

Understanding the insurance changes to your BT Business Super

Effective 1 July 2015

In conjunction with the Fund's insurer, AIA Australia Limited (AIA), we are making changes to the insurance premium rates and insurance terms and conditions in **BT Business Super** (the Fund) which will be effective from **1 July 2015**.

The following tables explain these changes and how they will apply to you. Please refer to your cover letter for guidance on the classification of your insurance cover type as either 'Standard cover' or 'Tailored cover'.

An updated Product Disclosure Statement (PDS), including the new insurance premium rate tables and changed terms and conditions, will be available at bt.com.au from 1 July 2015.

Details of the insurance changes are provided in this flyer on the following pages:

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Prepare for the best.



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Changes to the Fund's insurance premium rates		
What is changing for 'Standard cover'?	What is changing for 'Tailored cover'?	How this change applies to you
<p>There is no change to the insurance premium rates for the Fund's 'Standard cover'.</p> <p>The current insurance premium rates are guaranteed to remain unchanged until 31 January 2017.</p> <p>Please note for 'Standard cover' the insurance premium rates applicable to you will vary based on your age, gender and occupational category as displayed in the Standard Death and TPD cover tables within the Fund's PDS. This will occur as part of the annual review of your cover at 1 July each year.</p>	<p>Insurance premium rates for the Fund's 'Tailored cover' are increasing by approximately:</p> <ul style="list-style-type: none"> • 32%¹ for Death Only • 32%¹ for Death and Total and Permanent Disablement (TPD) cover, and • 31%^{2,3} for Salary Continuance Insurance (SCI) cover. <p>The new insurance premium rates⁴ are guaranteed to remain unchanged until 31 January 2017.</p> <p>The increase in insurance premium rates is due to a substantial rise in the number of insurance claims over the last three years, together with the increased cost in meeting and managing these claims. This is consistent with the increase in claims across the life insurance industry over the last few years.</p> <p>It is important to note that we have not increased insurance premium rates overall for the Fund in over 10 years.</p>	<p>No action is required by you.</p> <p>Insurance premiums will continue to be deducted in the usual way.</p> <p>Please refer to the updated standard insurance premium rates on pages 22-25 of this flyer and pages 26-27 for the new tailored insurance premium rates (including the 'Age based table of cover for a fixed premium'). Examples of how to estimate your monthly insurance premium(s) are also provided.</p> <p>The updated insurance premium rates have been extended to accommodate points 1 and 6 below (Changes to the Fund's insurance terms and conditions).</p> <p>At any time, you can reduce, cancel or apply to increase your current insurance cover. To do so, please complete the relevant form available at bt.com.au/super/products/business-super, contact your Financial Planner or call us on 132 135 (Monday to Friday 8am – 6:30pm Sydney time).</p>

1_ +/- 2% due to rounding.

2_ +/- 3%, due to rounding and depending on the waiting and benefit periods.

3_ +/- 6% for males aged 21, 22 and 27 – 34 with a two-year benefit period and 90-day waiting period due to rounding.

4_ The actual premium(s) charged may differ between employer plans depending on pricing arrangements.

Changes to the Fund's insurance terms and conditions					
What is changing for 'Standard cover'?	What is changing for 'Tailored cover'?	How this change applies to you			
1) Increasing the maximum eligible entry age and the maximum expiry age					
<p>We are increasing the maximum eligible entry age for the Fund's 'Standard cover' and 'Tailored cover' allowing older members joining after 1 July 2015 to become insured automatically. We are also increasing the age at which a member's cover ceases (expiry age). These changes are being made to ensure our insurance reflects the increase in the retirement age and the fact members are now choosing to work for longer.</p> <p>Please refer to the table below which contains the current and revised maximum eligible entry and expiry ages.</p>			<p>No action is required by you.</p> <p>The new expiry ages will apply to you except:</p> <ul style="list-style-type: none"> • For Death cover, if you are aged 70 or over at 1 July 2015, or • For TPD cover, if you are aged 65 or over at 1 July 2015, or • If your insurance benefit design is linked to a specified retirement age. <p>Please refer to your current insurance details table on your cover letter, which indicates if this is applicable to you (Important note).</p>		
Insurance type	Cover type	Criteria (maximum age attained)			
		Current entry age	New entry age	Current expiry age	New expiry age
'Standard cover'	Death Only	64	69	70	75
	Death & TPD	64	66	70	70 ¹
'Tailored cover'	Death Only	64	69	75	75
	Death & TPD	64	66	65	70 ¹

1_ TPD cover will cease at age 70 and Death Only cover will continue until age 75.

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Changes to the Fund's insurance terms and conditions (continued)		
What is changing for 'Standard cover'?	What is changing for 'Tailored cover'?	How this change applies to you
2) Changes to tapering rules to incrementally reduce Death and TPD insurance cover		
Tapering is the incremental reduction of Death and/or TPD Insurance cover amounts from a selected age e.g. age 61 or 70.		
Existing and amended tapering rules will not apply as the Fund's 'Standard cover' benefit design already reduces over time with a member's age.	<p>We are introducing tapering rules for Death cover and amending tapering rules for TPD cover for the Fund's 'Tailored cover' benefit designs that do not automatically reduce with age.</p> <p>If at any time from 1 July 2015 you decide to 'fix' your insurance cover amount, tapering will apply to that fixed level of cover.</p> <p>The reduction of the amount of cover, from age 60 for TPD cover or age 70 for Death cover by tapering, is designed to assist members, given premiums increase (often dramatically) from age 55 and may potentially erode a superannuation account balance. Tapering helps minimise this issue. The need for insurance cover also generally reduces as you reach your late 50s, as the requirement to support debt and dependants generally reduces, and you become focused on maximising your retirement benefits.</p>	<p>No action is required by you.</p> <p>Please refer to your current insurance details table on your cover letter, which indicates if tapering is applicable to you (Important note).</p> <p>When tapering commences, the effect will be a reduction of your TPD cover amount by 20% of the initial pre-tapering value. This reduction will continue to occur each year, from age 60 until age 64, as part of the annual review of insurance (1 July). However, if tapering already applies this will continue until the selected age of 64 or 65.</p> <p>The TPD cover amount will then be fixed at 20% of the initial pre-tapering value until your insurance cover ceases at age 70.</p> <p>The tapering of Death cover will be introduced for all members with 'Tailored cover' with the exception of existing members aged 70 or over at 1 July 2015.</p> <p>When tapering commences, the effect will be a reduction of your Death cover value by 15% of the initial pre-tapering value each year from age 70 to age 74. Death cover will cease at age 75.</p> <p>At any time, you can reduce, cancel or apply to increase your current insurance cover. To do so, please complete the relevant form available at bt.com.au/super/products/business-super, contact your Financial Planner or call us on 132 135 (Monday to Friday 8am – 6:30pm Sydney time).</p>

To assist you to understand tapering and the impact to your insurance cover, please refer to the following example:

A male office worker, earning \$25,000 p.a. with a 'multiple of salary' benefit design (e.g. 4 x salary) is entitled to a Death and TPD benefit of \$100,000 prior to age 60. Tapering will incrementally reduce the amount of the member's Death and TPD cover as displayed in the table below.

Please note the same example applies to a member with a fixed amount of Death and TPD cover of \$100,000.

Age ¹	Death – Cover amount	Death – Tapering amount ²	TPD – Cover amount	TPD – Tapering amount ²
59	\$100,000	No tapering applies	\$100,000 – this is considered a pre-tapering amount	No tapering applies
60	\$100,000	0%	\$80,000	20%
61	\$100,000	0%	\$60,000	20%
62	\$100,000	0%	\$40,000	20%
63	\$100,000	0%	\$20,000 ⁶	20% (last time tapering applies to TPD cover)
64	\$100,000	0%	\$20,000	0%
65	\$100,000	0%	\$20,000	0%
66	\$100,000	0%	\$20,000	0%
67	\$100,000	0%	\$20,000	0%
68	\$100,000	0%	\$20,000	0%
69	\$100,000 – this is considered a pre-tapering amount	0%	\$20,000	0%
70	\$85,000	15%	\$0 – TPD cover ceases on the member's 70th birthday	n/a
71	\$70,000	15%	n/a	n/a
72	\$55,000	15%	n/a	n/a
73	\$40,000	15%	n/a	n/a
74	\$25,000	15% (last time tapering applies to Death cover)	n/a	n/a
75	\$0 – Death cover ceases on the member's 75th birthday	n/a	n/a	n/a

1_ Age at the annual review (1 July).

2_ The tapering amount is expressed as a percentage of the pre-tapering amount.

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Changes to the Fund's insurance terms and conditions (continued)		
What is changing for 'Standard cover'?	What is changing for 'Tailored cover'?	How this change applies to you
3) Indexing 'fixed' insurance cover by the Consumer Price Index (CPI) 'CPI Indexation'		
<p>The new CPI indexation will not apply to Personal members² with 'Standard cover' as their cover amount is not 'fixed'; instead it continues to change over time with a member's age.</p>	<p>From 1 July 2015, Personal members under age 60, with 'Tailored cover', will have their Death and TPD cover increased through CPI Indexation.</p> <p>The introduction of the CPI indexation will ensure your level of insurance cover maintains its real value against inflation. CPI indexation will occur on 1 July each year, as part of the annual review of your cover. Your cover will be increased by the greatest of 3% or the CPI rate published the previous December.</p> <p>Important notes:</p> <ol style="list-style-type: none"> 1) The first indexation will occur on or after 1 July 2015. 2) Once you reach the age that tapering commences for either your Death or TPD cover, CPI indexation will no longer apply to your insurance. 3) You have the option to opt-out of CPI indexation when you transfer to the Retained Benefits section of the Fund or at any subsequent time. Please note that once you have opted out of CPI indexation you will not be able to opt back in. 	<p>No action is required by you.</p> <p>Your insurance cover will maintain its real value against inflation through CPI indexation.</p> <p>You can opt out of CPI indexation by completing the Application to Reduce or Cancel Insurance Cover form available at bt.com.au/super/products/business-super or calling us on 132 135 (Monday to Friday 8am – 6.30pm Sydney time).</p> <p>Any opt out request received prior to 1 July 2015 will be processed by BT after 1 July 2015.</p> <p>Please note that once you have opted out of CPI indexation you will not be able to opt back in.</p>

1_ Consumer Price Index (CPI) is the measurement of changes to the market price of a basket of goods and services purchased by households. The index rates are published by the Australian Bureau of Statistics (ABS). Visit the ABS website at www.abs.gov.au for more information on CPI.

