

Product Knowledge

# Mahabbah Takafulink and Riders



●○○○ Preparatory

**eTiQa**  
Academy

# Disclaimer

The following training contents are for educational & development purposes designed for the marketing personnel in providing foundational understanding and general information relating to the intended knowledge and skills. It should not be considered as the only reference for the enhancement of related knowledge and skills. All product related terms and conditions should be referred to the respective certificate contract

The contents was developed based upon documents received as below:

- i. Mahabbah Takafulink Product Spec v 0.8
- ii. Critical Illness Cover-i Rider Spec v 0.5
- iii. Takaful Payor Waiver of Contribution (Spouse) Rider v0.8
- iv. Takaful Waiver of Contribution for Critical Illness Rider v0.6

## Give Respect & Earn Respect

1. punctual
2. hand phone on silent mode
3. no personal discussion
4. no sleeping, smoking & eating in the class



participate

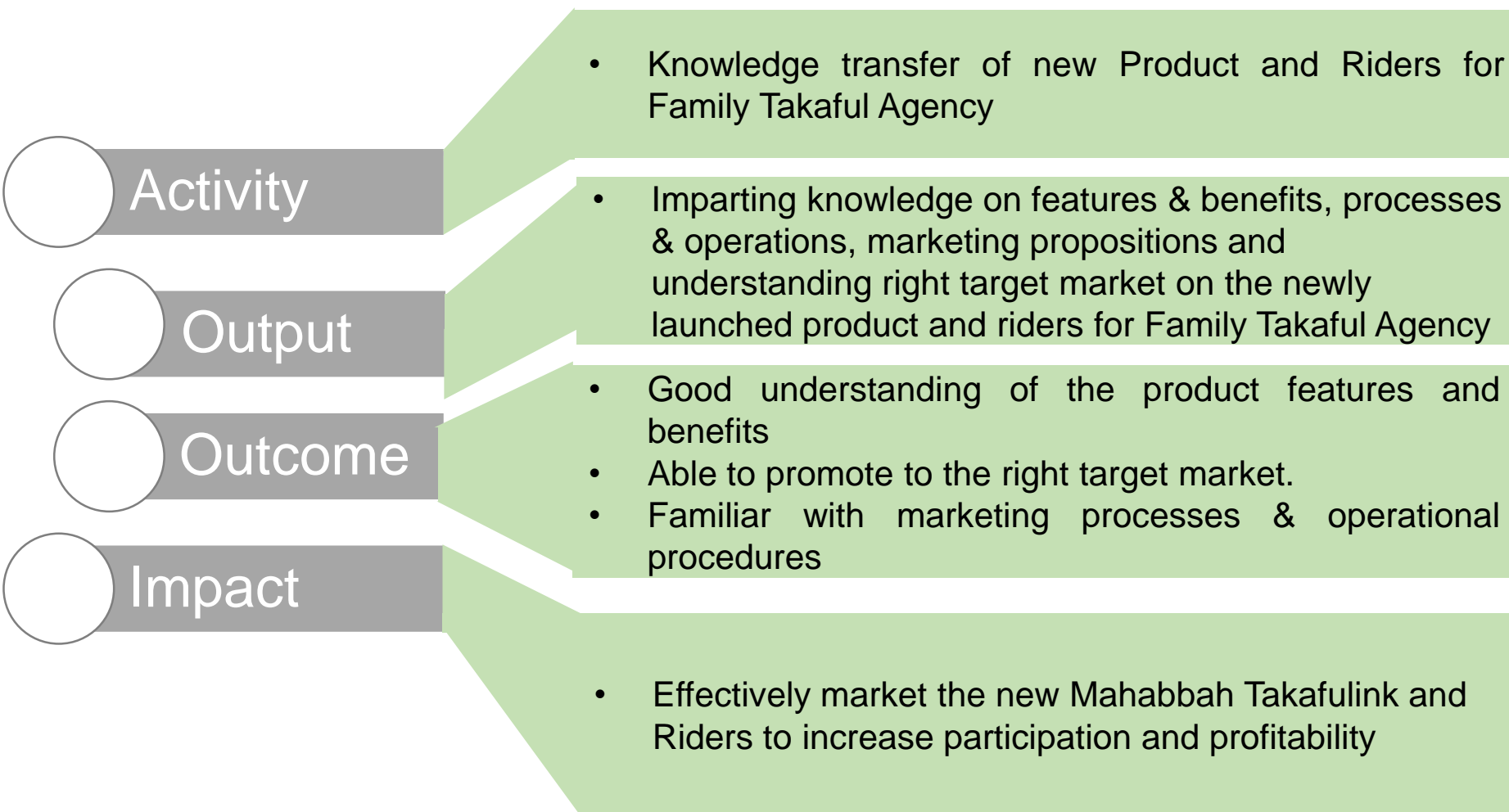


get involved



committed

## Mahabbah Takafulink and Riders



# Mahabbah Takafulink and Riders



## 3 Topics

No	Topics
1	Introducing Mahabbah Takafulink and Riders
2	Marketing Propositions
3	Product Specifications
	<i>Knowledge Application &amp; Sample Scenario</i>

## Mahabbah Takafulink and Riders

### Topic 1

#### Introducing Mahabbah Takafulink and Riders

1. Overview
2. Distribution Channel

### Topic 2

#### Marketing Proposition

1. Creating Awareness
2. Why choose Mahabbah Takafulink and Riders
3. Target Market

### Topic 3

#### Product Specifications

1. Benefits Description
2. Eligibility Rules
3. Underwriting Guidelines
4. Related Certificate Operation
5. Contribution, Fees and Charges

