

# HYAT SUPERIOR

**My Family is Secured Financially at a low cost**  
I am covered till 100



الشركة الإسلامية العربية للتأمين (ش.م.ع.)  
ISLAMIC ARAB INSURANCE CO. (P.S.C.)

SECURING OUR FUTURE. *together.*



**"CONGRATULATIONS"  
YOUR FAMILY'S FINANCIAL  
PROTECTION  
STARTS HERE**



## **SALAMA - STRONG FOUNDATION FOR A BETTER FUTURE**

SALAMA - Islamic Arab Insurance Company is one of the world's largest and the oldest Takaful provider, listed in Dubai Financial Market with paid-up capital of AED 1.21 Billion (USD 330 Million). SALAMA has been a pioneer in the Takaful Industry right from its incorporation in 1979 to its present day distinction as leading Sharia'h compliant insurance solution provider.

SALAMA's stability and success can be attributed to the strategy of keeping customers and partners at the heart of business and staying true to its values and principles. SALAMA has always designed and developed solutions that meet the ever-changing demand of customers - this has given SALAMA the solid reputation of providing the most competitive and diverse Takaful solutions.

SALAMA serves both Individual and Institutional customers in the UAE, and through its extensive network of Subsidiaries and Associates in Saudi Arabia & Egypt.

As the UAE's leading Takaful Company, SALAMA offers a comprehensive range of Family, General and Health Takaful solutions. Its high credibility, reputation for quality, high standard of service and access to Takaful best practices has won SALAMA many accolades. SALAMA continues to be the preferred Takaful provider for its partners and customers - keeping up with its commitment of 'Securing our future - Together'.



As UAE's specialized Takaful Company, SALAMA offers a comprehensive range of General, Family and Health Takaful solutions to individuals, families and companies. Being a pioneer of Takaful Industry, SALAMA has always designed and developed products and solutions that meet the ever changing needs and demands of customers. High credibility, reputation for quality, high standards of services and access to Takaful's best practices only make it certain that SALAMA is uniquely placed to provide affordable Takaful solutions across the UAE and is committed to become the Takaful Operator of choice by delivering the SALAMA promise - Securing Our Future. Together.

## **PAID-UP CAPITAL**

SALAMA has a paid-up capital of USD 330 million (in excess of AED 1.21 billion).

## **LISTINGS**

SALAMA is listed in the Dubai Financial Market.



## PROTECTION PLANNING

Protection Planning can help protect your personal assets and business interests, your family's standard of living and can help you leave back a legacy for your family. Choosing the appropriate life takaful cover can help preserve the assets that you spent years accumulating for your loved ones. Your family's dreams and aspirations are very precious to you. So why not make sure that they are protected as well. In case of an unfortunate event, even the best-laid plans can go wrong if not well protected with the correct level of Family Takaful Benefit.

## PROTECTION AGAINST LIFE'S TWISTS AND TURNS

Life's only constant is change. The realities in life are dynamic in nature. It requires you to constantly monitor, review and rebalance your long term goals. Your financial and protection plans also is a part of this cycle. SALAMA's Hyat Superior plan is designed to help you in mitigating the uncertain events in your life and provide a secure future for your family and for you in your old age.

## KEY REASONS TO BUY A HYAT SUPERIOR

### For Family Protection

To make you confident of providing your loved ones with financial protection against an unfortunate event:

- 1.1. The benefit paid out can be used to help protect your dependants financial needs by providing a lump sum or regular income.
- 1.2. Increase your protection with additional optional benefits like: Critical Illness, Accidental Death Benefit, Waiver of Contribution, Permanent Total Disability, Family Income Benefit, Hospital Cash Benefit and Accidental Dismemberment Benefit.

### For Business Protection

The Hyat Superior Protection Plan has several uses for business protection:

#### • Directors'/Partners' Share Protection

Business partners or directors of a company can each arrange a Hyat Superior Plan which pays out on their demise to the surviving business associates, so that survivors can use the money to purchase the deceased's share of the business from his/her estate.

#### • Key Person Protection

The Hyat Superior Protection Plan can help to protect the company against the financial loss of a 'key' employee as a result of a covered event.

