Methods of Funding the Buy-Out

Cash Sinking Fund: Cash is simple and straight forward, except that very few businesses will have adequate cash on hand to fund the buy-out of a significant shareholder. Even if ample cash was available, depleting these funds would likely hamstring the business operating capital and cause other impairments to the business entity. Even if the business starts putting away significant sums every year, there will rarely be enough funds to cover an early buy-out at an uncertain moment in time.

Borrowing: Borrowing adequate funds will still be an uncertain cost as no one knows when a death may occur and what the loan terms available may be at that given time. If the deceased shareholder was part of active management, how will this impact the credit-worthiness of the business seeking a large loan? How will the cash flow demands of repaying the loan impact the operation of the business? How much will the total loan cost?

Installment Payments: An installment sale merely delays the obligation and masks the full extent of the problem. It does not provide cash to effect the buy-out. Both the buyer and the seller are totally dependent upon the wherewithal of the business to provide the cash flows necessary to finance the buy-out. The seller's estate and family must be patient and they are only secured by the assumed future profitability of the business. The seller's estate must have adequate funding elsewhere to pay for estate taxes and estate settlement costs which could be sizeable for a wealthy shareholder.

Life Insurance: Life insurance provides an immediate and certain sum of money at the unpredictable moment in time when it is needed the most. Premium payments for permanent life insurance may be viewed as advance installment payments and as a cash sinking fund, but the unique virtues of life insurance make it the optimum funding source for buyout planning. Unlike a cash sinking fund, an early death is covered by the death proceeds. A cash sinking will always be left behind. Spreading out the premium payments over many years may be seen as a type of installment sale, but premium payments will always be less than the principal sum (death benefit). An installment sale or borrowing will always cost more than the principal sum when you add the interest costs to the equation. Additionally, the cash value growth of a life insurance policy will be an asset of the company and it will offset the effect on earnings each year.



Chance of Death – Life Expectancy

			Chanc	e of Death By	y Duration of	Years
		Years to Life	10	15	20	25
	Gender/Age	Expectancy	Years	Years	Years	Years
	Male Age 64	23	23.3%	41.1%	61.5%	80.6%
	Female Age 62	30	12.5%	22.6%	36.4%	53.8%
	Male Age 60	30	17.0%	30.6%	48.1%	67.6%
	Male Age 59	31	15.8%	28.4%	45.0%	64.1%
	Male Age 56	33	12.5%	22.6%	36.4%	53.8%
Chance of at least 1 death NA		59.0%	82.4%	95.6%	99.5%	

Life Expectancies based upon 2008 VBT Mortality and M Financial improved Experience

*Life Expectancy based upon Standard 2008 VBT Mortality Table

Chance of death and chance of at least 1 death based upon 1980 CSO Mortality Table

Net Present Value Comparison

Compares Cost of Different Buy-Out Funding Methods Funding \$20M for 4 Shareholders (\$80M Total)

Method of Funding Buy-Out	Net Present		
Wethod of Funding Duy-Out	Value Cost		
Cash Sinking Fund	33,719,465		
Borrowing	61,078,265		
Installment Payments	62,179,608		
Life Insurance	17,617,954		
Life Insurance Adjusted for deaths	14,465,432		

NOT VALID WITHOUT COMPLETE LIFE INSURANCE ILLUSTRATIONS SHOWING IMPORTANT INFORMATION ABOUT GUARANTEED AND NON-GUARANTEED VALUES. EACH UNIVERSAL LIFE ILLUSTRATIONS IS DESIGNED TO BE LEVEL FUNDED BASED UPON CURRENT INTEREST RATES WITH A DURATION OF COVERAGE TO AGE 95.



Assumptions for Comparisons

- Given that there is an 82.4% chance of a first death by year 15, we will assume a first death at this point in time. Thereafter, we will stagger the assumed deaths at years 20, 25, and 30.
- These comparisons address the funding of the 4 shareholders we have underwritten for insurance even though we included a non-underwritten partner in the preceding life expectancy composite analysis.
- Each method analyzed (Cash Sinking Fund, Borrowing, and Installment Payments) reflects a (1) single buy-out of \$20M at year 15 and (2) a composite buy-out for each shareholder in years 15, 20, 25, and 30.
- The life insurance comparison reflects our recommended solution showing (1) funding for all 4 shareholders for 30 years, and (2) an adjusted funding scenario assuming an aggregate adjustment for hypothetical deaths in years 15, 20, 25, and 30 (note that there are several types of product and funding variations available)
- **Cash Sinking Fund** Assumes a starting balance of \$1M and shows the required funding level starting immediately at a 4% net rate of return.
- **Borrowing** Assumes borrowing at each interval with a 10 year amortization at 5% loan interest rate.
- **Installment Payments** Assumes a \$5M down payment to each decedent followed by a 10 year payment plan assuming a 4% interest rate.
- **Life Insurance** Our recommended permanent life insurance approach uses a current assumption universal life product for each insured. Further details are contained in our underwriting/product design presentation.

NOT VALID WITHOUT COMPLETE LIFE INSURANCE ILLUSTRATIONS SHOWING IMPORTANT INFORMATION ABOUT GUARANTEED AND NON-GUARANTEED VALUES. EACH UNIVERSAL LIFE ILLUSTRATIONS IS DESIGNED TO BE LEVEL FUNDED BASED UPON CURRENT INTEREST RATES WITH A DURATION OF COVERAGE TO AGE 95.



Cash Sinking Fund

FUNDING A SINGLE BUY-OUT

		FUNDING	A SINGLE	BUY-OUI	
		After-Tax		4%	
	BOY Sinking	Annual		Net	EOY Sinking
Yr	Fund	Funding	Buy-Out Event	Earnings	Fund
1	1,000,000	920,000	1	76,800	1,996,800
2	1,996,800	920,000	-	116,672	3,033,472
3	3,033,472	920,000	-	158,139	4,111,611
4	4,111,611	920,000	1	201,264	5,232,875
5	5,232,875	920,000	1	246,115	6,398,990
6	6,398,990	920,000	1	292,760	7,611,750
7	7,611,750	920,000	-	341,270	8,873,020
8	8,873,020	920,000	1	391,721	10,184,741
9	10,184,741	920,000	1	444,190	11,548,930
10	11,548,930	920,000	-	498,757	12,967,688
11	12,967,688	920,000	1	555,508	14,443,195
12	14,443,195	920,000	-	614,528	15,977,723
13	15,977,723	920,000	1	675,909	17,573,632
14	17,573,632	920,000	1	739,745	19,233,377
15	19,233,377	920,000	(20,000,000)	6,135	159,512
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29					
30					