2_ Generally you will become a Personal member when you leave your Employer.

Changes to the Fund's insurance terms and conditions (continued)		
What is changing for 'Standard cover'?	What is changing for 'Tailored cover'?	How this change applies to you
4) When you leave your Employer 'Corporate to Retained Benefits section' transfer terms and conditions		
<p>We are changing some of the Fund's terms and conditions applicable when you cease employment with your Employer and your super and insurance will be transferred to the Retained Benefits section of the Fund.</p> <p>These changes are intended to clarify existing policy terms for our members.</p> <p>Upon leaving your Employer, subject to meeting existing terms and the eligibility conditions set out in the Policy Schedule, you will become Personal members of the Fund. This will occur on the date we are first notified that you have ceased employment with your Employer.</p> <p>If you submit a claim for insurance benefits, this means you will be assessed based on your occupation at the date of the claimable event e.g. injury or illness diagnosis. This is regardless of the TPD definition or Total Disability definition you were entitled to receive when employed by your previous Employer, and irrespective of whether or not we have been notified that you ceased employment.</p> <p>If at the time of claim you are working in an occupation classified as 'Special Risk', 'Activities of Daily Living' (ADL), 'Individual Consideration' or 'Not Applicable', as outlined in the BT Occupation Guide (available at bt.com.au/downloads/forms/BT-Occupation-Guide.pdf from 1 July 2015), you will be assessed for TPD purposes based on the 'ADL' TPD definition and for SCI purposes based on the Total Disability 'ADL' definition.</p>	<p>No action is required by you.</p> <p>If you submit a claim you will be assessed based on your occupation at the time of claim.</p> <p>For example, if you previously worked in the role of an office worker, you left your Employer and you are now an underground miner, you will be assessed, at claim time as an underground miner and the 'ADL' definition of TPD and Total Disability would apply.</p> <p>In a contrary example, if you previously worked as an underground miner, you left your Employer and you are now an office worker, you will be assessed, at claim time as an office worker and the standard 'Education, Training or Experience' (ETE) definition may apply for TPD and standard Total Disability definition may apply for SCI.</p> <p>Please refer to the full 'Total Disability for SCI definition on pages 16-17 and the full TPD definitions provided in point 7 below.</p> <p>If you have ceased employment, you do not need to wait for your previous Employer to notify us, you can contact us on 132 135 and we can guide you in how to notify us correctly.</p>	

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Changes to the Fund's insurance terms and conditions (continued)

What is changing for 'Standard cover'?

What is changing for 'Tailored cover'?

How this change applies to you

5) A new 'Special Risk' occupation category will be introduced to Standard and Tailored cover

Premiums for insurance cover are often related to your occupation. If you work in an office, your premiums are typically less than if you have manual duties as part of your role.

The introduction of a 'Special Risk' occupation category will allow BT to better meet the needs of our members, by providing insurance cover to more of our members. It will also ensure that those members working in each occupation category, including 'Special Risk', are receiving the appropriate pricing and terms and conditions for their occupation class.

'Special Risk' occupations typically consist of employees in occupations which present special difficulties in assessing the Insurer's risk, are hazardous in nature, are sometimes unskilled occupations and generally unqualified (although some have minimum experience level (3 years). Those listed are often exposed to high-risk accidents or health hazards, and includes:

- a) specialist occupations including, for example, models, actors, pilots;
- b) occupations with additional hazards including, for example, miners, seafarers and professional sportspeople; and
- c) highly repetitive occupations including, for example, process workers and long haul drivers.

The new 'Special Risk' **occupational loading factors** are displayed below. Where the PDS displays the 'White Collar' premiums payable, if your occupation is not White Collar, the premiums will be increased by these occupational loading factors. The loadings for White Collar, Light Blue Collar, Blue Collar and Heavy Blue Collar occupations have not changed and are provided below for illustration purposes only.

Occupation class	Death Only	Death & TPD	SCI
White Collar	1.00	1.00	1.00
Light Blue Collar	1.25	1.375	1.35
Blue Collar	1.50	1.75	1.75
Heavy Blue Collar	2.00	2.50	2.50
Special Risk Collar	3.75	4.75	5.00

For example if a White Collar premium is \$0.37 per \$10,000 of cover, a Light Blue Collar occupation will be \$0.37 x 1.375 per \$10,000 of cover for Death and TPD.

No action is required by you.

If after 1 July 2015 you or your Employer notifies BT of a change in your occupation which prompts a change in your occupation category (for example you move from a Heavy Blue Collar occupation to a 'Special Risk' occupation), the new occupational loading factors will apply.

Important notes:

- If you joined an employer plan that automatically provides TPD cover with a plan start date prior to 1 July 2007 and you work in a 'Special Risk' occupation, you will typically receive TPD cover with the Education, Training or Experience (ETE) definition whilst you remain employed with that Employer.
- If you joined an employer plan with a plan start date on or after 1 July 2007 and you work in a 'Special Risk' occupation, you will typically receive TPD cover with the Activities of Daily Living (ADL) definition.

Changes to the Fund's insurance terms and conditions (continued)		
What is changing for 'Standard cover'?	What is changing for 'Tailored cover'?	How this change applies to you
6) Updated insurance definitions and terminology		
<p>We are amending some of the Fund's insurance definitions and terminology to help to clarify existing policy terms for you, and to assist with the administration of the claims assessment process.</p> <p>Please refer to the table below which highlights the changes to the following insurance definitions and terminology in the Fund's PDS:</p> <ul style="list-style-type: none"> ▶ Eligibility – Automatic Acceptance of cover ▶ Employer plan with less than 5 Members ▶ Non–Australian Residents ▶ Benefit reductions (SCI Benefits paid) ▶ Active Service ▶ Consecutive absence ▶ Income (including Regular Bonuses) ▶ Pre–Disability Income (including Regular Bonuses) ▶ Regular Bonuses ▶ Total Disability (for SCI purposes only) ▶ Waiting Period 		<p>No action is required by you.</p> <p>Insurance cover will continue with the applicable new terms and conditions</p> <p>Please note if you are currently in the process of claiming insurance benefits, the definitions applicable to you will be those in place at the date of your claimable event e.g. injury or illness diagnosis.</p>
Definitions and terminology	Current position	New position
Eligibility – Automatic Acceptance of cover	<p>Summary of change: Members joining the Fund that have received, or are eligible to receive a Terminal Illness or TPD benefit will be eligible for New Events cover for the life of their membership within the Fund.</p> <p>Insurers normally require medical and other evidence to assess the risk of insuring each individual. However, if your employer decides to nominate cover for a group of employees, Automatic Acceptance cover, up to the Automatic Acceptance Limits, may be available without the need for you to supply evidence of health or other information.</p> <p>If your employer has selected Standard cover, one unit of cover will be provided automatically, without the need for medical or other evidence to be provided; subject to you meeting the eligibility rules.</p> <p>You should not assume you're covered automatically and should refer to the 'Eligibility for cover' table in this booklet.</p> <p>When you join BT Super, your Super Starter Pack will contain details about whether you have been accepted under Automatic Acceptance provisions. The Insurer reserves the right to vary any Automatic Acceptance Limits. The Insurer also reserves the right to apply Automatic Acceptance Limits and conditions which are different from those disclosed in the Employer Brochure.</p>	<p>Insurers normally require medical and other evidence to assess the risk of insuring each individual. However, if your Employer decides to nominate an approved cover design for a group of employees, Automatic Acceptance cover, up to the Automatic Acceptance Limits, may be available without the need for you to supply evidence of health or other information.</p> <p>If your Employer has selected Standard cover, one unit of cover will be provided automatically, without the need for medical or other evidence to be provided; subject to you meeting the eligibility rules.</p> <p>You should not assume you're covered automatically and should refer to your Super Starter Pack, which contains details about whether you have been accepted under Automatic Acceptance provisions. The Insurer reserves the right to vary any Automatic Acceptance Limits. The Insurer also reserves the right to apply Automatic Acceptance Limits and conditions which are different from those disclosed in the Employer Brochure.</p>

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Changes to the Fund's insurance terms and conditions (continued)

6) Updated insurance definitions (continued)

Definitions and terminology	Current position	New position
Eligibility – Automatic Acceptance of cover (continued)		<p>Note: Where a member has previously received, or is eligible to receive a Terminal Illness or TPD benefit under the Fund or any other superannuation fund or insurance policy, the Member will be eligible for cover under automatic acceptance conditions subject to New Events Cover for the life of their membership of BT Super.</p> <p>New Events cover means the Insured Member is only covered for claims arising from a sickness which first becomes apparent, or an injury which first occurs on or after the date cover is due to commence.</p>
Employer plan with less than 5 Members	<p>Summary of change: The period for which New Events cover applies to new Members joining employer plans with less than 5 Members has been reduced from 24 to 12 months.</p> <p>For Death and TPD cover only, employee members in employer plans with less than 5 members will receive New Events cover for the first 24 months, from which time they will receive full cover provided they are At Work for 1 day at the end of the 24 month period.</p> <p>New Events cover may be removed at anytime if the member is fully underwritten.</p> <p>For all other members (ie those wanting to increase their cover, apply for cover, apply to consolidate other insurance cover, whose employer nominated cover is in excess of the Automatic Acceptance Limits or who are members of employer plans that are not an employer default plan), insurance cover will only commence on the date the Insurer accepts the application. This is subject to the receipt and assessment of requested medical evidence and other particulars, and subject to your acceptance of any special terms determined by the Insurer</p>	<p>For Death and TPD only, employee Members in employer plans with less than 5 Members will receive New Events cover for the first 12 months, from which time they will receive full cover provided they are At Work for 30 consecutive days at the end of the 12 month period.</p> <p>New Events cover may be removed at anytime if the member is fully underwritten.</p> <p>For all other members (ie those wanting to increase their cover, apply for cover, apply to consolidate other insurance cover, whose employer nominated cover is in excess of the Automatic Acceptance Limits or who are members of employer plans that are not an employer default plan), insurance cover will only commence on the date the Insurer accepts the application. This is subject to the receipt and assessment of requested medical evidence and other particulars, and subject to your acceptance of any special terms determined by the Insurer.</p>