#### Knowledge Application

1. Assessment
2. Sample Scenario



## Topic 1

# Introducing Mahabbah Takafulink and Riders

No	Sub-Topics
1	Overview
2	Distribution Channel



# Introducing Mahabbah Takafulink and Riders



## Sub-Topic 1

No	Sub-Topics
1	Overview
2	Distribution Channel

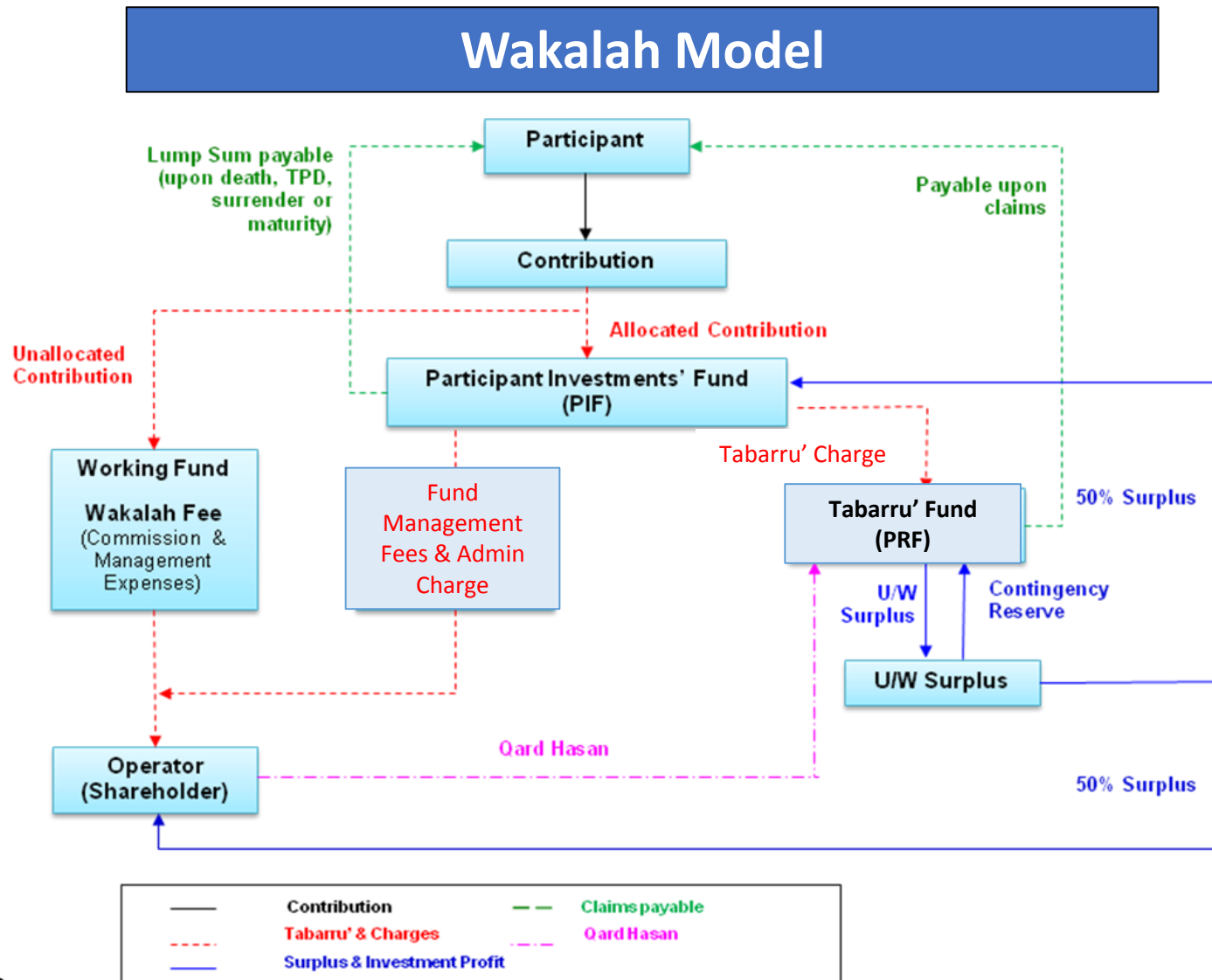


## Overview

It is a regular  
contribution  
investment-linked  
plan.

# Introducing Mahabbah Takafulink and Riders

## Overview: How Mahabbah Takafulink Works



# Introducing Mahabbah Takafulink & Riders

## Overview

Inline with Bank Negara Malaysia (BNM) guidelines on investment-linked business, the introduction of standards for sustainability is to ensure proper management of long term persistency of the certificate and to protect the account value of the certificate owner.



**Enricher**

This plan comes with a **compulsory top-up (Enricher)** for **certificate sustainability purpose**.

It will help to grow the account value.

For regular contribution IL certificates

Certificate may lapse or not able to sustain until maturity

Certificate charges and fees will be deducted monthly from the account that is linked to the investment funds for the takaful coverage provided.

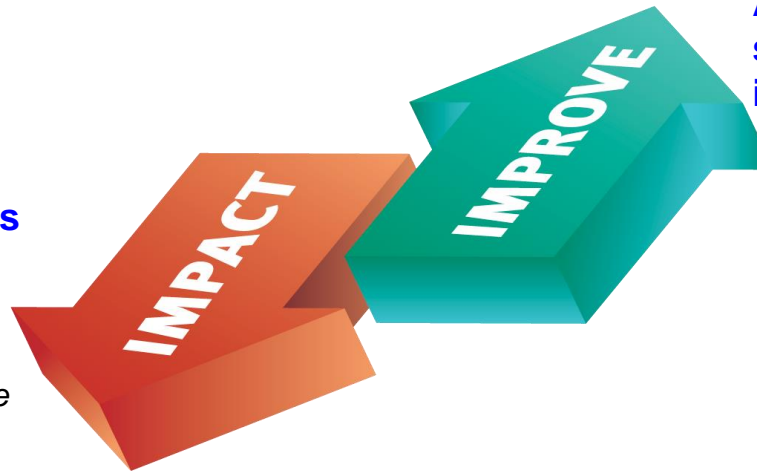
If there is insufficient units in the account for the deduction of charges and fees.

The introduction of the **compulsory top-up** will assist to manage this situation.

## Investment-linked (IL) : New Regulations for BNM

### Factors that impact sustainability of investment-linked certificates

- Contribution holiday
- Partial withdrawal
- Poor investment return
- Increase in protection coverage



### Action to improve sustainability of investment-linked certificates

- Increasing contribution, including top-up contribution and/or reducing takaful cover, where applicable
- Avoid contribution holiday

Before 1 July 2019

Contribution amount selected at point of inception may not be sufficient to ensure certificate remains in force until maturity

**Sustainability requirements on investment-linked certificates**

After 1 July 2019

Contribution quoted is expected to be sustainable until maturity, based on current information and assumptions

## Overview

A regular contribution investment-linked plan with full and limited contribution paying term options. Covers death and TPD up to age 100 and 69 of the person covered, respectively..

**High Coverage  
for peace of mind**

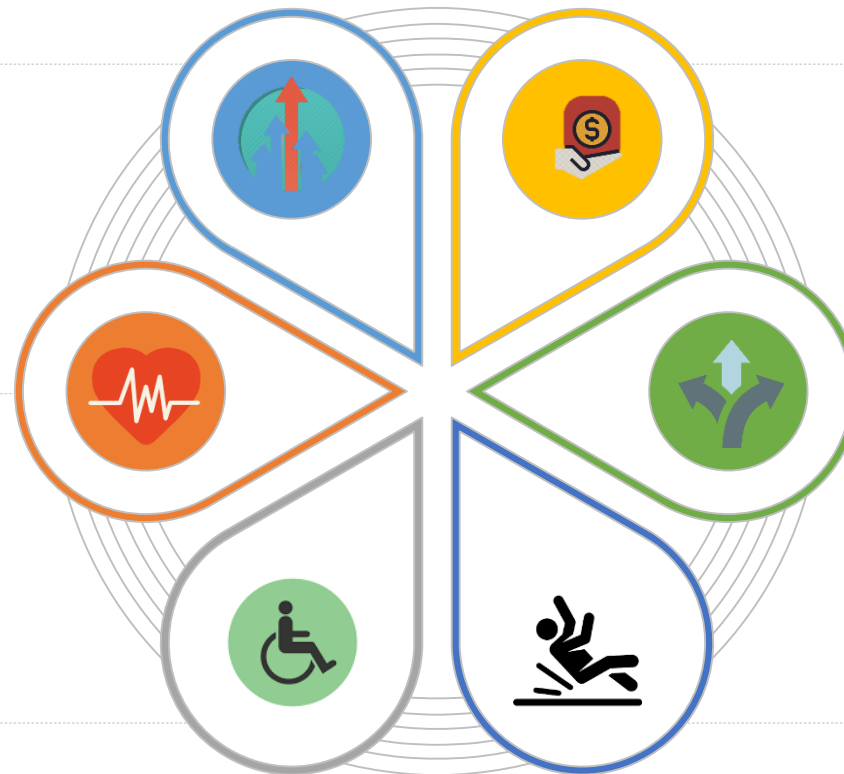
**Compassionate  
Benefit**

**Non Medical Limit  
up to  
RM 2,000,000  
Coverage per  
person covered**

**Flexibility to suit  
your  
financial situation**

**TPD Long Term  
Care Benefit**

**Additional 200%  
of sum covered  
upon Accidental  
death coverage**





# Introducing Mahabbah Takafulink and Riders



## Sub-Topic 1

No	Sub-Topics
1	Overview
2	Distribution Channel

## Distribution Channel

### Family Takaful Agency





## Topic 2

# Marketing Propositions

No	Sub-Topics
1	Creating Awareness
2	Why Choose Mahabbah Takafulink and Riders
3	Target Market

# Marketing Proposition



## Sub-Topic 1

No	Sub-Topics
1	Creating Awareness
2	Why Choose Mahabbah Takafulink and Riders
3	Target Market



## Creating Awareness



With Mahabbah Takafulink, we will ensure your loved ones, receive financial legacy which you wish to leave for them via hibah



# Marketing Proposition



## Sub-Topic 2

No	Sub-Topics
1	Creating Awareness
2	Why Choose Mahabbah Takafulink and Riders
3	Target Market

## Why Choose Mahabbah Takafulink and Riders

An immediate liquid wealth/ asset, created and distributed according to the wish of the customer by nomination/absolute assignment

Options for Short Contribution Paying Term ;

TPD Long Term Care Benefit payable for 5 years upon TPD.