FUNDING 4 SHAREHOLDER BUY-OUTS

		After-Tax		4%	
	BOY Sinking	Annual		Net	EOY Sinking
Yr	Fund	Funding	Buy-Out Event	Earnings	Fund
1	1,000,000	1,950,000	-	118,000	3,068,000
2	3,068,000	1,950,000	-	200,720	5,218,720
3	5,218,720	1,950,000	-	286,749	7,455,469
4	7,455,469	1,950,000	-	376,219	9,781,688
5	9,781,688	1,950,000	-	469,268	12,200,955
6	12,200,955	1,950,000	-	566,038	14,716,993
7	14,716,993	1,950,000	-	666,680	17,333,673
8	17,333,673	1,950,000	-	771,347	20,055,020
9	20,055,020	1,950,000	-	880,201	22,885,221
10	22,885,221	1,950,000	-	993,409	25,828,630
11	25,828,630	1,950,000	-	1,111,145	28,889,775
12	28,889,775	1,950,000	-	1,233,591	32,073,366
13	32,073,366	1,950,000	-	1,360,935	35,384,300
14	35,384,300	1,950,000	-	1,493,372	38,827,672
15	38,827,672	1,950,000	(20,000,000)	831,107	21,608,779
16	21,608,779	1,950,000	-	942,351	24,501,130
17	24,501,130	1,950,000	-	1,058,045	27,509,176
18	27,509,176	1,950,000	-	1,178,367	30,637,543
19	30,637,543	1,950,000	-	1,303,502	33,891,044
20	33,891,044	1,950,000	(20,000,000)	633,642	16,474,686
21	16,474,686	1,950,000	-	736,987	19,161,674
22	19,161,674	1,950,000	-	844,467	21,956,141
23	21,956,141	1,950,000	-	956,246	24,862,386
24	24,862,386	1,950,000	-	1,072,495	27,884,882
25	27,884,882	1,950,000	(20,000,000)	393,395	10,228,277
26	10,228,277	1,950,000	-	487,131	12,665,408
27	12,665,408	1,950,000	-	584,616	15,200,024
28	15,200,024	1,950,000	-	686,001	17,836,025
29	, ,	1,950,000	-	791,441	20,577,466
30	20,577,466	1,950,000	(20,000,000)	101,099	2,628,565

Borrowing

FUNDING A SINGLE BUY-OUT

			ING A SIN	<u> </u>		
				5%	BOY	
		BOY Note	Principal	Interest	Amortization	EOY Principal
Yr	Buy-Out	Payable	Payment	Payment	Schdule	Balance
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15	20,000,000	20,000,000	1,466,754	1,000,000	2,466,754	18,533,246
16		18,533,246	1,540,091	926,662	2,466,754	16,993,155
17		16,993,155	1,617,096	849,658	2,466,754	15,376,059
18		15,376,059	1,697,951	768,803	2,466,754	13,678,108
19		13,678,108	1,782,848	683,905	2,466,754	11,895,259
20		11,895,259	1,871,991	594,763	2,466,754	10,023,268
21		10,023,268	1,965,590	501,163	2,466,754	8,057,678
22		8,057,678	2,063,870	402,884	2,466,754	5,993,808
23		5,993,808	2,167,063	299,690	2,466,754	3,826,745
24		3,826,745	2,275,417	191,337	2,466,754	1,551,328
25						-
26						
27						
28						
29						
30			<u> </u>			

FUNDING 4 SHAREHOLDER BUY-OUTS

				5%	BOY	
		BOY Notes	Principal	Interest	Amortization	EOY Principal
Yr	Buy-Out	Payable	Payment .	Payment	Schdule	Balance
1	j	·	j	•		
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15	20,000,000	20,000,000	1,466,754	1,000,000	2,466,754	18,533,246
16		18,533,246	1,540,091	926,662	2,466,754	16,993,155
17		16,993,155	1,617,096	849,658	2,466,754	15,376,059
18		15,376,059	1,697,951	768,803	2,466,754	13,678,108
19		13,678,108	1,782,848	683,905	2,466,754	11,895,259
20	20,000,000	31,895,259	3,338,745	1,594,763	4,933,508	28,556,515
21		28,556,515	3,505,682	1,427,826	4,933,508	25,050,833
22		25,050,833	3,680,966	1,252,542	4,933,508	21,369,867
23		21,369,867	3,865,014	1,068,493	4,933,508	17,504,853
24		17,504,853	4,058,265	875,243	4,933,508	13,446,588
25	20,000,000	31,895,259	3,338,745	1,594,763	4,933,508	28,556,515
26		28,556,515	3,505,682	1,427,826	4,933,508	25,050,833
27		25,050,833	3,680,966	1,252,542	4,933,508	21,369,867
28		21,369,867	3,865,014	1,068,493	4,933,508	17,504,853
29		17,504,853	4,058,265	875,243	4,933,508	13,446,588
30	20,000,000	31,895,259	3,338,745	1,594,763	4,933,508	28,556,515
31		28,556,515	3,505,682	1,427,826	4,933,508	25,050,833
32		25,050,833	3,680,966	1,252,542	4,933,508	21,369,867
33		21,369,867	3,865,014	1,068,493	4,933,508	17,504,853
34		17,504,853	4,058,265	875,243	4,933,508	13,446,588
35		11,895,259	1,871,991	594,763	2,466,754	10,023,268
36		10,023,268	1,965,590	501,163	2,466,754	8,057,678
37		8,057,678	2,063,870	402,884	2,466,754	5,993,808
38		5,993,808	2,167,063	299,690	2,466,754	3,826,745
39		3,826,745	2,275,417	191,337	2,466,754	1,551,328

