

MEDIA RELEASE

CLEARVIEW ANNOUNCES SIGNIFICANT ENHANCEMENTS TO LIFE INSURANCE PLATFORM

Monday 15 January 2018: Listed diversified financial services company ClearView has made significant enhancements to its life insurance quote and application system, designed to help financial advisers run more efficient businesses and secure cover for their clients as quickly as possible.

Enhancements include an intuitive new-look front-end and integrated eQuote and eApplication to streamline the application process and implement Tele-Interviewing and Tele-Underwriting. These changes will help reduce the administration burden on advice practices.

The enhancements are a key plank in ClearView's Adviser Engagement Strategy and underpin the group's life insurance application platform, AQUA (Adviser Quote Underwriting and Apply). They are the first in a series of planned upgrades for 2018 with additional enhancements to be released later this quarter.

ClearView General Manager of Distribution Christopher Blaxland-Walker said the introduction of the Life Insurance Framework (LIF) made it critical that advisers ran productive practices, supported by life insurers that offered smart product design, efficient processes and comprehensive technical training.

"We are committed to continuously improving our products and services, and supporting financial advisers to adapt and grow their businesses under LIF," he said.

"We recognise that the way advisers are interacting with their clients is evolving and similarly we need to evolve and improve the way we engage with advisers to ensure we are easy to do business with. As such, we have given our quote tool a facelift, introduced greater functionality and will continue investing in our systems and technology."

Mr Blaxland-Walker cited research from the 2017 Investment Trends Planner Risk Report which found that managing the administration burden was one of the biggest challenges facing advice practices, and advisers wanted greater support to drive business efficiencies and manage the impact of the LIF reforms.

He said the launch of Tele-Interviewing would drive practice efficiencies because it enabled advisers to effectively outsource the creation and approval of clients' Personal Statements which was a critical but often time-consuming part of the application process.

"Many advisers have already integrated Tele-Interview into their advice processes because it releases them to spend more time providing strategic advice and less time on paperwork and administration," he said.

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About ClearView

ClearView is an ASX-listed diversified financial services company which partners with financial advisers to help Australians protect and build their wealth, achieve their goals and secure a comfortable financial future.

As at 30 June 2017, ClearView had \$189.5 million of in-force premium, \$2.5 billion in funds under management and 243 financial advisers.

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