Non Medical Limit up to RM2,000,000  
Coverage per person covered

Compassionate Benefit

No lapse guaranteed for the first 6 Years

# Marketing Proposition



## Sub-Topic 2

No	Sub-Topics
1	Creating Awareness
2	Why Choose Mahabbah Takafulink and Riders
3	Target Market

## Target Market

Who can afford this plan?





## Topic 3

# Product Specifications

No	Sub-Topics
1	Benefits and Features
2	Eligibility Rules
3	Underwriting Guidelines
4	Related Certificate Operation
5	Contribution, Fees and Charges



# Product Specifications

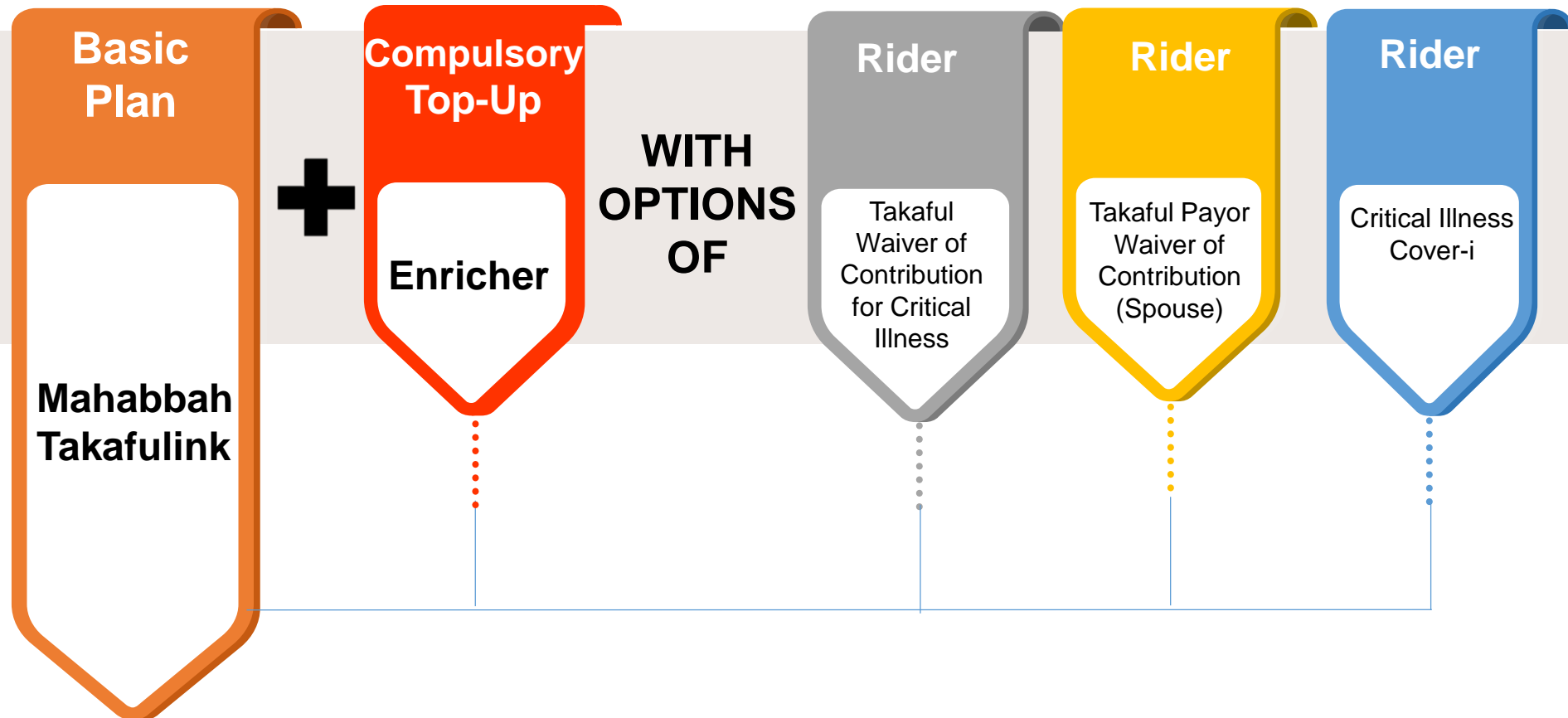


## Sub-Topic 1

No	Sub-Topics
1	Benefits and Features
2	Eligibility Rules
3	Underwriting Guidelines
4	Related Certificate Operation
5	Contribution, Fees and Charges

## Benefits and Features

Mahabbah Takafulink is a regular contribution investment-linked basic plan that covers until **80, 90 or 100 years old** with full and limited contribution paying term options



## Benefits and Features

### Basic Plan

### Mahabbah Takafulink

A **regular contribution** Investment-linked plan

Covers up to age **80, 90 or 100**

Minimum Sum Covered is **RM500,000.**

Minimum Contribution is **RM2400** per annum

Contribution paying term options of:  
**Limited Term:** 5, 10, 15, 20 years **or**  
**Full Term** :up to person covered' s age of 80, 90 or 100

## Benefits and Features

### Mahabbah Takafulink Key Benefits



1

#### Death Benefit

Additional 200%  
Accidental Death  
Benefit



2

#### Total and Permanent Disability Benefit



3

#### TPD Long Term Care Benefit



4

#### Compassionate Benefit



5

#### Maturity Benefit

## Benefits and Features



1

### Death Benefit

Note:

1. Interim Coverage and Suicide Clause applicable

2. \*Per person covered refers to the same cover of the person covered from all insurers/ takaful operators, including those existing cover disclosed in the application form.

#### Natural Death

##### Sum Covered

Sum covered,  
MINUS any partial  
withdrawal within  
12 months prior to  
the death

or

##### Account Value

Account value at the  
next valuation  
immediately after the  
notification of claim  
PLUS RM5000

WHICHEVER IS HIGHER

#### Accidental Death

Additional 200% of the sum covered.  
Limited to RM10 mil per person covered\*  
Coverage expires at the person covered's 69<sup>th</sup> birthday



## Benefits and Features



2

## Total Permanent Disability

Covers only up to 69th birthday of the person covered.

### Sum Covered

Sum covered MINUS any partial withdrawal amount 12 months prior to the TPD approval date

or

### Account Value

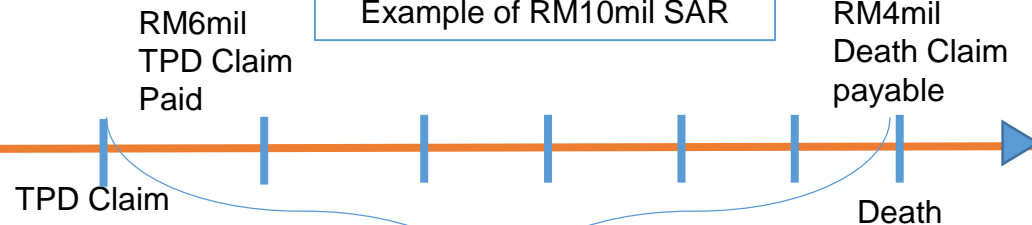
Account value at the next valuation immediately after the TPD approval date, PLUS RM5000

WHICHEVER IS HIGHER

### Max Coverage RM6 mil per person covered\*

When the Sum at risk (SAR) is more than RM6 mil, which exceeds the TPD Benefit of RM6 mil per person covered\*, only RM6 mil SAR will be payable in a lump sum.