Installment Payments

FUNDING A SINGLE BUY-OUT

Yr Buy-Out Down Payment BOY Note Payable Principal Payment Hinterest Payment BOY Amortization Schdule EOY Principal Balance 1 2 3 4					SINGLE	501-00	•	
Yr Buy-Out Payment Payable Payment Payment Schdule Balance 1 2 3 4 <td></td> <td></td> <td></td> <td></td> <td></td> <td>4%</td> <td>BOY</td> <td>EOY</td>						4%	BOY	EOY
1 2 3 3 4 4 5 5 6 6 7 7 8 8 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9			Down	BOY Note	Principal	Interest	Amortization	Principal
2	Yr	Buy-Out	Payment	Payable	Payment	Payment	Schdule	Balance
3 4 4 5 6 7 8 9	1							
4	2							
5 6 7 8 9 10 10 11 11 12 13 14 15 20,000,000 5,000,000 15,000,000 1,178,235 600,000 1,778,235 13,821,765 16 13,821,765 1,225,364 552,871 1,778,235 12,596,401 17 12,596,401 1,274,379 503,856 1,778,235 11,322,022 18 11,322,022 1,325,354 452,881 1,778,235 9,996,668 19 9,996,668 1,378,368 399,867 1,778,235 8,618,300 20 8,618,300 1,433,503 344,732 1,778,235 7,184,798 1,490,843 287,392 1,778,235 5,693,955 22 5,693,955 1,550,477 227,758 1,778,235 2,530,983 2,530,983 1,676,995 101,239 1,778,235 2,530,983 2,530,983 1,676,995 101,239 1,778,235 853,987 - 26 - - - - - - - - - - - - - <td< td=""><td>3</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	3							
6 0	4							
7 8 9 10 11								
8 9 10 11 12 13 14 15 15 20,000,000 5,000,000 15,000,000 1,178,235 600,000 1,778,235 13,821,765 16 13,821,765 1,225,364 552,871 1,778,235 12,596,401 17 12,596,401 1,274,379 503,856 1,778,235 9,996,668 19 9,996,668 1,378,368 399,867 1,778,235 9,996,668 19 9,996,668 1,378,368 399,867 1,778,235 8,618,300 20 8,618,300 1,433,503 344,732 1,778,235 5,693,955 21 7,184,798 1,490,843 287,392 1,778,235 5,693,955 22 5,693,955 1,550,477 227,758 1,778,235 2,530,983 24 2,530,983 1,676,995 101,239 1,778,235 2,530,983 25 - - - - 26 - - - - 27 - - - - <	6							
9	7							
10 11 11 12 13	8							
11 12 13 14 15 20,000,000 5,000,000 15,000,000 1,178,235 600,000 1,778,235 13,821,765 16 13,821,765 1,225,364 552,871 1,778,235 12,596,401 17,778,235 12,596,401 1,274,379 503,856 1,778,235 11,322,022 1,325,354 452,881 1,778,235 9,996,668 19 9,996,668 1,378,368 399,867 1,778,235 8,618,300 20 8,618,300 1,433,503 344,732 1,778,235 7,184,798 1,490,843 287,392 1,778,235 5,693,955 5,693,955 1,550,477 227,758 1,778,235 4,143,478 2,530,983 1,676,995 101,239 1,778,235 2,530,983 - - 26 - </td <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	-							
12 13 600,000 1,778,235 13,821,765 15 20,000,000 5,000,000 15,000,000 1,178,235 600,000 1,778,235 13,821,765 16 13,821,765 1,225,364 552,871 1,778,235 12,596,401 17 12,596,401 1,274,379 503,856 1,778,235 11,322,022 18 11,322,022 1,325,354 452,881 1,778,235 9,996,668 19 9,996,668 1,378,368 399,867 1,778,235 8,618,300 20 8,618,300 1,433,503 344,732 1,778,235 7,184,798 21 7,184,798 1,490,843 287,392 1,778,235 5,693,955 22 5,693,955 1,550,477 227,758 1,778,235 2,530,983 23 4,143,478 1,612,496 165,739 1,778,235 2,530,987 25 - - - - 26 - - - 27 - - - <td>10</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	10							
13 14 600,000 1,778,235 13,821,765 15 20,000,000 5,000,000 15,000,000 1,178,235 600,000 1,778,235 13,821,765 16 13,821,765 1,225,364 552,871 1,778,235 12,596,401 17 12,596,401 1,274,379 503,856 1,778,235 9,996,668 19 9,996,668 1,378,368 399,867 1,778,235 8,618,300 20 8,618,300 1,433,503 344,732 1,778,235 7,184,798 21 7,184,798 1,490,843 287,392 1,778,235 5,693,955 22 5,693,955 1,550,477 227,758 1,778,235 4,143,478 23 4,143,478 1,612,496 165,739 1,778,235 2,530,983 24 2,530,983 1,676,995 101,239 1,778,235 853,987 25 - - - - - 26 - - - - 27 -	11							
14 15 20,000,000 5,000,000 15,000,000 1,178,235 600,000 1,778,235 13,821,765 16 13,821,765 1,225,364 552,871 1,778,235 12,596,401 17 12,596,401 1,274,379 503,856 1,778,235 11,322,022 18 11,322,022 1,325,354 452,881 1,778,235 9,996,668 19 9,996,668 1,378,368 399,867 1,778,235 8,618,300 20 8,618,300 1,433,503 344,732 1,778,235 7,184,798 21 7,184,798 1,490,843 287,392 1,778,235 5,693,955 22 5,693,955 1,550,477 227,758 1,778,235 2,530,983 24 2,530,983 1,676,995 101,239 1,778,235 2,530,983 25 - - - - 26 - - - 27 - - - 28 - - -	12							
15 20,000,000 5,000,000 15,000,000 1,178,235 600,000 1,778,235 13,821,765 16 13,821,765 1,225,364 552,871 1,778,235 12,596,401 17 12,596,401 1,274,379 503,856 1,778,235 11,322,022 18 11,322,022 1,325,354 452,881 1,778,235 9,996,668 19 9,996,668 1,378,368 399,867 1,778,235 8,618,300 20 8,618,300 1,433,503 344,732 1,778,235 7,184,798 21 7,184,798 1,490,843 287,392 1,778,235 5,693,955 22 5,693,955 1,550,477 227,758 1,778,235 2,530,983 24 2,530,983 1,676,995 101,239 1,778,235 2,530,983 25 - - - - - 26 - - - - 27 - - - - 28 - -	13							
16 13,821,765 1,225,364 552,871 1,778,235 12,596,401 17 12,596,401 1,274,379 503,856 1,778,235 11,322,022 18 11,322,022 1,325,354 452,881 1,778,235 9,996,668 19 9,996,668 1,378,368 399,867 1,778,235 8,618,300 20 8,618,300 1,433,503 344,732 1,778,235 7,184,798 21 7,184,798 1,490,843 287,392 1,778,235 5,693,955 22 5,693,955 1,550,477 227,758 1,778,235 4,143,478 23 4,143,478 1,612,496 165,739 1,778,235 2,530,983 24 2,530,983 1,676,995 101,239 1,778,235 853,987 25 - - - - - 26 - - - - 27 - - - - 28 - - - -	14							
17 12,596,401 1,274,379 503,856 1,778,235 11,322,022 18 11,322,022 1,325,354 452,881 1,778,235 9,996,668 19 9,996,668 1,378,368 399,867 1,778,235 8,618,300 20 8,618,300 1,433,503 344,732 1,778,235 7,184,798 21 7,184,798 1,490,843 287,392 1,778,235 5,693,955 22 5,693,955 1,550,477 227,758 1,778,235 4,143,478 23 4,143,478 1,612,496 165,739 1,778,235 2,530,983 24 2,530,983 1,676,995 101,239 1,778,235 853,987 25 - - - - 26 - - - 27 - - - 28 - - - 29 - - -	15	20,000,000	5,000,000	15,000,000	1,178,235	600,000	1,778,235	13,821,765
18 11,322,022 1,325,354 452,881 1,778,235 9,996,668 19 9,996,668 1,378,368 399,867 1,778,235 8,618,300 20 8,618,300 1,433,503 344,732 1,778,235 7,184,798 21 7,184,798 1,490,843 287,392 1,778,235 5,693,955 22 5,693,955 1,550,477 227,758 1,778,235 4,143,478 23 4,143,478 1,612,496 165,739 1,778,235 2,530,983 24 2,530,983 1,676,995 101,239 1,778,235 853,987 25 - - - - 26 - - - 27 - - - 28 - - - 29 - - -	16			13,821,765	1,225,364	552,871	1,778,235	12,596,401
19 9,996,668 1,378,368 399,867 1,778,235 8,618,300 20 8,618,300 1,433,503 344,732 1,778,235 7,184,798 21 7,184,798 1,490,843 287,392 1,778,235 5,693,955 22 5,693,955 1,550,477 227,758 1,778,235 4,143,478 23 4,143,478 1,612,496 165,739 1,778,235 2,530,983 24 2,530,983 1,676,995 101,239 1,778,235 853,987 25 - - - - - 26 - - - - 27 - - - - 28 - - - - 29 - - - -	17			12,596,401	1,274,379	503,856	1,778,235	11,322,022
20 8,618,300 1,433,503 344,732 1,778,235 7,184,798 21 7,184,798 1,490,843 287,392 1,778,235 5,693,955 22 5,693,955 1,550,477 227,758 1,778,235 4,143,478 23 4,143,478 1,612,496 165,739 1,778,235 2,530,983 24 2,530,983 1,676,995 101,239 1,778,235 853,987 25 - - - 26 - - - 27 - - - 28 - - - 29 - - -	18			11,322,022	1,325,354	452,881	1,778,235	9,996,668
21 7,184,798 1,490,843 287,392 1,778,235 5,693,955 22 5,693,955 1,550,477 227,758 1,778,235 4,143,478 23 4,143,478 1,612,496 165,739 1,778,235 2,530,983 24 2,530,983 1,676,995 101,239 1,778,235 853,987 25 - 26 - 27 - 28 - 29 -	19			9,996,668	1,378,368	399,867	1,778,235	8,618,300
22 5,693,955 1,550,477 227,758 1,778,235 4,143,478 23 4,143,478 1,612,496 165,739 1,778,235 2,530,983 24 2,530,983 1,676,995 101,239 1,778,235 853,987 25 - 26 - 27 - 28 - - 29 - -	20			8,618,300	1,433,503	344,732	1,778,235	7,184,798
23 4,143,478 1,612,496 165,739 1,778,235 2,530,983 24 2,530,983 1,676,995 101,239 1,778,235 853,987 25 - - 26 - - 27 - - 28 - - 29 - -	21			7,184,798	1,490,843	287,392	1,778,235	5,693,955
24 2,530,983 1,676,995 101,239 1,778,235 853,987 25 - 26 - 27 - 28 - 29 -	22			5,693,955		227,758	1,778,235	4,143,478
25	23			4,143,478	1,612,496	165,739	1,778,235	2,530,983
26 27 28 29	24			2,530,983	1,676,995	101,239	1,778,235	853,987
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FUNDING 4 SHAREHOLDER BUY-OUTS

