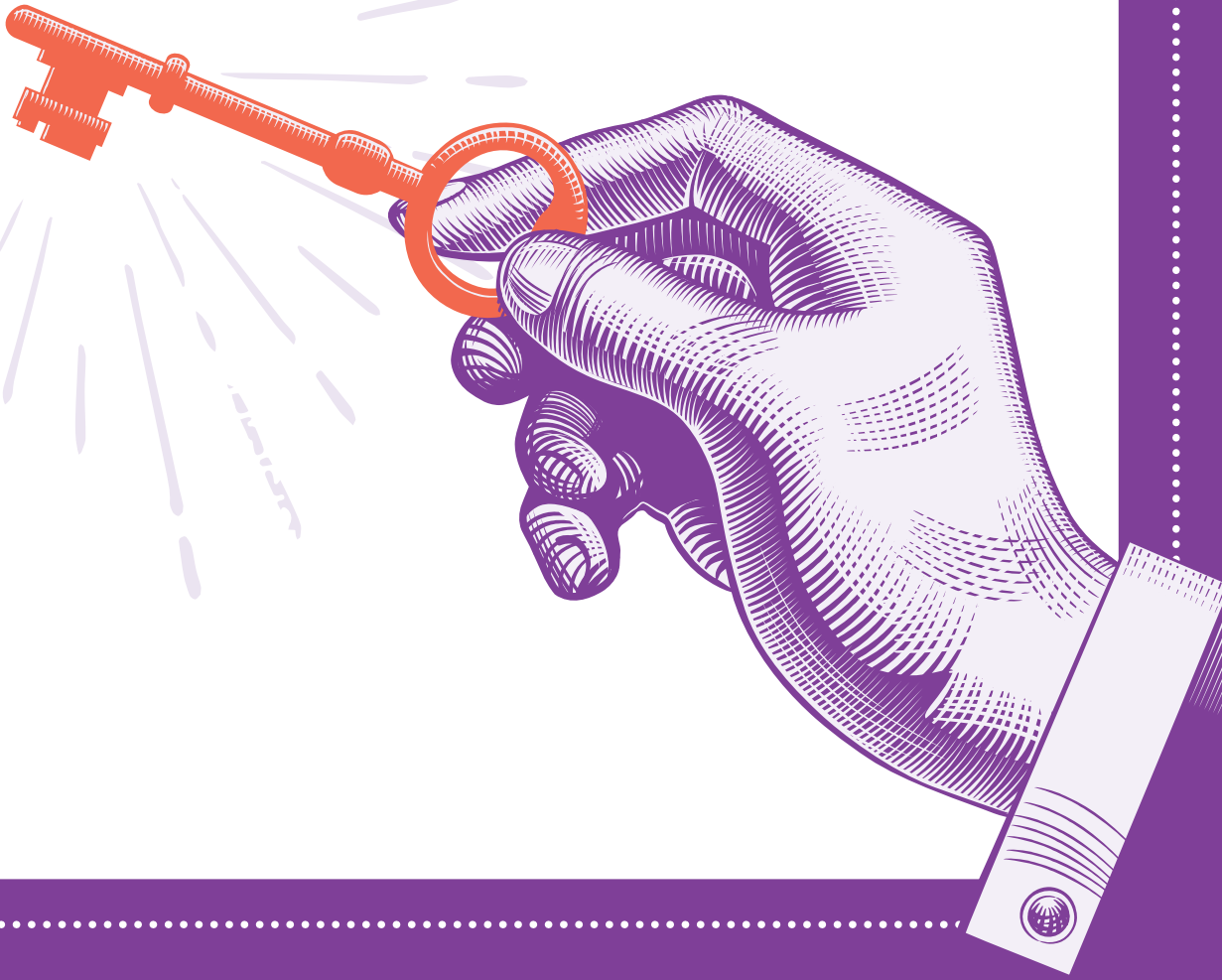




UNLOCK

THE BEST
MORTGAGE
PROTECTION

Enhanced Mortgage Protection
from Royal London



Choose Royal London's Mortgage Protection to offer your clients **the best cover available!**

We've made our Mortgage Protection cover even better than before with:

- **Dual Life Mortgage Protection for the same price as Joint Life.**
- **A Conversion Option available for just 5% extra cost.**
- **The best cover available for as little as €10 per month (including 1% Government Levy).**

MORE OPTIONS...

