Operations Training (PAIIC Asia)

People you can trust for **life.**

Agenda

PAN AMERICAN LIFE INSURANCE GROUP

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PAIIC Business Model: Solicitation & Marketing

PAN AMERICAN LIFE INSURANCE GROUP

Guidelines

Procedures to be completed in Hong Kong/Singapore:

- Solicitation
- Medical Exam
- Application Signing

How we recommend to speak in country:

- Speak in generic terms about insurance solutions
- Utilize our "Basic Supplemental Illustration" report feature if sharing with clients when outside of HK/SG
- When referencing PA, clients can do research on our company, refer them to our website (www.palig.com)
- High level mass marketing either on social media, digital, mass e-mail or mail is **strictly prohibited**
- If PA supports an event outside of HK/SG, the use of Pan-American's logo on any of the event materials is **strictly prohibited**

Solicitation & Marketing cont'd…

PAN AMERICAN LIFE INSURANCE GROUP

Guidelines cont'd…

Basic Steps for Customers Interested in Pan-American products:

- ✓ **Client flies in to Hong Kong or Singapore** *(mobile model)*
- ✓ **Complete New Business Application Forms**
  - Application dates must match entry dates
  - Submit application to AsianGlobalServices@palig.com and cc your PA Account Manager
- ✓ **Client completes medical exam with MediFast**
  - Appointments may be coordinated directly with MediFast *(Contact info Page 15)*
  - Pan-American may also assist in scheduling the first several cases, if necessary *(Allow at least 72 hours to schedule medicals)*

Temporary Pandemic Continuity
Medical Acceptance Summary

PAN AMERICAN LIFE INSURANCE GROUP

	Face Amount	Requirements	Age	Best Rating	Products
TMU	IUL/UL: 200k to 600k Term: 500k	• Video Interview w/First Financial	20-50	Standard (Tobacco or Non-Tobacco)	• IUL • UL • Term
External Medicals (Non-TMU)	Auto Bind Up to $10M	Medical Exam from another insurance carrier within the past 12 months are accepted • Must include Hep B & C panels • If medical is over 6 months old the best class is Standard	Up to 80 (product dependent)	Country dependent	• IUL • UL • Term
Approved Medical Facility (Non-TMU)	No Pre-determined Maximum	• Insured completes Medical Exam including blood & urine collection in Pan-American approved in-country facility	Up to 80 (product dependent)	Country dependent	• IUL • UL • Term

The underwriter reserves the right to request additional information as deemed necessary.

New Business Application (Up to FA $750k)

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Required Forms

- **Agent Cover Letter**
- **Primary Insured Application** (B-1542)
- **Premium Allocation Form** *(For IUL policies)* (PAIIC GA-IUL)
- **FATCA Form** (W8BEN)
- **COVID-19 Declaration*** (B2032)

Required Documents

- **Copy of ID** *(Passport preferred, Gov't Issued w/signature)*
- **Proof Of Entry** *(Entry to Hong Kong/Singapore must match date of application)*
- **Proof of Residence** *(Valid within the past 3 months)*
- **Medical Exam**
- **Signed Illustration**

Proof of Residents:

Must be translated to English, can be done by agent on actual document if applicable.

- Utility Bill (water, electricity, gas or cable)
- Bank Statement
- Government Issued Photo ID

* Required until further notice

Please note that additional forms and/or requirements may be requested at the discretion of the underwriter.

New Business Application (FA $750k and Up)

PAN AMERICAN LIFE INSURANCE GROUP

Other Forms

- **Financial Questionnaire** (A-3067)
  - For face amounts of $750k and above
- **Attending Physician Statement** (A-3094)
  - For face amounts of $750k and above
- **Source of Funds** (COMP7-2018-08-F-001)
  - Lump sum Single Premiums
  - Unscheduled or Excess Premium Payments of $10k and above
  - Politically Exposed Person

Additional Requirements for $3M and above:

- **Financial Information Requirements**
  - Financial Questionnaire (*signed and sealed by a CPA*)
  - Inspection Report *(available in English, Cantonese, Mandarin, Korean, Japanese)*

Plus ONE of the following:

✓ Bank Referral Letter or
✓ Income Tax Returns/Declarations (*from last 2 years*) or
✓ Audited Financial Statement

Please note that additional forms and/or requirements may be requested at the discretion of the underwriter.

