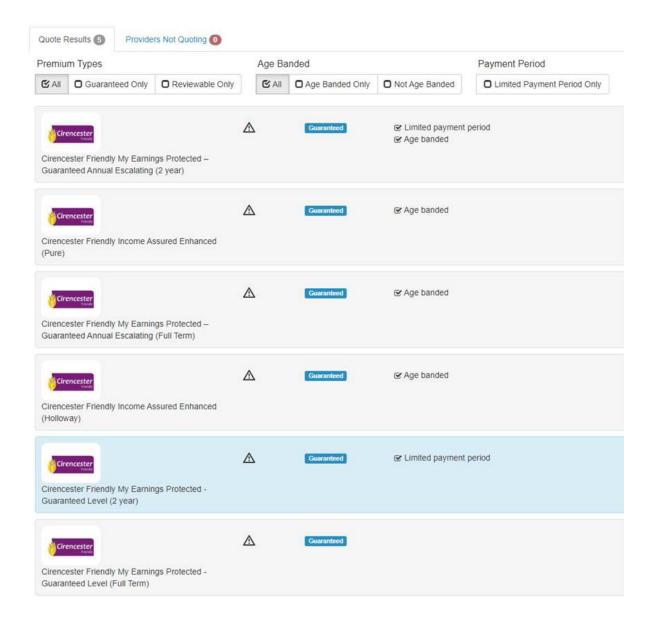


Further to recent communications I'm excited to tell you that the launch for our new Short Term Benefit option on My Earnings Protected is scheduled for Tuesday 20<sup>th</sup> June! Just next week. There is a countdown running on our website and you may start seeing some of our teaser campaign activity online. In the meantime, I thought it worth sharing a few extra details.

## How it will look on Portals

Although it is a new <u>option</u> within our existing My Earnings Protected product you will see additional quote returns on the portals.

On iPipeline Solution Builder our product returns are shown below. The (2 year) after the product name reflects the new Short Term Benefit Option where there is both 'level' and 'annual escalating' (age banded) options.



On Iress (The Exchange) for both 'level' and 'escalating' (age-costed) options you will see this new return:

1. My Earnings Protected (2 year)

In order to differentiate, the current full-term version of the product will appear as:

2. My Earnings Protected (Full-term)

## **New exclusions**

It is also worth noting that at the same time as launching this product we are introducing a motorsport exclusion across both of our IP contracts, so people that participate in regular motorsport activities as a hobby will no longer be able to take out either our My Earnings Protected (short or long-term benefit) or our Income Assured Enhanced contracts. Having reviewed our exposure in this area and the risk profile it is a necessary step to take to ensure the right balance of business and we wanted to let you know. We will also be communicating this to those advisers most affected.