If SAR is more than 6 million



Remain inforce at a reduced SC, and contribution remains unchanged

\*Per person covered refers to the same cover of the person covered from all insurers/takaful operators, including those existing cover disclosed in the application form.

## Benefits and Features



3

TPD

## Long Term Care Benefit

Upon TPD claim you will receive

### TPD Sum Covered

Sum Covered\*\* OR  
Account Value\*\*

*\*\*refer previous slide*

additional



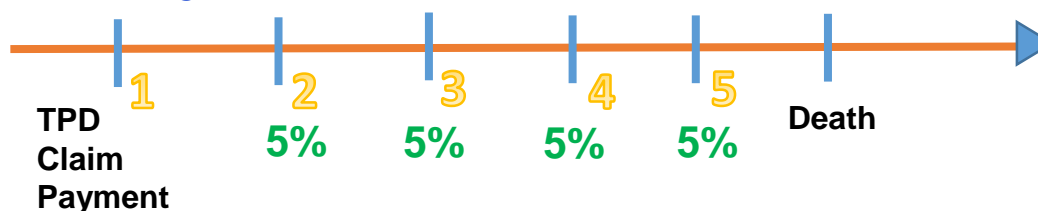
### TPD Long Term Care Benefit

5% of the sum  
covered will be  
payable yearly, for  
5 years (total 25%)

### Max Coverage RM2 mil per person covered\*

When the total amount payable is more than RM2 mil, which exceeds the TPD Long Term Care Benefit limit of RM2 mil per person covered\*, only RM2 mil will be payable.

TPD Claim  
Paid with 5% of  
TPD LTC



Notes:

- In the event of death before completion of 5 instalments, the remaining balance will be paid in one lump sum to the beneficiary.
- TPD Long Term Care Benefit will not accelerate the death sum covered / benefit

*\*Per person covered refers to the same cover of the person covered from all insurers/ takaful operators, including those existing cover disclosed in the application form."*

## TPD Benefit Exclusions

No benefit is payable on TPD occurring due to the following direct or indirect events or conditions:

1. Intentional self-inflicted death or suicide whilst Sane;
2. Participation in any criminal or illegal act, strike, riot, terrorism or civil commotion;
3. Participation in dangerous or hazardous sport or activities such as (but not limited to) horse riding, water sports (except non-motorized sailing craft and swimming), hunting, racing (except foot racing), mountaineering, potholing or caving, and winter sports;
4. Participation in any form of aviation (except as a fare-paying passenger or crew member on a regular route operated by a commercial airline), or aerial sports such as (but not limited to) skydiving, parachuting, bungee jumping, hang gliding and ballooning;
5. War (whether declared or not), revolution, attack by a foreign country, or invasion;
6. Consumption of alcohol, non-prescribed or illegal drugs or narcotics;
7. Physical and violent provocation by the Person Covered, leading to a similar response that leads to death;
8. Inhalation of poison, gas or fumes whether, voluntarily or involuntarily taken;
9. Radioactive contamination arising from fuel, weapons, waste or processing; or
10. Human Immunodeficiency Virus (HIV) or Acquired Immune Deficiency Syndrome (AIDS).

## Benefits and Features



4

### Compassionate Benefit

**RM5000** is payable in a lump sum upon death or TPD of the person covered.

## Benefits and Features



5

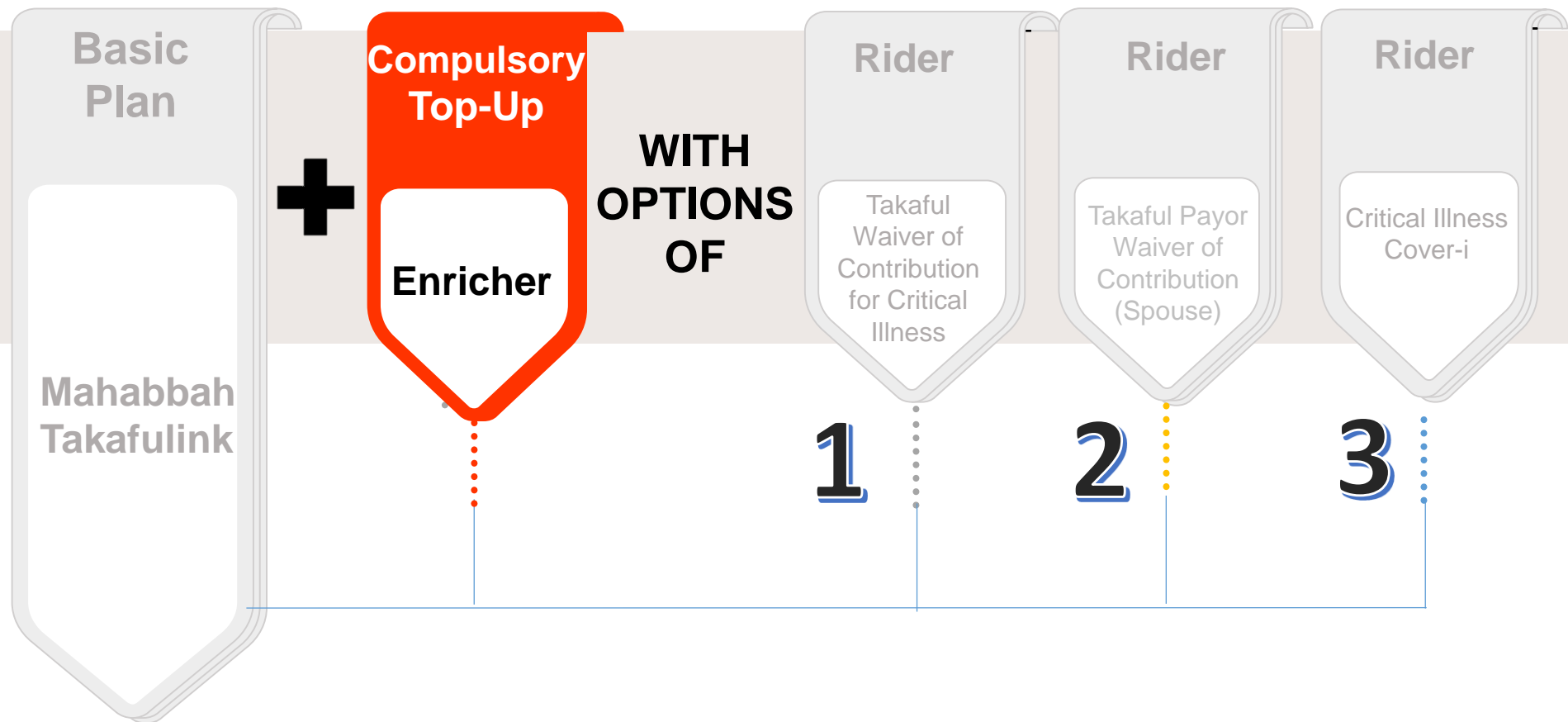
### Maturity Benefit



At the end of certificate term, certificate holder will receive a maturity amount in lump sum. Maturity amount payable is the Account Value (if any) at the next valuation date.