Agent Cover Letter Template

PAN AMERICAN LIFE INSURANCE GROUP

Date: _____

To: _____ *(Company Name)*
(PAIIC) Pan-American International Insurance Corporation

Subject: Life Insurance Application for_____ *(Insured's Name)*

- ✓ **Introduction:** How do you know the client? How much face amount is requested? etc…
- ✓ **Individual Background:** Age, Occupation, Income, Family, Lifestyle, Activities, Health etc…
- ✓ **Reason for Insurance:** Retirement Planning, Income Protection, Estate Tax Planning, Family (college education) etc…
- ✓ **Summary:** Closing Remarks

Sincerely,

_____ *(Agent Signature)*

_____ *(Agent Printed Name)*

HK Trust Ownership Check List

PAN AMERICAN LIFE INSURANCE GROUP

Introduction Email *(Producer prepare short intro)*

Primary Insured Application *(Both)* (B-1542)

Premium Allocation Form *(Owner)* (PAIIC GA-IUL)

Letter of Intent

COVID-19 Declaration* *(Insured)* (B2032)

FATCA & CRS Form *(Entity versions signed by owner)* (W8BEN-E & B-2006-E)

Source of Funds *(If Single Premium) (Both)* (COMP7-2018-08-F-001)

Financial Questionnaire *($750k face and up) (Both)* (A-3067)

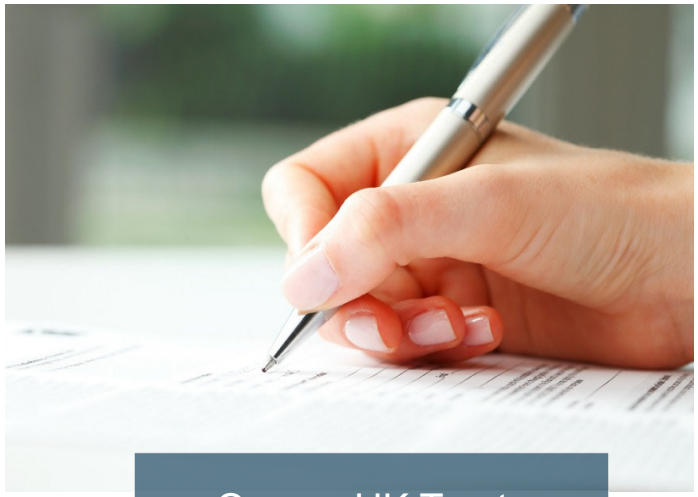
Copy of Trust + Verification of Trust Form (COMP5-2018-04-F-001)

Copy of ID from the Trustee + Copy of ID from Settlor *(Passport Preferred)*

Photo of Settlor (insured) holding their Photo ID *(only required for TMU)*

Proof of Residence *(Insured)*

Signed Illustration *(Insured)*



Owner: HK Trust

* Required until further notice

Please note that additional forms and/or requirements may be requested at the discretion of the underwriter

PAIIC Policy Contract Delivery Process

PAN AMERICAN LIFE INSURANCE GROUP

1. **Policy is approved and issued**

2. A copy of the policy contract will be available on the Producer Direct portal. **Policy contracts will be available for 30 days for download**.

3. An email with **Delivery Requirements** will be sent to the producer (person who submitted the case) with pending requirements: Premium, Policy Receipt, Amendments (if any). Producer has 15 days to submit.

4. Once delivery requirements have been received; **the contract will be electronically sent to the owner via DocuSign who must then review and acknowledge**. Owner has 7 days to accept. Producer will receive an "E-Contract Delivery Notice" email.

5. Pan-American will place the **contract in force within 2 business days of receiving the contract acceptance** from the owner.