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18 11,322,022 1,325,354 452,881 1,778,235 9,99 19 9,996,668 1,378,368 399,867 1,778,235 8,61 20 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,00 21 21,006,563 2,716,207 840,263 3,556,470 18,29 22 18,290,356 2,824,855 731,614 3,556,470 15,46 23 15,465,501 2,937,850 618,620 3,556,470 12,52 24 12,527,651 3,055,364 501,106 3,556,470 12,52 25 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,00 26 21,006,563 2,716,207 840,263 3,556,470 18,29 27 18,290,356 2,824,855 731,614 3,556,470 15,46 28 15,465,501 2,937,850 618,620 3,556,470 12,52 29 12,527,651 3,055,364	16			13,821,765	1,225,364	552,871	1,778,235	12,596,401
19 9,996,668 1,378,368 399,867 1,778,235 8,611 20 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,000 21 21,006,563 2,716,207 840,263 3,556,470 18,299 22 18,290,356 2,824,855 731,614 3,556,470 15,466 23 15,465,501 2,937,850 618,620 3,556,470 12,52 24 12,527,651 3,055,364 501,106 3,556,470 9,47 25 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,000 26 21,006,563 2,716,207 840,263 3,556,470 18,299 27 18,290,356 2,824,855 731,614 3,556,470 15,465 28 15,465,501 2,937,850 618,620 3,556,470 15,465 29 12,527,651 3,055,364 501,106 3,556,470 12,52 29 12,527,651 3				12,596,401		503,856		11,322,022
20 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,000 21 21,006,563 2,716,207 840,263 3,556,470 18,299 22 18,290,356 2,824,855 731,614 3,556,470 15,466 23 15,465,501 2,937,850 618,620 3,556,470 12,527 24 12,527,651 3,055,364 501,106 3,556,470 9,47 25 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,000 26 21,006,563 2,716,207 840,263 3,556,470 18,290 27 18,290,356 2,824,855 731,614 3,556,470 15,46 28 15,465,501 2,937,850 618,620 3,556,470 12,52 29 12,527,651 3,055,364 501,106 3,556,470 12,52 29 12,527,651 3,055,364 501,106 3,556,470 12,52 30 20,000,000 5	18			11,322,022	1,325,354	452,881	1,778,235	9,996,668
21 21,006,563 2,716,207 840,263 3,556,470 18,29 22 18,290,356 2,824,855 731,614 3,556,470 15,466 23 15,465,501 2,937,850 618,620 3,556,470 12,52 24 12,527,651 3,055,364 501,106 3,556,470 9,47 25 20,000,000 23,618,300 2,611,738 944,732 3,556,470 21,000 26 21,006,563 2,716,207 840,263 3,556,470 18,29 27 18,290,356 2,824,855 731,614 3,556,470 15,46 28 15,465,501 2,937,850 618,620 3,556,470 12,52 29 12,527,651 3,055,364 501,106 3,556,470 12,52 29 12,527,651 3,055,364 501,106 3,556,470 9,47 30 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 9,47 31 12,527,651 3,055,364 501,106				9,996,668	1,378,368	399,867	1,778,235	8,618,300
22 18,290,356 2,824,855 731,614 3,556,470 15,462 23 15,465,501 2,937,850 618,620 3,556,470 12,52 24 12,527,651 3,055,364 501,106 3,556,470 9,47 25 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,000 26 21,006,563 2,716,207 840,263 3,556,470 18,29 27 18,290,356 2,824,855 731,614 3,556,470 15,46 28 15,465,501 2,937,850 618,620 3,556,470 12,52 29 12,527,651 3,055,364 501,106 3,556,470 12,52 30 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 12,52 31 12,527,651 3,055,364 501,106 3,556,470 12,52 32 18,290,356 2,824,855 731,614 3,556,470 18,29 32 18,290,356 2,824	20	20,000,000	5,000,000	23,618,300	2,611,738	944,732	3,556,470	21,006,563
23 15,465,501 2,937,850 618,620 3,556,470 12,52 24 12,527,651 3,055,364 501,106 3,556,470 9,47 25 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,000 26 21,006,563 2,716,207 840,263 3,556,470 18,290 27 18,290,356 2,824,855 731,614 3,556,470 15,46 28 15,465,501 2,937,850 618,620 3,556,470 12,52 29 12,527,651 3,055,364 501,106 3,556,470 9,47 30 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 9,47 31 12,527,651 3,055,364 501,106 3,556,470 12,00 32 18,290,356 2,824,855 731,614 3,556,470 18,29 32 18,290,356 2,824,855 731,614 3,556,470 12,52 33 15,465,501 2,937,8				21,006,563	2,716,207	840,263	3,556,470	18,290,356
24 12,527,651 3,055,364 501,106 3,556,470 9,47 25 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,000 26 21,006,563 2,716,207 840,263 3,556,470 18,290 27 18,290,356 2,824,855 731,614 3,556,470 15,46 28 15,465,501 2,937,850 618,620 3,556,470 12,52 29 12,527,651 3,055,364 501,106 3,556,470 9,47 30 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 9,47 31 21,006,563 2,716,207 840,263 3,556,470 18,290 32 18,290,356 2,824,855 731,614 3,556,470 18,290 33 15,465,501 2,937,850 618,620 3,556,470 15,46 33 15,465,501 2,937,850 618,620 3,556,470 12,52 34 12,527,651 3,055				18,290,356	2,824,855	731,614	3,556,470	15,465,501
25 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,000 26 21,006,563 2,716,207 840,263 3,556,470 18,290 27 18,290,356 2,824,855 731,614 3,556,470 15,466 28 15,465,501 2,937,850 618,620 3,556,470 12,52 29 12,527,651 3,055,364 501,106 3,556,470 9,47 30 20,000,000 23,618,300 2,611,738 944,732 3,556,470 21,00 31 21,006,563 2,716,207 840,263 3,556,470 18,290 32 18,290,356 2,824,855 731,614 3,556,470 15,466 33 15,465,501 2,937,850 618,620 3,556,470 15,466 34 12,527,651 3,055,364 501,106 3,556,470 12,52 34 12,527,651 3,055,364 501,106 3,556,470 12,52 34 12,527,651 3,055,364 5				15,465,501	2,937,850	,	3,556,470	12,527,651
26 21,006,563 2,716,207 840,263 3,556,470 18,29 27 18,290,356 2,824,855 731,614 3,556,470 15,466 28 15,465,501 2,937,850 618,620 3,556,470 12,52 29 12,527,651 3,055,364 501,106 3,556,470 9,47 30 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,00 31 21,006,563 2,716,207 840,263 3,556,470 18,29 32 18,290,356 2,824,855 731,614 3,556,470 15,46 33 15,465,501 2,937,850 618,620 3,556,470 12,52 34 12,527,651 3,055,364 501,106 3,556,470 12,52 34 12,527,651 3,055,364 501,106 3,556,470 12,52 35 8,618,300 1,433,503 344,732 1,778,235 7,18 36 7,184,798 1,490,843 287,392 1,778,235 <td>24</td> <td></td> <td></td> <td>12,527,651</td> <td>3,055,364</td> <td>501,106</td> <td>3,556,470</td> <td>9,472,288</td>	24			12,527,651	3,055,364	501,106	3,556,470	9,472,288
27 18,290,356 2,824,855 731,614 3,556,470 15,466 28 15,465,501 2,937,850 618,620 3,556,470 12,52 29 12,527,651 3,055,364 501,106 3,556,470 9,47 30 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,00 31 21,006,563 2,716,207 840,263 3,556,470 18,29 32 18,290,356 2,824,855 731,614 3,556,470 15,46 33 15,465,501 2,937,850 618,620 3,556,470 12,52 34 12,527,651 3,055,364 501,106 3,556,470 12,52 34 12,527,651 3,055,364 501,106 3,556,470 9,47 35 8,618,300 1,433,503 344,732 1,778,235 7,18 36 7,184,798 1,490,843 287,392 1,778,235 5,69		20,000,000	5,000,000	23,618,300	2,611,738		3,556,470	21,006,563
28 15,465,501 2,937,850 618,620 3,556,470 12,527 29 12,527,651 3,055,364 501,106 3,556,470 9,47 30 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,000 31 21,006,563 2,716,207 840,263 3,556,470 18,299 32 18,290,356 2,824,855 731,614 3,556,470 15,466 33 15,465,501 2,937,850 618,620 3,556,470 12,52 34 12,527,651 3,055,364 501,106 3,556,470 9,47 35 8,618,300 1,433,503 344,732 1,778,235 7,18 36 7,184,798 1,490,843 287,392 1,778,235 5,693				21,006,563	2,716,207	840,263	3,556,470	18,290,356
29 12,527,651 3,055,364 501,106 3,556,470 9,47: 30 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,000 31 21,006,563 2,716,207 840,263 3,556,470 18,29 32 18,290,356 2,824,855 731,614 3,556,470 15,46 33 15,465,501 2,937,850 618,620 3,556,470 12,52 34 12,527,651 3,055,364 501,106 3,556,470 9,47 35 8,618,300 1,433,503 344,732 1,778,235 7,18 36 7,184,798 1,490,843 287,392 1,778,235 5,69	27			18,290,356	2,824,855	731,614	3,556,470	15,465,501
30 20,000,000 5,000,000 23,618,300 2,611,738 944,732 3,556,470 21,000 31 21,006,563 2,716,207 840,263 3,556,470 18,299 32 18,290,356 2,824,855 731,614 3,556,470 15,466 33 15,465,501 2,937,850 618,620 3,556,470 12,52 34 12,527,651 3,055,364 501,106 3,556,470 9,47 35 8,618,300 1,433,503 344,732 1,778,235 7,18 36 7,184,798 1,490,843 287,392 1,778,235 5,693	_				, ,		, ,	12,527,651
31 21,006,563 2,716,207 840,263 3,556,470 18,29 32 18,290,356 2,824,855 731,614 3,556,470 15,46 33 15,465,501 2,937,850 618,620 3,556,470 12,52 34 12,527,651 3,055,364 501,106 3,556,470 9,47 35 8,618,300 1,433,503 344,732 1,778,235 7,18 36 7,184,798 1,490,843 287,392 1,778,235 5,69	-			12,527,651	3,055,364	501,106	3,556,470	9,472,288
32 18,290,356 2,824,855 731,614 3,556,470 15,461 33 15,465,501 2,937,850 618,620 3,556,470 12,52 34 12,527,651 3,055,364 501,106 3,556,470 9,47 35 8,618,300 1,433,503 344,732 1,778,235 7,18 36 7,184,798 1,490,843 287,392 1,778,235 5,693		20,000,000	5,000,000					21,006,563
33 15,465,501 2,937,850 618,620 3,556,470 12,52 34 12,527,651 3,055,364 501,106 3,556,470 9,47 35 8,618,300 1,433,503 344,732 1,778,235 7,18 36 7,184,798 1,490,843 287,392 1,778,235 5,69					, ,			18,290,356
34 12,527,651 3,055,364 501,106 3,556,470 9,47 35 8,618,300 1,433,503 344,732 1,778,235 7,18 36 7,184,798 1,490,843 287,392 1,778,235 5,693								15,465,501
35 8,618,300 1,433,503 344,732 1,778,235 7,184 36 7,184,798 1,490,843 287,392 1,778,235 5,693				15,465,501	2,937,850		3,556,470	12,527,651
36 7,184,798 1,490,843 287,392 1,778,235 5,69							3,556,470	9,472,288
	35			8,618,300	1,433,503		1,778,235	7,184,798
37 5.693.955 1.550.477 227.758 1.778.235 4.14:	36			7,184,798	1,490,843	287,392	1,778,235	5,693,955
1,111,111 ,111, , , , , , , , , , , , ,	37			5,693,955	1,550,477	227,758	1,778,235	4,143,478
	38			4,143,478	1,612,496	165,739	1,778,235	2,530,983
39 2,530,983 1,676,995 101,239 1,778,235 85	39			2,530,983	1,676,995	101,239	1,778,235	853,987



