



Product Comparison: AIA Real Trauma Cover and AIA Living Critical Conditions

This document is provided for guidance purposes only and is not designed to be relied upon as providing an exhaustive list of the differences between our AIA Real Trauma Cover and AIA Living Critical Conditions. It is your responsibility to take the appropriate steps to satisfy yourself that you understand and explain the differences between each policy and how that impacts on the individual circumstances of your client. AIA takes no responsibility for the financial advice you provide to your client in this regard.

	Benefit	Key	Key Difference
1.1	Expiry Age	Yellow	Age restriction applies to AIA Real
1.2	Worldwide Cover	Green	Aligned
1.3	Exclusions	Yellow	Exclusion condition varies
1.4	90 Day Stand down	Yellow	Stand down applies to different conditions
1.5	Critical Illness Benefit	Yellow	Number of conditions covered
1.6	Partial Payment Benefit	Yellow	Number of conditions covered
2.1	Financial and Legal Advice	Yellow	Different benefit limits/ reimbursement vs upfront payment
2.2	Children's Trauma	Yellow	Different Benefit limits
2.3	Newborn Children's	Yellow	Different Benefit limits
2.4	Children's Trauma Conversion	Yellow	Different Benefit limits
2.5	Stand-Alone Conversion Facility	Yellow	Different time allowance on using the option for AIA Real
2.6	Premium Conversion Facility	Green	Aligned
2.7	Special Events Increase Facility	Yellow	Different age limits and maximum increase allowed amounts

	Benefit	Key	Key Difference
2.8	Critical Conditions Future Insurability	Red	Not available under AIA Real
2.9	Return Home	Green	Aligned
2.10	Parents Grieving	Yellow	AIA Living cover for prior to birth but after at least 24 weeks gestation
2.11	Counselling	Green	
2.12	Suspension of Premium	Yellow	Different qualifying criteria
2.13	Funeral	Red	Not offered through AIA Living
2.14	Guaranteed Pass Back of Enhancements	Green	Aligned
3.1	Optional Early Cancer Upgrade	Yellow	Extra cover offered through AIA Living for certain conditions
3.2	Optional Total Permanent Disablement condition	Yellow	AIA Real differentiates between 'Own vs Any' occupation
3.3	Optional Children's and Maternity	Yellow	
3.4	Life Cover Buyback	Red	Built in on Real- optional on Living
3.5	Optional Critical Conditions Buyback	Green	Aligned

Key

■ Not available in both
 ■ Similar with slight difference
 ■ Same or very similar cover



Conditions	AIA Real			AIA Living		
	90 Day Stand down	Full	Partial/Advanced	90 Day Stand down	Full	Partial/Advanced
Accidentally Acquired HIV	✓	✓	✗	✗	✓	✗
Advanced Diabetes	✓	✓	✗	✓	✓	✗
Alzheimer's Disease	✗	✓	✓	✗	✓	✗
Angioplasty	✓	✗	✓	✓	✗	✓
Aplastic Anaemia	✗	✓	✗	✗	✓	✗
Benign Brain Tumour	✗	✓	✗	✗	✓	✓
Blindness	✗	✓	✓	✓	✓	✓
Cardiomyopathy	✗	✓	✓	✗	✓	✗
Chronic Liver Failure	✗	✓	✓	✓	✓	✓
Chronic Lung Disease	✗	✓	✗	✓	✓	✗
Cognitive Impairment	✗	✓	✗	✗	✓	✗
Coma	✗	✓	✗	✗	✓	✗
Coronary Artery Bypass Surgery	✓	✓	✗	✓	✓	✗
Creutzfeldt-Jakob Disease	✗	✗	✗	✗	✓	✗
Carcinoma in Situ	180 Days	✗	✓	✓	✗	✓
Carcinoma-in-situ radical surgery	✓	✓	✗	✓	✓	✗
Malignant tumours/Critical Cancer	✓	✓	✗	✓	✓	✗
Dementia	✗	✓	✓	✗	✓	✓
Encephalitis	✗	✓	✗	✗	✓	✓
Heart Attack	✓	✓	✗	✓	✓	✗
Heart Valve Replacement	✓	✗	✓	✓	✗	✓
Heart Valve Surgery	✓	✓	✗	✓	✓	✗
Intensive Care Treatment	✗	✓	✗	✗	✓	✓
Kidney Failure	✗	✓	✗	✗	✓	✗
Loss of Independence	✗	✓	✗	✗	✓	✗



