



Issued: 1 July 2019

# IOOF Essential Super Personal Insurance premium rate factors and premium rates

## Factors affecting your insurance premium

There are a number of factors which affect the calculation of your insurance premium including:

- your age and gender
- your occupation and leisure activities
- your health and medical history
- whether or not you smoke
- the type and amount of cover you choose.

To help you estimate the cost of life insurance cover you want, you should talk to your financial adviser or call ClientFirst on 1800 913 118. You may agree with your adviser to pay a Member Advice Fee – Insurance for ongoing financial advice and services provided to you in relation to your insurance. This fee cannot be charged where the financial adviser is being paid an insurance commission.

## Occupation

Your premium depends on your occupational classification. The following table provides examples of how some occupations might be classified. Please note that this table is intended as a guide only and you should check with us to obtain your own current occupational classification.

| Occupational classification    | Description  | Adjustment factor |             |                   |
|--------------------------------|--|-------------------|-------------|-------------------|
|                                |  | Death only        | Death & TPD | Income Protection |
| Category 1 – Professional      | White collar professionals performing no manual duties (e.g. Doctor, lawyer, accountant). Usually those with a tertiary qualification or registration by a professional body (you must be using these qualifications in your current occupation). Well established senior executives (with 10 or more years in that role) with incomes in excess of \$80,000 p.a. without tertiary qualifications may also be included.  | 0.875             | 0.875       | 0.750             |
| Category 2 – White Collar      | Clerical, administration and managerial occupations involving office and travel duties. No manual work (e.g. Administrator, book-keeper, computer operator). Includes occupations with tertiary qualifications that involve very light physical work (e.g. osteopath, jeweller).   | 1.000             | 1.000       | 1.000             |
| Category 3 – Light Blue Collar | Certain qualified tradespeople (e.g. an electrician) who engage in light manual work only. Includes business owners in nonhazardous industries involved in light manual work (e.g. coffee shop owner) and those who may supervise blue collar workers (no more than 25% of their work time). Includes occupations that are not limited to an office, where travel is an essential part of the job (e.g. field surveyor). | 1.000             | 1.250       | 1.500             |
| Category 4 – Blue Collar       | Skilled workers in non-hazardous industries wholly involved in manual duties (e.g. air conditioning technician, farmer/grazier, plasterer or mechanic).  | 1.300             | 1.700       | 2.000             |
| Category 5 – Heavy Blue Collar | Heavy manual workers (unskilled) in non-hazardous industries performing higher risk occupations (e.g. warehouse worker, labourer, bricklayer or house removalist).   | 1.600             | 2.100       | 3.000             |

If you are applying to change your cover, you will need to inform the Insurer of your current occupation at the time of applying for a change of insurance

## Hazardous Occupations

There are certain occupations considered by the Insurer to be hazardous or uninsurable. If you are working in such an occupation at the time you apply for cover or an increase in cover, you may not be accepted for Income Protection cover or may have a modified definition for TPD cover.

Hazardous Occupations include unskilled workers, those involved in hazardous or very heavy manual work and/or specific occupations as decided by the Insurer. Examples of Hazardous Occupations are professional drivers, fishermen, labourers, truck drivers, factory workers involved in highly repetitive unskilled duties, mining groups or drilling, exploration and explosive related industries, as well as any underground/underwater workers, forestry workers, workers at heights including riggers, scaffolders, roof workers, antenna erectors, seasonal Workers / industries like fruit picking, prison services, firemen, police, ambulance drivers, paramedics, professional sportspeople or entertainers and pilots and crew of commercial airlines.

Once you have been accepted for cover, if you subsequently change employment to a Hazardous Occupation, your cover will remain in place provided you remain an eligible member of the Fund.

## Stamp duty

Your premium rates are adjusted for stamp duty.

The premium rates for Death only and Death & Total Permanent Disablement (TPD) cover on the following pages are inclusive of stamp duty. For Income Protection, the premium rates on the following pages do not include stamp duty. The stamp duty for Income Protection varies depending on which state you live in. The stamp duty rate applicable to your state appears below:

| State              | Stamp duty rate^<br>(%) |
|--------------------|-------------------------|
| Queensland         | 7.5                     |
| New South Wales    | 5                       |
| ACT                | 0                       |
| Victoria           | 10                      |
| Tasmania           | 10                      |
| Northern Territory | 10                      |
| South Australia    | 11                      |
| Western Australia  | 10                      |

^ Current as at 1 July 2019.

## Premium rates effective 1 July 2019

### Annual premium rates

(per \$1,000 of cover for Death only and Death & TPD)

The premium rates in this table:

- exclude adviser commission
- include an 9.35 per cent Administration Fee (inclusive of GST)
- incorporate a reduction for expected RITCs
- include stamp duty for occupations classified as Category 2 - White Collar. Variations (higher or lower) will apply to occupations in other categories (refer to the occupational classifications).