6. Client has **a free look period of 10 days** from receipt of policy contract.

Application: Tips & Tricks

PAN AMERICAN LIFE INSURANCE GROUP

Do not leave any fields blank, use "None" instead to fill fields that do not apply

3rd Party Payor

Page 1: If a client has decided that the payor will be a "third party", complete the bottom of Page 1 of the application and submit a copy of their valid Passport/ID. If the decision for a third party payor is decided upon after submission of the application, a Third Party Authorization Form will be required.

POLICY PAYOR INFORMATION (Complete only if other than Proposed Insured)						
8. a) Last Name or Name of Entity		b) First Name(s)		c) Date of Birth	MM	DD	YYYY
d) Place of Birth		e) Type of Identification Document and N°		f) Residence Address (NO P.O. BOX)		g) City
h) State	i) Zip Code	j) Country	k) Telephone (Country/City Code/N°)		l) Relationship with Proposed Insured	
m) If a Corporation or Trust, place & date of incorporation/settlement				n) E-Mail		

Application: Tips & Tricks

PAN AMERICAN LIFE INSURANCE GROUP

Source of Funds

Page 2: Always complete the Source of Funds questions in the middle of Page 2. A separate SOF form will be required if lump sum single premiums or any unscheduled/excess premium payments of $10,000 or more are made.

i3) Source of Funds Initial Premium
- ❑ Personal Income
- ❑ Company Profits
- ❑ Other (explain)_____

i4) Source of Funds Additional Payment (Lump Sum)
- ❑ Personal Income
- ❑ Company Profits
- ❑ Other (explain) _____

Policy Owner Email

Page 4: New Business will require the Policy Owner's email at the bottom of page 4 in order to complete E-delivery. PAIIC policies will be E-delivered only to the provided Owner's email.

Owner's email (Contract will be sent to this email address):

Application: Tips & Tricks

PAN AMERICAN LIFE INSURANCE GROUP

Inspection Report

Page 6: In order to ensure the smooth scheduling and completion of the Inspection Report, ensure the producer provides a good day & time with accurate contact info for the underwriting team to set up the INS call for the client. Allow at least 72 hours to schedule interviews.

Availability to Request Inspection Reports
(based on Asia time)

Monday – Friday
9:00 am – 5:00 pm
9:00 pm – 5:00 am

10. Provide the personal cell phone of the Proposed Insured(s), time, and date they can be contacted by the Inspection Report company, if needed. Please indicate country and city code:

Telephone 1 _____

Telephone 2 _____

Date and time for contact _____

Alternative date and time _____

Allow some time until the Inspection Report company is contacted.

A third party service executes the INS report via phone interview to confirm client's eligibility.

- *Conducted to ensure application responses align.*

***Available in**: English, Cantonese, Mandarin, Japanese, Korean*

Application: Tips & Tricks

PAN AMERICAN LIFE INSURANCE GROUP

Writing Producer

Page 6: Ensure the writing agent completes the bottom of page 6. If producer's contract is pending, all fields in yellow still must be filled in (sign, print, %, date) and under Producer Code section put "Pending". While the Producer's code is being created, the new business will be reported under the PGA/MGA in the meantime.

I hereby certified that I accurately recorded on this application the information supplied by the applicant(s) and I have personally verified the original identification of the applicant(s). Copies of such IDs are being provided along with the foregoing application.

Signature of Writing Producer	Printed Name	Producer's Code	Participating %	Date
X _____				MM DD YYYY
Signature of Writing Producer	Printed Name	Producer's Code	Participating %	Date
X _____				MM DD YYYY