Changes to the Fund's insurance terms and conditions (continued)

6) Updated insurance definitions (continued)

Definitions and terminology	Current position	New position
Eligibility – Non-Australian Residents	<p>Summary of change: Clarifying that an Australian Resident means an Australian Citizen, New Zealand Citizen or Permanent Resident who holds a visa to live and work in Australia.</p> <p>Cover for non-Australian residents will be provided for an Insured Member who is not an Australian resident and who holds a visa. Cover will apply whilst the Insured Member resides in Australia. All cover ceases immediately upon the Insured Member departing Australia, except in the case of trips of three months or less.</p> <p>Visa means a current and valid visa issued in accordance with the <i>Migration Act 1958</i> (Cth) or any amending or replacing Act. It can be a:</p> <ul style="list-style-type: none"> ▶ Subclass 457 working visa; ▶ Subclass 457 working visa (with an 8107 condition); or ▶ Spouse visa (spouse of a permanent Australian resident on a two-year temporary stay visa) without a no work condition. 	<p>Cover for non-Australian Residents will only be provided to a Member who holds a Visa and permanently resides in Australia. All cover provided to a non-Australian Resident will cease immediately upon the Insured Member departing Australia, except in the case of trips of three (3) months or less.</p> <p>For the purposes of this eligibility condition, 'Visa' means a current and valid visa issued in accordance with the <i>Migration Act 1958</i> (Cth) or any amending or replacing Act.</p> <p>Examples include:</p> <ul style="list-style-type: none"> ▶ Subclass 457 working visa; ▶ Subclass 457 working visa (with an 8107 condition); or ▶ Spouse visa (spouse of a permanent Australian Residents on a two year temporary stay visa) without a no work condition <p>Australian Resident means an Australian Citizen, New Zealand Citizen or Permanent Resident who holds a visa to live and work in Australia.</p>
Benefit reductions (SCI Benefits paid)	<p>Summary of change: For further information as not currently disclosed.</p> <p>Not currently disclosed.</p>	<p>The benefit payable will be reduced for any amount which is paid, or is required to be paid, under Workers' Compensation or Motor Accident Compensation or similar legislation in relation to the Sickness or Injury of the Insured Member and from income protection (or other similar named benefit) from all insurers and from sick leave payments which when combined with the benefit payable under the Policy provide more than seventy-five per cent (75%) of Pre-Disability Salary for Total Disability and one hundred per cent (100%) of Pre-Disability Salary for Partial Disability. The benefit payable will not be reduced by any amount received by the Insured Member in the form of superannuation entitlements or social security benefits.</p>

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Changes to the Fund's insurance terms and conditions (continued)

6) Updated insurance definitions (continued)

Definitions and terminology	Current position	New position
Active Service	<p>Summary of change: Clarifying that Insured Members are covered whilst participating in training activities with the Australian Defence Force Reserves.</p> <p>— means direct participation in military operations as a member of the armed forces. In the case of Insured Members who are enrolled in the Australian Defence Force Reserves, the active service exclusion is only applicable where the Insured Member is on active service.</p>	<p>— means direct participation in military operations as a member of the armed forces. In the case of Insured Members who are enrolled in the Australian Defence Force Reserves, this means operational deployment and does not apply to training activities.</p>
Consecutive absence (in relation to SCI claims)	<p>Summary of change: Clarifying what happens when an Insured Member returns to work during the waiting period.</p> <p>— means an Insured Member is permitted to return to work for up to five days during the 30 day waiting period (or 10 days or less if the waiting period is greater than 30 days) without the waiting period beginning again.</p>	<p>— means an Insured Member is permitted to return to work for up to five (5) days during the Waiting Period (where a thirty (30) day Waiting Period applies) and up to ten (10) days during the Waiting Period (where either a sixty (60) or ninety (90) day Waiting Period applies) without recommencing the Waiting Period.</p> <p>Where the Insured Member returns to work for more than five (5) or ten (10) consecutive days (as applicable), the Waiting Period will recommence.</p>

Changes to the Fund's insurance terms and conditions (continued)

6) Updated insurance definitions (continued)

Definitions and terminology	Current position	New position
Income	<p>Summary of change: Clarifying that the definition of Income for Members working in roles that include income from commission can also include base salary.</p> <p>— means:</p> <ul style="list-style-type: none"> ▶ where the member is either a sole trader, a working director or a partner in a partnership, the Income generated by the business or practice due to his or her personal exertion or activities, less their share of necessarily incurred business expenses, for the last 12 months ▶ where the member is remunerated purely on the basis of commission, Income is the average of the previous three years of commission, or ▶ if other than described in either points above, then the Income is the total value of remuneration paid by the employer including salary, fees, regular commission, Regular Bonuses, regular overtime, mandated superannuation contributions, and fringe benefits (but excluding irregular bonuses, irregular overtime and unearned income such as investment or interest earnings) earned over the last 12 months. 	<p>— means:</p> <ul style="list-style-type: none"> a) where the Insured Member is either self-employed, a working director or a partner in a partnership, the income generated by the business or practice due to his or her personal exertion or activities, less his or her share of necessarily incurred business expenses, for the last 12 months; or b) where the Insured Member is remunerated purely or substantially on the basis of commission, the average of the previous three years of commission or the average of the previous three years of base salary plus commission; or c) Where the Insured Member is remunerated other than described in either points (a) or (b) above, then income can include the total value of remuneration paid by the Employer including salary, fees, regular commission, Regular Bonuses, regular overtime, mandated superannuation contributions, and fringe benefits (but excluding irregular bonuses, irregular overtime and unearned income such as investment or interest earnings) earned over the last 12 months. <p>Note: An Employer may advise income to be some or all of the above components. SG Contributions will be paid into the Members BT Super account.</p>

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Changes to the Fund's insurance terms and conditions (continued)

6) Updated insurance definitions (continued)

Definitions and terminology	Current position	New position
Pre-Disability Income	<p>Summary of change: Clarifying that the definition of Pre-Disability Income for Members working in roles that include income from commission can also include base salary.</p> <p>– means for:</p> <p>Personal members – where the Insured Member is a personal member, the average gross monthly Income earned by the Insured Member over the 12 months immediately before the date of Total Disability.</p> <p>Other members –</p> <p>a) Where the Insured Member is either a sole trader, a working director or partner in a partnership, the Income generated by the business or practice due to his/her personal exertion or activities, less his or her share of necessarily incurred business expenses, over the last 12 months immediately before the Insured Member's date of Total Disability.</p> <p>b) Where the Insured Member is remunerated purely on the basis of commission, the average of the previous three years of commission earned immediately before the Insured Member's date of Total Disability.</p> <p>c) Where the Insured Member is other than that described in points (a) or (b) above:</p> <ul style="list-style-type: none"> – the annual wage or salary paid by the employer immediately before the Insured Member's date of Total Disability, plus – the annual wage or salary paid by the employer immediately before the Insured Member's date of Total Disability, plus – any regular fees, regular commission, Regular Bonuses, regular overtime and fringe benefits (but excluding mandated superannuation contributions, irregular bonuses, irregular overtime and unearned income such as investment or interest earnings) earned over the last 12 months immediately before the Insured Member's date of Total Disability. 	<p>– means for:</p> <p>Personal members – where the Insured Member is a Personal members, the average gross monthly Income earned by the Insured Member over the 12 months immediately before the date of Total Disability.</p> <p>Other members –</p> <p>a) Where the Insured Member is either self-employed, a working director or partner in a partnership, the Income generated by the business or practice due to his/her personal exertion or activities, less his or her share of necessarily incurred business expenses, over the last 12 months immediately before the Insured Member's date of Total Disability.</p> <p>b) Where the Insured Member is remunerated purely or substantially on the basis of commission, the average of the previous three (3) years of commission, or the average of the previous three (3) years of base salary plus commission, earned immediately before the Insured Member's date of Total Disability.</p> <p>c) Where the Insured Member is remunerated other than that described in points (a) or (b) above then the income can include:</p> <ul style="list-style-type: none"> (i) the annual wage or salary paid by the Employer immediately before the Insured Member's date of Total Disability, plus (ii) some or all of (at the Employer's discretion) any regular fees, regular commission, Regular Bonuses, regular overtime, mandated superannuation contributions and fringe benefits (but excluding irregular bonuses, irregular overtime and unearned income such as investment or interest earnings) earned over the last 12 months immediately before the Insured Member's date of Total Disability.