Life Insurance

FUNDING 4 SHARFHOLDERS EVERY YEAR

		UNDING 4	SHAKEH	OLDEKS E	-VLIXI IL	AI.
					Cumulative	
	Annual		Cash Value	Annual Effect	Effect on	Death
Yr	Premium	Cash Values	Increase	on Earnings	Earnings	Benefits
1	1,018,848	496,254	496,254	522,594	522,594	80,000,000
2	1,018,848	1,046,574	550,320	468,528	991,122	80,000,000
3	1,018,848	1,596,496	549,922	468,926	1,460,048	80,000,000
4	1,018,848	2,146,649	550,153	468,695	1,928,743	80,000,000
5	1,018,848	2,696,132	549,483	469,365	2,398,108	80,000,000
6	1,018,848	3,242,709	546,577	472,271	2,870,379	80,000,000
7	1,018,848	3,775,834	533,125	485,723	3,356,102	80,000,000
8	1,018,848	4,285,394	509,560	509,288	3,865,390	80,000,000
9	1,018,848	4,775,195	489,802	529,046	4,394,437	80,000,000
10	1,018,848	5,240,408	465,213	553,635	4,948,072	80,000,000
11	1,018,848	5,952,919	712,510	306,338	5,254,409	80,000,000
12	1,018,848	6,654,008	701,090	317,758	5,572,168	80,000,000
13	1,018,848	7,344,190	690,181	328,667	5,900,834	80,000,000
14	1,018,848	8,007,970	663,780	355,068	6,255,902	80,000,000
15	1,018,848	8,629,801	621,831	397,017	6,652,919	80,000,000
16	1,018,848	9,221,004	591,202	427,646	7,080,564	80,000,000
17	1,018,848	9,798,689	577,686	441,162	7,521,727	80,000,000
18	1,018,848	10,334,013	535,323	483,525	8,005,251	80,000,000
19	1,018,848	10,835,020	501,007	517,841	8,523,092	80,000,000
20	1,018,848	11,282,536	447,516	571,332	9,094,424	80,000,000
21	1,018,848	11,589,591	307,055	711,793	9,806,217	80,000,000
22	1,018,848	11,808,927	219,337	799,511	10,605,729	80,000,000
23	1,018,848	11,935,095	126,167	892,681	11,498,409	80,000,000
24	1,018,848	11,952,266	17,171	1,001,677	12,500,086	80,000,000
25	1,018,848	11,821,097	(131,169)	1,150,017	13,650,103	80,000,000
26	1,018,848	11,738,050	(83,048)	1,101,896	14,751,998	80,000,000
27	1,018,848	11,523,295	(214,755)	1,233,603	15,985,601	80,000,000
28	1,018,848	11,149,416	(373,879)	1,392,727	17,378,328	80,000,000
29	1,018,848	10,600,103	(549,312)	1,568,160	18,946,489	80,000,000
30	1,018,848	9,903,316	(696,787)	1,715,635	20,662,124	80,000,000