Underwriting Table

PAN AMERICAN LIFE INSURANCE GROUP

AGES	FACE AMOUNTS (USD)	REQUIREMENTS
0-19	500,000 and up	MD, UA, INS (Parents)
	TERM PLANS NOT AVAILABLE FOR 0-19	
20-50	500,000 – 750,000	MD, UA, BCP, INS
	750,001 – 2,500,000	MD, UA, BCP, INS, FIN, APS
	2,500,001 – 5,000,000	MD, UA, BCP, EKG*, INS, FIN, APS
	5,000,001 and up	MD, UA, BCP, TRD, INS, FIN, APS
51-60	500,000 – 750,000	MD, UA, BCP, EKG, INS APS
	750,001 – 2,000,000	MD, UA, BCP, EKG, INS, FIN, APS
	2,000,001 and up	MD, UA, BCP, TRD, INS, FIN, APS
61-75	500,000 – 750,000	MD, UA, BCP, EKG, INS, APS
	750,001 – 1,500,000	MD, UA, BCP, EKG, INS, FIN, APS
	1,500,001 and up	MD, UA, BCP, TRD, INS, FIN, APS
76-90	500,000 and up	MD, UA, BCP, CBC, TRD, APS, FIN, INS, FAQ

Full Inspection Report (INS) may be requested at the discretion of UW - *EKG from age 40 and up

EXPLANATIONS	
MD	Medical Exam
UA	Urinalysis
BCP	Blood Chemistry Profile
INS	Inspection Report
FIN	Financial Questionnaire
APS	Attending Physician Statement
EKG	Resting EKG
TRD	Treadmill or Stress Test
CBC	Complete Blood Count
FAQ	Functional Assessment Questionnaire

MediFast Hong Kong

PAN AMERICAN LIFE INSURANCE GROUP

Hours of Operation

MediFast 快驗保

Central Center 2/F, Hip Shing Hong Centre, 55 Des Voeux Road, Central, Hong Kong
Causeway Bay Center: 1/F, Bonaventure House, No. 91 Leighton Road, Causeway Bay, Hong Kong
Mongkok Center: 13/F, Wai Fung Centre, No. 664 Nathan Road, Mong Kok, Hong Kong

Opening Hours:
Mon – Fri: 9am to 1pm and 2pm to 6pm (last appointment 11:30am & 4:30pm)
Sat: 9am to 1pm and 2pm to 5pm (last appointment 11:30am & 3:30pm)
*Closed on Sunday and Public Holidays

To Schedule an Appointment:

- ✓ First & Last Name
- ✓ Date of Birth
- ✓ Passport No.
- ✓ MediFast Location
- ✓ Exam Date & Time

Advise MediFast the appointment is on behalf of the client applying for Pan-American Life Insurance and specify the type of tests required (MD, BCP, UA, EKG if applicable based on Medical UW table)

MediFast Contact: Elaine Leung **Email:** Elaine.Leung@medifasthk.com **Call:** 852-2272-8267

Premium Limitations for Max. Overfunding

PAN AMERICAN LIFE INSURANCE GROUP

Percent of Face Amount (Base + PIR)

- 50% for ages: 0 – 45
- 55% for ages: 46 – 55
- 60% for ages: 56 – 60
- 65% for ages: 61 – 65
- 70% for ages: 66 – 70
- 75% for ages: 71 and above

PIR = Primary Insured Rider, if applicable

Example:

Male, Age 40 looking for $1M coverage

- Client may fund up to 50% of his $1M coverage
- 50% of $1M is up to $500k as a Single Pay or multi pay such as $100k for 5 years)

