

High Net Worth Foreign National Program

Penn Mutual's High Net Worth Foreign National Program is designed to make our diverse and competitive life insurance products available to meet the needs of your affluent foreign clients with significant ties to the United States (U.S.), and who meet the parameters outlined in this guide.

Eligible Clients

Net Worth

Minimum $2.5 million of U.S. sourced assets.

Residency Criteria

U.S. resident for the last 3 years with the intent to continue residing in the U.S. permanently. Evidence of residency can include ownership of a home in the U.S., marriage to a U.S. Citizen, and continuous U.S. employment.

Eligible Visas

A citizen of a country associated with Penn Mutual's eligible countries list (see back cover) who holds an acceptable U.S. issued visa.

- ✓ Acceptable Visas: E1-2, H1B, H4, K1-4, L1-2 and V1-3.
- ✓ B1-B2 Visa consideration is possible upon prequalification by underwriting. Facultative reinsurance will be required.
- ✓ EB-5 Visa: Please see the back cover of this guide for specific criteria.

Ineligible Occupations

- × Government or military personnel
- × Missionaries
- × Journalists
- × Diplomats
- × Members of judiciary
- × Security personnel
- × Trade union officials and politically exposed persons (PEPs) and their family members
- × Professional Athletes
- × Public figures/celebrities
- × Other high-profile occupations

Solicitation: All solicitations of insurance products must be made within the 50 United States (excludes Puerto Rico). Solicitation at a U.S. embassy abroad will not be accepted.



Product and Policy Requirements

Eligible Products & Riders

All of Penn Mutual's currently sold permanent life insurance products, except variable universal life, are available

Please note the following exclusions:

- One life uninsurable for survivorship coverage
- Term products
- Riders requiring evidence of insurability (i.e. Chronic Illness Accelerated Benefit Rider, Waiver of Premium Riders, etc)

Issue Ages

25–70

Maximum Death Benefit

$15 Million (total underwriting amount at issue, less any Penn Mutual inforce coverage)

Jumbo Limit

$35 Million

Policy Ownership

U.S. ownership is required (the foreign national cannot be the owner)
Acceptable forms of ownership include:

- U.S. Citizen or permanent resident spouse
- U.S. domestic corporation, partnership or Limited Liability Company
- U.S. situs irrevocable trust

If the owner is a U.S. domestic corporation, partnership or LLC – both of the following requirements apply:

- All owners of the entity must be U.S. Citizens or permanent residents; and
- A copy of the entities articles of organization must be provided

If the owner is a U.S. situs irrevocable trust, both of the following requirements apply:

- All Trustees must be U.S. Citizens, permanent U.S. residents, or a U.S. domestic corporation; and
- An executed copy of the trust must be provided (the Certification of Trust, form PM6389, is not acceptable)

Policy Premium

The source of funds must comply with the Penn Mutual's anti money laundering and underwriting guidelines

- All funds must be sent to Penn Mutual from a U.S. domiciled bank
- Compliance with Penn Mutual's third party check rules is required

Policy Delivery

Policy must be delivered in the U.S. (delivery at a U.S. embassy is not permitted)

- A signed and dated delivery receipt is required



Underwriting Requirements

- All aspects of the application process, including all forms of communication, must take place in the U.S.
- Insured must have a basic understanding of the English language.
- Validation of U.S. sourced financials and justification for the death benefit amount.
- All examinations must be performed in the U.S.
  - If the insured is not fluent in English, the exam must be performed by a Penn Mutual approved examiner and with an independent translator (adviser or family member cannot be the translator)
- Hepatitis Screen is required for all insureds -performed by Clinical Reference Laboratories (CRL)
- Inspection Report for death benefit of $3 million and over
- Risk Class: Standard through Table 4 (200%)
  - Preferred may be considered on an individual basis, medical records demonstrating routine medical care will be required
- All medical records, including Attending Physician Statement (APS), are required to be in English. Any translation is required prior to submission, and must be performed by a certified translation service. Neither Penn Mutual nor any of its representatives will incur or pay any charges for translation services.
- Penn Mutual age and amount requirements apply