Dual Life Option

You can now offer your clients cover on a Dual Life basis for Mortgage Protection **for the same price as Joint Life.**

We will price-match Dual Life cover to the cheapest Joint Life premium¹ available – making our Dual Life cover the best value in the market. This applies to Mortgage Protection Life Cover only policies (excluding Mortgage Protection with Specified Serious Illness cover). As the two lives are covered independently, a claim for one of the lives has no impact on the levels of cover relating to the other life.

Dual Life compared to Joint Life

Example:

Sean and Claire, both non-smokers aged 29, want to take out mortgage protection for a sum assured of €300,000 to cover their mortgage for a period of 30 years. They take out cover with Royal London and get Dual Life cover for **the same price as the best-in-market Joint Life cover.**

Unfortunately, both Sean and Claire pass away as a result of a car accident with €250,000 left outstanding on their mortgage cover. With Dual Life Mortgage Protection, the policy would pay out €250,000 for both Sean and Claire's lives;

€250,000 would settle the mortgage, leaving €250,000 for their estate. So the policy would pay out a total of €500,000.

However, if the couple had chosen Joint Life Mortgage Protection, when they both died a claim for €250,000 would have been paid out by the policy to settle the mortgage with nothing left over for their estate and the policy would have ended.

So, with Royal London's Dual Life Mortgage Protection, your clients can get twice the amount of cover for the same price as the best-in-market Joint Life cover.

Conversion Option

Conversion Option available for just 5% extra cost, **making it the lowest price for a conversion option in the market.**

For just 5% more than the cheapest Mortgage Protection premium¹ that's available in the market your clients can have a Convertible Mortgage Protection policy from Royal London.

Your clients can now choose to add a Conversion Option to their Mortgage Protection which is a valuable added benefit giving them more flexibility in the future. This excludes Mortgage Protection with Specified Serious Illness cover.

It will allow them to convert their policy to a new Royal London policy in the future, without having to provide evidence of health, right up until they turn 70. To choose this option they must have started their policy before their 65th birthday. A rolling conversion option is also available so that it can be used multiple times.

How does a Convertible Option work?

Example 1:

Stephen and Lisa, both non-smokers aged 29, take out mortgage protection for a sum assured of €300,000 for a period of 30 years. They choose to add a Conversion Option for an increase in premiums of 5%.

Five years later, their financial circumstances change. The Conversion Option on their policy gives them the flexibility to do one of the following:

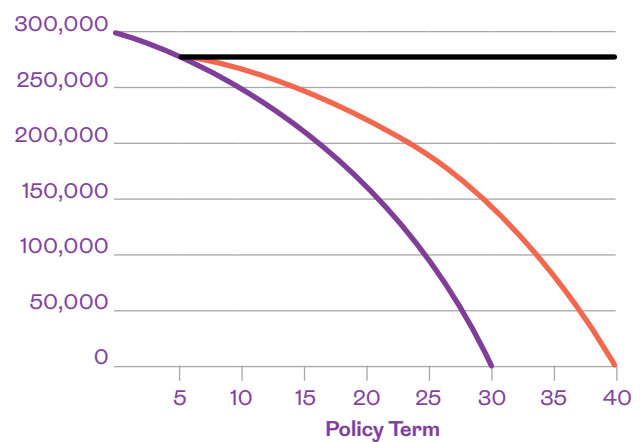
- **extend the term of the cover on their current policy in line with an extended mortgage term** (see graph)

or

- **convert from a decreasing term to a level term policy to match an interest only mortgage** (see graph)

Graph 1:

Sum Assured



— Original Sum Assured

— Extend Mortgage Term

— Convert to Level Term

Example 2:

John and Anna, both non-smokers aged 29, take out mortgage protection for a sum assured of €300,000 for a period of 30 years. They choose to add a Conversion Option for an increase in premiums of 5%.