PAIIC Cayman Products Access Code: vidaiul

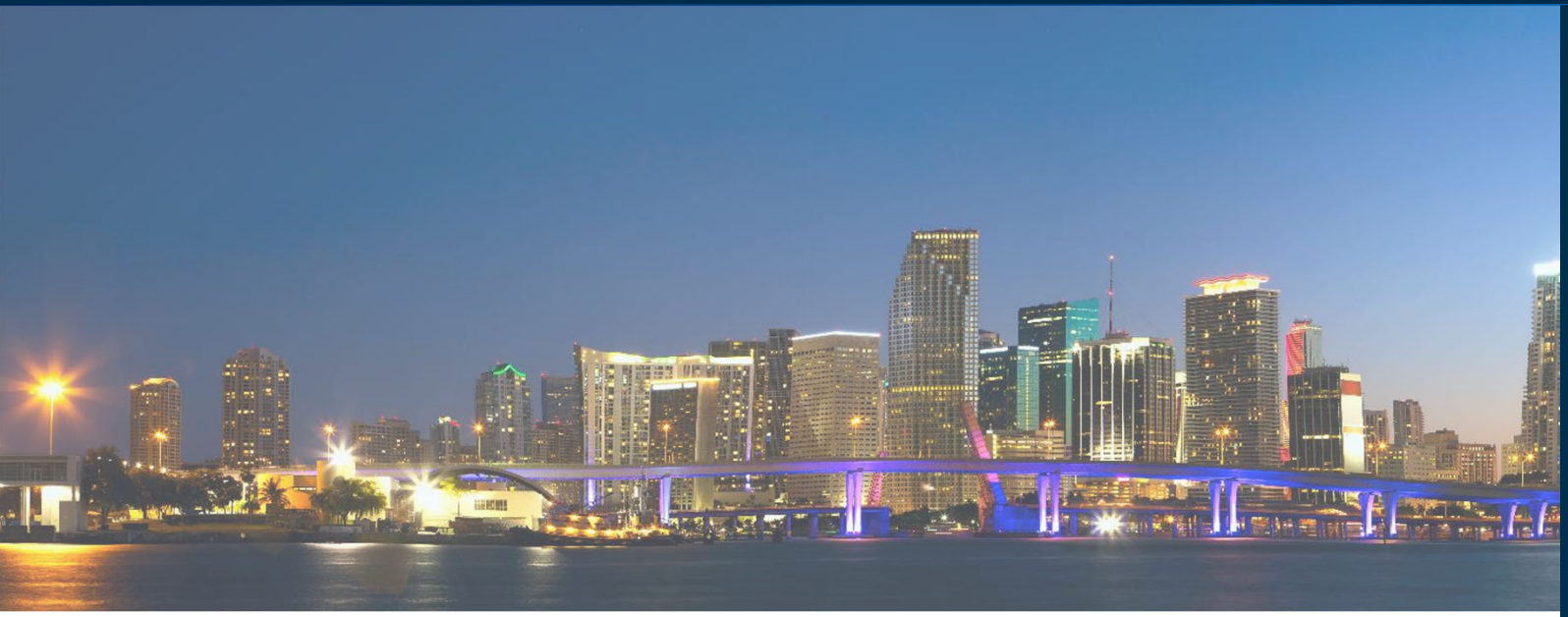
PAN AMERICAN LIFE INSURANCE GROUP

THANK YOU

QUESTIONS

Contact Us

PAN AMERICAN LIFE INSURANCE GROUP



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PAN AMERICAN LIFE INSURANCE GROUP

APPENDICES
PRODUCT COMPARISONS

Sun Life

PAN AMERICAN
Private Client

Pan-American IUL vs Sun Life IUL

10 Pay Scenario

Male, Age 45
Standard Non-Tobacco
Face Amount: $2,000,000
10 Pay Premium: $47,004

Highlights

- Stronger Cash Value Accumulation throughout all years
- Higher Death Benefit in later years
- Comparison ran with PA's 6.17% interest credited rate and SL's 5.80%

Pan-American Global Assets IUL vs SunLife IUL								
Age	End of Year		Cash Value			Death Benefit		
		Pan American 6.17%	Pan American 5.80%	Sun Life 5.80%	*Difference*	Pan American 5.80%	Sun Life 5.80%	*Difference*
45	1	**$0**	**$0**	$0	*$0*	**$2,000,000**	$2,000,000	*$0*
50	5	**$188,405**	**$186,005**	$159,539	***$26,466***	**$2,000,000**	$2,000,000	*$0*
55	10	**$501,046**	**$490,264**	$475,004	***$15,260***	**$2,000,000**	$2,000,000	*$0*
65	20	**$821,453**	**$770,158**	$756,430	***$13,728***	**$2,000,000**	$2,000,000	*$0*
75	30	**$1,347,230**	**$1,184,799**	$1,047,026	***$137,773***	**$2,000,000**	$2,000,000	*$0*
85	40	**$2,336,194**	**$1,797,975**	$1,359,669	***$438,306***	**$2,000,000**	$2,000,000	*$0*
95	50	**$4,181,492**	**$3,087,638**	$1,708,887	***$1,378,751***	**$3,118,514**	$2,000,000	***$1,118,514***
105	60	**$7,862,610**	**$5,606,884**	$2,289,854	***$3,317,030***	**$5,606,864**	$2,518,840	***$3,088,024***