Loss of one limb	x	x	✓	x	x	x
Loss of use of Limbs and Sight of one eye	x	✓	x	x	✓	✓
Major Head Trauma	x	✓	x	x	✓	x
Major Organ Transplant (Major Transplant Surgery)	x	✓	x	x	✓	x
Malignant Melanoma	✓	x	✓	✓	x	✓
Meningitis and/or Meningococcal Disease	x	✓	x	x	✓	x
Motor Neurone Disease	x	✓	x	x	✓	x
Multiple Sclerosis	x	✓	x	✓	✓	x
Muscular Dystrophy	x	✓	x	x	✓	x
Out of Hospital Cardiac Arrest	x	✓	x	x	✓	x
Paralysis (Quadriplegia, Paraplegia, Diplegia, Hemiplegia)	x	✓	x	x	✓	x
Parkinson's Disease	x	✓	x	x	✓	x
Percutaneous Repair of the abdominal aorta	✓	x	✓	x	x	x
Peripheral Neuropathy	x	✓	x	x	✓	x
Permanent Loss of Hearing	x	✓	✓	x	✓	✓
Permanent Loss of Speech	x	✓	x	x	✓	x
Pneumonectomy	x	✓	x	x	✓	x
Prostate Cancer	✓	x	✓	✓	✓	x
Pulmonary Arterial Hypertension (Primary)	x	✓	x	x	✓	x
Rheumatoid Arthritis	x	x	✓	✓	x	✓
Serious burns	x	x	✓	x	x	✓
Severe Burns	x	✓	x	x	✓	x
Severe Illness or Injury	x	✓	x	✓	✓	x
Severe Inflammatory Bowel Disease (Crohns disease and/or Ulcerative colitis)	x	✓	x	✓	x	✓
Severe Osteoporosis	x		✓	✓	x	✓
Stroke	✓	✓	x	✓	✓	x
Surgery to Aorta	✓	✓	x	✓	✓	x
Systemic Lupus Erythematosus	x	✓	x	x	✓	x



Systemic Sclerosis	x	✓	x	x	✓	x
Terminal Illness	x	✓	x	x	✓	x
Triple Vessel Angioplasty	✓	✓	x	✓	✓	x

	BENEFIT/FEATURE		AIA Real Trauma	AIA Living Critical Conditions
1.1	Expiry Age		Cover renewable to age 75 years.	Cover renewable – no age limit
1.2	Worldwide Cover		Cover applies anywhere in the world.	Cover applies anywhere in the world.
1.3	Exclusions			Specifically excludes if the life assured engages in or is part of any conduct that is criminal.

	BENEFIT/FEATURE		AIA REAL Trauma	AIA Living Critical Conditions
2.1	Financial and Legal Advice		AIA will pay an additional \$1,000 (GST incl) upon payment of the Trauma cover benefit to the policy owner for the purpose of seeking financial planning and/or Legal advice.	AIA will reimburse up to \$2,500 (GST incl) upon full payment of the Critical Conditions benefit to the policy owner for the purpose of seeking financial planning and/or Legal advice.
2.2	Children's Trauma		Benefit payable is lesser of \$50,000 or 20% of the sum assured should the child of the life assured suffer one of the specified full payment Living Assurance conditions	Benefit payable is the lesser of \$50,000 or 50% of the sum assured should the child of the life assured suffer one of the specified full payment Critical conditions
2.3	Newborn Children's		<p>This benefit provides a lump sum payment if the biological child of the life assured is born with any of the following specified conditions and survives for at least 30 days after birth:</p> <ul style="list-style-type: none"> • Cleft Palate • Down's Syndrome • Spina Bifida • Total Blindness, or • Absence of two or more limbs. <p>Twelve month stand down period applies - claim is only payable where the birth of the child occurs at least twelve months after the risk commencement date.</p>	<p>This benefit provides a lump sum payment if the biological child of the life assured is born with any of the following specified conditions and survives for at least 30 days after birth:</p> <ul style="list-style-type: none"> • Cleft Palate • Down's Syndrome • Spina Bifida • Total Blindness, or • Absence of two or more limbs. <p>Twelve month stand down period applies - claim is only payable where the birth of the child occurs at least twelve months after the risk commencement date.</p>