## Benefits & Features



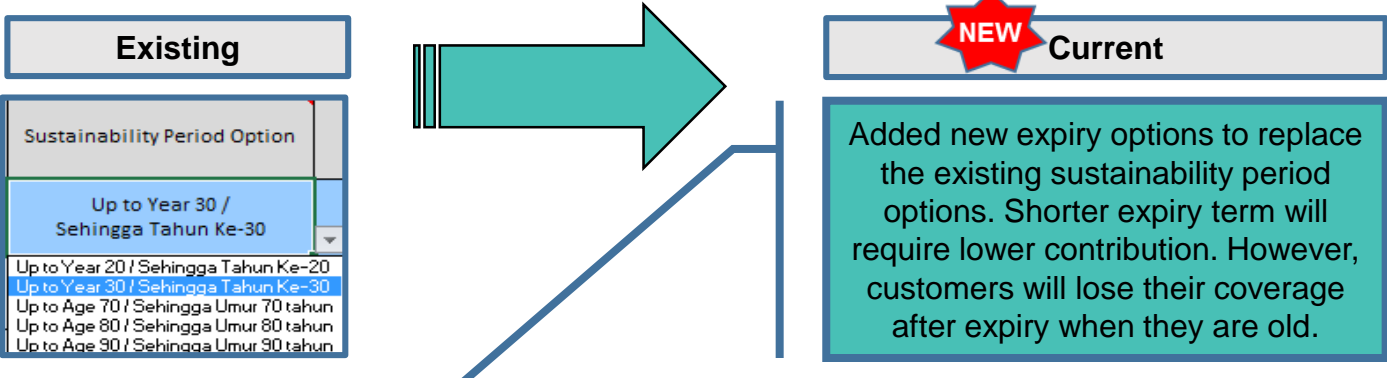
# Product Specifications: Mahabbah

## Benefits and Features: Compulsory Top-up Enricher

Compulsory Top-Up

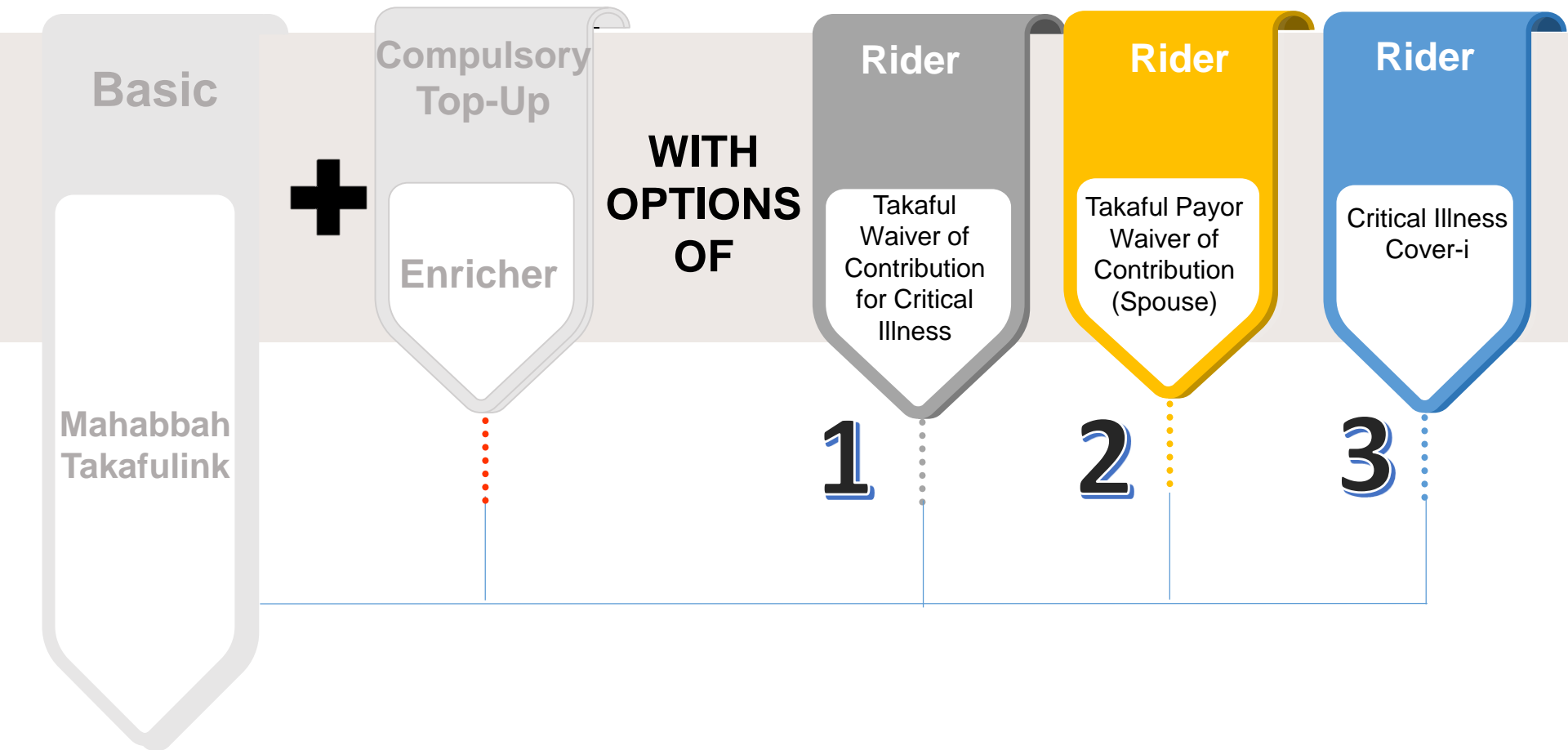
Enricher

- Enricher is a compulsory top-up which was introduced for certificate sustainability purposes.
- Ratio between the basic and Enricher top-up contribution varies according to the entry age, certificate term and the sum covered.



Basic Plan	Expiry Option	Sum Covered (RM)	Contribution Paying Term (Years)	Coverage Term (Years)	Contribution Amount (Monthly)
Mahabbah Takafulink	Up to Age 80 / Sehingga Umur 80 tahun	500,000	45	45	980.00
Enricher		N/A	45	45	140.00
Regular Top-up		N/A	0	0	

## Eligible Riders for Mahabbah Takafulink



## Eligible Riders for Mahabbah Takafulink

### Rider

Takaful  
Waiver of  
Contribution  
for Critical  
Illness

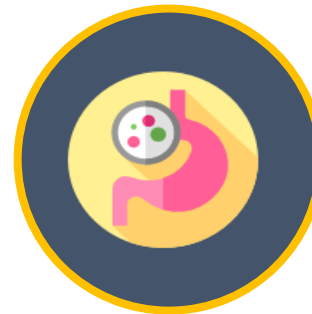
1



In the event the **Person Covered** is diagnosed with **any 1 of the 38 Critical Illnesses** (Angioplasty or Other Invasive Treatments for Major Coronary Artery Disease not covered) this rider will waive customer's future contributions of the certificate (basic contribution and regular top-up contribution), and borne by the takaful operator.

80

Coverage up to **person covered's age 80**, or end of contribution paying term, whichever is earlier



This rider is **not allowed to co-exist** with any other Waiver or Payor Waiver of Contribution rider.

*Please refer to Critical Illness Listing for further information*

## List of 39 Critical Illness

Alzheimer's Disease/ Severe Dementia	Cancer – of Specified Severity and Does Not Cover Very Early Cancers	End-stage Lung Disease	Kidney Failure – Requiring Dialysis or Kidney Transplant
Surgery to Aorta	Cardiomyopathy – of Specified Severity	Fulminant Viral Hepatitis	Loss of Speech
Bacterial Meningitis – Resulting in Permanent Inability to Perform Activities of Daily Living	Chronic Aplastic Anemia – Resulting in Permanent Bone Marrow Failure	Heart Attack – of Specified Severity	Major Head Trauma – Resulting in Permanent Inability to Perform Activities of Daily Living
Benign Brain Tumour – of Specified Severity	Coma – Resulting in Permanent Neurological Deficit with Persisting Clinical Symptoms	Multiple Sclerosis	Major Organ/ Bone Marrow Transplant
Blindness – Permanent and Irreversible	Coronary Artery By-pass Surgery	Muscular Dystrophy	Medullary Cystic Disease
Brain Surgery	Deafness – Permanent and Irreversible	Motor Neuron Disease – Permanent Neurological Deficit with Persisting Clinical Symptoms	Systemic Lupus Erythematosus with Severe Kidney Complications
Encephalitis – Resulting in Permanent Inability to Perform Activities of Daily Living	Third Degree Burns – of Specified Severity	Paralysis of Limbs	Parkinson's Disease – Resulting in Permanent Inability to Perform Activities of Daily Living
HIV Infection due to Blood Transfusion	End-stage Liver Failure	Serious Coronary Artery Disease	Heart Valve Surgery
Primary Pulmonary Arterial Hypertension – of Specified Severity	Stroke – Resulting in Permanent Neurological Deficit with Persisting Clinical Symptoms	Terminal Illness	Angioplasty and Other Invasive Treatments for Coronary Artery Disease*
<b>NEW</b> Occupationally Acquired Human Immunodeficiency Virus (HIV) Infection	<b>NEW</b> Full-blown AIDS	<b>NEW</b> Loss of Independent Existence	