Pan-American IUL vs Sun Life Whole Life

Single Pay Scenario

Male, Age 40
Standard Non-Tobacco
Face Amount: $1,000,000
Single Premium: $226,000

Highlights

- Cash Value Accumulation is very strong
- Break Even year is year 3 vs SL in year 10
- *Can add a Term Rider to compete with the SL DB while still experiencing strong cash value growth (next slide)*

Pan-American Global Assets IUL vs Sun Life Generations Whole Life							
		Cash Value			Death Benefit		
Age	End of Year	Pan American	Sun Life	*Difference*	Pan American	Sun Life	*Difference*
40	1	**$201,912**	$183,656	*$18,256*	**$1,000,000**	$1,017,900	*($17,900)*
45	5	**$256,041**	$198,111	*$57,930*	**$1,000,000**	$1,092,762	*($92,762)*
50	10	**$344,360**	$258,319	*$86,041*	**$1,000,000**	$1,292,963	*($292,963)*
60	20	**$613,799**	$492,379	*$121,420*	**$1,000,000**	$1,842,280	*($842,280)*
70	30	**$1,125,854**	$831,290	*$294,564*	**$1,305,990**	$2,304,293	*($998,303)*
80	40	**$2,076,175**	$1,433,164	*$643,011*	**$2,179,984**	$2,950,877	*($770,893)*
90	50	**$3,750,885**	$2,495,881	*$1,255,004*	**$3,983,430**	$3,906,848	*$76,582*
100	60	**$6,886,554**	$4,473,955	*$2,412,599*	**$6,886,554**	$5,247,955	*$1,638,599*

Pan-American IUL (Term Rider) vs Sun Life Whole Life

Single Pay Scenario

Male, Age 40
Standard Non-Tobacco
Face Amount: $1.3M
($700k + $600k Term Rider from ages 40-80)
Single Premium: $226,000

Highlights

- Cash Value Accumulation is very strong
- Break Even year is year 3 vs SL in year 10
- Term Rider provides significant death benefit coverage in the early years to compete with SL in the first 15 years
- Although DB is lower from Years 20-50, CSV is still higher
- Age 90+ both CSV and DB look better

Pan-American Global Assets IUL with TERM RIDER vs SunLife Generations 100 Whole Life							
		Cash Value			Death Benefit		
Age	End of Year	Pan American Life	Sun Life	*Difference*	Pan American Life	Sun Life	*Difference*
40	1	**$207,819**	$183,656	***$24,163***	**$1,300,000**	$1,017,900	*$282,100*
45	5	**$261,832**	$198,111	***$63,721***	**$1,300,000**	$1,092,762	*$207,238*
50	10	**$349,732**	$258,319	***$91,413***	**$1,300,000**	$1,292,963	*$7,037*
60	20	**$612,387**	$492,379	***$120,008***	**$1,420,599**	$1,842,280	*($421,681)*
70	30	**$1,057,421**	$831,290	***$226,131***	**$1,826,608**	$2,304,293	*($477,685)*
80	40	**$1,725,954**	$1,433,164	***$292,790***	**$1,725,954**	$2,950,877	*($1,224,923)*
90	50	**$3,117,937**	$2,495,881	***$622,056***	**$3,273,834**	$4,551,342	*($1,277,508)*
100	60	**$7,849,489**	$4,473,955	***$3,375,534***	**$5,724,240**	$5,247,995	***$476,245***

Pan-American IUL (Term Rider) vs Sun Life Whole Life

Single Pay Scenario

Male, Age 40
Standard Non-Tobacco
Face Amount: $1.3M
($600k + $700k Term Rider from ages 40-80)
Single Premium: $226,000