Changes to the Fund's insurance terms and conditions (continued)

6) Updated insurance definitions (continued)

Definitions and terminology	Current position	New position
Pre-Disability Income (continued)	<p>Your employer will provide your salary information at the annual review date each year. If your salary has increased by more than 25% since the last annual review date, the Insurer reserves the right to limit the increase to 25%. However, the Insurer will increase the cover in excess of the 25% subject to the cover being underwritten and accepted by the Insurer.</p> <p>In the event of a claim, if your salary is required to calculate your level of cover, we will use the income provided by your employer. If your salary information hasn't been updated at the last annual review, the amount you receive may be less than you're entitled to based on your salary at the date of claim. You should make sure the salary information provided by your employer is correct.</p>	<p>The Insured Member's Employer will provide annual wage or salary information at each review date.</p> <p>In the event of a claim, if an Insured Member's annual wage or salary has increased and caused their Salary Continuance Insurance amount insured to increase by more than 25% since the last annual review date, then the Insurer reserves the right to limit the increase in the amount insured to 25% above the Insured Member's Salary Continuance Insurance Amount Insured at the last annual review date. However, the Insurer will increase cover in excess of the 25% subject to the cover being underwritten and accepted by the Insurer.</p> <p>If your salary information hasn't been updated at the last annual review, the amount you receive may be less than you're entitled to, based on your salary at the date of claim. You should make sure the salary information provided by your Employer is correct.</p> <p>Any benefit payable in respect of Superannuation Guarantee Contributions will be paid to the Insured Member's BT Super account.</p>
Regular Bonuses	<p>Summary of change: For further information as not currently disclosed.</p>	
	Not currently disclosed.	– means the bonuses must be payable based on a formula, or targets, and must be paid annually or more frequently and that one-off, discretionary bonuses are excluded.

Understanding the insurance changes to your BT Business Super

Changes to the Fund's insurance terms and conditions (continued)

6) Updated insurance definitions (continued)

Definitions and terminology	Current position	New position
Total Disability (for SCI purposes only)	Summary of change: The definition has been amended to account for the new 'Special Risk' occupation category.	
	Where at the date of disablement, the Insured Member is:	
	<ul style="list-style-type: none"> ▶ working fifteen (15) hours or more per week on average, over the three (3) months immediately prior to disablement; or ▶ on Employer Approved Leave for up to twenty four (24) months (or more than twenty four (24) months, where an extension of cover was approved by the Company) 	Part A of the definition will apply
	<ul style="list-style-type: none"> ▶ working less than fifteen (15) hours per week on average, over the three (3) months immediately prior to disablement; or ▶ working in a Special Risk occupation; or ▶ on Employer Approved Leave for more than twenty four (24) months (unless an extension of cover beyond twenty four (24) months was approved by the Company) 	Part B of the definition will apply.
	The below definition only applies to existing Insured Members with SCI cover greater than nil under the Policy immediately prior to 1 July 2014:	The below definition is applicable to existing Members with nil SCI cover under the Policy immediately prior to 1 July 2014 who are subsequently accepted for SCI cover under the Policy on or after 1 July 2014, and new Members who join the Plan on or after 1 July 2014:
	<p>Part A: Means disablement resulting from Injury or Sickness as a result of which the Insured Member, at the time disablement commenced, is:</p> <ul style="list-style-type: none"> (i) unable to perform at least one important duty of his or her usual occupation necessary to produce Income; (ii) under the regular care, in attendance or following the advice of a Medical Practitioner in relation to the Injury or Sickness; and (iii) not engaged in any occupation, whether paid or unpaid. <p>An important duty is defined as involving 20% or more of the Insured Member's overall tasks responsible for generating at least 20% or more of the Insured Member's Pre-Disability Income.</p>	<p>Part A: Means disablement resulting from Injury or Sickness as a result of which the Insured Member, at the time disablement commenced, is:</p> <ul style="list-style-type: none"> (i) unable to perform at least one important duty of his or her usual occupation necessary to produce Income; (ii) under the regular care, in attendance or following the advice of a Medical Practitioner in relation to the Injury or Sickness; and (iii) not engaged in any occupation, whether paid or unpaid. <p>An important duty is defined as involving 20% or more of the Insured Member's overall tasks responsible for generating at least 20% or more of the Insured Member's Pre-Disability Income.</p> <p>In addition, the Injury or Sickness must have caused the Insured Member to temporarily cease to be Gainfully Employed or to temporarily cease receiving gain or reward under a continuing arrangement to be Gainfully Employed.</p>

Changes to the Fund's insurance terms and conditions (continued)

6) Updated insurance definitions (continued)

Definitions and terminology	Current position	New position
Total Disability (for SCI purposes only) (continued)	<p>Part B: Means disablement resulting solely from Injury or Sickness which occurs while the Policy is in force and as a result of which the Insured Member, at the time disablement commenced:</p> <ul style="list-style-type: none"> (i) remains under the regular care and attendance or is following the advice of a Medical Practitioner in relation to that Injury or Sickness; and (ii) is not engaged in any occupation, whether paid or unpaid; and (iii) is continuously and totally unable to perform at least two (2) of the following activities of daily living as certified by a Medical Practitioner: <ul style="list-style-type: none"> • Bathing: The ability to wash oneself either in the bath or shower or by sponge bath, without the standby assistance of another person. • Dressing: The ability to put on and take off all garments and medically necessary braces or artificial limbs usually worn, and to fasten and unfasten them, without the standby assistance of another person. • Eating: The ability to feed oneself once food has been prepared and made available, without the standby assistance of another person. • Toileting: The ability to get to and from and on and off the toilet, without the standby assistance of another person, and ability to manage bowel and bladder functions through the use of protective undergarments or surgical appliances, if appropriate. • Transferring: The ability to move in and out of a chair, without the standby assistance of another person. 	<p>Part B: Means disablement resulting solely from Injury or Sickness which occurs while the Policy is in force and as a result of which the Insured Member, at the time disablement commenced:</p> <ul style="list-style-type: none"> (i) remains under the regular care and attendance or is following the advice of a Medical Practitioner in relation to that Injury or Sickness; and (ii) is not engaged in any occupation, whether paid or unpaid; and (iii) is continuously and totally unable to perform at least two (2) of the following activities of daily living as certified by a Medical Practitioner: <ul style="list-style-type: none"> • Bathing: The ability to wash oneself either in the bath or shower or by sponge bath, without the assistance of another person. • Dressing: The ability to put on and take off all garments and medically necessary braces or artificial limbs usually worn, and to fasten and unfasten them, without the assistance of another person. • Eating: The ability to feed oneself once food has been prepared and made available, without the assistance of another person. • Toileting: The ability to get to and from and on and off the toilet, without the assistance of another person, and ability to manage bowel and bladder functions through the use of protective undergarments or surgical appliances, if appropriate. • Transferring: The ability to move in and out of a chair, without the assistance of another person. <p>In addition, the Injury or Sickness must have caused the Insured Member to temporarily cease to be Gainfully Employed or to temporarily cease receiving gain or reward under a continuing arrangement to be Gainfully Employed.</p>

Understanding the insurance changes to your BT Business Super

Changes to the Fund's insurance terms and conditions (continued)

6) Updated insurance definitions (continued)

Definitions and terminology	Current position	New position
Waiting Period	<p>Summary of change: For further information as not currently disclosed.</p> <p>Not currently disclosed.</p>	<p>– means the time that the Insured Member must be continuously unable to work due to the disability before payments commence. The Waiting Period commences from the later of:</p> <ul style="list-style-type: none"> a) the date the Insured Member consults a Medical Practitioner about the Injury or Sickness that is causing the disability; and b) the date the Insured Member first ceases work due to the condition that is causing the disability, as long as it is not more than seven (7) days before they first consulted a Medical Practitioner about that condition and provided reasonable medical evidence about when the disability began.

7) Total and Permanent Disablement or TPD definitions

Important Note: This is for reference purposes only. There are no changes to the existing TPD definition.

Where at the Date of Disablement, the Insured Member is:

<ul style="list-style-type: none"> ▶ aged less than sixty-five (65) and working at least fifteen (15) hours per week (including Casual Employees , Contractors and Spouse Members); or ▶ on Approved Leave for up to twenty-four (24) months (or more than twenty-four (24) months, where an extension of cover was approved by the Company) 	Parts A, B or D of the definition will apply
<ul style="list-style-type: none"> ▶ aged sixty-five (65) or more; or ▶ working less than fifteen (15) hours per week (including Casual Employees, Contractors and Spouse Members); or ▶ working in a Special Risk occupation; or ▶ on Approved Leave for more than twenty-four (24) months (unless an extension of cover beyond twenty-four (24) months was approved by the Company) or ▶ is a non-working Insured Member (excluding non-working Spouse Members and non-working Personal Members), or ▶ is an Insured Member working in a 'Special Risk occupation' 	Parts A, C or D of the definition will apply.
<ul style="list-style-type: none"> ▶ aged less than sixty-five (65) and is a non-working Spouse Member or non-working Personal Member. 	Parts A, D or E of the definition will apply

TPD Means:

<p>The below definition is applicable to Insured Members with TPD cover greater than nil under the Policy immediately prior to 1 July 2014:</p>	<p>The below definition is applicable to existing Members with nil TPD cover under the Policy immediately prior to 1 July 2014 who are subsequently accepted for TPD cover under the Policy on or after 1 July 2014, and new Members who join the Plan on or after 1 July 2014:</p>
<p>Part A The Insured Member has suffered the total and irrecoverable loss of use of:</p> <ul style="list-style-type: none"> a) both hands; or b) both feet; or c) one hand and one foot; or d) the sight of both eyes; or e) one hand and the sight of one eye; or f) one foot and the sight of one eye. <p>Part B The Insured Member is unable to follow their usual occupation by reason of an illness, accident or injury for a period of six (6) consecutive months after the occurrence of the illness, accident or injury; and in the opinion of the Company, after consideration of medical and other evidence satisfactory to it, the Insured Member is unlikely ever to be able to follow their usual occupation and any other occupation for which they are reasonably suited by education, training or experience.</p>	<p>Part A The Insured Member has suffered the total and irrecoverable loss of use of:</p> <ul style="list-style-type: none"> a) both hands; or b) both feet; or c) one hand and one foot; or d) the sight of both eyes; or e) one hand and the sight of one eye; or f) one foot and the sight of one eye; <p>and in the opinion of the Company, after consideration of medical and other evidence satisfactory to it, the Insured Member is unlikely ever to be able to follow their usual occupation and any other occupation for which they are reasonably suited by education, training or experience.</p> <p>Part B The Insured Member is unable to follow their usual occupation by reason of an illness, accident or injury for a period of six (6) consecutive months after the occurrence of the illness, accident or injury; and in the opinion of the Company, after consideration of medical and other evidence satisfactory to it, the Insured Member is unlikely ever to be able to follow their usual occupation and any other occupation for which they are reasonably suited by education, training or experience.</p>

Understanding the insurance changes to your BT Business Super

7) Total and Permanent Disablement or TPD definitions (continued)

Important Note: This is for reference purposes only. There are no changes to the existing TPD definition.

