

#### MAIN DIFFERENCES BETWEEN INCOME PROTECTION VS SPECIFIED ILLNESS:

##### Income Protection

##### WHAT DOES INCOME PROTECTION COVER?

- ✓ Any illness, injury or disability which prevents you from working (pre-existing conditions may be excluded).
- ✓ Stress and back problems are covered and these are the main causes of claims.
- ✓ Income protection pays you a replacement income if you're unable to do your job due to illness or injury. You will be paid until you are fit to return to work or reach retirement age.
- ✓ Tax relief is available on on premiums at your marginal rate.
- ✓ Income protection benefit payments are taxed as income at your marginal rate at the time of claim.
- ✓ You can claim as many times as you need to, the plan will remain in place even after you have claimed, once you continue to pay the premiums.

##### Specified Illness

##### WHAT DOES SPECIFIED ILLNESS COVER?

- ✓ Only the illnesses specified/named in your plan are covered.
- ✓ Specified illness cover doesn't pay out for stress or back pain (unless the back pain is so severe you can fulfil the permanently disabled definition).
- ✓ Specified illness cover pays you a lump sum on diagnosis of an illness defined in the plan.
- ✓ Tax relief is not available on premiums at your marginal rate.
- ✓ Specified illness benefit payments are tax free.
- ✓ The plan stops once you have claimed.

#### AVERAGE PAYMENTS PER CLAIMANT

€88,370\*



Income Protection

€77,244\*\*

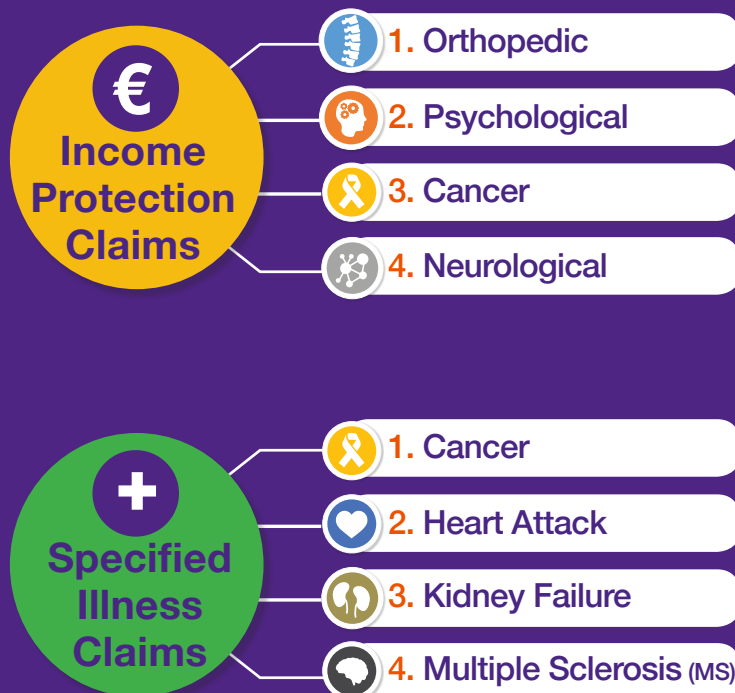


Specified Illness

\*Based on claims with an initial claim inception date in the years 2013-2015, also on claims that ceased between January 2012 and June 2016.

\*\*Based on claims between January 2016 and December 2016.

#### TOP REASONS WHY PEOPLE NEEDED TO CLAIM IN 2016



Based on claims between January 2016 and December 2016.