Term	5	40
Policy Term	10	40
ROP	NIL/ 50%/ 75%/100%/125%/150%	
Income Type	Level/ Increasing (1 to 10% p.a. SI)	
Min Premium	₹ 30,000	No Limit
Min Income Benefit	No Limit	No Limit

- Policy Term = PPT + Deferment Period
- Maximum PT + Income Term = 40 Years

## Phase 1 Launch

**Launch Date : 30 Nov 2023**

- Dream Achiever Options
- Sub-Options : Early Income, Income, Moneyback, Lumpsum with flexibility in
  - PPT- Deferment- PT- Income Period
  - Life cover
  - ROP %
  - ROP timing
  - Premium and Payout frequency
- Common Features across options –
  - Reduction of Premium
  - Discounts

## Phase 2 Launch

**Launch Date : TBD**

- Smart Student (POSP)
- Common Features across options
  - Deferral of Income
  - Premium Offset
  - Save the date
  - Juvenile CI Cover
  - WOP – Death/TPD/CI
  - Riders

Thank You