\*Not applicable for waiver riders

## Benefits and Features

### Rider

Takaful  
Payor Waiver  
of Contribution  
(Spouse)

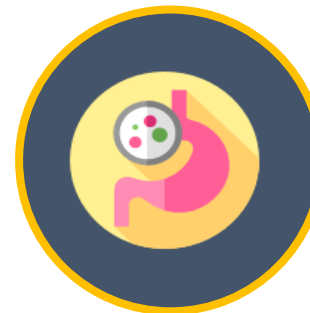
2



In the event the **Participant dies, TPD occurs, or diagnosed with any 1 of the 38 Critical Illnesses** this rider will waive customer's future contributions of the certificate (basic contribution and regular top-up contribution), and borne by the takaful operator.

100

Coverage up to **participant's age 100** or end of contribution paying term, whichever is earlier.



This rider is **not allowed to co-exist** with any other Payor Waiver of Contribution rider

*Please refer to Critical Illness Listing for further information*



## Benefits and Features

### Rider

### Critical Illness Cover-i

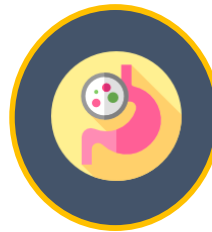
3



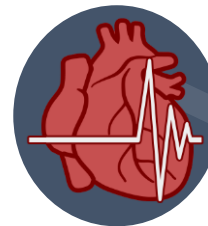
This is an optional rider for Mahabbah Takafulink which provides **39 critical illness benefit** to the person covered. Minimum Sum Covered is RM10K and Maximum Sum Covered is RM5mil, per person covered\*\*.

80

Term of coverage follow the certificate term of the basic plan or up to **person covered's age 80**, whichever is earlier.



Critical Illness Rider sum covered\* will be payable, when the person covered is diagnosed with any of the Critical Illness (except angioplasty and other invasive treatments for coronary artery disease)



Only 10% of the Critical Illness rider sum covered (subject to a maximum of RM25,000) will be payable on the first incident of angioplasty and other invasive treatments for coronary artery disease.

*\*The rider sum covered may be reduced by the claim amount paid and the balance of the rider sum covered will be payable upon any subsequent claim for the 38 defined Critical Illness.*

*\*\*Per person covered refers to the same cover of the person covered from all insurers/ takaful operators, including those existing cover disclosed in the application form."*

*Please refer to Critical Illness Listing for further information*

## Important Notes on Mahabbah Takafulink Riders

- Waiting Period for Waiver/Payor Waiver of Contribution Benefit
  - 1) The TPD has lasted continuously for at least 6 months from the date TPD commences, except Presumptive TPD.
  - 2) The Critical Illness occurs 30 days after the Issue Date, or date of Reinstatement.
  - 3) The following Critical Illness occurs 60 days after the Issue Date, or date of Reinstatement:
    - a) Cancer;
    - b) Coronary Heart Disease Requiring Surgery;
    - c) Heart Attack;
    - d) Other Serious Coronary Artery Disease.
  - 4) The Person Covered survives at least 30 days after being diagnosed with Critical Illness.
- Top-up may still be required to keep the certificate in-force if the certificate fund value becomes insufficient to pay the Tabarru charges of the basic plan and/or the riders.

# Product Specifications



## Sub-Topic 2

No	Sub-Topics
1	Benefits and Features
2	Eligibility Rules
3	Underwriting Guidelines
4	Related Certificate Operation
5	Contribution, Fees and Charges

## Eligibility Rules

### Nationality

- Malaysian, subject to underwriting guideline.
- Other than Malaysian, subject to foreigner risk guideline.
- Citizens of the United States (U.S) and Canada are not allowed to participate this plan.

### Entry Age

Certificate Owner :  
Min : 17 years old

Person Covered :  
Min: 17 years old  
Max: 70 years old



*Note: subject to minimum 20 years certificate term*

### 3<sup>rd</sup> Party Certificate

Applicable for  
spouse and  
employer  
keyman

# Product Specifications



## Sub-Topic 3

No	Sub-Topics
1	Benefits and Features
2	Eligibility Rules
3	Underwriting Guidelines
4	Related Certificate Operation
5	Contribution, Fees and Charges

## Underwriting Guidelines

If client request sum covered within the Non-Medical Limit, medical requirement/ check-up will be waived if positive health condition disclosed in the application form.

Non-Medical Limit Table per person covered, per product, per entity basis is as below:

ANB

Sum  
Covered  
(RM)



17-50

2mil



51-60

1mil



61-70

500k



# Product Specifications



## Sub-Topic 4

No	Sub-Topics
1	Benefits and Features
2	Eligibility Rules
3	Underwriting Guidelines
4	Related Certificate Operation
5	Contribution, Fees and Charges

## Related Certificate Operation

Description	Values																																																						
Free Look Period <i>(Cancellation within 15 days of the certificate owner received the physical copy of the certificate)</i>	Refund of : a) Any non-invested/ unallocated contributions; b) Account value; and c) Any certificate charges that have been deducted; MINUS d) Any medical expenses incurred in respect of underwriting.																																																						
Surrender Benefit	Account value will be payable, less any surrender charge. <table><tr><th rowspan="2">Surrender at Certificate Year</th><th colspan="4">Contribution Paying Term (% of Basic Component Annual Contribution)</th></tr><tr><th>5 Years</th><th>10 Years</th><th>15 Years</th><th>20 Years &amp; Full Pay</th></tr><tr><td>1</td><td>20.0%</td><td>30.0%</td><td>30.0%</td><td>40.0%</td></tr><tr><td>2</td><td>15.0%</td><td>22.5%</td><td>22.5%</td><td>30.0%</td></tr><tr><td>3</td><td>10.0%</td><td>15.0%</td><td>15.0%</td><td>20.0%</td></tr><tr><td>4</td><td>10.0%</td><td>10.0%</td><td>10.0%</td><td>10.0%</td></tr><tr><td>5</td><td>10.0%</td><td>10.0%</td><td>10.0%</td><td>10.0%</td></tr><tr><td>6-10</td><td>-</td><td>10.0%</td><td>10.0%</td><td>10.0%</td></tr><tr><td>11-15</td><td>-</td><td>-</td><td>10.0%</td><td>10.0%</td></tr><tr><td>16-20</td><td>-</td><td>-</td><td>-</td><td>10.0%</td></tr><tr><td>≥21</td><td>-</td><td>-</td><td>-</td><td>-</td></tr></table>	Surrender at Certificate Year	Contribution Paying Term (% of Basic Component Annual Contribution)				5 Years	10 Years	15 Years	20 Years & Full Pay	1	20.0%	30.0%	30.0%	40.0%	2	15.0%	22.5%	22.5%	30.0%	3	10.0%	15.0%	15.0%	20.0%	4	10.0%	10.0%	10.0%	10.0%	5	10.0%	10.0%	10.0%	10.0%	6-10	-	10.0%	10.0%	10.0%	11-15	-	-	10.0%	10.0%	16-20	-	-	-	10.0%	≥21	-	-	-	-
Surrender at Certificate Year	Contribution Paying Term (% of Basic Component Annual Contribution)																																																						
	5 Years	10 Years	15 Years	20 Years & Full Pay																																																			
1	20.0%	30.0%	30.0%	40.0%																																																			
2	15.0%	22.5%	22.5%	30.0%																																																			
3	10.0%	15.0%	15.0%	20.0%																																																			
4	10.0%	10.0%	10.0%	10.0%																																																			
5	10.0%	10.0%	10.0%	10.0%																																																			
6-10	-	10.0%	10.0%	10.0%																																																			
11-15	-	-	10.0%	10.0%																																																			
16-20	-	-	-	10.0%																																																			
≥21	-	-	-	-																																																			