			Maximum of a single claim per child under either the Children's Trauma Benefit or Newborn Children's Benefit across all policies. The Benefit payable is the lower of \$50,000 or 20% of the Sum Assured	Maximum of a single claim per child under either the Children's Trauma Benefit or Newborn Children's Benefit across all policies. Benefit payable is the lesser of \$50,000 or 50% of the sum assured
2.4	Children's Trauma Conversion		The Children's Benefit can be converted to Standalone Trauma Cover with a maximum Sum Assured of \$50,000 or 20% of the Life Assured's original Sum Assured whichever is the lesser.	The Children's Trauma Benefit can be converted to a standalone Critical Conditions Benefit with a maximum sum assured of \$50,000 or 50% of the life assured's original sum assured whichever is the lesser.
2.5	Stand-Alone Conversion Facility		This benefit enables the life assured the option to convert their standalone Trauma cover benefit to an accelerated Trauma Cover benefit with an equal amount of Life Cover without medical evidence. Premium will be calculated at the current age of the life assured. This option is exercised at least 5 years prior to the expiry date of this Policy.	This benefit enables the life assured the option to convert their standalone Trauma cover benefit to an accelerated Trauma Cover benefit with an equal amount of Life Cover without medical evidence.
2.6	Premium Conversion Facility		This benefit enables the life assured the option to convert all or part of the Trauma Cover benefit from their existing premium specified in their policy schedule to a level premium or further level premium structure without medical evidence.	This benefit enables the life assured the option to convert all or part of the Trauma Cover benefit from their existing premium specified in their policy schedule to a level premium or further level premium structure without medical evidence.
2.7	Special Events Increase Facility		This facility can be exercised any time prior to the Life Assured reaching age 65 Requests for increases must be made within 12 months of a Special Event except where the request relates to a Mortgage covering a residential investment property which must be made within 90 days of taking out the Mortgage. The maximum increase for each special event cannot exceed the lower of 50% of the original sum assured or \$300,000. The total of all increases made under this Facility cannot exceed the lower of 100% of the original sum assured or \$600,000.	This facility can be exercised any time prior to the Life Assured reaching age 55. Requests for increases must be made within 60 days either side of the relevant special event and provide AIA with suitable evidence of the occurrence of the event. The maximum increase for each special event cannot exceed the lower of 50% of the original sum assured or \$250,000. The total of all increases made under this Facility cannot exceed the lower of 100% of the original sum assured or \$750,000.
2.8	Critical Conditions Future Insurability		Not available	At every third policy anniversary date you may write to AIA asking us to increase the Critical Conditions Benefit for a life assured.
2.9	Return Home		Reimburse the cost of a standard economy flight back to New	Reimburse the cost of a standard economy flight back to New



			Zealand for the life assured and one support person. Up to a max of \$10,000 should they be outside of NZ and suffer a condition covered under their Trauma policy for the first time.	Zealand for the life assured and one support person. Up to a max of \$10,000 should they be outside of NZ and suffer a condition covered under their Critical Conditions policy for the first time.
2.10	Parents Grieving		<p>This benefit provides a lump sum payment that can be used to assist with associated costs if a child of a life assured dies. The benefit payable is:</p> <ul style="list-style-type: none"> • \$2,000 if the child is under 10 years of age, or • \$15,000 if the child is between the age of 10 to 21 years. <p>Twelve month stand down period applies. Maximum of a single claim per child across all policies.</p>	<p>This benefit provides a lump sum payment that can be used to assist with associated costs if a child of a life assured dies. The benefit payable is:</p> <ul style="list-style-type: none"> • \$2,000 if the child is under 10 years of age, or • \$15,000 if the child is between the age of 10 to 21 years. <p>Twelve month stand down period applies. Maximum of a single claim per child across all policies. AIA Living has an additional event of: Child of life assured dying prior to birth but at least 24 weeks gestation (where life assured is biological mother).</p>
2.11	Counselling		<p>Covers the cost of a Psychiatrist or Psychologist consultation and/or counselling for the life assured and a close relative where it relates to a claim under the policy. We will reimburse up to \$2,500 (GST incl). The counselling must be paid for within three months of the claim being paid.</p>	<p>Covers the cost of a Psychiatrist or Psychologist consultation and/or counselling for the life assured and a close relative where it relates to a claim under the policy. We will reimburse up to \$2,500 (GST incl). The counselling must be paid for within three months of the claim being paid.</p>
2.12	Suspension of Premium		<p>This benefit enables the life assured to suspend their Trauma cover for the below listed reasons:</p> <ul style="list-style-type: none"> • Employer approved leave without pay; or • Overseas travel; or • Employer approved parental leave; or • Tertiary Education; or • Redundancy; or • Any other event We agree to, at Our sole discretion. 	<p>This benefit enables the life assured to suspend their Trauma cover if they go on parental leave, or go on leave without pay for any reason for up to 12 months.</p>
2.13	Funeral		Pays \$15,000 if the life insured dies and no trauma cover benefit is payable.	Not available
2.14	Guaranteed Pass Back of Enhancements		Any future improvements made to AIA Real Trauma will be automatically passed back.	Sits within AIA Living Umbrella wording. Any future improvements made to AIA Living Critical Conditions will be automatically passed back.