Highlights

- Cash Value Accumulation is very strong
- Break Even year is year 3 vs SL in year 10
- Term Rider provides significant death benefit coverage in the early years to compete with the first 15 years
- Years 20-50 DB may be lower however, CSV remains higher
- Age 90+ both CSV and DB look better

Pan-American Global Assets IUL with TERM RIDER vs SunLife Whole Life							
		Cash Value			Death Benefit		
Age	End of Year	Pan American Life	Sun Life	*Difference*	Pan American Life	Sun Life	*Difference*
40	1	**$209,985**	$183,656	*$26,329*	**$1,300,000**	$1,017,900	*$282,100*
45	5	**$264,342**	$198,111	*$66,231*	**$1,305,307**	$1,092,762	*$212,545*
50	10	**$352,978**	$258,319	*$94,659*	**$1,380,102**	$1,292,963	*$87,139*
60	20	**$615,490**	$492,379	*$123,111*	**$1,524,756**	$1,842,280	*($317,524)*
70	30	**$1,057,129**	$831,290	*$225,839*	**$1,919,310**	$2,304,293	*($384,983)*
80	40	**$1,677,020**	$1,433,164	*$243,856*	**$2,460,871**	$2,950,877	*($490,006)*
90	50	**$3,029,500**	$2,495,881	*$533,619*	**$3,180,975**	$4,551,342	*($1,370,367)*
100	60	**$5,561,839**	$4,473,955	*$1,087,884*	**$5,561,839**	$5,247,995	*$313,844*

Pan-American IUL vs Sun Life Whole Life

5 Pay Scenario

Male, Age 40
Standard Non-Tobacco
Face Amount: $1,000,000
5 Pay Premium: $52,000

Highlights

- Strong cash value accumulation over SL
- DB in the later years from age 90+ look good
- *Option for Term Rider can improve DB in early years (depending on client's needs)*

Pan-American Global Assets IUL vs Sun Life Generations							
		Cash Value			Death Benefit		
Age	End of Year	Pan American	Sun Life	*Difference*	Pan American	Sun Life	*Difference*
40	1	**$28,198**	$15,128	***$13,070***	$1,000,000	$1,016,600	*($16,600)*
45	5	**$262,739**	$224,012	***$38,727***	$1,000,000	$1,085,802	*($85,802)*
50	10	**$353,577**	$269,776	***$83,801***	$1,000,000	$1,272,563	*($272,563)*
60	20	**$631,703**	$502,271	***$129,432***	$1,000,000	$1,787,452	*($787,452)*
70	30	**$1,160,308**	$822,933	***$337,375***	$1,345,958	$2,213,022	*($867,064)*
80	40	**$2,139,755**	$1,378,768	***$760,987***	$2,246,742	$2,808,020	*($561,278)*
90	50	**$3,865,791**	$2,360,257	***$1,505,534***	$4,059,081	$3,689,624	***$369,457***
100	60	**$7,097,561**	$4,187,651	***$2,909,910***	$7,097,561	$4,927,651	***$2,169,910***

Pan-American IUL (Term Rider) vs Sun Life Whole Life

5 Pay Scenario

Male, Age 40
Standard Non-Tobacco
Face Amount: $1,300,000
($700k + $600k Term Rider from ages 40-80)
5 Pay Premium: $52,000

Highlights

- Strong cash value accumulation over SL
- Both DB and CSV in the later years from age 90+ look good
- Term Rider provides significant death benefit coverage in the early years to compete with the first 15 years
- Years 20-50 DB may be lower however, CSV remains higher

Pan-American Global Assets IUL with TERM RIDER vs Sun Life Generations Whole Life							
		Cash Value			Death Benefit		
Age	End of Year	Pan American	Sun Life	*Difference*	Pan American	Sun Life	*Difference*
40	1	**$34,106**	$13,996	***$20,110***	$1,300,000	$1,016,600	***$283,400***
45	5	**$268,530**	$217,034	***$51,496***	$1,300,000	$1,085,802	***$214,198***
50	10	**$358,949**	$244,066	***$114,883***	$1,300,000	$1,272,563	***$27,437***
60	20	**$629,834**	$395,243	***$234,591***	$1,443,977	$1,787,452	*($343,475)*
70	30	**$1,089,640**	$582,943	***$506,697***	$1,863,982	$2,213,022	*($349,040)*
80	40	**$1,785,407**	$891,691	***$893,716***	$2,474,678	$2,808,020	*($333,342)*
90	50	**$3,225,387**	$1,438,248	***$1,787,139***	$3,386,656	$3,689,624	*($302,968)*
100	60	**$5,921,555**	$2,459,946	***$3,461,609***	$5,921,555	$4,927,651	***$993,904***