TPD Means (continued):

Part C

The Insured Member is continuously and totally unable to perform at least two (2) of the following activities of daily living as certified by a qualified Medical Practitioner, appointed by the Company:

- **Bathing:** The ability to wash oneself either in the bath or shower or by sponge bath without the standby assistance of another person.
- **Dressing:** The ability to put on and take off all garments and medically necessary braces or artificial limbs usually worn, and to fasten and unfasten them, without the standby assistance of another person.
- **Eating:** The ability to feed oneself once food has been prepared and made available, without the standby assistance of another person.
- **Toileting:** The ability to get to and from and on and off the toilet, without the standby assistance of another person and the ability to manage bowel and bladder functions through the use of protective undergarments or surgical appliances, if appropriate.
- **Transferring:** The ability to move in and out of a chair without the standby assistance of another person.

Part D

The Insured Member has suffered Cognitive Loss.

Part E

The Insured Member is continuously and totally unable to perform at least two (2) of the following activities of home duties as certified by a qualified Medical Practitioner, appointed by the Company:

- **Dressing and undressing:** The ability to put on and take off all garments and medically necessary braces or artificial limbs usually worn, and to fasten and unfasten them without the standby assistance of another person.
- **Washing and Bathing:** The ability to wash oneself either in the bath or shower or by sponge bath without the standby assistance of another person.
- **Eating:** The ability to feed oneself once food has been prepared and made available without the standby assistance of another person.
- **General Household Duties:** The ability to perform day to day household duties without the standby assistance of another person.
- **Climbing Stairs:** The ability to climb stairs without the standby assistance of another person, without holding a banister and without taking a rest – all within a reasonable period of time.
- **Shopping:** The ability to leave the home, by any means, and to undertake day to day shopping without the standby assistance of another person.

Part C

The Insured Member is continuously and totally unable to perform at least two (2) of the following activities of daily living as certified by a qualified Medical Practitioner, appointed by the Company:

- **Bathing:** The ability to wash oneself either in the bath or shower or by sponge bath without the assistance of another person.
- **Dressing:** The ability to put on and take off all garments and medically necessary braces or artificial limbs usually worn, and to fasten and unfasten them, without the assistance of another person.
- **Eating:** The ability to feed oneself once food has been prepared and made available, without the assistance of another person.
- **Toileting:** The ability to get to and from and on and off the toilet, without the assistance of another person and the ability to manage bowel and bladder functions through the use of protective undergarments or surgical appliances, if appropriate.
- **Transferring:** The ability to move in and out of a chair without the assistance of another person;

and

in the opinion of the Company, after consideration of medical and other evidence satisfactory to it, the Insured Member is unlikely ever to be able to follow their usual occupation and any other occupation for which they are reasonably suited by education, training or experience.

Part D

The Insured Member has suffered Cognitive Loss and in the opinion of the Company, after consideration of medical and other evidence satisfactory to it, the Insured Member is unlikely ever to be able to follow their usual occupation and any other occupation for which they are reasonably suited by education, training or experience.

Part E

The Insured Member is continuously and totally unable to perform at least two (2) of the following activities of home duties as certified by a qualified Medical Practitioner, appointed by the Company:

- **Dressing and undressing:** The ability to put on and take off all garments and medically necessary braces or artificial limbs usually worn, and to fasten and unfasten them without the assistance of another person.
- **Washing and Bathing:** The ability to wash oneself either in the bath or shower or by sponge bath without the assistance of another person.
- **Eating:** The ability to feed oneself once food has been prepared and made available without the assistance of another person.
- **General Household Duties:** The ability to perform day to day household duties without the assistance of another person.
- **Climbing Stairs:** The ability to climb stairs without the assistance of another person, without holding a banister and without taking a rest – all within a reasonable period of time.
- **Shopping:** The ability to leave the home, by any means, and to undertake day to day shopping without the assistance of another person;

and

in the opinion of the Company, after consideration of medical and other evidence satisfactory to it, the Insured Member is unlikely ever to be able to follow their usual occupation and any other occupation for which they are reasonably suited by education, training or experience.

Examples of how to estimate your monthly insurance premium(s)

To estimate the monthly cost of your Death Only and Death and TPD insurance cover, first find your occupational group as shown in the previous table, then the occupational factor loading applicable to your occupational classification and the premium rate based on your gender and age at your next birthday, as shown in the following tables¹.

Then for tailored cover perform the following calculation.

Monthly premium = [sum insured ÷ \$10,000] × [occupational factor loading x monthly premium rate from table]

For example:

The premiums required to provide a male office worker, aged 34 (35 next birthday), with a Death Only benefit of \$200,000 would be calculated as follows.		The premiums required to provide a female nurse, aged 39 (40 next birthday), with a Death Only benefit of \$300,000 would be calculated as follows.	
Monthly premium	= [$\$200,000 \div \$10,000$] × [1.00 (white collar factor loading) × \$0.66] = \$20 × \$0.66 = \$13.20 per month = approximately \$0.44 per day	Monthly premium	= [$\$300,000 \div \$10,000$] × [1.50 (blue collar factor loading) × \$0.68] = \$30 × \$1.02 = \$30.60 per month = approximately \$1.02 per day
The premiums required to provide the same person with a Death and TPD benefit of \$200,000 would be calculated as follows.		The premiums required to provide the same person with a Death and TPD benefit of \$300,000 would be calculated as follows.	
Monthly premium	= [$\$200,000 \div \$10,000$] × [1.00 × \$1.04] = \$20 × \$1.04 = \$20.80 per month = approximately \$0.69 per day	Monthly premium	= [$\$300,000 \div \$10,000$] × [1.75 × \$1.40] = \$30 × \$2.45 = \$73.50 per month = approximately \$2.45 per day

For standard cover refer to the relevant premium table for Death Only or Death and TPD and the number of units of cover. For example:

Male white collar worker aged 39 (40 next birthday) with two units of standard cover.

Sum insured = \$300,000 × 2 = \$600,000 of Death and TPD cover

Weekly premium = \$7.20 × 2 = \$14.40

Monthly premium = \$14.40 × 52 ÷ 12 = \$62.40 (or \$2.05 per day).

Female blue collar worker aged 26 (27 next birthday) with one unit of standard cover.

Sum insured = Death \$70,000, TPD \$300,000

Monthly premium = \$1.70 × 52 ÷ 12 = \$7.37 (or \$0.24 per day).

¹ The actual premiums charged may differ due to employer related variations. Premiums and sums insured may also vary due to rounding. You will receive confirmation of the actual premium to be charged once an application has been accepted.

Understanding the insurance changes to your BT Business Super

Standard Death and TPD cover: table of insured amounts and premiums – Males

			Male Premium per week (\$) for 1 unit of cover									
			White Collar		Light Blue Collar		Blue Collar		Heavy Blue Collar		Special Risk Collar	
Age	Death Cover	TPD Cover	Death Only	Death and TPD	Death Only	Death and TPD	Death Only	Death and TPD	Death Only	Death and TPD	Death Only	Death and TPD
14	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
15	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
16	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
17	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
18	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
19	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
20	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
21	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
22	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
23	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
24	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
25	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
26	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
27	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
28	70,000	300,000	0.90	2.10	1.30	2.90	1.50	3.60	2.10	5.20	3.40	10.00
29	100,000	300,000	1.80	3.50	2.20	4.60	2.70	5.90	3.50	8.30	6.80	16.60
30	100,000	300,000	1.80	3.50	2.20	4.60	2.70	5.90	3.50	8.30	6.80	16.60
31	150,000	300,000	1.80	3.50	2.20	4.60	2.70	5.90	3.50	8.30	6.80	16.60
32	150,000	300,000	1.80	3.50	2.20	4.60	2.70	5.90	3.50	8.30	6.80	16.60
33	200,000	300,000	1.80	3.50	2.20	4.60	2.70	5.90	3.50	8.30	6.80	16.60
34	200,000	300,000	1.80	3.50	2.20	4.60	2.70	5.90	3.50	8.30	6.80	16.60
35	300,000	300,000	4.80	7.20	6.00	9.70	7.30	12.30	9.60	17.10	18.00	34.20
36	300,000	300,000	4.80	7.20	6.00	9.70	7.30	12.30	9.60	17.10	18.00	34.20
37	300,000	300,000	4.80	7.20	6.00	9.70	7.30	12.30	9.60	17.10	18.00	34.20
38	300,000	300,000	4.80	7.20	6.00	9.70	7.30	12.30	9.60	17.10	18.00	34.20
39	300,000	300,000	4.80	7.20	6.00	9.70	7.30	12.30	9.60	17.10	18.00	34.20
40	285,000	285,000	5.60	9.20	6.90	12.50	8.30	15.80	11.10	22.50	21.00	43.70
41	280,000	280,000	5.60	9.20	6.90	12.50	8.30	15.80	11.10	22.50	21.00	43.70
42	245,000	245,000	5.60	9.20	6.90	12.50	8.30	15.80	11.10	22.50	21.00	43.70
43	220,000	220,000	5.60	9.20	6.90	12.50	8.30	15.80	11.10	22.50	21.00	43.70
44	195,000	195,000	5.60	9.20	6.90	12.50	8.30	15.80	11.10	22.50	21.00	43.70
45	170,000	170,000	4.50	8.50	5.70	11.80	6.80	15.00	9.10	21.40	16.90	40.40
46	145,000	145,000	4.50	8.50	5.70	11.80	6.80	15.00	9.10	21.40	16.90	40.40
47	135,000	135,000	4.50	8.50	5.70	11.80	6.80	15.00	9.10	21.40	16.90	40.40