Five years later their first child is born and they decide to purchase a larger house. Their policy with Royal London comes with a Guaranteed Insurability Option along with the Conversion Option they selected. This means their policy gives them the flexibility to do one of the following, without having to undergo medical underwriting again so they avoid potentially paying significantly higher premiums or having their cover declined.

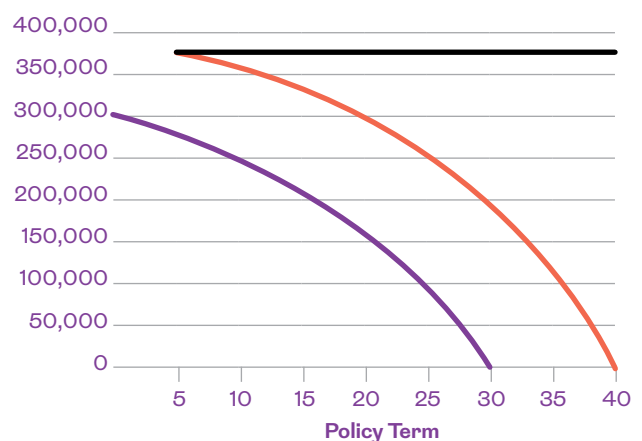
- **extend the term of cover to match the extended mortgage term and increase their mortgage cover by €100,000** (see graph)

or

- **convert from a decreasing term to a level term policy and increase their mortgage cover by €100,000 thereby increasing their level of personal cover** (see graph)

Graph 2:

Sum Assured



— Original Sum Assured

— Extend Mortgage Term

— Convert to Level Term

¹Cheapest premium available on Best Advice, Adviser Plus, Clear Choice or Money Advice.

Graphs assume the policy is to cover a decreasing mortgage with an interest rate of 6% per annum.

MORE VALUE

Lowest minimum premium rate & Price-matching

You can now offer your clients the best Mortgage Protection cover available for **as little as €10 per month.***

This excludes Mortgage Protection with Specified Serious Illness cover.

In November 2018, mortgage approval rates were up 4.5% year-on-year.** Our lower minimum premium rate now means that you can offer the best Mortgage Protection cover to more of your clients. A guaranteed premium of as little as €10 per month* for market leading cover will appeal to a wider range of potential clients, in particular those who are first time buyers.

We price-match*** to the best broker-market price on Mortgage Protection cover, making this product even more competitive! So give your clients the peace of mind they deserve – ensuring they are covered by the market's best Mortgage Protection cover.

GREAT SERVICE

Independently recognised by industry for excellence,**** we want to ensure that we continue to help you offer the best and most valuable products and services to your clients. We believe our Mortgage Protection offering is the best Mortgage Protection cover currently available in the market – backed up by our Dublin based support team fully committed to providing you and your clients with superior and continuously improving service.

Have you any comments or questions?
Email us at feedback@royallondon.ie

* Including 1% Government Levy

** The Banking & Payments Federation Ireland (BPMFI) Mortgage Approvals Report – November 2018.

*** Price-match for indexed policies is against the cheapest level premium available and applies for the first year after which the premium will increase by 4% per annum. Price-match only applies to applications submitted online and is subject to sum assured limits and Royal London's minimum premium. Price-match does not apply to annual premium policies and can be withdrawn at any time. The final price-match will be based on the premium applicable on the date of policy issue and applies only to the ordinary rates premium. The price-match premium will be used as the base rate where a rating applies.

**** 1st for Service Excellence at the Brokers Ireland Excellence Awards 2018 and 2017. Mortgage Protection Provider of the Year and Sales Support Team of the Year (Mortgage Protection) at the 2018 Association of Expert Mortgage Advisors (AEMA) Awards.



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