ADJUSTED FUNDING FOR ASSUMED DEATHS

1 1,018,848 496,254 496,254 522,594 522,594 80,000 2 1,018,848 1,046,574 550,320 468,528 991,122 80,000 3 1,018,848 1,596,496 549,922 468,926 1,460,048 80,000 4 1,018,848 2,146,649 550,153 468,695 1,928,743 80,000 5 1,018,848 2,696,132 549,483 469,365 2,398,108 80,000 6 1,018,848 3,242,709 546,577 472,271 2,870,379 80,000 7 1,018,848 3,775,834 533,125 485,723 3,356,102 80,000 8 1,018,848 4,285,394 509,560 509,288 3,865,390 80,000 9 1,018,848 4,775,195 489,802 529,046 4,394,437 80,000 10 1,018,848 5,952,919 712,510 306,338 5,254,409 80,000 12 1,018,848 6,654,008 701,090 <td< th=""><th></th><th>700</th><th>COILDI</th><th>OND INC I</th><th>OIT ACCO</th><th>MED DEA</th><th>1110</th></td<>		700	COILDI	OND INC I	OIT ACCO	MED DEA	1110
Yr Annual Premium Cash Values Increase on Earnings Earnings Death Ber 1 1,018,848 496,254 496,254 522,594 522,594 80,000 2 1,018,848 1,046,574 550,320 468,528 991,122 80,000 3 1,018,848 1,596,496 549,922 468,926 1,460,048 80,000 4 1,018,848 2,146,649 550,153 468,695 1,928,743 80,000 5 1,018,848 2,696,132 549,483 469,365 2,398,108 80,000 6 1,018,848 3,242,709 546,577 472,271 2,870,379 80,000 7 1,018,848 3,775,834 533,125 485,723 3,356,102 80,000 8 1,018,848 4,285,394 509,560 509,288 3,865,390 80,000 9 1,018,848 4,775,195 489,802 529,046 4,394,437 80,000 10 1,018,848 5,952,919 712,510 <td></td> <td></td> <td></td> <td></td> <td></td> <td>Cumulative</td> <td></td>						Cumulative	
1 1,018,848 496,254 496,254 522,594 522,594 80,000 2 1,018,848 1,046,574 550,320 468,528 991,122 80,000 3 1,018,848 1,596,496 549,922 468,926 1,460,048 80,000 4 1,018,848 2,146,649 550,153 468,695 1,928,743 80,000 5 1,018,848 2,696,132 549,483 469,365 2,398,108 80,000 6 1,018,848 3,242,709 546,577 472,271 2,870,379 80,000 7 1,018,848 3,775,834 533,125 485,723 3,356,102 80,000 8 1,018,848 4,285,394 509,560 509,288 3,865,390 80,000 9 1,018,848 4,775,195 489,802 529,046 4,394,437 80,000 10 1,018,848 5,952,919 712,510 306,338 5,254,409 80,000 11 1,018,848 5,952,919 712,510 <td< td=""><td></td><td></td><td></td><td>Cash Value</td><td>Annual Effect</td><td>Effect on</td><td></td></td<>				Cash Value	Annual Effect	Effect on	
2 1,018,848 1,046,574 550,320 468,528 991,122 80,000 3 1,018,848 1,596,496 549,922 468,926 1,460,048 80,000 4 1,018,848 2,146,649 550,153 468,695 1,928,743 80,000 5 1,018,848 2,696,132 549,483 469,365 2,398,108 80,000 6 1,018,848 3,242,709 546,577 472,271 2,870,379 80,000 7 1,018,848 3,775,834 533,125 485,723 3,356,102 80,000 8 1,018,848 4,285,394 509,560 509,288 3,865,390 80,000 9 1,018,848 4,775,195 489,802 529,046 4,394,437 80,000 10 1,018,848 5,240,408 465,213 553,635 4,948,072 80,000 11 1,018,848 5,952,919 712,510 306,338 5,254,409 80,000 12 1,018,848 7,344,190 690,181	Yr	Annual Premium	Cash Values	Increase	on Earnings	Earnings	Death Benefits
3 1,018,848 1,596,496 549,922 468,926 1,460,048 80,000 4 1,018,848 2,146,649 550,153 468,695 1,928,743 80,000 5 1,018,848 2,696,132 549,483 469,365 2,398,108 80,000 6 1,018,848 3,242,709 546,577 472,271 2,870,379 80,000 7 1,018,848 3,775,834 533,125 485,723 3,356,102 80,000 8 1,018,848 4,285,394 509,560 509,288 3,865,390 80,000 9 1,018,848 4,775,195 489,802 529,046 4,394,437 80,000 10 1,018,848 5,240,408 465,213 553,635 4,948,072 80,000 11 1,018,848 5,952,919 712,510 306,338 5,254,409 80,000 12 1,018,848 6,654,008 701,090 317,758 5,572,168 80,000 13 1,018,848 8,029,801 621,831		1,018,848	496,254	496,254	522,594	522,594	80,000,000
4 1,018,848 2,146,649 550,153 468,695 1,928,743 80,000 5 1,018,848 2,696,132 549,483 469,365 2,398,108 80,000 6 1,018,848 3,242,709 546,577 472,271 2,870,379 80,000 7 1,018,848 3,775,834 533,125 485,723 3,356,102 80,000 8 1,018,848 4,285,394 509,560 509,288 3,865,390 80,000 9 1,018,848 4,775,195 489,802 529,046 4,394,437 80,000 10 1,018,848 5,240,408 465,213 553,635 4,948,072 80,000 11 1,018,848 5,952,919 712,510 306,338 5,254,409 80,000 12 1,018,848 5,952,919 712,510 306,338 5,254,409 80,000 12 1,018,848 7,344,190 690,181 328,667 5,900,834 80,000 13 1,018,848 7,344,190 690,181		1,018,848	1,046,574	550,320	468,528	991,122	80,000,000
5 1,018,848 2,696,132 549,483 469,365 2,398,108 80,000 6 1,018,848 3,242,709 546,577 472,271 2,870,379 80,000 7 1,018,848 3,775,834 533,125 485,723 3,356,102 80,000 8 1,018,848 4,285,394 509,560 509,288 3,865,390 80,000 9 1,018,848 4,775,195 489,802 529,046 4,394,437 80,000 10 1,018,848 5,240,408 465,213 553,635 4,948,072 80,000 11 1,018,848 5,952,919 712,510 306,338 5,254,409 80,000 12 1,018,848 6,654,008 701,090 317,758 5,572,168 80,000 13 1,018,848 7,344,190 690,181 328,667 5,900,834 80,000 14 1,018,848 8,629,801 621,831 397,017 6,652,919 80,000 15 1,018,848 8,629,801 621,831	3	1,018,848	1,596,496	549,922	468,926	1,460,048	80,000,000
6 1,018,848 3,242,709 546,577 472,271 2,870,379 80,000 7 1,018,848 3,775,834 533,125 485,723 3,356,102 80,000 8 1,018,848 4,285,394 509,560 509,288 3,865,390 80,000 9 1,018,848 4,775,195 489,802 529,046 4,394,437 80,000 10 1,018,848 5,240,408 465,213 553,635 4,948,072 80,000 11 1,018,848 5,952,919 712,510 306,338 5,254,409 80,000 12 1,018,848 6,654,008 701,090 317,758 5,572,168 80,000 13 1,018,848 7,344,190 690,181 328,667 5,900,834 80,000 14 1,018,848 8,629,801 621,831 397,017 6,652,919 80,000 15 1,018,848 8,629,801 621,831 397,017 6,652,919 80,000 16 764,136 6,915,753 443,402		1,018,848	2,146,649	550,153	468,695	1,928,743	80,000,000