			Male Premium per week (\$) for 1 unit of cover									
			White Collar		Light Blue Collar		Blue Collar		Heavy Blue Collar		Special Risk Collar	
Age	Death Cover	TPD Cover	Death Only	Death and TPD	Death Only	Death and TPD	Death Only	Death and TPD	Death Only	Death and TPD	Death Only	Death and TPD
48	115,000	115,000	4.50	8.50	5.70	11.80	6.80	15.00	9.10	21.40	16.90	40.40
49	110,000	110,000	4.50	8.50	5.70	11.80	6.80	15.00	9.10	21.40	16.90	40.40
50	95,000	95,000	3.70	7.90	4.60	11.00	5.60	14.10	7.40	20.30	13.90	37.50
51	80,000	80,000	3.70	7.90	4.60	11.00	5.60	14.10	7.40	20.30	13.90	37.50
52	75,000	75,000	3.70	7.90	4.60	11.00	5.60	14.10	7.40	20.30	13.90	37.50
53	65,000	65,000	3.70	7.90	4.60	11.00	5.60	14.10	7.40	20.30	13.90	37.50
54	60,000	60,000	3.70	7.90	4.60	11.00	5.60	14.10	7.40	20.30	13.90	37.50
55	60,000	60,000	3.30	7.80	4.20	10.90	5.00	14.10	6.70	20.40	12.40	37.10
56	50,000	50,000	3.30	7.80	4.20	10.90	5.00	14.10	6.70	20.40	12.40	37.10
57	45,000	45,000	3.30	7.80	4.20	10.90	5.00	14.10	6.70	20.40	12.40	37.10
58	40,000	40,000	3.30	7.80	4.20	10.90	5.00	14.10	6.70	20.40	12.40	37.10
59	35,000	35,000	3.30	7.80	4.20	10.90	5.00	14.10	6.70	20.40	12.40	37.10
60	30,000	30,000	2.60	6.70	3.30	9.40	4.00	12.20	5.20	17.60	9.80	31.80
61	25,000	25,000	2.60	6.70	3.30	9.40	4.00	12.20	5.20	17.60	9.80	31.80
62	25,000	25,000	2.60	6.70	3.30	9.40	4.00	12.20	5.20	17.60	9.80	31.80
63	20,000	20,000	2.60	6.70	3.30	9.40	4.00	12.20	5.20	17.60	9.80	31.80
64	20,000	20,000	2.60	6.70	3.30	9.40	4.00	12.20	5.20	17.60	9.80	31.80
65	20,000	20,000	3.10	8.90	3.90	12.60	4.70	16.30	6.20	23.80	11.60	42.30
66	20,000	20,000	3.10	8.90	3.90	12.60	4.70	16.30	6.20	23.80	11.60	42.30
67	20,000	20,000	3.10	8.90	3.90	12.60	4.70	16.30	6.20	23.80	11.60	42.30
68	20,000	20,000	3.10	8.90	3.90	12.60	4.70	16.30	6.20	23.80	11.60	42.30
69	20,000	20,000	3.10	8.90	3.90	12.60	4.70	16.30	6.20	23.80	11.60	42.30
70	20,000	n/a	5.50	n/a	6.90	n/a	8.30	n/a	10.90	n/a	20.60	n/a
71	20,000	n/a	5.50	n/a	6.90	n/a	8.30	n/a	10.90	n/a	20.60	n/a
72	20,000	n/a	5.50	n/a	6.90	n/a	8.30	n/a	10.90	n/a	20.60	n/a
73	20,000	n/a	5.50	n/a	6.90	n/a	8.30	n/a	10.90	n/a	20.60	n/a
74	20,000	n/a	5.50	n/a	6.90	n/a	8.30	n/a	10.90	n/a	20.60	n/a

The above table shows the cover and premiums available for 1 unit. Members who apply and are accepted for more than 1 unit of cover would have correspondingly higher premiums.

Understanding the insurance changes to your BT Business Super

Standard Death and TPD cover: table of insured amounts and premiums – Females

			Female Premium per week (\$) for 1 unit of cover									
			White Collar		Light Blue Collar		Blue Collar		Heavy Blue Collar		Special Risk Collar	
Age	Death Cover	TPD Cover	Death Only	Death and TPD	Death Only	Death and TPD	Death Only	Death and TPD	Death Only	Death and TPD	Death Only	Death and TPD
14	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
15	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
16	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
17	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
18	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
19	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
20	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
21	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
22	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
23	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
24	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
25	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
26	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
27	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
28	70,000	300,000	0.40	1.00	0.50	1.30	0.60	1.70	0.90	2.50	1.50	4.80
29	100,000	300,000	1.00	2.30	1.20	3.00	1.50	3.90	1.90	5.40	3.80	10.90
30	100,000	300,000	1.00	2.30	1.20	3.00	1.50	3.90	1.90	5.40	3.80	10.90
31	150,000	300,000	1.00	2.30	1.20	3.00	1.50	3.90	1.90	5.40	3.80	10.90
32	150,000	300,000	1.00	2.30	1.20	3.00	1.50	3.90	1.90	5.40	3.80	10.90
33	200,000	300,000	1.00	2.30	1.20	3.00	1.50	3.90	1.90	5.40	3.80	10.90
34	200,000	300,000	1.00	2.30	1.20	3.00	1.50	3.90	1.90	5.40	3.80	10.90
35	300,000	300,000	3.60	6.20	4.50	8.40	5.50	10.80	7.30	15.40	13.50	29.50
36	300,000	300,000	3.60	6.20	4.50	8.40	5.50	10.80	7.30	15.40	13.50	29.50
37	300,000	300,000	3.60	6.20	4.50	8.40	5.50	10.80	7.30	15.40	13.50	29.50
38	300,000	300,000	3.60	6.20	4.50	8.40	5.50	10.80	7.30	15.40	13.50	29.50
39	300,000	300,000	3.60	6.20	4.50	8.40	5.50	10.80	7.30	15.40	13.50	29.50
40	285,000	285,000	4.20	8.40	5.20	11.50	6.20	14.60	8.30	21.10	15.80	39.90
41	280,000	280,000	4.20	8.40	5.20	11.50	6.20	14.60	8.30	21.10	15.80	39.90
42	245,000	245,000	4.20	8.40	5.20	11.50	6.20	14.60	8.30	21.10	15.80	39.90
43	220,000	220,000	4.20	8.40	5.20	11.50	6.20	14.60	8.30	21.10	15.80	39.90
44	195,000	195,000	4.20	8.40	5.20	11.50	6.20	14.60	8.30	21.10	15.80	39.90
45	170,000	170,000	2.90	7.00	3.60	9.90	4.30	12.70	5.80	18.40	10.90	33.30
46	145,000	145,000	2.90	7.00	3.60	9.90	4.30	12.70	5.80	18.40	10.90	33.30
47	135,000	135,000	2.90	7.00	3.60	9.90	4.30	12.70	5.80	18.40	10.90	33.30
48	115,000	115,000	2.90	7.00	3.60	9.90	4.30	12.70	5.80	18.40	10.90	33.30

			Female Premium per week (\$) for 1 unit of cover									
			White Collar		Light Blue Collar		Blue Collar		Heavy Blue Collar		Special Risk Collar	
Age	Death Cover	TPD Cover	Death Only	Death and TPD	Death Only	Death and TPD	Death Only	Death and TPD	Death Only	Death and TPD	Death Only	Death and TPD
49	110,000	110,000	2.90	7.00	3.60	9.90	4.30	12.70	5.80	18.40	10.90	33.30
50	95,000	95,000	2.50	6.80	3.10	9.60	3.70	12.50	4.90	18.10	9.40	32.30
51	80,000	80,000	2.50	6.80	3.10	9.60	3.70	12.50	4.90	18.10	9.40	32.30
52	75,000	75,000	2.50	6.80	3.10	9.60	3.70	12.50	4.90	18.10	9.40	32.30
53	65,000	65,000	2.50	6.80	3.10	9.60	3.70	12.50	4.90	18.10	9.40	32.30
54	60,000	60,000	2.50	6.80	3.10	9.60	3.70	12.50	4.90	18.10	9.40	32.30
55	60,000	60,000	2.30	6.50	2.80	9.10	3.40	11.80	4.60	17.40	8.60	30.90
56	50,000	50,000	2.30	6.50	2.80	9.10	3.40	11.80	4.60	17.40	8.60	30.90
57	45,000	45,000	2.30	6.50	2.80	9.10	3.40	11.80	4.60	17.40	8.60	30.90
58	40,000	40,000	2.30	6.50	2.80	9.10	3.40	11.80	4.60	17.40	8.60	30.90
59	35,000	35,000	2.30	6.50	2.80	9.10	3.40	11.80	4.60	17.40	8.60	30.90
60	30,000	30,000	1.80	5.10	2.20	7.20	2.70	9.40	3.60	13.70	6.80	24.20
61	25,000	25,000	1.80	5.10	2.20	7.20	2.70	9.40	3.60	13.70	6.80	24.20
62	25,000	25,000	1.80	5.10	2.20	7.20	2.70	9.40	3.60	13.70	6.80	24.20
63	20,000	20,000	1.80	5.10	2.20	7.20	2.70	9.40	3.60	13.70	6.80	24.20
64	20,000	20,000	1.80	5.10	2.20	7.20	2.70	9.40	3.60	13.70	6.80	24.20
65	20,000	20,000	2.50	7.30	3.20	10.30	3.80	13.30	5.00	19.40	9.40	34.70
66	20,000	20,000	2.50	7.30	3.20	10.30	3.80	13.30	5.00	19.40	9.40	34.70
67	20,000	20,000	2.50	7.30	3.20	10.30	3.80	13.30	5.00	19.40	9.40	34.70
68	20,000	20,000	2.50	7.30	3.20	10.30	3.80	13.30	5.00	19.40	9.40	34.70
69	20,000	20,000	2.50	7.30	3.20	10.30	3.80	13.30	5.00	19.40	9.40	34.70
70	20,000	n/a	4.80	n/a	6.20	n/a	7.30	n/a	9.60	n/a	18.00	n/a
71	20,000	n/a	4.80	n/a	6.20	n/a	7.30	n/a	9.60	n/a	18.00	n/a
72	20,000	n/a	4.80	n/a	6.20	n/a	7.30	n/a	9.60	n/a	18.00	n/a
73	20,000	n/a	4.80	n/a	6.20	n/a	7.30	n/a	9.60	n/a	18.00	n/a
74	20,000	n/a	4.80	n/a	6.20	n/a	7.30	n/a	9.60	n/a	18.00	n/a

The above table shows the cover and premiums available for 1 unit. Members who apply and are accepted for more than 1 unit of cover would have correspondingly higher premiums.