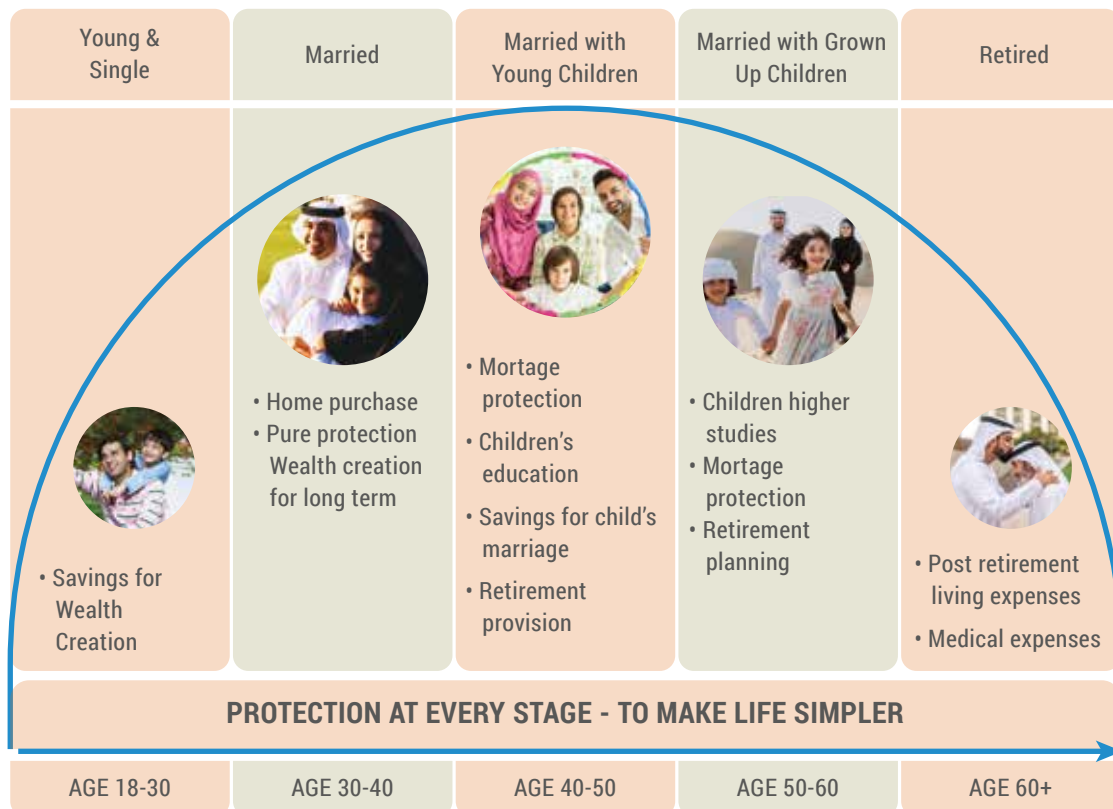
## ABOUT HYAT SUPERIOR

Life is a long journey and a companion who is with you at each milestone of the way, is welcome. So as you walk down the path of life, let SALAMA's Hyat Superior accompany you. It is a tool to build on your growth in your early years, a plan for protecting your family's needs and a fund creation vehicle for your old age requirements.

## WHY HYAT SUPERIOR

### • Coverage till age 100

A plan that provides you a lifetime of security and additional protection benefits till age 100.



### • Customize with Optional Benefits

Mutiple optional benefits to choose from, help tailor-make your Plan as per your needs.

### What is the suggested Life Cover that one must have?

Choosing the appropriate Life Cover depends on a lot of factors like - number of working years left, number of dependants, annual income, lifestyle habits and other parameters.

Hyat Superior allows you to choose from a wide range of Protection Benefits. You can change or add a benefit to suit your circumstances.

Hyat Superior Pick and Mix Approach...

.... not only allows you to arrange a Plan for today tailored to your requirements but allows you to alter it as needs change (some changes may require additional evidence of health).