### Annual premium rates per \$1,000 of cover for Death only and Death & TPD

| Age Next Birthday | Death Only      |             |                   |               | Death & TPD     |             |                   |               |
|-------------------|-----------------|-------------|-------------------|---------------|-----------------|-------------|-------------------|---------------|
|                   | Male Non Smoker | Male Smoker | Female Non Smoker | Female Smoker | Male Non Smoker | Male Smoker | Female Non Smoker | Female Smoker |
| 16                | 0.88            | 1.31        | 0.63              | 0.80          | 1.10            | 1.53        | 0.63              | 0.86          |
| 17                | 1.02            | 1.51        | 0.67              | 0.82          | 1.31            | 1.78        | 0.67              | 0.92          |
| 18                | 1.14            | 1.65        | 0.63              | 0.80          | 1.45            | 2.02        | 0.63              | 0.86          |
| 19                | 1.18            | 1.72        | 0.63              | 0.80          | 1.55            | 2.14        | 0.63              | 0.86          |
| 20                | 1.23            | 1.78        | 0.61              | 0.76          | 1.63            | 2.25        | 0.61              | 0.82          |
| 21                | 1.20            | 1.78        | 0.53              | 0.69          | 1.63            | 2.31        | 0.53              | 0.76          |
| 22                | 1.18            | 1.78        | 0.51              | 0.69          | 1.63            | 2.35        | 0.51              | 0.76          |
| 23                | 1.14            | 1.74        | 0.49              | 0.67          | 1.61            | 2.31        | 0.49              | 0.74          |
| 24                | 1.06            | 1.67        | 0.45              | 0.57          | 1.53            | 2.27        | 0.45              | 0.69          |
| 25                | 1.00            | 1.61        | 0.43              | 0.57          | 1.49            | 2.23        | 0.43              | 0.69          |
| 26                | 0.94            | 1.55        | 0.39              | 0.55          | 1.41            | 2.16        | 0.43              | 0.69          |
| 27                | 0.88            | 1.49        | 0.37              | 0.51          | 1.29            | 2.12        | 0.41              | 0.67          |
| 28                | 0.82            | 1.43        | 0.37              | 0.51          | 1.20            | 2.04        | 0.43              | 0.74          |
| 29                | 0.76            | 1.35        | 0.33              | 0.51          | 1.14            | 2.02        | 0.43              | 0.76          |
| 30                | 0.71            | 1.33        | 0.33              | 0.51          | 0.94            | 1.98        | 0.45              | 0.82          |
| 31                | 0.67            | 1.29        | 0.31              | 0.55          | 0.88            | 1.90        | 0.49              | 0.90          |
| 32                | 0.65            | 1.29        | 0.35              | 0.59          | 0.84            | 1.90        | 0.55              | 0.96          |
| 33                | 0.63            | 1.29        | 0.35              | 0.59          | 0.84            | 1.86        | 0.61              | 1.00          |
| 34                | 0.61            | 1.29        | 0.37              | 0.67          | 0.86            | 1.78        | 0.65              | 1.14          |
| 35                | 0.61            | 1.33        | 0.41              | 0.78          | 0.86            | 1.92        | 0.74              | 1.39          |
| 36                | 0.63            | 1.37        | 0.41              | 0.84          | 0.92            | 1.98        | 0.80              | 1.49          |
| 37                | 0.67            | 1.51        | 0.47              | 0.90          | 0.96            | 2.12        | 0.86              | 1.61          |
| 38                | 0.71            | 1.61        | 0.53              | 1.04          | 1.02            | 2.27        | 0.92              | 1.76          |
| 39                | 0.74            | 1.78        | 0.57              | 1.14          | 1.06            | 2.51        | 0.96              | 1.94          |
| 40                | 0.76            | 1.94        | 0.61              | 1.29          | 1.14            | 2.74        | 1.02              | 2.04          |
| 41                | 0.82            | 2.10        | 0.67              | 1.43          | 1.25            | 2.98        | 1.12              | 2.27          |
| 42                | 0.90            | 2.39        | 0.76              | 1.57          | 1.37            | 3.37        | 1.25              | 2.51          |
| 43                | 0.98            | 2.61        | 0.82              | 1.65          | 1.51            | 3.70        | 1.37              | 2.72          |
| 44                | 1.06            | 2.94        | 0.92              | 1.82          | 1.72            | 4.08        | 1.53              | 3.02          |
| 45                | 1.18            | 3.27        | 1.00              | 1.98          | 1.90            | 4.55        | 1.67              | 3.33          |

|                     |       |       |       |       |        |        |        |        |
|---------------------|-------|-------|-------|-------|--------|--------|--------|--------|
| 46                  | 1.35  | 3.61  | 1.12  | 2.16  | 2.12   | 5.07   | 1.84   | 3.72   |
| 47                  | 1.51  | 4.00  | 1.20  | 2.39  | 2.39   | 5.62   | 2.04   | 4.17   |
| 48                  | 1.67  | 4.47  | 1.35  | 2.66  | 2.72   | 6.31   | 2.33   | 4.76   |
| 49                  | 1.86  | 4.88  | 1.45  | 2.98  | 3.06   | 6.98   | 2.66   | 5.41   |
| 50                  | 2.06  | 5.39  | 1.55  | 3.33  | 3.45   | 7.94   | 3.00   | 6.17   |
| 51                  | 2.35  | 5.94  | 1.70  | 3.76  | 3.92   | 9.23   | 3.43   | 7.33   |
| 52                  | 2.63  | 6.43  | 1.84  | 4.19  | 4.47   | 11.34  | 4.00   | 9.15   |
| 53                  | 2.90  | 7.05  | 1.98  | 4.64  | 5.09   | 13.58  | 4.55   | 10.91  |
| 54                  | 3.15  | 7.62  | 2.12  | 4.98  | 5.80   | 16.09  | 5.21   | 12.91  |
| 55                  | 3.43  | 8.31  | 2.27  | 5.37  | 6.58   | 18.87  | 5.94   | 15.28  |
| 56                  | 3.82  | 8.97  | 2.51  | 5.90  | 9.99   | 21.38  | 7.82   | 17.95  |
| 57                  | 4.21  | 9.88  | 2.74  | 6.37  | 11.52  | 25.14  | 9.74   | 21.00  |
| 58                  | 4.68  | 10.93 | 2.96  | 6.92  | 13.15  | 29.23  | 11.54  | 24.75  |
| 59                  | 5.17  | 12.03 | 3.25  | 7.54  | 14.97  | 33.82  | 13.25  | 30.80  |
| 60                  | 5.72  | 13.19 | 3.53  | 8.13  | 16.44  | 37.95  | 14.58  | 33.64  |
| 61                  | 6.37  | 14.38 | 3.82  | 8.64  | 18.12  | 41.01  | 15.93  | 36.13  |
| 62                  | 7.09  | 15.75 | 4.15  | 9.19  | 19.93  | 44.26  | 17.38  | 38.58  |
| 63                  | 7.86  | 17.11 | 4.49  | 9.80  | 21.83  | 47.57  | 18.85  | 41.05  |
| 64                  | 8.74  | 18.63 | 4.88  | 10.31 | 23.92  | 51.02  | 20.32  | 43.38  |
| 65                  | 9.68  | 20.26 | 5.27  | 10.74 | 26.12  | 54.61  | 21.83  | 45.63  |
| 66 <sup>1</sup>     | 10.87 | 22.65 | 5.90  | 11.80 | 29.12  | 60.78  | 24.28  | 50.53  |
| 67 <sup>1</sup>     | 12.05 | 25.14 | 6.56  | 13.09 | 32.31  | 67.46  | 26.96  | 56.08  |
| 68 <sup>1</sup>     | 13.50 | 28.16 | 7.37  | 14.68 | 35.99  | 75.14  | 30.02  | 62.41  |
| 69 <sup>1</sup>     | 15.28 | 31.84 | 8.33  | 16.58 | 40.23  | 83.98  | 33.47  | 69.56  |
| 70 <sup>1</sup>     | 17.40 | 36.31 | 9.52  | 18.89 | 45.09  | 94.19  | 37.42  | 77.69  |
| 71 <sup>1</sup>     | 20.87 | 43.58 | 11.42 | 22.67 | 53.55  | 111.88 | 46.01  | 95.58  |
| 72 <sup>1,2</sup>   | 25.04 | 52.28 | 13.70 | 27.20 | 63.60  | 132.87 | 56.61  | 117.62 |
| 73 <sup>1,2</sup>   | 30.06 | 62.74 | 16.44 | 32.64 | 75.57  | 157.83 | 69.64  | 144.74 |
| 74 <sup>1,2</sup>   | 36.07 | 75.30 | 19.73 | 39.17 | 89.76  | 187.51 | 85.70  | 178.17 |
| 75 <sup>1,2,3</sup> | 43.28 | 90.35 | 23.67 | 46.99 | 106.63 | 222.76 | 105.47 | 219.35 |