BENEFIT/FEATURE		AIA Real Trauma	AIA Living Critical Conditions
Optional benefits			
3.1	Optional Early Cancer Upgrade	Not available- however does an Optional Females Cancer benefit	<p>The Optional Early Cancer Upgrade Benefit also covers the following cancers:</p> <ul style="list-style-type: none"> Chronic lymphocytic leukaemia: where there must be the presence of chronic lymphocytic leukaemia which is histologically described as at least RAI Stage 0. Malignant melanoma which is determined by histological examination to be less than Clark Level 3 depth of invasion, and less than 1.0mm maximum thickness as measured using the Breslow method, and shows no evidence of ulceration. Malignant tumour of the prostate histologically described as TNM classification T1 or has a Gleason score of 5 or less for which treatment is not considered <i>medically necessary</i>, and undertaken by an appropriate <i>specialist</i> to arrest the spread of malignancy including but not limited to prostatectomy, chemotherapy, radiotherapy, or surgery.
3.2	Optional Total Permanent Disablement condition	Customer can choose to elect cover under 'own Occupation' or Any Occupation'.	Does not differentiate between 'Own occupation' and 'Any occupation'.
3.3	Optional Children's and Maternity / Children's Trauma Top Up	<p>Children's Trauma Top Up Benefit Provides cover for children that suffer one of the critical illness conditions covered under the policy. We will pay you \$75,000.</p> <p>Pregnancy Complications Benefit This benefit is part of the Optional benefit and provides an additional \$10,000 lump sum in the event that the life assured suffers one of the defined pregnancy complications:</p> <ul style="list-style-type: none"> Disseminated intravascular coagulation Eclampsia Hydatidiform mole 	<p>Children's Critical Conditions Benefit Provides cover for children aged between two years and 21 years for the full range of conditions covered under the policy. Benefit payable is the lower of \$75,000 or 50% of the Critical Conditions Sum Assured.</p> <p>Pregnancy Complications This benefit is part of the Optional benefit and provides an additional \$10,000 lump sum in the event that the life assured suffers one of the defined pregnancy complications:</p> <ul style="list-style-type: none"> Disseminated intravascular coagulation Eclampsia Hydatidiform mole
3.4	Life Cover Buyback	(Built in) Allows repurchase of a life insured's life cover on the original acceptance terms after a claim has been fully paid by AIA under an accelerated Trauma cover policy.	(Optional) Allows repurchase of a life insured's life cover on the original acceptance terms after a claim has been fully paid by AIA under an accelerated Trauma cover policy



			The option must be exercised within sixty (60) days of the relevant wait period of the payment of the Trauma Cover claim, failing which, the option to effect such covers shall lapse.	The Life Cover Benefit must be reinstated within 30 days of the date that the Life Cover Benefit is first eligible to be reinstated.
3.5	Optional Critical Conditions Buyback		This benefit allows the Critical Conditions Benefit to be reinstated without the need to provide further medical evidence following a Critical Conditions Benefit claim, subject to conditions.	This benefit allows the Critical Conditions Benefit to be reinstated without the need to provide further medical evidence following a Critical Conditions Benefit claim, subject to conditions.

Please Note:

This comparison is a product summary only.

Please refer to the Policy Wordings for AIA's full requirements and eligibility criteria.

The content is not a personalised financial adviser service under the Financial Advisers Act 2008.

This comparison is based on information current as at August 2019 and is subject to change.