## IT AIMS

- To pay out an agreed Family Takaful Benefit if the Covered Member passes away during the term of the Plan.
- To build up a sum that you aim to get at the end of the Plan Term.
- To pay out an agreed additional Protection Benefit as selected by you.

## FLEXIBILITY

Hyat Superior gives you more control over your future by providing the versatility, flexibility, and protection that you and your family deserve. Flexibility is not just limited to benefits but extends to where you invest and how much you save.

You may begin by selecting the level of protection, contribution amount and period you want to pay depending upon your financial objectives.

A request to alter benefits may be made at any time. Where Benefits are to be added or increased, evidence of health may be required.

## YOUR COMMITMENT

You are required to do the following:

- To pay regular Monthly, Quarterly, Half-Yearly or Yearly Contributions until the end of your Contribution term.
- Let us know if there is any change in your health, occupation, family history or taking part in any hazardous pursuit or residence status between the time of completing the Application Form and the time of issuing the Plan.
- If you need to make a claim, then please provide all the information we may request.

## THE PLAN

Hyat Superior - Your benefits explained

- Hyat Superior provides Family Takaful cover up to the Plan Anniversary up to the 100<sup>th</sup> birthday of the Covered Member.
- It provides different types of life cover. The ones applicable to you will be specified in your Plan schedule.
- Single cover - this means that the plan covers one individual and the benefit will be paid out upon that person's death or happening of a covered event.
- Dual cover - this means that both lives are covered individually. We will pay out on either life on happening of a covered event. The Plan will continue with full cover on the other person provided the Fund Value is sufficient to cover plan charges.
- The following is a table of minimum and maximum:

Age	PRODUCT PARAMETERS	
	Minimum	Maximum
Age at Entry	18 years	74 years
Age at Maturity	100 years	

## PLAN OWNERSHIP

Hyat Superior can be owned by an individual or corporate entity. The Covered Member can be a third party (Life of Another).

## PLAN CURRENCY

Plan Currency can be either UAE Dirham or US Dollar.

## THE BENEFITS

At SALAMA, we believe in offering you solutions and not just products. Hyat Superior can provide you and your family with the money needed should anything unfortunate happen to you. An unexpected mishap will not only impact your present, it will also adversely affect your future plans. You would not want to leave your loved ones unprepared for the future. For example, being the main provider, the income could cease at the time your Family will need it the most. For this reason, Hyat Superior offers Family Takaful Cover and a choice of additional Optional Benefits.

## FAMILY TAKAFUL BENEFIT

A built-in Benefit that provides a lump sum payment if the Covered Member passes away prior to the End Date of the Plan.

If the Benefit is paid, the Plan ends.

## TERMINAL ILLNESS BENEFIT

This built-in Benefit pays a lump sum payment if the Covered Member is diagnosed as being terminally ill with a life expectancy of less than 12 months within the Plan Term.

If a Terminal Illness claim is paid, the Plan ends.

## OPTIONAL PROTECTION BENEFITS

### Accidental Death Benefit

This optional Benefit provides an additional lump sum where death of the Covered Member is directly and solely because of an accident.

### Permanent and Total Disability Benefit

This optional Benefit provides a lump sum payment if as a result of a sickness or an accident, the Covered Member becomes Permanently and Totally Disabled, thus losing the ability to work in any occupation.

If a Permanent and Total Disability claim is paid, the Family Takaful cover will be reduced by the amount paid.

### Waiver of Contribution

This optional Benefit will pay the remaining Regular Contributions on behalf of the Plan Holder if as a result of sickness or accident, the Covered Member becomes Permanently and Totally Disabled and is unable to perform any occupation.

### Critical Illness Benefit

This optional Benefit provides a lump sum on diagnosis of a critical illness from a predetermined list of 36 diseases subject to a minimum survival period of one month.

If Critical Illness claim is paid, the Family Takaful Cover will be reduced by the amount paid.

### Family Income Benefit

This optional Benefit provides fix annuity payments to the family upon death of the Covered Member for a period chosen by the him between 1 and 40 years.