1 The TPD definition from age 66 to 75 (next birthday) is restricted to Part A or C. Please refer to the **IOOF Essential Super insurance guide** for further information.

2 The TPD benefit begins automatically reducing where, at 1 July, a member will be aged 72 on their next birthday. Please refer to the **IOOF Essential Super insurance guide** for further information on TPD tapering.

3. Cover will cease on your 75th birthday.

## Annual premium rates for Income Protection cover with two-year Benefit Payment Period per \$1,000 of annual Sum Insured

The premium rates in this table:

- exclude adviser commission
- include an 9.35 per cent Administration Fee (inclusive of GST)
- incorporate a reduction for expected RITCs
- exclude stamp duty
- are for occupations classified as Category 2 (White Collar). Variations (higher or lower) will apply to occupations in other categories (refer to the occupational classifications shown earlier in this document).

### Annual premium rates per \$1,000 annual Sum Insured – Two Year Benefit Payment Period

| 2 Year Personal White Collar Rates |                       |        |            |        |                       |        |            |        |                       |        |            |        |
|------------------------------------|-----------------------|--------|------------|--------|-----------------------|--------|------------|--------|-----------------------|--------|------------|--------|
| Age Next Birthday                  | 30 Day Waiting Period |        |            |        | 60 Day Waiting Period |        |            |        | 90 Day Waiting Period |        |            |        |
|                                    | Male                  |        | Female     |        | Male                  |        | Female     |        | Male                  |        | Female     |        |
|                                    | Non-smoker            | Smoker | Non-smoker | Smoker | Non-smoker            | Smoker | Non-smoker | Smoker | Non-smoker            | Smoker | Non-smoker | Smoker |
| 16                                 | 2.86                  | 3.72   | 6.05       | 7.86   | 2.55                  | 3.31   | 5.00       | 6.50   | 1.21                  | 1.58   | 4.28       | 5.56   |
| 17                                 | 2.86                  | 3.72   | 6.05       | 7.86   | 2.55                  | 3.31   | 5.00       | 6.50   | 1.21                  | 1.58   | 4.28       | 5.56   |
| 18                                 | 2.86                  | 3.72   | 6.05       | 7.86   | 2.55                  | 3.31   | 5.00       | 6.50   | 1.21                  | 1.58   | 4.28       | 5.56   |
| 19                                 | 2.86                  | 3.72   | 6.05       | 7.86   | 2.55                  | 3.31   | 5.00       | 6.50   | 1.21                  | 1.58   | 4.28       | 5.56   |
| 20                                 | 2.86                  | 3.72   | 6.05       | 7.86   | 2.55                  | 3.31   | 5.00       | 6.50   | 1.21                  | 1.58   | 4.28       | 5.56   |
| 21                                 | 2.86                  | 3.72   | 6.05       | 7.86   | 2.55                  | 3.31   | 5.00       | 6.50   | 1.21                  | 1.58   | 4.28       | 5.56   |
| 22                                 | 3.02                  | 3.93   | 6.07       | 7.90   | 2.55                  | 3.31   | 4.88       | 6.34   | 1.19                  | 1.54   | 4.10       | 5.33   |
| 23                                 | 3.37                  | 4.38   | 6.61       | 8.60   | 2.72                  | 3.54   | 5.37       | 6.98   | 1.24                  | 1.61   | 4.18       | 5.45   |
| 24                                 | 3.72                  | 4.82   | 7.18       | 9.34   | 2.90                  | 3.77   | 5.85       | 7.61   | 1.28                  | 1.67   | 4.28       | 5.56   |
| 25                                 | 4.10                  | 5.33   | 7.74       | 10.06  | 3.09                  | 4.03   | 6.36       | 8.27   | 1.34                  | 1.75   | 4.40       | 5.72   |
| 26                                 | 4.45                  | 5.80   | 8.33       | 10.82  | 3.29                  | 4.28   | 6.85       | 8.91   | 1.40                  | 1.83   | 4.51       | 5.87   |
| 27                                 | 4.86                  | 6.32   | 8.91       | 11.57  | 3.48                  | 4.53   | 7.37       | 9.59   | 1.46                  | 1.91   | 4.61       | 5.99   |
| 28                                 | 5.21                  | 6.77   | 9.51       | 12.37  | 3.66                  | 4.75   | 7.80       | 10.13  | 1.52                  | 1.96   | 4.69       | 6.09   |
| 29                                 | 5.52                  | 7.18   | 10.11      | 13.15  | 3.81                  | 4.96   | 8.17       | 10.62  | 1.56                  | 2.02   | 4.73       | 6.15   |
| 30                                 | 5.78                  | 7.51   | 10.08      | 13.09  | 3.95                  | 5.14   | 8.48       | 11.03  | 1.63                  | 2.12   | 4.75       | 6.17   |
| 31                                 | 5.99                  | 7.78   | 10.02      | 13.03  | 4.07                  | 5.29   | 8.73       | 11.36  | 1.67                  | 2.18   | 4.75       | 6.17   |
| 32                                 | 6.19                  | 8.03   | 9.96       | 12.95  | 4.20                  | 5.47   | 8.95       | 11.63  | 1.73                  | 2.26   | 4.73       | 6.15   |
| 33                                 | 6.38                  | 8.29   | 9.84       | 12.80  | 4.30                  | 5.58   | 9.16       | 11.90  | 1.77                  | 2.30   | 4.73       | 6.15   |
| 34                                 | 6.54                  | 8.50   | 9.92       | 12.90  | 4.42                  | 5.74   | 9.36       | 12.16  | 1.83                  | 2.37   | 4.73       | 6.15   |
| 35                                 | 6.67                  | 8.68   | 10.23      | 13.30  | 4.51                  | 5.87   | 9.55       | 12.41  | 1.89                  | 2.45   | 4.71       | 6.13   |
| 36                                 | 6.83                  | 8.87   | 10.76      | 13.99  | 4.65                  | 6.05   | 9.76       | 12.70  | 1.96                  | 2.55   | 4.73       | 6.15   |
| 37                                 | 6.98                  | 9.08   | 11.34      | 14.74  | 4.80                  | 6.24   | 10.04      | 13.05  | 2.04                  | 2.66   | 4.73       | 6.15   |
| 38                                 | 7.14                  | 9.28   | 11.92      | 15.50  | 4.94                  | 6.42   | 10.33      | 13.42  | 2.14                  | 2.78   | 4.79       | 6.22   |
| 39                                 | 7.35                  | 9.55   | 12.57      | 16.34  | 5.17                  | 6.73   | 10.70      | 13.91  | 2.24                  | 2.92   | 4.88       | 6.34   |
| 40                                 | 7.57                  | 9.84   | 13.29      | 17.27  | 5.41                  | 7.02   | 11.13      | 14.47  | 2.37                  | 3.09   | 5.02       | 6.52   |