Understanding the insurance changes to your BT Business Super

Tailored premium rate tables^{1,2}

Death Only and Death and TPD premium rates

Age	Premium per month per \$10,000 sum insured (\$)			
	Male		Female	
	Death Only	Death and TPD	Death Only	Death and TPD
14	0.80	0.84	0.36	0.38
15	0.80	0.84	0.36	0.38
16	0.96	1.03	0.41	0.44
17	1.09	1.18	0.44	0.49
18	1.10	1.23	0.44	0.50
19	1.04	1.18	0.43	0.50
20	0.98	1.14	0.41	0.49
21	0.91	1.09	0.36	0.44
22	0.87	1.04	0.35	0.44
23	0.80	0.99	0.33	0.43
24	0.76	0.95	0.30	0.39
25	0.71	0.91	0.28	0.38
26	0.68	0.88	0.27	0.38
27	0.65	0.87	0.28	0.41
28	0.65	0.88	0.28	0.43
29	0.63	0.88	0.30	0.46
30	0.63	0.90	0.32	0.49
31	0.62	0.90	0.33	0.54
32	0.63	0.95	0.36	0.60
33	0.65	0.99	0.39	0.68
34	0.66	1.04	0.43	0.76
35	0.68	1.09	0.47	0.85
36	0.71	1.17	0.52	0.98
37	0.76	1.26	0.57	1.10
38	0.80	1.39	0.62	1.25
39	0.87	1.53	0.68	1.40
40	0.93	1.67	0.73	1.56
41	0.99	1.85	0.79	1.75
42	1.07	2.03	0.82	1.89
43	1.17	2.27	0.84	2.02
44	1.26	2.52	0.87	2.16

Age	Premium per month per \$10,000 sum insured (\$)			
	Male		Female	
	Death Only	Death and TPD	Death Only	Death and TPD
45	1.37	2.81	0.90	2.35
46	1.48	3.12	0.95	2.57
47	1.61	3.49	1.01	2.87
48	1.73	3.86	1.09	3.22
49	1.89	4.31	1.18	3.64
50	2.03	4.78	1.31	4.12
51	2.19	5.30	1.44	4.61
52	2.37	5.87	1.56	5.11
53	2.54	6.50	1.70	5.65
54	2.73	7.10	1.85	6.13
55	2.93	7.74	2.02	6.69
56	3.19	8.53	2.18	7.22
57	3.45	9.42	2.35	7.79
58	3.77	10.44	2.52	8.37
59	4.10	11.56	2.71	9.01
60	4.46	12.79	2.93	9.75
61	4.83	14.10	3.22	10.68
62	5.20	15.50	3.56	11.83
63	5.60	17.02	3.97	13.17
64	6.01	18.67	4.42	14.65
65	6.43	20.91	4.89	16.70
66	6.88	23.42	5.39	19.04
67	7.33	26.23	5.93	21.71
68	7.81	29.38	6.50	24.75
69	8.30	32.91	7.10	28.21
70	9.33	n/a	7.98	n/a
71	10.50	n/a	8.98	n/a
72	11.81	n/a	10.10	n/a
73	13.29	n/a	11.37	n/a
74	14.95	n/a	12.79	n/a

Occupational factors – multiply the premium per month amount above by the applicable loading below.

	Death Only	Death and TPD
White Collar	1.00	1.00
Light Blue Collar	1.25	1.38
Blue Collar	1.50	1.75
Heavy Blue Collar	2.00	2.50
Special Risk Collar	3.75	4.75

1_ Please refer to the table under 'Understanding your insurance options' in this booklet for details of the maximum benefits available.
 2_ For plans with over 500 members, the Insurer has the right to specifically rate an employer's sub-plan, based on the sub-plan's own claims experience. Based on this review, the Insurer may either apply a percentage factor loading or discount which will apply to all members in that particular plan.

Table of one age based unit of cover for a fixed premium

The table below shows the amount of insurance cover purchased per unit for a premium of \$1.73 per week based on your age next birthday, and type of cover.

Age	Purchased for all occupations, male and female	
	Premium \$1.73 per week	
	Death Only	Death and TPD
14	85,726	65,546
15	85,726	65,546
16	85,726	65,546
17	85,726	65,546
18	85,726	65,546
19	85,726	65,546
20	85,726	65,546
21	85,726	65,546
22	85,726	65,546
23	85,726	65,546
24	85,726	65,546
25	85,726	65,546
26	85,726	65,546
27	85,726	65,546
28	85,726	65,546
29	85,726	65,546
30	85,726	63,751
31	85,726	62,248
32	85,726	58,152
33	85,726	54,261
34	82,839	50,863
35	78,943	47,462
36	74,348	43,265
37	69,147	39,371
38	64,753	35,471
39	59,552	31,975
40	55,556	28,977
41	51,757	26,181
42	48,461	23,882
43	45,464	21,783
44	42,568	19,784
45	39,670	17,886
46	36,971	16,188
47	34,273	14,489
48	31,775	13,090
49	29,078	11,691
50	26,879	10,392

Age	Purchased for all occupations, male and female	
	Premium \$1.73 per week	
	Death Only	Death and TPD
51	24,781	9,293
52	22,982	8,394
53	21,284	7,594
54	19,685	6,895
55	18,186	6,395
56	16,787	5,796
57	15,488	5,296
58	14,289	4,796
59	13,190	4,397
60	12,191	3,997
61	11,192	3,597
62	10,292	3,297
63	9,393	2,998
64	8,693	2,698
65	8,094	n/a
66	7,594	n/a
67	7,095	n/a
68	6,695	n/a
69	6,295	n/a
70	5,596	n/a
71	4,996	n/a
72	4,397	n/a
73	3,897	n/a
74	3,497	n/a

Understanding the insurance changes to your BT Business Super

Male Salary Continuance Insurance ('SCI') premium rates

Monthly Benefit = [Annual Salary × up to 75%] ÷ 12¹

Monthly Premium = [monthly benefit ÷ 100] × [monthly premium rate from table below × occupational factor loading]

Age	Two-Year Benefit Period (\$)			Five-Year Benefit Period (\$)			To Age 65 Benefit Period (\$)		
	30-Day Waiting Period	60-Day Waiting Period	90-Day Waiting Period	30-Day Waiting Period	60-Day Waiting Period	90-Day Waiting Period	30-Day Waiting Period	60-Day Waiting Period	90-Day Waiting Period
14	0.25	0.17	0.09	0.38	0.29	0.20	0.55	0.41	0.27
15	0.25	0.17	0.09	0.38	0.29	0.20	0.55	0.41	0.27
16	0.25	0.17	0.09	0.38	0.29	0.20	0.55	0.41	0.27
17	0.25	0.17	0.09	0.38	0.29	0.20	0.55	0.41	0.27
18	0.25	0.17	0.09	0.38	0.29	0.20	0.55	0.41	0.27
19	0.25	0.17	0.09	0.38	0.29	0.20	0.55	0.41	0.27
20	0.25	0.18	0.09	0.38	0.29	0.20	0.55	0.41	0.27
21	0.26	0.18	0.10	0.38	0.28	0.19	0.55	0.40	0.26
22	0.26	0.18	0.10	0.38	0.28	0.18	0.54	0.40	0.25
23	0.26	0.18	0.10	0.38	0.27	0.17	0.54	0.39	0.24
24	0.27	0.19	0.10	0.38	0.27	0.17	0.54	0.39	0.23
25	0.26	0.18	0.10	0.38	0.27	0.16	0.55	0.39	0.23
26	0.25	0.18	0.10	0.38	0.27	0.16	0.56	0.40	0.23
27	0.25	0.18	0.10	0.36	0.26	0.16	0.58	0.41	0.23
28	0.25	0.18	0.10	0.37	0.26	0.16	0.61	0.42	0.24
29	0.26	0.18	0.10	0.38	0.26	0.16	0.64	0.44	0.24
30	0.26	0.19	0.10	0.40	0.28	0.17	0.67	0.46	0.25
31	0.27	0.19	0.10	0.42	0.29	0.18	0.71	0.49	0.27
32	0.28	0.20	0.11	0.45	0.31	0.19	0.76	0.52	0.28
33	0.29	0.20	0.11	0.48	0.33	0.21	0.81	0.55	0.30
34	0.30	0.21	0.12	0.53	0.36	0.23	0.87	0.60	0.32
35	0.32	0.23	0.12	0.58	0.40	0.26	0.93	0.64	0.35
36	0.34	0.24	0.13	0.64	0.44	0.30	1.00	0.69	0.38
37	0.36	0.25	0.13	0.69	0.48	0.34	1.08	0.74	0.41
38	0.38	0.26	0.14	0.75	0.52	0.39	1.16	0.80	0.45
39	0.40	0.28	0.15	0.81	0.57	0.44	1.25	0.87	0.49
40	0.42	0.30	0.16	0.87	0.61	0.50	1.35	0.95	0.55
41	0.45	0.32	0.17	0.93	0.66	0.55	1.45	1.03	0.60
42	0.48	0.34	0.18	0.99	0.71	0.60	1.56	1.12	0.67
43	0.51	0.36	0.19	1.05	0.76	0.65	1.68	1.22	0.75
44	0.55	0.38	0.21	1.12	0.82	0.71	1.81	1.33	0.84
45	0.58	0.41	0.22	1.19	0.89	0.78	1.95	1.45	0.94
46	0.63	0.44	0.24	1.27	0.96	0.86	2.10	1.58	1.06
47	0.67	0.47	0.25	1.36	1.04	0.96	2.26	1.73	1.19
48	0.72	0.51	0.27	1.46	1.13	1.07	2.44	1.89	1.34
49	0.78	0.54	0.29	1.59	1.25	1.21	2.62	2.06	1.50
50	0.84	0.59	0.32	1.73	1.38	1.38	2.82	2.25	1.68
51	0.90	0.63	0.34	1.90	1.54	1.57	3.03	2.45	1.88
52	0.97	0.68	0.37	2.08	1.71	1.79	3.25	2.68	2.10
53	1.05	0.73	0.40	2.30	1.92	2.05	3.49	2.92	2.34
54	1.13	0.79	0.43	2.60	2.20	2.35	3.75	3.18	2.60
55	1.23	0.86	0.46	2.95	2.53	2.70	4.02	3.45	2.88

¹ Please refer to the table under 'Understanding your insurance options' in this booklet for details of the maximum benefits available.