## Related Certificate Operation

Description	Values
Regular Top-up <i>(An optional regular top-up forms part of the account value)</i>	<ul style="list-style-type: none"><li>a) The regular top-up facility can be subscribed during certificate inception or at any certificate anniversary date</li><li>b) Minimum annual top-up is RM120 or monthly RM10</li><li>c) Increase in multiple of RM10 monthly.</li><li>d) 95% allocation rate is applicable</li><li>e) Customer may change the regular top-up amount at any certificate anniversary.</li><li>f) Duration of Regular top-up equal to the contribution paying term.</li></ul>
Ad Hoc Top-up <i>(A single lump sum amount forms part of the account value. Available at any time after the certificate has been approved and issued by the company)</i>	<ul style="list-style-type: none"><li>a) Minimum top-up is RM500</li><li>b) 95% allocation rate is applicable</li><li>c) Anytime throughout certificate term</li></ul>

## Related Certificate Operation

Description	Values								
Fund Choice	<p>Funds available:</p> <table> <tr> <th>Fund Name</th><th>Fund Management Fee (% of NAV p.a.)</th></tr> <tr> <td>Dana Pendapatan Prima Takaful</td><td>1.0</td></tr> <tr> <td>Dana Syariah Seimbang</td><td>1.2</td></tr> <tr> <td>Dana Ekuiti Prima Takaful</td><td>1.5</td></tr> </table> <p>a) The allocation into any fund must be at least 10%, in multiple of 1%. b) Total allocation must be 100%.</p>	Fund Name	Fund Management Fee (% of NAV p.a.)	Dana Pendapatan Prima Takaful	1.0	Dana Syariah Seimbang	1.2	Dana Ekuiti Prima Takaful	1.5
Fund Name	Fund Management Fee (% of NAV p.a.)								
Dana Pendapatan Prima Takaful	1.0								
Dana Syariah Seimbang	1.2								
Dana Ekuiti Prima Takaful	1.5								
<p>Fund Switching</p> <p><i>Certificate owner may switch between funds at any time subject to the terms and conditions as Etiqa may decide from time to time.</i></p>	<p>The constraints are as follow:</p> <p>a) Minimum amount for switching is RM500 per switch. b) Switching is unlimited and free. c) The switching fee terms and conditions may be changed at the discretion of the company.</p>								

## Related Certificate Operation

Description	Values																																																																							
<div>Allocation Rate</div> <div></div>	a) % of Annual Contribution of Basic Component																																																																							
	<table><tr><th rowspan="2">Contribution Term (Year)</th><th colspan="11">Certificate Year</th></tr><tr><th>1</th><th>2</th><th>3</th><th>4</th><th>5</th><th>6</th><th>7</th><th>8</th><th>9</th><th>10</th><th>11 onwards</th></tr><tr><td>5</td><td>60%</td><td>90%</td><td>100%</td><td>100%</td><td>100%</td><td></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>10</td><td>60%</td><td>60%</td><td>80%</td><td>100%</td><td>100%</td><td>100%</td><td>100%</td><td>100%</td><td>100%</td><td>100%</td><td></td></tr><tr><td>15</td><td>60%</td><td>60%</td><td>60%</td><td>80%</td><td>90%</td><td>100%</td><td>100%</td><td>100%</td><td>100%</td><td>100%</td><td>100%</td></tr><tr><td>20 onwards</td><td>60%</td><td>60%</td><td>60%</td><td>80%</td><td>80%</td><td>80%</td><td>95%</td><td>95%</td><td>95%</td><td>95%</td><td>100%</td></tr></table>	Contribution Term (Year)	Certificate Year											1	2	3	4	5	6	7	8	9	10	11 onwards	5	60%	90%	100%	100%	100%							10	60%	60%	80%	100%	100%	100%	100%	100%	100%	100%		15	60%	60%	60%	80%	90%	100%	100%	100%	100%	100%	100%	20 onwards	60%	60%	60%	80%	80%	80%	95%	95%	95%	95%	100%
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b) % of Annual Contribution of Enricher Top-up																																																																								
95% per certificate year during the contribution paying term.																																																																								
Partial Withdrawal	<div>a) Minimum partial withdrawal for account value is RM500.</div> <div>b) Minimum account value after withdrawal must be no less than RM5k being maintained.</div> <div>c) There are no charges for partial withdrawal.</div> <div>d) Death and TPD benefits will be reduced by each of the partial withdrawal amount within 12 months prior to death or TPD and the tabarru' charge on the partial withdrawal amount will be refunded.</div>																																																																							

## Related Certificate Operation

Description	Values
Administration Charge	RM18.00 monthly for the first 12 months, and RM7.00 per month thereafter will be deducted from account value, at the beginning of each certificate month.
Reinstatement	<p>Certificate owner may reinstate the certificate provided:</p> <ul style="list-style-type: none"> <li>a) Outstanding contributions, if any, determined by the Takaful Operator , is received. In the case that lapsed occurs after contribution paying term without any outstanding contribution, ad hoc, or regular top-up are required;</li> <li>b) The person covered is still alive;</li> <li>c) The certificate has not been surrendered;</li> <li>d) The certificate has not been lapsed for more than 1 year; and</li> <li>e) The person covered passed underwriting requirements, if required.</li> </ul>
Termination	<ul style="list-style-type: none"> <li>a) Free-look cancellation;</li> <li>b) Surrender;</li> <li>c) The expiry date;</li> <li>d) Death of the person covered;</li> <li>e) TPD of the person covered (subject to term and condition).Refer <i>TPD benefit and TPD Long Term Care Benefit</i>)</li> <li>f) Lapsation upon depletion of account value during the certificate term.</li> </ul>



## Related Certificate Operation

Description	Values
No Lapse Provision	<p>a) No Lapse Provision (NLP) is applicable only for the first 6 years.</p> <p>b) During NLP period, the certificate status will remain in force regardless if the account value is zero.</p> <p>c) There are a few criteria to enjoy the NLP:</p> <ul style="list-style-type: none"> <li>• All due contribution is paid in a timely manner within the grace period;</li> <li>• No contribution holiday during the NLP period; or</li> <li>• No history of partial withdrawal from the account value during the NLP period.</li> </ul> <p>d) During the NLP period, even when the account value is zero, all charges (certificate fee, tabarru' charge) will continue to be deducted.</p> <p>e) The insufficient amount will be recognized as a debt to the company in a special debt account.</p> <p>f) Top-up contribution may be required during or at the end of the NLP period if the account value is insufficient to sustain the certificate charges.</p> <p>g) This debt will be repaid from future contribution, upon reinstatement or deducted from moneys payable for any claim/benefit payout.</p>

## Related Certificate Operation

Description	Values
Suicide Clause	<p>If the person covered commits suicide <b>while sane</b>:</p> <ul style="list-style-type: none"><li>a. Within one (1) year from the issue date or the latest reinstatement date of the certificate, we shall pay the<ul style="list-style-type: none"><li>i. Unallocated contributions AND</li><li>ii. Account value at the next valuation immediately after the notification of claim.</li></ul></li><li>b. After one (1) year from the issue date or the latest reinstatement date of the certificate, we shall pay the :<ul style="list-style-type: none"><li>i. 60% of the sum covered MINUS any partial withdrawal within 12 months prior to the death; OR</li><li>ii. Account value at the next valuation immediately after the notification of claim PLUS RM5k, whichever is higher</li></ul></li></ul> <p>If the person covered commits suicide <b>while insane</b>, death benefit shall be payable.</p>