|                 |       |       |       |        |       |       |       |       |       |       |       |       |
|-----------------|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|
| 41              | 7.86  | 10.21 | 13.99 | 18.19  | 5.70  | 7.41  | 11.67 | 15.17 | 2.55  | 3.31  | 5.21  | 6.77  |
| 42              | 8.15  | 10.60 | 14.76 | 19.20  | 6.07  | 7.90  | 12.29 | 15.99 | 2.74  | 3.56  | 5.49  | 7.14  |
| 43              | 8.54  | 11.11 | 15.58 | 20.25  | 6.54  | 8.50  | 13.03 | 16.94 | 3.00  | 3.89  | 5.80  | 7.53  |
| 44              | 8.99  | 11.69 | 16.46 | 21.40  | 7.04  | 9.16  | 13.89 | 18.05 | 3.33  | 4.32  | 6.24  | 8.11  |
| 45              | 9.53  | 12.39 | 17.41 | 22.64  | 7.70  | 10.02 | 14.90 | 19.37 | 3.72  | 4.82  | 6.75  | 8.77  |
| 46              | 10.17 | 13.23 | 18.40 | 23.93  | 8.42  | 10.95 | 16.03 | 20.83 | 4.18  | 5.45  | 7.35  | 9.55  |
| 47              | 10.89 | 14.16 | 19.49 | 25.35  | 9.32  | 12.12 | 17.33 | 22.52 | 4.73  | 6.15  | 8.13  | 10.56 |
| 48              | 11.75 | 15.27 | 20.66 | 26.86  | 10.35 | 13.46 | 18.81 | 24.45 | 5.41  | 7.02  | 8.99  | 11.69 |
| 49              | 12.76 | 16.59 | 21.92 | 28.50  | 11.55 | 15.02 | 20.05 | 25.81 | 6.21  | 8.07  | 10.00 | 12.99 |
| 50              | 13.89 | 18.05 | 23.24 | 30.23  | 12.44 | 16.17 | 20.99 | 27.28 | 7.12  | 9.26  | 11.18 | 14.55 |
| 51              | 15.17 | 19.72 | 24.72 | 32.13  | 13.26 | 17.24 | 21.45 | 27.88 | 8.23  | 10.70 | 12.53 | 16.28 |
| 52              | 16.65 | 21.65 | 26.32 | 34.22  | 14.74 | 19.17 | 23.45 | 30.49 | 9.49  | 12.33 | 14.08 | 18.30 |
| 53              | 18.30 | 23.79 | 28.05 | 36.47  | 16.63 | 21.62 | 25.66 | 33.36 | 10.97 | 14.26 | 15.81 | 20.56 |
| 54              | 20.19 | 26.24 | 29.96 | 38.94  | 18.78 | 24.42 | 28.07 | 36.49 | 12.68 | 16.49 | 17.78 | 23.11 |
| 55              | 22.29 | 28.98 | 32.80 | 42.64  | 20.73 | 26.94 | 30.71 | 39.92 | 14.63 | 19.02 | 20.00 | 25.99 |
| 56              | 24.74 | 32.17 | 36.67 | 47.68  | 22.63 | 29.43 | 33.60 | 43.68 | 16.85 | 21.90 | 22.43 | 29.16 |
| 57              | 27.39 | 35.60 | 42.25 | 54.93  | 25.86 | 33.62 | 39.67 | 51.57 | 19.39 | 25.21 | 25.15 | 32.70 |
| 58              | 30.42 | 39.55 | 48.53 | 63.10  | 28.16 | 36.60 | 45.63 | 59.33 | 22.27 | 28.96 | 28.19 | 36.65 |
| 59              | 33.85 | 44.00 | 55.26 | 71.83  | 31.79 | 41.33 | 49.83 | 64.79 | 25.56 | 33.22 | 31.53 | 40.98 |
| 60              | 37.68 | 48.98 | 63.28 | 82.26  | 35.84 | 46.59 | 54.41 | 70.73 | 29.22 | 37.99 | 35.23 | 45.79 |
| 61              | 42.02 | 54.62 | 68.45 | 88.99  | 40.97 | 53.26 | 59.37 | 77.18 | 33.38 | 43.40 | 39.27 | 51.06 |
| 62              | 46.98 | 61.08 | 74.23 | 96.50  | 45.81 | 59.56 | 64.73 | 84.15 | 38.03 | 49.45 | 43.69 | 56.80 |
| 63              | 52.58 | 68.35 | 80.70 | 104.92 | 51.25 | 66.64 | 70.53 | 91.69 | 43.24 | 56.22 | 48.55 | 63.12 |
| 64              | 55.26 | 71.83 | 82.61 | 107.39 | 53.88 | 70.05 | 67.87 | 88.23 | 45.30 | 58.90 | 51.04 | 66.35 |
| 65 <sup>1</sup> | 31.36 | 40.77 | 43.45 | 56.49  | 30.58 | 39.76 | 33.94 | 44.14 | 23.26 | 30.25 | 26.22 | 34.08 |

