

# Premium Comparisons

Research provided by Plan for Life

Generated April 2020

<b>Product Type</b>	Standalone Term Life Insurance
<b>Insured Details</b>	\$500,000
<b>Smoking Status</b>	Non Smoker
<b>State</b>	New South Wales
<b>Occupation</b>	Administrator - Clerical Worker
<b>Premium Frequency</b>	Monthly
<b>Premium Basis</b>	Stepped

## How our Premiums Compare (the NobleOak premiums in the tables include a discount as described below)

NobleOak offers similarly comprehensive levels of cover to those you would normally expect through a financial adviser or broker, and we aim to do this at a lower cost.

The information shows that with our competitive Life Insurance premiums for selected associations and journal readers, considerable savings are possible when compared with premiums for Life Insurance from a range of major insurers based on a range of products purchased through an adviser or directly through the insurer. Please note that the premiums currently available for customers include a 10% discount to our standard Premium Life Direct premium rates, and this discount has been factored into the calculations.

The savings quoted are the average savings when comparing NobleOak's premiums (including the discount to standard rates) for its Term Life cover under NobleOak's Premium Life Direct product to the average cost of Term Life Insurance cover offered by a range of other Life Insurance companies, including products available directly from the insurer (6 products included in this comparison) and those available for purchase through a financial adviser or broker (6 products included in this comparison). The comparison tables below provide more detailed information and calculations, based on premium rates available at the 28<sup>th</sup> of April 2020. Life Insurance rates for insurers, including NobleOak, may change since that time and this could change the outcome.

DIRECT																
		MALE Age and Monthly Premium for \$500,000 Cover							FEMALE Age and Monthly Premium for \$500,000 Cover							
Issuer		30	35	40	45	50	55	60	30	35	40	45	50	55	60	
<b>NOBLEOAK</b>	<b>Premium Life Direct</b>	<b>\$21</b>	<b>\$21</b>	<b>\$25</b>	<b>\$37</b>	<b>\$67</b>	<b>\$131</b>	<b>\$254</b>	<b>\$14</b>	<b>\$15</b>	<b>\$18</b>	<b>\$28</b>	<b>\$50</b>	<b>\$90</b>	<b>\$166</b>	
Compare																
	<b>Product A</b>	\$45	\$48	\$63	\$88	\$148	\$281	\$477	\$35	\$41	\$50	\$70	\$113	\$189	\$298	
	<b>Product B</b>	\$35	\$35	\$44	\$67	\$122	\$225	N/A	\$26	\$27	\$33	\$51	\$90	\$154	N/A	
	<b>Product C</b>	\$47	\$51	\$66	\$93	\$156	\$296	\$502	\$37	\$43	\$52	\$74	\$119	\$199	\$313	
	<b>Product D</b>	\$42	\$47	\$63	\$89	\$126	\$220	\$448	\$29	\$34	\$50	\$73	\$109	\$167	\$295	
	<b>Product E</b>	\$47	\$51	\$66	\$93	\$156	\$296	\$502	\$37	\$43	\$52	\$74	\$119	\$199	\$313	
	<b>Product F</b>	\$32	\$33	\$40	\$64	\$118	\$229	\$463	\$22	\$24	\$31	\$47	\$86	\$157	\$304	
Percentage difference between base over comparison premium																
<b>Average</b>		-48%	-51%	-55%	-54%	-51%	-48%	-47%	-54%	-54%	-59%	-55%	-52%	-49%	-45%	
		<b>Average for Males -51%</b>							<b>Average for Females -53%</b>							
<b>OVERALL AVERAGE -52%</b>																

RETAIL ADVISED																
		MALE Age and Monthly Premium for \$500,000 Cover							FEMALE Age and Monthly Premium for \$500,000 Cover							
Product		30	35	40	45	50	55	60	30	35	40	45	50	55	60	
<b>NOBLEOAK</b>	<b>Premium Life Direct</b>	<b>\$21</b>	<b>\$21</b>	<b>\$25</b>	<b>\$37</b>	<b>\$67</b>	<b>\$131</b>	<b>\$245</b>	<b>\$14</b>	<b>\$15</b>	<b>\$18</b>	<b>\$28</b>	<b>\$50</b>	<b>\$90</b>	<b>\$166</b>	
Compare																
	<b>Product A</b>	\$33	\$27	\$30	\$39	\$72	\$142	\$297	\$23	\$22	\$23	\$31	\$51	\$95	\$187	
	<b>Product B</b>	\$24	\$24	\$28	\$42	\$76	\$150	\$304	\$16	\$18	\$22	\$32	\$57	\$103	\$193	
	<b>Product C</b>	\$25	\$26	\$31	\$44	\$80	\$157	\$316	\$18	\$20	\$24	\$33	\$58	\$106	\$199	
	<b>Product D</b>	\$28	\$28	\$33	\$47	\$80	\$149	\$291	\$22	\$24	\$28	\$40	\$67	\$117	\$217	
	<b>Product E</b>	\$28	\$26	\$30	\$43	\$75	\$143	\$285	\$20	\$21	\$25	\$34	\$56	\$100	\$182	
	<b>Product F</b>	\$28	\$28	\$32	\$45	\$75	\$138	\$265	\$23	\$24	\$28	\$38	\$61	\$102	\$174	
Percentage difference between base over comparison premium																
<b>Average</b>		-24%	-21%	-20%	-15%	-12%	-11%	-13%	-32%	-28%	-29%	-17%	-14%	-13%	-13%	
		<b>Average for Males -17%</b>							<b>Average for Females -21%</b>							
<b>OVERALL AVERAGE -19%</b>																

The first table above illustrates how, based on premium rate information available at April 2020 for products from a range of other Life Insurance companies, Plan for Life has calculated that for Term Life Insurance cover, NobleOak's Premium Life Direct product including the discount to our standard premium rates is on average 52% lower than other selected comparable Direct Offerings (using an analysis of 6 products, Male and Female non-smoker White Collar workers with a Sum Insured of \$500,000 and across 5 year age bands from age 30 to age 60). The second table above illustrates how, based on premium rates available as at April 2020, Plan for Life has calculated that for Term Life Insurance cover, NobleOak's Premium Life Direct product is on average 19% lower than the selected products available as Advised Offerings (using an analysis of 6 products, Male and Female non-smoker with a Sum Insured of \$500,000 and across 5 year age bands from age 30 to age 60 for Advised products). Plan for Life, Actuaries and Researchers is a popular independent provider of comparison information used by Life insurers. The information was prepared for NobleOak by Plan for Life in April 2020 on how NobleOak's premiums compare to a range of other insurers. Plan for Life, Actuaries and Researchers is the leading independent supplier of Australian Life Insurance and Managed Funds market information, relied upon for over 20 years by the leading life offices, analysts, dealer groups and government bodies.