



MARKET PLUS

LIC'S NEW POLICY

MARKET PLUS



Market Trends

- ✓ **SENSEX is around 10,000 points.....**
- ✓ **Volatility of Market**
- ✓ **Awareness of Unit Linked Plans**
- ✓ **Focus on liquidity**



MARKET TRENDS

- ✓ **Expectation for High returns**
- ✓ **Package Plans**
- ✓ **Insulation from the volatile market**
- ✓ **Security of investment**



Market Trends

- ✓ **Increase in Indian longevity**
- ✓ **Increase in Indian average earning capacity**
- ✓ **High disposable income with no avenues for parking**



REGULATIONS

- IRDA Regulations
- Income Tax Regulations –Changes in Pension Plan Investments



SOLUTION TO ALL THE ABOVE

Unfolding.....

LIC'S MARKET PLUS

a flexi insurance-cum-investment plan



YOUR MONEY DOES MORE THAN ONE JOB

A PLAN THAT SUITS ALL THE NEEDS

High Risk Cover

Opportunity for High Returns

Insulates from volatile market

Flexibility

Unlimited top-up

Freedom to choose your type of investment



Market Plus features

- ❖ It's s pension plan
- ❖ Entry up to age 65/70
- ❖ Unlimited Switches (4 Switches free)
- ❖ Option of 4 funds
- ❖ Flexi Cover
- ❖ No exit charges
- ❖ No bid offer spread
- ❖ Anytime, any amount of Top Ups
- ❖ At par availability
- ❖ Policy can be revived
- ❖ All modes allowed except Monthly



4 types of Funds are available :

Fund Type	Investment in Govt./ Govt. Guaranteed Securities/Debt	Short Term Investments such as money market instruments (incl. Govt. Securities and Debt	Investment in Listed Equity Shares
Bond Fund	Not less than 80%	100%	Nil
Secured Fund	Not less than 65%	Not more than 85%	Not less than 15% and not more than 20%
Balanced Fund	Not less than 50%	Not more than 70%	Not less than 30% and not more than 50%
Growth Fund	Not less than 20%	Not more than 40%	Not less than 60% and not more than 80%

You may choose any one type of Fund



Is switching from one fund to another allowed ?

Yes. Fund to fund switch allowed during the policy term.

4 switches are free in a policy year.

Subsequent switches will cost Rs.100 per switch.



Who can avail of this plan ?

- **Any one aged 18 to 65 years**

What is the term of the policy ?

- Minimum Deferment Period 5 years

What is the Minimum age of vesting ?

- 40 Years last birthday

How much life cover can be availed?

- **Minimum of Rs.25,000 for single premium**
- **Maximum Equal to that of single premium**
- **Minimum of Rs 50,000 for regular Premium**
- **Maximum 20 times of annualized premium under regular mode**



How much premium can be paid ?

- **Minimum Rs.5000 p.a. under Regular Premium
Rs.10,000 under Single Premium**
- **Maximum : NO LIMIT**

What riders are available?

- Accident Benefit



How are units allotted ?

Allocation rate depends on mode and size of premium as follows :

Single Premium :

0.9670

Regular Premium :

Premium Band Rs. (per annum)	Allocation Rate	
	1 st Year	Thereafter
5,000 to 75,000	0.8350	0.9750
75,001 to 1,50,000	0.8425	0.9750
1,50,001 to 3,00,000	0.8500	0.9750
3,00,001 to 5,00,000	0.8575	0.9750
5,00,001 & above	0.8650	0.9750

Allocation rate for top-ups: 0.9875



What are the charges payable under the policy ?

Life Cover and Accident Benefit Charge: will be taken every month by canceling appropriate no. of units as per the rate prevalent at the time of policy issue or as amended from time to time based on actual experience.

Life Cover charges during the policy year will be based on age as at the policy anniversary coinciding with or preceding the due date of cancellation of units.

Level charge of Rs.0.50 per thousand sum assured for accident cover per annum by cancellation of appropriate no. of units.



Policy Administrative

Charge : Rs.60 per month during first Policy year and Rs.20 per month thereafter by canceling appropriate units.

Switching Charges:

This is a charge levied on switching of monies from one fund to another. (4 Switches are free)

Miscellaneous Charges:

This is charges levied for alterations such as term, mode, etc., (Rs. 50/- per alteration)

Fund Management Charges:

Are dependant on type of Fund & deductible on date of computation of NAV at following rates:

**0.75% p.a. of Unit Fund for Bond,
1% p.a. of Unit fund for Secured
Fund, 1.25% p.a. of Unit Fund for
Balanced Fund & 1.50% p.a. of
Unit Fund for Growth Fund**

Service Tax Charge: Service Tax Charge shall be levied on the Life Cover Charges & Accident Benefit Charges. Effective rate is 12.24%



Can the premium be 'topped up'?

YES

Single Premium: Top-up can be done any time . Unlimited top-up allowed

Regular Premium: Top-up can be paid only if all due premiums have been paid. Unlimited top-up allowed.



Does policy lapse if premiums are not paid in future?

Policy can be revived during first two years from the due date of FUP before vesting which ever is earlier..

If premiums have been paid for at least 3 years and subsequent premiums are not paid the policy can be revived within 2 years from the due date of FUP but before vesting No proof of continued insurability is required whether life cover is opted for or not..

If premiums have not been paid for at least 3 years the policy can be revived within 2 years from the due date of FUP. If life cover is opted for, the revival shall be made on the payment of all the arrears without interest subject to submission of proof of continued insurability to the satisfaction of Corporation. If life cover is not opted for revival shall be made on payment of premiums without interest



Is accidental death covered ?

It can be availed as an option by paying an additional premium of Rs.0.50 for every Rs. 1000 of Accident Benefit Sum Assured per policy year by cancellation of units.

The accident benefit will Be available only till the policy anniversary on which the age nearer birthday of the policyholder is 70 Years

On unfortunate accidental death during the term, a sum equal to Accidental Sum Assured is paid, if opted for, subject to an overall limit of Re. 50 lakhs under all policies put together.

The accidental death cover is available only if life cover is opted for



Benefits payable on death before vesting

❖ **Death Cover :**

(If Life Cover Opted for):

Sum Assured under Basic Plan

+ Bid Value (of units held)

❖ **Death Cover :**

(If Life Cover is not opted for)

Bid Value (of units held)



Maturity Benefits

On policyholder surviving up to the date of vesting :

The fund Value of the units held in the policy holder's account will compulsorily utilized to provide an annuity based on the then prevailing immediate annuity rates under the relevant option.



TARGET GROUP ??

- Investment Oriented Individuals
- Retired personnel/ VRS optees.
- Businessmen for attractive returns
- Employee groups for SIP.
- Persons with parking money with Banks/ Post Office/Mutual funds.



TARGET GROUP ??

- Customers with mutual fund portfolio
- SB,MC &DC proceeds
- Bima Nivesh maturity proceeds
- Claims recycling



THANK YOU