

# 0.01% premium reduction on Term insurance

## Summary:

- The 2026 Term and Perm Special Offer provides a 10% discount on eligible permanent life insurance premiums, applied for the life of the policy, when bundled with term insurance.
- Our administration system technically requires a percentage reduction to be applied to the Term product in the bundle when a lifetime discount on Perm is activated.
- To accommodate this technical requirement, we have applied a nominal 0.01% premium reduction on the Term policy in the bundle.
- This reduction will appear as a premium discount on the Sun Life Illustrations, Sun eApp and Term policy pages.

## What Clients receive:

- Perm Policy: 10% premium discount (the main offer)
- Term Policy: 0.01% nominal premium reduction (appears as a premium discount). The 0.01% Term premium reduction applies to term base premium and any Term Insurance Benefit (TIB) rider on the permanent policy

## Important notes:

- The 0.01% premium reduction is subject to the same terms and conditions as the 10% Perm discount
- Due to the nominal nature of the 0.01% premium reduction, in some instances, there may be minimal or no visible difference between discounted and full premium amounts provided in Sun Life Illustrations, Sun eApp or Term policy pages.

## How to position to Clients:

- Emphasize the meaningful **10% Perm premium discount** as the primary benefit of the 2026 Term and Perm Special Offer.
- Clarify that the 0.01% Term premium reduction is simply a **technical system requirement** needed to activate the offer, if questions arise.