## OPTIONAL PROTECTION BENEFITS

### Accidental Total or Partial Permanent Disability (Accidental Dismemberment Benefit):

This optional Benefit provides an additional lump sum payable in the event of accidental bodily injury resulting in total or partial permanent disability such as loss of limb, loss of eyes, etc. The benefit amount is scaled and is linked to predetermined list of disabilities.

### Hospital Cash Benefit

Under this Optional Benefit a fixed amount is payable for each day (up-to maximum of 30 days per year) in case of Covered Member's hospitalisation for a continuous period of more than 3 days.

## CONTRIBUTIONS

### Regular Contributions

- You may select to pay your Regular Contributions over a period as short as 5 years or throughout the term of the Plan. Equally you may choose levels of cover that are projected to be maintained until the End Date of your Plan or for a shorter period.

Mode of Payment	Minimum Contribution* (AED)	Minimum Contribution* (US \$)
Monthly	200	50
Quarterly	600	150
Half Yearly	1,200	300
Yearly	2,000	500

\* The minimum increase in Contribution is also same as above

## GRACE PERIOD

If your Regular Contribution is not received within 90 days from the Contribution due date after the Plan has acquired an Encashment Value, the Plan will continue and no further Regular Contributions will be requested. Cover will continue to be provided as long as the value of the Plan is sufficient to fund the Benefits.

## CONTRIBUTION HOLIDAY

A Contribution Holiday for a maximum period of 1 year can be granted, provided that at least 5 years of Contribution payments have been paid and the Plan has sufficient fund value to continue the benefits during the Contribution Holiday.

## REGULAR CONTRIBUTION - INCREASE / DECREASE

Regular Contributions can be increased at any time. However, the excess of the contribution over the Regular Contribution each time shall be treated as a regular top-up and a different allocation rate will be applicable.

The allocation rate for top-up is 92.5%.

After the Plan has been in force for a period of 5 years, Regular Contributions can be decreased at any Plan Anniversary. The resultant Regular Contribution must not be less than the prevailing minimum for new Plans.

## METHOD OF PAYMENT

The following payment methods are available:

Bank standing order, telegraphic transfer, cheque, credit card \*.

\*If mode of payment is credit cards, additional bank charges will apply.

## FEES AND CHARGES

- Establishment Charge: 0.9167% of the first year's annualized contribution is deducted each month for the first 5 years.
- An allocation charge of 15% will be applicable on contributions received in the years 2 to 5.
- Fund Management Charge: 0.08334% of the Fund Value is deducted on a monthly basis.
- Plan Fee: AED 40 (USD 11) will be charged on a monthly basis by means of deducting Units from the Personal Investment Account using the Unit Price.
- Takaful Donation (Tabarru'): Charged on a monthly basis by deducting Units at the Unit Price from the Personal Investment Account. The cost of Protection benefit will depend on, or a combination of, the following factors: Age, occupation, health status of a Covered Member, amount of Benefit and Plan Term.
- Wakala Fee: A percentage of Takaful Donation charged on a monthly basis by means of deducting Units from the Personal Investment Account using the Unit Price. Maximum Wakala Fee at any time during Plan Term is 15% of Takaful Donation.
- All investment funds will be subject to charges by external funds manager of each funds.

## ENCASHMENT

If at any time the Client wishes to fully Encash the Plan, he shall be subject to Encashment charges. The Encashment charges will be applicable from plan year 1 to plan year 5 as per the Plan Schedule. A processing fee of AED 100 (USD equivalent fee will be charged for Plans denominated in USD) will be charged.

## PARTIAL ENCASHMENT

After five years' Plan Contributions have been received, the Plan Holder may request Partial Encashment at any time. The amount of sum covered will be reduced by the partial withdrawal amount.

There is a minimum Partial Encashment of 5% of Fund Value subject to a monetary minimum of AED 3,500 (US\$1,000).

A processing fee of AED 100 (USD equivalent fee will be charged for Plans denominated in USD) will be charged.

## NON-PAYMENT OF CONTRIBUTION / TERMINATION OF THE PLAN

If at any time during the Contribution paying term, Contributions are not received:

- The Plan remains in force.
- All Plan charges continue to be dripped.
- All protection benefits remain in force.