1. Cover will cease on your 65th birthday.

## Annual premium rates for Income Protection cover with five-year Benefit Payment Period per \$1,000 of annual Sum Insured

The premium rates in this table:

- exclude adviser commission
- include an 9.35 per cent Administration Fee (inclusive of GST)
- incorporate a reduction for expected RITCs
- exclude stamp duty
- are for occupations classified as Category 2 - White Collar. Variations (higher or lower) will apply to occupations in other categories (refer to the occupational classifications shown earlier in this document).

### Annual premium rates per \$1,000 annual Sum Insured – Five Year Benefit Payment Period

| Age Next Birthday | Benefit Period - 5 year |        |            |        |                       |        |            |        |                       |        |            |        |
|-------------------|-------------------------|--------|------------|--------|-----------------------|--------|------------|--------|-----------------------|--------|------------|--------|
|                   | 30 day waiting period   |        |            |        | 60 day waiting period |        |            |        | 90 day waiting period |        |            |        |
|                   | Male                    |        | Female     |        | Male                  |        | Female     |        | Male                  |        | Female     |        |
|                   | Non-smoker              | Smoker | Non-smoker | Smoker | Non-smoker            | Smoker | Non-smoker | Smoker | Non-smoker            | Smoker | Non-smoker | Smoker |
| 16                | 3.35                    | 4.36   | 8.09       | 10.51  | 2.92                  | 3.80   | 7.45       | 9.69   | 1.38                  | 1.79   | 5.66       | 7.35   |
| 17                | 3.35                    | 4.36   | 8.09       | 10.51  | 2.92                  | 3.80   | 7.45       | 9.69   | 1.38                  | 1.79   | 5.66       | 7.35   |
| 18                | 3.35                    | 4.36   | 8.09       | 10.51  | 2.92                  | 3.80   | 7.45       | 9.69   | 1.38                  | 1.79   | 5.66       | 7.35   |
| 19                | 3.35                    | 4.36   | 8.09       | 10.51  | 2.92                  | 3.80   | 7.45       | 9.69   | 1.38                  | 1.79   | 5.66       | 7.35   |
| 20                | 3.35                    | 4.36   | 8.09       | 10.51  | 2.92                  | 3.79   | 6.42       | 8.34   | 1.38                  | 1.79   | 5.66       | 7.35   |
| 21                | 3.35                    | 4.36   | 8.09       | 10.51  | 2.92                  | 3.79   | 6.42       | 8.34   | 1.38                  | 1.79   | 5.66       | 7.35   |
| 22                | 3.54                    | 4.59   | 8.11       | 10.55  | 2.93                  | 3.81   | 6.49       | 8.44   | 1.36                  | 1.78   | 5.42       | 7.04   |
| 23                | 3.94                    | 5.14   | 8.83       | 11.50  | 3.13                  | 4.09   | 7.16       | 9.29   | 1.42                  | 1.85   | 5.53       | 7.17   |
| 24                | 4.36                    | 5.66   | 9.59       | 12.46  | 3.32                  | 4.31   | 7.78       | 10.12  | 1.45                  | 1.91   | 5.66       | 7.35   |
| 25                | 4.74                    | 6.16   | 10.34      | 13.46  | 3.52                  | 4.59   | 8.44       | 10.97  | 1.54                  | 1.99   | 5.81       | 7.54   |
| 26                | 5.16                    | 6.70   | 11.05      | 14.36  | 3.72                  | 4.83   | 9.04       | 11.75  | 1.60                  | 2.09   | 5.97       | 7.76   |
| 27                | 5.62                    | 7.32   | 11.90      | 15.48  | 3.94                  | 5.14   | 9.81       | 12.74  | 1.67                  | 2.16   | 6.16       | 8.03   |
| 28                | 6.03                    | 7.84   | 12.55      | 16.32  | 4.15                  | 5.39   | 10.21      | 13.29  | 1.73                  | 2.25   | 6.16       | 8.02   |
| 29                | 6.40                    | 8.31   | 13.36      | 17.37  | 4.30                  | 5.60   | 10.71      | 13.93  | 1.78                  | 2.31   | 6.36       | 8.27   |
| 30                | 6.70                    | 8.70   | 13.16      | 17.10  | 4.46                  | 5.78   | 10.99      | 14.30  | 1.87                  | 2.43   | 6.07       | 7.88   |
| 31                | 6.70                    | 8.70   | 12.61      | 16.40  | 4.46                  | 5.78   | 10.89      | 14.18  | 1.87                  | 2.43   | 6.12       | 7.96   |
| 32                | 7.14                    | 9.28   | 12.43      | 16.17  | 4.71                  | 6.12   | 11.07      | 14.39  | 1.97                  | 2.56   | 5.90       | 7.66   |
| 33                | 7.26                    | 9.44   | 12.00      | 15.60  | 4.77                  | 6.21   | 11.05      | 14.37  | 2.04                  | 2.67   | 5.85       | 7.60   |
| 34                | 7.41                    | 9.65   | 12.21      | 15.90  | 4.89                  | 6.34   | 11.40      | 14.82  | 2.04                  | 2.65   | 5.79       | 7.54   |
| 35                | 7.80                    | 10.15  | 12.70      | 16.52  | 5.16                  | 6.70   | 11.75      | 15.29  | 2.22                  | 2.88   | 5.87       | 7.63   |
| 36                | 7.97                    | 10.37  | 13.46      | 17.50  | 5.31                  | 6.89   | 12.12      | 15.75  | 2.25                  | 2.92   | 5.93       | 7.72   |
| 37                | 8.36                    | 10.88  | 14.57      | 18.92  | 5.59                  | 7.28   | 12.73      | 16.54  | 2.47                  | 3.23   | 6.11       | 7.96   |
| 38                | 8.95                    | 11.63  | 15.63      | 20.34  | 6.05                  | 7.85   | 13.41      | 17.43  | 2.62                  | 3.41   | 6.36       | 8.27   |
| 39                | 9.02                    | 11.75  | 17.66      | 22.97  | 6.18                  | 8.03   | 14.85      | 19.28  | 2.80                  | 3.63   | 6.95       | 9.01   |
| 40                | 9.71                    | 12.62  | 19.55      | 25.43  | 6.77                  | 8.81   | 16.18      | 21.03  | 3.01                  | 3.93   | 7.29       | 9.47   |
| 41                | 10.15                   | 13.20  | 21.22      | 27.59  | 7.16                  | 9.32   | 17.37      | 22.58  | 3.31                  | 4.30   | 7.88       | 10.24  |
| 42                | 10.49                   | 13.63  | 23.03      | 29.93  | 7.57                  | 9.84   | 18.85      | 24.51  | 3.52                  | 4.58   | 8.60       | 11.17  |
| 43                | 11.28                   | 14.67  | 24.08      | 31.31  | 8.39                  | 10.89  | 19.77      | 25.69  | 3.87                  | 5.04   | 8.95       | 11.63  |
| 44                | 11.96                   | 15.56  | 25.65      | 33.34  | 9.10                  | 11.83  | 21.22      | 27.60  | 4.46                  | 5.79   | 9.81       | 12.74  |