7 1,018,848 3,775,834 533,125 485,723 3,356,102 80,000 8 1,018,848 4,285,394 509,560 509,288 3,865,390 80,000 9 1,018,848 4,775,195 489,802 529,046 4,394,437 80,000 10 1,018,848 5,240,408 465,213 553,635 4,948,072 80,000 11 1,018,848 5,952,919 712,510 306,338 5,254,409 80,000 12 1,018,848 6,654,008 701,090 317,758 5,572,168 80,000 13 1,018,848 7,344,190 690,181 328,667 5,900,834 80,000 14 1,018,848 8,007,970 663,780 355,068 6,255,902 80,000 15 1,018,848 8,629,801 621,831 397,017 6,652,919 80,000 16 764,136 6,915,753 443,402 320,734 6,973,653 60,000 18 764,136 7,349,017 433,264		1,018,848	2,696,132	549,483	469,365	2,398,108	80,000,000
8 1,018,848 4,285,394 509,560 509,288 3,865,390 80,000 9 1,018,848 4,775,195 489,802 529,046 4,394,437 80,000 10 1,018,848 5,240,408 465,213 553,635 4,948,072 80,000 11 1,018,848 5,952,919 712,510 306,338 5,254,409 80,000 12 1,018,848 6,654,008 701,090 317,758 5,572,168 80,000 13 1,018,848 7,344,190 690,181 328,667 5,900,834 80,000 14 1,018,848 8,007,970 663,780 355,068 6,255,902 80,000 15 1,018,848 8,629,801 621,831 397,017 6,652,919 80,000 16 764,136 6,915,753 443,402 320,734 6,973,653 60,000 17 764,136 7,349,017 433,264 330,872 7,304,525 60,000 18 764,136 8,126,265 375,755		1,018,848	3,242,709	546,577	472,271	2,870,379	80,000,000
9 1,018,848 4,775,195 489,802 529,046 4,394,437 80,000 10 1,018,848 5,240,408 465,213 553,635 4,948,072 80,000 11 1,018,848 5,952,919 712,510 306,338 5,254,409 80,000 12 1,018,848 6,654,008 701,090 317,758 5,572,168 80,000 13 1,018,848 7,344,190 690,181 328,667 5,900,834 80,000 14 1,018,848 8,007,970 663,780 355,068 6,255,902 80,000 15 1,018,848 8,629,801 621,831 397,017 6,652,919 80,000 16 764,136 6,915,753 443,402 320,734 6,973,653 60,000 17 764,136 7,349,017 433,264 330,872 7,304,525 60,000 18 764,136 7,750,510 401,493 362,643 7,667,168 60,000 19 764,136 8,126,265 375,755	7	1,018,848	3,775,834	533,125	485,723	3,356,102	80,000,000
10 1,018,848 5,240,408 465,213 553,635 4,948,072 80,000 11 1,018,848 5,952,919 712,510 306,338 5,254,409 80,000 12 1,018,848 6,654,008 701,090 317,758 5,572,168 80,000 13 1,018,848 7,344,190 690,181 328,667 5,900,834 80,000 14 1,018,848 8,007,970 663,780 355,068 6,255,902 80,000 15 1,018,848 8,629,801 621,831 397,017 6,652,919 80,000 16 764,136 6,915,753 443,402 320,734 6,973,653 60,000 17 764,136 7,349,017 433,264 330,872 7,304,525 60,000 18 764,136 7,750,510 401,493 362,643 7,667,168 60,000 19 764,136 8,126,265 375,755 388,381 8,055,549 60,000 20 509,424 5,641,268 229,176		1,018,848	4,285,394	509,560	509,288	3,865,390	80,000,000
11 1,018,848 5,952,919 712,510 306,338 5,254,409 80,000 12 1,018,848 6,654,008 701,090 317,758 5,572,168 80,000 13 1,018,848 7,344,190 690,181 328,667 5,900,834 80,000 14 1,018,848 8,007,970 663,780 355,068 6,255,902 80,000 15 1,018,848 8,629,801 621,831 397,017 6,652,919 80,000 16 764,136 6,915,753 443,402 320,734 6,973,653 60,000 17 764,136 7,349,017 433,264 330,872 7,304,525 60,000 18 764,136 7,750,510 401,493 362,643 7,667,168 60,000 19 764,136 8,126,265 375,755 388,381 8,055,549 60,000 20 509,424 5,641,268 229,176 280,248 8,335,797 40,000 21 509,424 5,904,464 109,668	9	1,018,848	4,775,195	489,802	529,046	4,394,437	80,000,000
12 1,018,848 6,654,008 701,090 317,758 5,572,168 80,000 13 1,018,848 7,344,190 690,181 328,667 5,900,834 80,000 14 1,018,848 8,007,970 663,780 355,068 6,255,902 80,000 15 1,018,848 8,629,801 621,831 397,017 6,652,919 80,000 16 764,136 6,915,753 443,402 320,734 6,973,653 60,000 17 764,136 7,349,017 433,264 330,872 7,304,525 60,000 18 764,136 7,750,510 401,493 362,643 7,667,168 60,000 19 764,136 8,126,265 375,755 388,381 8,055,549 60,000 20 509,424 5,641,268 229,176 280,248 8,335,797 40,000 21 509,424 5,94,795 153,527 355,897 8,691,694 40,000 22 509,424 5,967,547 63,084	10	1,018,848	5,240,408	465,213	553,635	4,948,072	80,000,000
13 1,018,848 7,344,190 690,181 328,667 5,900,834 80,000 14 1,018,848 8,007,970 663,780 355,068 6,255,902 80,000 15 1,018,848 8,629,801 621,831 397,017 6,652,919 80,000 16 764,136 6,915,753 443,402 320,734 6,973,653 60,000 17 764,136 7,349,017 433,264 330,872 7,304,525 60,000 18 764,136 7,750,510 401,493 362,643 7,667,168 60,000 19 764,136 8,126,265 375,755 388,381 8,055,549 60,000 20 509,424 5,641,268 229,176 280,248 8,335,797 40,000 21 509,424 5,794,795 153,527 355,897 8,691,694 40,000 22 509,424 5,967,547 63,084 446,340 9,537,790 40,000 24 509,424 5,976,133 8,586 500	11	1,018,848	5,952,919	712,510	306,338	5,254,409	80,000,000
14 1,018,848 8,007,970 663,780 355,068 6,255,902 80,000 15 1,018,848 8,629,801 621,831 397,017 6,652,919 80,000 16 764,136 6,915,753 443,402 320,734 6,973,653 60,000 17 764,136 7,349,017 433,264 330,872 7,304,525 60,000 18 764,136 7,750,510 401,493 362,643 7,667,168 60,000 19 764,136 8,126,265 375,755 388,381 8,055,549 60,000 20 509,424 5,641,268 229,176 280,248 8,335,797 40,000 21 509,424 5,794,795 153,527 355,897 8,691,694 40,000 22 509,424 5,904,464 109,668 399,756 9,091,449 40,000 23 509,424 5,967,547 63,084 446,340 9,537,790 40,000 24 509,424 5,976,133 8,586 500,8	12	1,018,848	6,654,008	701,090	317,758	5,572,168	80,000,000