However, if at any time, the remaining Fund Value is not sufficient to cover the Plan Charges, the Plan terminates and no further amounts or benefits are due or payable.

## REINSTATEMENT

Your Plan can be reinstated within 12 months from the last unpaid contribution due date, at the discretion of the Operator and subject to:

- No change in financial status.
- Providing a satisfactory evidence of health.

## WAKALAH MODEL

This Plan is designed using a Wakalah Model as a basis for operating the Tabarru' Fund and the Personal Investment Account. SALAMA acts as an agent (Wakeel) for the Plan Holders. The role of SALAMA is to manage the Tabarru' Fund in return for a fee.

Contributions paid are invested in your chosen fund or strategy and recorded in your Personal Investment Account (PIA). Takaful Donation is charged directly from contribution. All the fees, charges and Takaful Donation (Tabarru') are deducted from Personal Investment Account using the Unit Price.

Your donation (Tabarru'), which is taken monthly from the Personal Investment Account by Unit deduction, is credited to the Tabarru' Fund. The function of the Tabarru' Fund is to provide protection benefits to Plan Holders or their beneficiaries when a covered event arises. The money in the Tabarru' Fund is used to pay claims to the Plan Holders or their beneficiaries. SALAMA does not share directly in the risk borne by the Fund or any Surplus within the Tabarru' Fund.

The product will operate between three (3) funds:

- Unit Fund (Personal Investment Account): Contributions shall be credited in this fund (as per the defined percentages).
- Tabarru' Fund: which is meant to provide for claims payment. The remaining surplus in the fund shall be distributed to the Plan Holders.
- Shareholder's Fund: Charges will be credited to this fund, out of which expenses will be paid out.

## TABARRU'S SURPLUS

For the purpose of calculating Surplus, the Tabarru' Fund is reviewed each calendar year. Depending on the overall claims experience of the Tabarru' Fund, a Surplus may be declared and distributed to eligible Plan Holders in proportion to the contributions paid, subject to the approval of the Board of Directors of SALAMA. On a yearly basis, any Surplus (any amount left in the Tabarru' Fund after payment of claims and expenses to manage the Tabarru' Fund), if any, may be distributed to Plan Holders and credited to the Personal Investment Account as additional Units.

## FREE LOOK PERIOD

Within 30 days from the Plan Issue Date, you have the option to cancel your Plan and receive a refund of any Regular Contribution paid.



## RISK FACTORS

The Plan carries the following risks:

- The fund values, the encashment values and the growth rate shown are for illustrative purpose only. These are not a guarantee of future performance.
- The value of your Plan and the period that benefits can be sustained is not guaranteed. It depends on the investment performance and the currency exchange rates of the Investment Funds. Unit values may fall as well as rise and you may not get back the sum you have invested.
- Your Plan may invest in a range of Investment Funds which carry different levels of risk. Selecting the Investment Fund or the level of risk associated is purely your decision. No written or verbal communication from anyone representing SALAMA constitutes financial advice.
- Benefit is not payable if the information provided by you in the Application Form or any other written statement or Declaration is not correct or complete.
- Benefit is not payable if the event covered is contributed to or caused by one of the exclusions specified in the Plan.
- Claim is not payable if we do not receive the proof that we need about the events resulting in the claim. We may not pay a claim if we do not have proof of title of Benefits.

## CLAIMS

To make a claim you may reach us at:

claims@salamalife.ae

OR

SALAMA, PO Box 10214, Dubai, United Arab Emirates

On occurrence of a covered event, the claimant should inform SALAMA. Post which SALAMA would start the process by issuing a form to be filled and submitted along with required certificates and evidences. For certain claims we may need to ask the Covered Member to undergo a medical examination.



## SALAMA OFFERS A WIDE BASKET OF INVESTMENT OPPORTUNITIES:

**Hyat Superior** - Range of investment options: Both Dirham and Dollar based plans have the ability to easily switch between funds and strategies. SALAMA has selected some of the top performing Sharia'h funds from the world's leading fund houses. You can access the potential of the Global financial markets with investments that can match with your individual circumstances and risk tolerance.