|                 |       |       |       |        |       |       |       |        |       |       |       |       |
|-----------------|-------|-------|-------|--------|-------|-------|-------|--------|-------|-------|-------|-------|
| 45              | 12.68 | 16.49 | 25.89 | 33.67  | 9.93  | 12.89 | 21.68 | 28.17  | 4.96  | 6.46  | 9.94  | 12.92 |
| 46              | 13.83 | 17.99 | 26.61 | 34.58  | 11.08 | 14.42 | 22.64 | 29.44  | 5.68  | 7.38  | 10.64 | 13.83 |
| 47              | 14.98 | 19.49 | 27.97 | 36.36  | 12.43 | 16.15 | 24.32 | 31.61  | 6.43  | 8.36  | 11.69 | 15.22 |
| 48              | 15.81 | 20.55 | 29.59 | 38.48  | 13.46 | 17.50 | 26.30 | 34.20  | 7.33  | 9.53  | 12.89 | 16.77 |
| 49              | 17.22 | 22.37 | 31.49 | 40.93  | 15.04 | 19.55 | 28.63 | 37.23  | 8.31  | 10.80 | 14.42 | 18.73 |
| 50              | 18.34 | 23.83 | 33.16 | 43.10  | 16.46 | 21.40 | 30.64 | 39.85  | 9.34  | 12.15 | 15.99 | 20.79 |
| 51              | 20.33 | 26.42 | 34.95 | 45.44  | 18.36 | 23.87 | 32.17 | 41.82  | 11.01 | 14.30 | 17.80 | 23.15 |
| 52              | 22.39 | 29.12 | 37.07 | 48.20  | 19.94 | 25.91 | 34.23 | 44.51  | 12.70 | 16.52 | 19.80 | 25.74 |
| 53              | 24.89 | 32.36 | 39.24 | 51.00  | 21.25 | 27.92 | 35.94 | 46.71  | 14.88 | 19.35 | 22.09 | 28.73 |
| 54              | 27.43 | 35.65 | 41.28 | 53.65  | 22.56 | 29.34 | 37.44 | 48.66  | 17.12 | 22.25 | 24.57 | 31.93 |
| 55              | 30.58 | 39.76 | 44.78 | 58.22  | 25.07 | 32.58 | 40.75 | 53.26  | 20.09 | 26.12 | 27.37 | 35.58 |
| 56              | 33.78 | 43.92 | 49.99 | 64.99  | 27.86 | 36.22 | 46.25 | 60.13  | 22.97 | 29.86 | 30.73 | 39.95 |
| 57              | 37.43 | 48.65 | 57.83 | 75.17  | 31.42 | 40.85 | 54.04 | 69.55  | 26.57 | 34.54 | 34.35 | 44.64 |
| 58              | 41.40 | 53.80 | 66.99 | 87.08  | 35.31 | 45.90 | 60.77 | 78.99  | 30.33 | 39.43 | 38.88 | 50.56 |
| 59              | 46.29 | 60.20 | 76.81 | 99.87  | 40.05 | 52.08 | 66.81 | 86.85  | 35.06 | 45.58 | 43.83 | 56.99 |
| 60              | 52.10 | 67.71 | 93.75 | 121.89 | 45.64 | 59.32 | 77.73 | 101.05 | 40.30 | 52.38 | 52.26 | 67.94 |
| 61              | 54.37 | 70.67 | 92.28 | 119.96 | 53.00 | 68.90 | 76.50 | 99.46  | 38.23 | 49.68 | 52.81 | 68.65 |
| 62              | 56.91 | 74.00 | 90.00 | 117.03 | 55.49 | 72.15 | 74.62 | 96.98  | 38.98 | 50.69 | 51.00 | 66.29 |
| 63              | 59.70 | 77.61 | 86.76 | 112.78 | 58.20 | 75.67 | 71.91 | 93.50  | 43.24 | 56.22 | 48.55 | 63.12 |
| 64              | 55.27 | 71.83 | 82.61 | 107.40 | 53.88 | 70.04 | 67.86 | 88.24  | 45.30 | 58.90 | 51.04 | 66.35 |
| 65 <sup>1</sup> | 31.35 | 40.78 | 43.46 | 56.49  | 30.58 | 39.76 | 33.95 | 44.14  | 23.26 | 30.24 | 26.21 | 34.08 |

1.Cover will cease on your 65th birthday.