Additional Documentation Required

- Confidential Financial Statement (CFS) - form # PM6353
- Foreign Travel Questionnaire - form # PM0326
- Photocopy of valid temporary visa (or U.S. entry visa if issued)
- Photocopy of passport ID and stamped pages
- Require Social Security/Tax ID number, or completed W8-BEN
- Cover letter that explains:
  - The need and purpose of the coverage, including a narrative explaining residency in the U.S.
  - The reason for purchasing a policy from a U.S. insurance carrier
  - How the face amount was determined (e.g., income replacement, key person, estate planning for U.S. federal and/or state estate taxes only)
  - A reasonable, demonstrated insurable interest of the owner in the insured must exist, along with a strong economic tie with the U.S. or U.S. tax liability

This program excludes the following:

- × Express review, simplified or accelerated underwriting
- × Table four to standard fold-in program
- × Premium financing
- × Temporary insurance agreement
- × Private aviation



Eligible Countries

Penn Mutual will consider clients from the following countries (as of March 16, 2017):

American Samoa
Andorra
Anguilla
Antigua
Aruba
Australia
Austria
Barbados
Belize[1]
Bermuda
Bonaire
Brazil[1]
Britain/Great Britain/ UK/England
British Virgin Islands
Brunei
Bulgaria
Canary Islands
Cayman Islands/ Grand Cayman
Chile
China[2]
Croatia
Curacao
Cyprus
Czech Republic
Denmark
Dominica
Dominican Republic[1]
Dubai
Falkland Islands
Finland
French Guyana
French Polynesia
Germany
Greenland
Grenada
Guadeloupe
Guam
Hong Kong
Hungary
Iceland
India[2]
Israel[2]
Italy
Jamaica[1]
Latvia
Liechtenstein
Lithuania
Luxembourg
Macau
Malaysia
Malta
Marshall Islands
Martinique
Mexico[2]
Monaco
Montenegro
Montserrat
Netherlands
Netherlands Antilles
Netherlands/ Holland
Nevis
New Caledonia
New Zealand
Norway
Oman
Paraguay[1]
Peru[1]
Philippines[1, 2]
Portugal
Qatar
Romania
Saba
Saint Croix
Saint Eustatius
Saint John
Saint Kitts
Saint Lucia
Saint Martin
Saint Pierre and Miquelon
San Marino
Scotland
Slovakia
Slovenia
South Korea
St Kitts & Nevis
St Lucia
St Maarten
St Vincent & the Grenadines
Sweden
Taiwan
Thailand[1]
Trinidad & Tobago[1]
Turkey[1, 2]
Turks & Caicos Islands
United Kingdom
Vatican City
Wales

The list of countries is subject to change and coverage may not be available if travel warning or alert is in effect — refer to www.travel.gov

[1] Limited to standard risk class.
[2] Residency limited to certain cities or regions:
- China – Beijing, Chongqing, Guangzhou, Shanghai, Sheyang and Tianjin
- India – Delhi and Mumbai
- Israel – West Bank and Gaza strip excluded
- Mexico – Some regions excluded, refer to www.travel.gov
- Philippines – Manila
- Turkey – Istanbul and Ankara

Adviser Eligibility

This program is only available to advisers with experience in the foreign national market. Advisers must obtain prior approval from your local Penn Mutual field office to participate in this program prior to any solicitation.

For EB-5 Visas: All criteria previously listed in this guide apply, with the following modifications: Issue Ages 25-60; 2 years of continuous residence; and ownership of U.S. property, business or investment interests.

There are unique underwriting and regulatory issues to consider when issuing life insurance policies to foreign nationals. As world circumstances change, so may Penn Mutual's High Net Worth Foreign National criteria. Risk classification of foreign nationals is to be considered tentative until actual policy approval. Penn Mutual may not be able to consider proposed insureds for coverage from all countries due regulations of the foreign country.

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