**SALAMA Investment Strategies** - The main purpose of the SALAMA Strategies is to preserve capital whilst trying to generate positive returns. SALAMA Strategies analyze all asset classes (equities, sukuks and other investments), decides the best allocation to maximize returns against the benchmark and then chooses among a wide range of funds offering a broad exposure to optimize returns.

SALAMA CONSERVATIVE STRATEGY	SALAMA BALANCED STRATEGY	SALAMA AGGRESSIVE STRATEGY
Risk - Reward Profile - Low	Risk - Reward Profile - Moderate	Risk - Reward Profile - High
SALAMA Conservative Strategy focuses on capital preservation and moderate growth. It places a high percentage of investable assets into lower risk securities	SALAMA Balanced Strategy is suitable for those investors with a longer time horizon and have some risk tolerance. The key to a balanced investment strategy is in the diversification and management of the portfolio	SALAMA Aggressive Strategy is for investors who place a higher percentage of their assets in equities because they are willing to accept market swings, and seek a higher potential return on their investments. The strategy builds a portfolio that bears a fairly high amount of risk.
<b>BENCHMARK:</b> 75% JPM Cash index USD 1 month 25% Dow Jones Islamic Market Index	<b>BENCHMARK:</b> 50% JPM Cash index USD 1 month 50% Dow Jones Islamic Market Index	<b>BENCHMARK:</b> 25% JPM Cash index USD 1 month 75% Dow Jones Islamic Market Index



## ACCESS TO GLOBAL FUND HOUSES:

We have negotiated special arrangements to enable you to access a range of top performing funds on terms not normally available to individual investors.

Our key partners are\*:

CIMB - Principal Islamic  
 Mashreq Asset Management  
 NCB Capital  
 Rasmala Investment Bank Ltd  
 Tata Asset Management

Oasis Global Management  
 Franklin Templeton Investments  
 BNP Paribas AM  
 Old Mutual Investment Group  
 Comgest Asset Management

Deutsche Noor Islamic  
 Azimut Global Sukuk  
 Emirates NBD Asset Management  
 Arqaam Capital  
 Aberdeen Standard Investments

\* Please check with your Financial Consultant on approved partner.

## FLEXIBLE APPROACH TO MANAGING YOUR INVESTMENT:

- Your Plan may invest in a wide range of managed and specialist Funds.
- You may select the Fund or Funds of your choice or invest in actively managed "SALAMA Investment Strategies".
- You can choose to re-direct your future Contributions to different investment Funds and strategies or change the percentage of your allocation amounts at any time.
- Switching between existing Funds and strategies may be done at any time free of charge. However, SALAMA reserves the right to apply a Fund switch charge.



**"CONGRATULATIONS"  
YOUR FAMILY'S FINANCIAL  
PROTECTION  
STARTS HERE**

## PROACTIVE COMMUNICATION:

You have entrusted your hard earned money to SALAMA knowing we will take care of your trust. SALAMA provides you the privilege of not worrying about administration, paper work, monitoring of performance and other regular activities. However, it is important for you to be aware of the progress of your investments.

SALAMA has a dedicated Customer Services Department with an exceptional track record of customer satisfaction. The experience and knowledge enables and guides us to answer all your queries or concerns and help with all technical aspects of your investment.

**Regular information updates** – SALAMA shall be sending you yearly updates on your current holdings. However you are free to contact our service centre at any time to get information pertaining to your investment.

## How to Contact Us

For Further questions/enquiries of changes you wish to incorporate in your Plan, please feel to contact us through any of the below mentioned channels:

Telephone : 800SALAMA (800725262)  
Website : [www.salama.ae](http://www.salama.ae)  
Address : P.O. Box 10214, Dubai, United Arab Emirates  
E-mail : [info@salama.ae](mailto:info@salama.ae)

## Important Note

This marketing material contains only general information. It does not constitute an offer to buy or sell a product or service, nor is it intended to provide any Takaful or financial advice. Any person interested in Hyat Superior, should secure a personalised illustration of benefits and read the Terms and Conditions for this specific product, prior to making a decision.