## Annual premium rates for Income Protection cover with to Age 65 Benefit Payment Period per \$1,000 of annual Sum Insured

The premium rates in this table:

- exclude adviser commission
- include an 9.35 per cent Administration Fee (inclusive of GST)
- incorporate a reduction for expected RITCs
- exclude stamp duty
- are for occupations classified as Category 2 (White Collar). Variations (higher or lower) will apply to occupations in other categories (refer to the occupational classifications shown earlier in this document).

### Annual premium rates per \$1,000 annual Sum Insured – To Age 65 Benefit Payment Period

| Age next birthday | Benefit period - To age 65 |        |            |        |                       |        |            |        |                       |        |            |        |
|-------------------|----------------------------|--------|------------|--------|-----------------------|--------|------------|--------|-----------------------|--------|------------|--------|
|                   | 30 day waiting period      |        |            |        | 60 day waiting period |        |            |        | 90 day waiting period |        |            |        |
|                   | Male                       |        | Female     |        | Male                  |        | Female     |        | Male                  |        | Female     |        |
|                   | Non-smoker                 | Smoker | Non-smoker | Smoker | Non-Smoker            | Smoker | Non-smoker | Smoker | Non-Smoker            | Smoker | Non-Smoker | Smoker |
| 16                | 7.63                       | 9.93   | 13.13      | 17.08  | 6.28                  | 8.17   | 12.31      | 16.00  | 4.00                  | 5.21   | 12.31      | 16.00  |
| 17                | 7.63                       | 9.93   | 13.13      | 17.08  | 6.28                  | 8.17   | 12.31      | 16.00  | 4.00                  | 5.21   | 12.31      | 16.00  |
| 18                | 7.63                       | 9.93   | 13.13      | 17.08  | 6.28                  | 8.17   | 12.31      | 16.00  | 4.00                  | 5.21   | 12.31      | 16.00  |
| 19                | 7.63                       | 9.93   | 13.13      | 17.08  | 6.28                  | 8.17   | 12.31      | 16.00  | 4.00                  | 5.21   | 12.31      | 16.00  |
| 20                | 7.63                       | 9.93   | 13.13      | 17.08  | 6.28                  | 8.17   | 12.31      | 16.00  | 4.00                  | 5.21   | 12.31      | 16.00  |
| 21                | 7.63                       | 9.93   | 13.13      | 17.08  | 6.28                  | 8.17   | 12.31      | 16.00  | 4.00                  | 5.21   | 12.31      | 16.00  |
| 22                | 8.71                       | 11.32  | 14.61      | 18.98  | 6.86                  | 8.93   | 13.81      | 17.96  | 4.25                  | 5.54   | 13.77      | 17.90  |
| 23                | 9.87                       | 12.82  | 16.17      | 21.01  | 7.47                  | 9.71   | 14.62      | 18.99  | 4.53                  | 5.90   | 14.20      | 18.46  |
| 24                | 10.08                      | 13.10  | 17.80      | 23.15  | 8.09                  | 10.52  | 16.13      | 20.97  | 4.58                  | 5.96   | 13.89      | 18.05  |
| 25                | 10.97                      | 14.26  | 19.49      | 25.35  | 8.73                  | 11.36  | 17.79      | 23.14  | 4.55                  | 5.91   | 13.54      | 17.60  |
| 26                | 10.19                      | 13.25  | 21.26      | 27.64  | 9.44                  | 12.27  | 19.48      | 25.32  | 4.58                  | 5.96   | 13.13      | 17.08  |
| 27                | 10.39                      | 13.50  | 23.10      | 30.03  | 9.63                  | 12.51  | 21.21      | 27.57  | 4.55                  | 5.91   | 12.67      | 16.46  |
| 28                | 9.90                       | 12.88  | 25.00      | 32.51  | 9.10                  | 11.83  | 22.77      | 29.60  | 4.77                  | 6.21   | 12.04      | 15.66  |
| 29                | 9.76                       | 12.70  | 26.88      | 34.95  | 8.90                  | 11.58  | 24.06      | 31.28  | 4.95                  | 6.42   | 11.28      | 14.67  |
| 30                | 10.31                      | 13.41  | 28.82      | 37.49  | 9.09                  | 11.83  | 25.17      | 32.72  | 5.11                  | 6.65   | 10.45      | 13.57  |
| 31                | 10.71                      | 13.93  | 27.99      | 36.39  | 10.10                 | 13.12  | 26.13      | 33.96  | 5.35                  | 6.96   | 10.77      | 14.00  |
| 32                | 10.95                      | 14.24  | 28.32      | 36.82  | 9.71                  | 12.63  | 24.52      | 31.88  | 5.56                  | 7.23   | 11.11      | 14.43  |
| 33                | 11.17                      | 14.51  | 28.51      | 37.07  | 10.03                 | 13.05  | 25.20      | 32.77  | 5.78                  | 7.51   | 11.42      | 14.85  |
| 34                | 11.48                      | 14.92  | 28.60      | 37.18  | 10.50                 | 13.64  | 25.83      | 33.58  | 5.91                  | 7.69   | 11.83      | 15.37  |
| 35                | 11.90                      | 15.48  | 18.86      | 24.52  | 11.13                 | 14.47  | 17.56      | 22.83  | 6.09                  | 7.91   | 12.25      | 15.93  |
| 36                | 12.52                      | 16.28  | 19.72      | 25.64  | 11.48                 | 14.92  | 18.58      | 24.15  | 6.30                  | 8.19   | 12.86      | 16.71  |
| 37                | 13.11                      | 17.04  | 20.77      | 27.00  | 12.26                 | 15.93  | 19.39      | 25.20  | 6.53                  | 8.50   | 13.50      | 17.54  |
| 38                | 13.83                      | 17.97  | 21.96      | 28.55  | 12.70                 | 16.52  | 20.57      | 26.74  | 6.92                  | 9.01   | 14.30      | 18.60  |
| 39                | 14.64                      | 19.04  | 23.32      | 30.33  | 13.39                 | 17.42  | 21.89      | 28.46  | 7.29                  | 9.50   | 15.13      | 19.66  |
| 40                | 15.54                      | 20.21  | 24.57      | 31.93  | 14.31                 | 18.61  | 23.05      | 29.97  | 7.80                  | 10.13  | 16.00      | 20.82  |
| 41                | 16.79                      | 21.83  | 26.61      | 34.58  | 15.07                 | 19.59  | 24.74      | 32.16  | 8.42                  | 10.95  | 17.50      | 22.76  |
| 42                | 17.97                      | 23.37  | 28.30      | 36.81  | 15.98                 | 20.78  | 26.27      | 34.16  | 9.16                  | 11.90  | 18.67      | 24.27  |
| 43                | 19.23                      | 25.01  | 30.30      | 39.39  | 17.04                 | 22.15  | 28.04      | 36.46  | 10.08                 | 13.10  | 20.03      | 26.05  |
| 44                | 20.52                      | 26.69  | 32.54      | 42.30  | 18.30                 | 23.80  | 30.43      | 39.57  | 11.05                 | 14.36  | 21.50      | 27.95  |