Age	Two-Year Benefit Period (\$)			Five-Year Benefit Period (\$)			To Age 65 Benefit Period (\$)		
	30-Day Waiting Period	60-Day Waiting Period	90-Day Waiting Period	30-Day Waiting Period	60-Day Waiting Period	90-Day Waiting Period	30-Day Waiting Period	60-Day Waiting Period	90-Day Waiting Period
56	1.33	0.93	0.50	3.42	2.97	3.10	4.30	3.74	3.17
57	1.44	1.01	0.54	3.96	3.47	3.43	4.58	4.02	3.46
58	1.56	1.09	0.59	4.58	4.05	3.73	4.85	4.29	3.73
59	1.70	1.19	0.64	5.09	4.53	3.96	5.09	4.53	3.96
60	1.85	1.30	0.70	5.27	4.70	4.12	5.27	4.70	4.12
61	2.02	1.41	0.76	5.34	4.75	4.15	5.34	4.75	4.15
62	1.81	1.27	0.68	5.21	4.58	3.95	5.21	4.58	3.95
63	1.39	0.97	0.52	4.60	3.93	3.26	4.60	3.93	3.26
64	0.97	0.68	0.37	2.65	1.93	1.22	2.65	1.93	1.22

Occupational factors – multiply the rates above by the applicable loading below

Example

The monthly cost of SCI cover (for a two-year benefit period with a 90-day waiting period) available to a male electrician, aged 34 (35 next birthday), earning \$50,000 per year, based on a 75% of salary formula, is calculated as follows.

Monthly Benefit = [\$50,000 × 75%] ÷ 12 = \$3,125

Monthly Premium = [\$3,125 ÷ 100] × [0.12 × 1.75 (blue collar factor loading)] = \$6.56 per month

	SCI
White Collar	1.00
Light Blue Collar	1.35
Blue Collar	1.75
Heavy Blue Collar	2.50
Special Risk Collar	5.00

Understanding the insurance changes to your BT Business Super

Female Salary Continuance Insurance ('SCI') premium rates

Monthly Benefit = [Annual Salary × up to 75%] ÷ 12¹

Monthly Premium = [monthly benefit ÷ 100] × [monthly premium rate from table below × occupational factor loading]

Age	Two-Year Benefit Period (\$)			Five-Year Benefit Period (\$)			To Age 65 Benefit Period (\$)		
	30-Day Waiting Period	60-Day Waiting Period	90-Day Waiting Period	30-Day Waiting Period	60-Day Waiting Period	90-Day Waiting Period	30-Day Waiting Period	60-Day Waiting Period	90-Day Waiting Period
14	0.36	0.26	0.14	0.61	0.46	0.31	1.10	0.76	0.42
15	0.36	0.26	0.14	0.61	0.46	0.31	1.10	0.76	0.42
16	0.36	0.26	0.14	0.61	0.46	0.31	1.10	0.76	0.42
17	0.36	0.26	0.14	0.61	0.46	0.31	1.10	0.76	0.42
18	0.36	0.26	0.14	0.61	0.46	0.31	1.10	0.76	0.42
19	0.36	0.26	0.14	0.61	0.46	0.31	1.10	0.76	0.42
20	0.37	0.26	0.14	0.61	0.46	0.31	1.10	0.76	0.42
21	0.38	0.26	0.14	0.61	0.45	0.30	1.09	0.75	0.40
22	0.38	0.27	0.14	0.61	0.44	0.29	1.09	0.73	0.39
23	0.39	0.27	0.15	0.61	0.44	0.28	1.09	0.73	0.37
24	0.39	0.27	0.15	0.61	0.43	0.27	1.09	0.72	0.36
25	0.38	0.27	0.14	0.61	0.43	0.26	1.10	0.72	0.36
26	0.37	0.26	0.14	0.60	0.42	0.26	1.12	0.73	0.36
27	0.37	0.26	0.14	0.58	0.41	0.26	1.16	0.75	0.36
28	0.37	0.26	0.14	0.59	0.41	0.25	1.21	0.78	0.37
29	0.38	0.26	0.14	0.61	0.42	0.26	1.27	0.81	0.38
30	0.39	0.27	0.15	0.64	0.44	0.27	1.34	0.85	0.39
31	0.40	0.28	0.15	0.68	0.46	0.29	1.42	0.90	0.41
32	0.41	0.29	0.16	0.73	0.50	0.31	1.52	0.96	0.44
33	0.43	0.30	0.16	0.78	0.53	0.34	1.62	1.03	0.46
34	0.45	0.31	0.17	0.85	0.58	0.38	1.74	1.10	0.50
35	0.47	0.33	0.18	0.93	0.64	0.42	1.86	1.18	0.54
36	0.50	0.35	0.19	1.02	0.70	0.48	2.00	1.27	0.58
37	0.52	0.37	0.20	1.11	0.77	0.55	2.16	1.38	0.63
38	0.55	0.39	0.21	1.20	0.83	0.63	2.32	1.49	0.70
39	0.59	0.41	0.22	1.30	0.90	0.71	2.50	1.61	0.76
40	0.62	0.44	0.24	1.39	0.97	0.79	2.69	1.75	0.85
41	0.66	0.46	0.25	1.49	1.05	0.88	2.90	1.90	0.94
42	0.71	0.50	0.27	1.58	1.13	0.96	3.13	2.07	1.04
43	0.76	0.53	0.29	1.68	1.22	1.04	3.37	2.25	1.17
44	0.81	0.56	0.30	1.79	1.31	1.14	3.63	2.46	1.30
45	0.86	0.60	0.32	1.91	1.42	1.25	3.91	2.68	1.46
46	0.92	0.65	0.35	2.04	1.53	1.38	4.21	2.92	1.64
47	0.99	0.69	0.37	2.18	1.66	1.53	4.53	3.19	1.84
48	1.06	0.75	0.40	2.34	1.81	1.70	4.87	3.49	2.07
49	1.14	0.80	0.43	2.54	2.00	1.93	5.24	3.81	2.32
50	1.23	0.86	0.46	2.77	2.21	2.20	5.63	4.16	2.60
51	1.33	0.93	0.50	3.03	2.46	2.50	6.05	4.54	2.92
52	1.43	1.00	0.54	3.33	2.74	2.86	6.51	4.95	3.26
53	1.54	1.08	0.58	3.68	3.07	3.28	6.99	5.40	3.63
54	1.67	1.17	0.63	4.15	3.52	3.77	7.50	5.88	4.04
55	1.80	1.26	0.68	4.71	4.05	4.33	8.05	6.39	4.47
56	1.95	1.37	0.74	5.47	4.75	4.96	8.61	6.92	4.92
57	2.12	1.48	0.80	6.33	5.56	5.49	9.17	7.44	5.36
58	2.30	1.61	0.87	7.33	6.49	5.97	9.71	7.94	5.79

Age	Two-Year Benefit Period (\$)			Five-Year Benefit Period (\$)			To Age 65 Benefit Period (\$)		
	30-Day Waiting Period	60-Day Waiting Period	90-Day Waiting Period	30-Day Waiting Period	60-Day Waiting Period	90-Day Waiting Period	30-Day Waiting Period	60-Day Waiting Period	90-Day Waiting Period
59	2.50	1.75	0.94	8.15	7.25	6.34	10.18	8.38	6.15
60	2.72	1.91	1.03	8.43	7.51	6.60	10.54	8.69	6.39
61	2.96	2.07	1.12	8.54	7.59	6.64	10.68	8.78	6.44
62	2.66	1.86	1.00	8.34	7.33	6.33	10.42	8.48	6.13
63	2.04	1.43	0.77	7.36	6.29	5.22	9.20	7.27	5.05
64	1.42	1.00	0.54	4.24	3.10	1.95	5.30	3.58	1.89

Occupational factors – multiply the rates above by the applicable loading below.

Example

The monthly cost of SCI cover (for a two-year benefit period with a 90 day waiting period) available to a female office worker, aged 39 (40 next birthday), earning \$60,000 per year, based on a 75% of salary formula, is calculated as follows.

$$\text{Monthly Benefit} = [\$60,000 \times 75\%] \div 12 = \$3,750$$

$$\text{Monthly Premium} = [\$3,750 \div 100] \times [0.22 \times 1.00 \text{ (white collar factor loading)}] = \$8.25 \text{ per month}$$

	SCI
White Collar	1.00
Light Blue Collar	1.35
Blue Collar	1.75
Heavy Blue Collar	2.50
Special Risk Collar	5.00

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