15 1,018,848 8,629,801 621,831 397,017 6,652,919 80,000 16 764,136 6,915,753 443,402 320,734 6,973,653 60,000 17 764,136 7,349,017 433,264 330,872 7,304,525 60,000 18 764,136 7,750,510 401,493 362,643 7,667,168 60,000 19 764,136 8,126,265 375,755 388,381 8,055,549 60,000 20 509,424 5,641,268 229,176 280,248 8,335,797 40,000 21 509,424 5,794,795 153,527 355,897 8,691,694 40,000 22 509,424 5,904,464 109,668 399,756 9,091,449 40,000 23 509,424 5,967,547 63,084 446,340 9,537,790 40,000 24 509,424 5,976,133 8,586 500,838 10,038,628 40,000	13	1,018,848	7,344,190	690,181	328,667	5,900,834	80,000,000
16 764,136 6,915,753 443,402 320,734 6,973,653 60,000 17 764,136 7,349,017 433,264 330,872 7,304,525 60,000 18 764,136 7,750,510 401,493 362,643 7,667,168 60,000 19 764,136 8,126,265 375,755 388,381 8,055,549 60,000 20 509,424 5,641,268 229,176 280,248 8,335,797 40,000 21 509,424 5,794,795 153,527 355,897 8,691,694 40,000 22 509,424 5,904,464 109,668 399,756 9,091,449 40,000 23 509,424 5,967,547 63,084 446,340 9,537,790 40,000 24 509,424 5,976,133 8,586 500,838 10,038,628 40,000	14	1,018,848	8,007,970	663,780	355,068	6,255,902	80,000,000
17 764,136 7,349,017 433,264 330,872 7,304,525 60,000 18 764,136 7,750,510 401,493 362,643 7,667,168 60,000 19 764,136 8,126,265 375,755 388,381 8,055,549 60,000 20 509,424 5,641,268 229,176 280,248 8,335,797 40,000 21 509,424 5,794,795 153,527 355,897 8,691,694 40,000 22 509,424 5,904,464 109,668 399,756 9,091,449 40,000 23 509,424 5,967,547 63,084 446,340 9,537,790 40,000 24 509,424 5,976,133 8,586 500,838 10,038,628 40,000	15	1,018,848	8,629,801	621,831	397,017	6,652,919	80,000,000
18 764,136 7,750,510 401,493 362,643 7,667,168 60,000 19 764,136 8,126,265 375,755 388,381 8,055,549 60,000 20 509,424 5,641,268 229,176 280,248 8,335,797 40,000 21 509,424 5,794,795 153,527 355,897 8,691,694 40,000 22 509,424 5,904,464 109,668 399,756 9,091,449 40,000 23 509,424 5,967,547 63,084 446,340 9,537,790 40,000 24 509,424 5,976,133 8,586 500,838 10,038,628 40,000	16	764,136	6,915,753	443,402	320,734	6,973,653	60,000,000
19 764,136 8,126,265 375,755 388,381 8,055,549 60,000 20 509,424 5,641,268 229,176 280,248 8,335,797 40,000 21 509,424 5,794,795 153,527 355,897 8,691,694 40,000 22 509,424 5,904,464 109,668 399,756 9,091,449 40,000 23 509,424 5,967,547 63,084 446,340 9,537,790 40,000 24 509,424 5,976,133 8,586 500,838 10,038,628 40,000	17	764,136	7,349,017	433,264	330,872	7,304,525	60,000,000
20 509,424 5,641,268 229,176 280,248 8,335,797 40,000 21 509,424 5,794,795 153,527 355,897 8,691,694 40,000 22 509,424 5,904,464 109,668 399,756 9,091,449 40,000 23 509,424 5,967,547 63,084 446,340 9,537,790 40,000 24 509,424 5,976,133 8,586 500,838 10,038,628 40,000	18	764,136	7,750,510	401,493	362,643	7,667,168	60,000,000
21 509,424 5,794,795 153,527 355,897 8,691,694 40,000 22 509,424 5,904,464 109,668 399,756 9,091,449 40,000 23 509,424 5,967,547 63,084 446,340 9,537,790 40,000 24 509,424 5,976,133 8,586 500,838 10,038,628 40,000	19	764,136	8,126,265	375,755	388,381	8,055,549	60,000,000
22 509,424 5,904,464 109,668 399,756 9,091,449 40,000 23 509,424 5,967,547 63,084 446,340 9,537,790 40,000 24 509,424 5,976,133 8,586 500,838 10,038,628 40,000	20	509,424	5,641,268	229,176	280,248	8,335,797	40,000,000
23 509,424 5,967,547 63,084 446,340 9,537,790 40,000 24 509,424 5,976,133 8,586 500,838 10,038,628 40,000	21	509,424	5,794,795	153,527	355,897	8,691,694	40,000,000
24 509,424 5,976,133 8,586 500,838 10,038,628 40,000	22	509,424	5,904,464	109,668	399,756	9,091,449	40,000,000
	23	509,424	5,967,547	63,084	446,340	9,537,790	40,000,000
25/ 742 2 055 27/ (22 702) 207 50/ 10 226 122 20 000	24	509,424	5,976,133	8,586	500,838	10,038,628	40,000,000
25 234,712 2,955,274 (52,792) 267,504 10,526,132 20,000	25	254,712	2,955,274	(32,792)	287,504	10,326,132	20,000,000
26 254,712 2,934,512 (20,762) 275,474 10,601,606 20,000	26	254,712	2,934,512	(20,762)	275,474	10,601,606	20,000,000
27 254,712 2,880,824 (53,689) 308,401 10,910,007 20,000	27	254,712	2,880,824	(53,689)	308,401	10,910,007	20,000,000
28 254,712 2,787,354 (93,470) 348,182 11,258,189 20,000	28	254,712	2,787,354	(93,470)	348,182	11,258,189	20,000,000
29 254,712 2,650,026 (137,328) 392,040 11,650,229 20,000	29	254,712	2,650,026	(137,328)	392,040	11,650,229	20,000,000
30 254,712 2,475,829 (174,197) 428,909 12,079,138 20,000	30	254,712	2,475,829	(174,197)	428,909	12,079,138	20,000,000

NOT VALID WITHOUT COMPLETE LIFE INSURANCE ILLUSTRATIONS SHOWING IMPORTANT INFORMATION ABOUT GUARANTEED AND NON-GUARANTEED VALUES. EACH UNIVERSAL LIFE ILLUSTRATIONS IS DESIGNED TO BE LEVEL FUNDED BASED UPON CURRENT INTEREST RATES WITH A DURATION OF COVERAGE TO AGE 95.

Disclosures

This is a hypothetical example for illustrative purposes only. The example provided is not representative of all clients' experiences and are not indicative of any future performance or results.

Illustrated life insurance pricing is based on assumptions. To continue coverage beyond stated durations may require substantially higher premiums. Illustrated products and options shown based on product availability and pricing as of this date. Any product guarantees, including the death benefit, are subject to the claims paying ability of the issuing insurance company. This presentation is not complete without the accompanying illustrations.

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