|                 |       |        |        |        |       |       |       |        |       |       |       |       |
|-----------------|-------|--------|--------|--------|-------|-------|-------|--------|-------|-------|-------|-------|
| 45              | 22.14 | 28.76  | 35.16  | 45.71  | 19.78 | 25.71 | 33.15 | 43.09  | 12.25 | 15.93 | 23.15 | 30.09 |
| 46              | 23.99 | 31.18  | 38.26  | 49.74  | 21.47 | 27.92 | 36.21 | 47.07  | 13.60 | 17.68 | 25.17 | 32.72 |
| 47              | 26.26 | 34.14  | 41.88  | 54.44  | 23.43 | 30.46 | 39.57 | 51.44  | 15.17 | 19.72 | 27.54 | 35.81 |
| 48              | 28.54 | 37.09  | 45.34  | 58.94  | 25.94 | 33.72 | 43.30 | 55.64  | 17.04 | 22.15 | 30.09 | 39.12 |
| 49              | 31.09 | 40.41  | 49.15  | 63.89  | 28.17 | 36.62 | 46.81 | 60.84  | 18.92 | 24.61 | 32.97 | 42.87 |
| 50              | 33.90 | 44.08  | 53.30  | 69.29  | 30.96 | 40.25 | 50.59 | 65.78  | 20.85 | 27.12 | 36.26 | 47.13 |
| 51              | 41.15 | 53.49  | 58.22  | 75.69  | 36.27 | 47.16 | 55.21 | 71.77  | 22.74 | 29.56 | 39.82 | 51.76 |
| 52              | 44.17 | 57.42  | 63.45  | 82.49  | 39.86 | 51.81 | 60.74 | 78.95  | 26.11 | 33.95 | 43.37 | 56.39 |
| 53              | 47.44 | 61.68  | 68.37  | 88.89  | 42.40 | 55.10 | 64.41 | 83.73  | 28.46 | 37.00 | 47.31 | 61.51 |
| 54              | 50.90 | 66.17  | 73.43  | 95.47  | 45.41 | 59.03 | 65.82 | 85.57  | 30.91 | 40.19 | 51.02 | 66.34 |
| 55              | 54.53 | 70.88  | 78.00  | 101.40 | 47.94 | 62.31 | 69.16 | 89.92  | 33.01 | 42.91 | 54.53 | 70.88 |
| 56              | 65.05 | 84.56  | 92.59  | 120.36 | 57.30 | 74.49 | 82.09 | 106.71 | 43.73 | 56.84 | 63.94 | 83.11 |
| 57              | 70.49 | 91.63  | 103.95 | 135.13 | 61.87 | 80.42 | 89.68 | 116.58 | 50.96 | 66.25 | 69.95 | 90.93 |
| 58              | 75.96 | 98.76  | 113.06 | 146.97 | 65.49 | 85.14 | 94.92 | 123.40 | 58.94 | 76.62 | 73.43 | 95.47 |
| 59              | 79.66 | 103.56 | 113.71 | 147.83 | 68.64 | 89.24 | 96.40 | 125.33 | 63.26 | 81.39 | 76.13 | 98.97 |
| 60              | 77.69 | 96.71  | 112.86 | 146.71 | 70.96 | 92.24 | 96.58 | 125.56 | 57.86 | 76.13 | 74.62 | 97.00 |
| 61              | 54.37 | 70.67  | 92.28  | 119.96 | 53.00 | 68.90 | 76.50 | 99.46  | 38.23 | 49.68 | 52.81 | 68.65 |
| 62              | 56.91 | 74.00  | 90.00  | 117.03 | 55.49 | 72.15 | 74.62 | 96.98  | 38.98 | 50.69 | 51.00 | 66.29 |
| 63              | 59.70 | 77.61  | 86.76  | 112.78 | 58.20 | 75.67 | 71.91 | 93.50  | 43.24 | 56.22 | 48.55 | 63.12 |
| 64              | 55.27 | 71.83  | 82.61  | 107.40 | 53.88 | 70.04 | 67.86 | 88.24  | 45.30 | 58.90 | 51.04 | 66.35 |
| 65 <sup>1</sup> | 31.35 | 40.78  | 43.46  | 56.49  | 30.58 | 39.76 | 33.95 | 44.14  | 23.26 | 30.24 | 26.21 | 34.08 |

1. Cover will cease on your 65th birthday.

## Important notice

This information sheet has been prepared and issued by IOOF Investment Management Limited (IIML) ABN 53 006 695 021 AFS Licence No. 230524. IIML is a company in the IOOF group comprising IOOF Holdings Ltd ABN 49 100 103 722 and its related bodies corporate.

IOOF Essential Super is issued by IIML as Trustee of the IOOF Portfolio Service Superannuation Fund ABN 70 815 369 818. Product Disclosure Statements are available by downloading copies from our website ([www.ioof.com.au](http://www.ioof.com.au)) or by calling us on 1800 913 118.

You should consider the Product Disclosure Statement for IOOF products before making an investment decision.