# Product Specifications



## Sub-Topic 4

No	Sub-Topics
1	Benefits and Features
2	Eligibility Rules
3	Underwriting Guidelines
4	Related Certificate Operation
5	Contribution, Fees and Charges

## Contribution, Fees and Charges

Option Type

### 2 Options for Contribution Type

#### Level Contribution

Contribution is level (**same**)  
throughout contribution paying term

#### Stepped Contribution

Contribution will be **increased** by  
50% of initial Enricher amount on  
the 6<sup>th</sup> certificate year  
&  
Increase every subsequent 5 years  
until end of contribution paying term

New

## Contribution, Fees and Charges

Description	Values
Contribution Type	Age definition for contribution is Age Next Birthday. There are 2 options for contribution type 1) Level contribution 2) Stepped contribution <i>Note: Example of stepped contribution calculation in next slide</i>
Contribution Amount	a) Min : RM2,400 per annum (inclusive of Enricher portion) b) Change of contribution is allowed. Sustainability check will be conducted upon such request.
Contribution paying term	5, 10, 15, or 20 years or Full term (up to person covered's age 100)
Stam Duty	RM10

# Product Specifications

## New Contribution Structure in Marketing Illustration for Mahabbah Takafulink

Basic Contribution

- Added new expiry options to replace the existing sustainability period options. Shorter expiry term will require lower contribution. However, customers will lose their coverage after expiry when they are old.

Basic Plan	Expiry Option	Sum Covered (RM)	Contribution Paying Term (Years)	Coverage Term (Years)	Contribution Amount (Monthly)
Mahabbah Takafulink	Up to Age 80 / Sehingga Umur 80 tahun	500,000	45	45	980.00
Enricher		N/A	45	45	140.00
Regular Top-up		N/A	0	0	

Sample

- Enricher is a compulsory top-up which was introduced for certificate sustainability purposes.
- Ratio between the basic and Enricher top-up contribution varies according to the entry age, certificate term and the sum covered.

- If stepped contribution option is chosen, the amount displayed will be the initial Enricher contribution and this amount will increase by 50% every 5 years until the end of term.

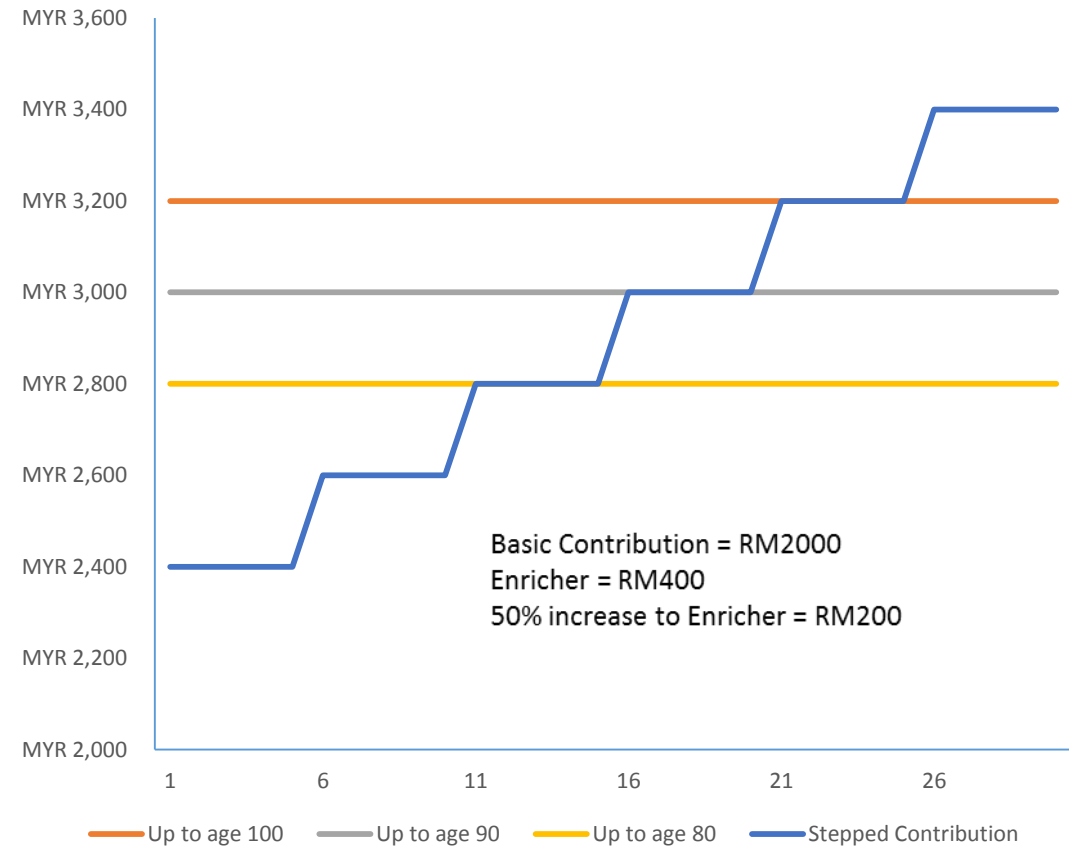


## Contribution, Fees and Charges

### Stepped Contribution Sample Scenario

Sample Certificate Year	Up to age 100	Up to age 90	Up to age 80	Stepped Contribution
1	3200	3000	2800	2400
2	3200	3000	2800	2400
3	3200	3000	2800	2400
4	3200	3000	2800	2400
5	3200	3000	2800	2400
6	3200	3000	2800	2600
7	3200	3000	2800	2600
8	3200	3000	2800	2600
9	3200	3000	2800	2600
10	3200	3000	2800	2600
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23	3200	3000	2800	3200
24	3200	3000	2800	3200
25	3200	3000	2800	3200
26	3200	3000	2800	3400
27	3200	3000	2800	3400
28	3200	3000	2800	3400
29	3200	3000	2800	3400
30	3200	3000	2800	3400

### Level Contribution & Stepped Contribution



## Commissions

a) % of Annual Contribution of Basic Component.

Contribution Term (Year)	Certificate Year (Based on 100% performance)							Total Commission
	1	2	3	4	5	6	7 onward s	
5	11.50%	12.00%	7.50%	4.50%	4.50%			40.00%
10	20.00%	20.00%	12.50 %	12.50%	7.50%	7.50%		80.00%
15	30.00%	30.00%	18.80 %	18.80%	11.20%	11.20%		120.00%
20 onwards	40.00%	40.00%	25.00 %	25.00%	15.00%	15.00%		160.00%

b) % of Annual Contribution of Enricher Top-up 3.75% per certificate year during the contribution paying term.

# Mahabbah Takafulink

Knowledge Application

No	Sub-Topics
1	Frequently Asked Questions

## 1. How to manage sustainability of IL family takaful certificates?

Effective 1 July 2019, the contribution quoted for IL certificates is expected to be sustainable until maturity, based on current information and assumptions (e.g. investment return rate assumption).

A pre-lapse notice will also be sent to participant if the certificate is expected to lapse within the next 12 months.

From 1 January 2020 onwards, the sustainability for all IL certificates will be managed more actively by having annual sustainability tests and when participant wishes to make an alteration to the certificate. Participant will be informed on the expected duration of cover from the sustainability tests.

## 2. What is the investment return rate assumption used in the sustainability test?

Sustainability test is performed based on best estimate investment return rates below, which are different from the low/high investment return rates used in the Marketing Illustration for projections.

Fund Name	Best Estimate Gross Investment Return Rate (p.a.) - Effective 1 July 2019
Dana Pendapatan Prima Takaful	3.14%
Dana Ekuiti Prima Takaful	6.82%
Dana Syariah Seimbang	4.66%

**Note: -This assumption is subject to yearly revision**

**Note: -Please refer to fund fact sheets for historical fund return at <https://www.etiqa.com.my>**

# Mahabbah Takafulink Knowledge Application



**Thank you**