Pan-American IUL vs Sun Life Whole Life

10 Pay Scenario

Male, Age 40
Standard Non-Tobacco
Face Amount: $1,000,000
10 Pay Premium: $27,700

Highlights

- Strong Cash Value Accumulation
- Breakeven year for Pan-American is year 9 vs Sun Life year 10
- *Option for Term Rider can improve DB in early years (depending on client's needs)*

Pan-American Global Assets IUL vs Sun Life Generations							
		Cash Value			Death Benefit		
Age	**End of Year**	**Pan American**	**Sun Life**	***Difference***	**Pan American**	**Sun Life**	***Difference***
40	1	$3,938	$4,864	*($926)*	$1,000,000	$1,016,600	*($16,600)*
45	5	$125,257	$71,412	***$53,845***	$1,000,000	$1,085,802	*($85,802)*
50	10	$322,975	$283,376	***$39,599***	$1,000,000	$1,272,563	*($272,563)*
60	20	$572,255	$508,904	***$63,351***	$1,000,000	$1,787,452	*($787,452)*
70	30	$1,044,811	$839,933	***$204,878***	$1,211,981	$2,213,022	*($1,001,041)*
80	40	$1,926,628	$1,395,768	***$530,860***	$2,022,959	$2,808,020	*($785,061)*
90	50	$3,480,611	$2,377,257	***$1,103,354***	$3,654,642	$3,689,624	*($34,982)*
100	60	$6,390,236	$4,204,651	***$2,185,585***	$6,390,236	$4,927,651	***$1,462,585***

Pan-American vs Sun Life

10 Pay Scenario

Male, Age 40
Standard Non-Tobacco
Face Amount: $1,300,000
($700k + $600k Term Rider from ages 40-80)
10 Pay Premium: $27,700

Highlights

- Strong cash value accumulation over Sun Life
- Both DB and CSV in the later years from age 90+ look good
- Term Rider provides significant death benefit coverage in the early years to compete with the first 15 years
- Years 20-50 DB may be lower however, CSV remains higher

Pan-American Global Assets IUL with TERM Rider vs Sun Life Generations							
		Cash Value			Death Benefit		
Age	End of Year	Pan American	Sun Life	*Difference*	Pan American	Sun Life	*Difference*
40	1	$12,011	$4,864	***$7,147***	$1,300,000	$1,016,600	***$283,400***
45	5	$133,558	$71,412	***$62,146***	$1,300,000	$1,085,802	***$214,198***
50	10	$331,729	$283,376	***$48,353***	$1,300,000	$1,272,563	***$27,437***
60	20	$576,195	$508,904	***$67,291***	$1,472,102	$1,787,452	*($315,350)*
70	30	$978,563	$839,933	***$138,630***	$1,825,133	$2,213,022	*($387,889)*
80	40	$1,543,112	$1,395,768	***$147,344***	$2,320,269	$2,808,020	*($487,751)*
90	50	$2,787,492	$2,377,257	***$410,235***	$2,926,868	$3,689,624	*($762,756)*
100	60	$5,117,431	$4,204,651	***$912,780***	$5,117,431	$4,927,651	***$189,780***

AIA

PAN AMERICAN

Private Client

Pan-American IUL vs AIA Whole Life

5 Pay Scenario

Male, Age 40
Standard Non-Tobacco
Face Amount: $200,000
5 Pay Premium: $27, 914

Highlights

- Pan-American showing strong CSV and DB
- With Pan-American, client's break even year is by year 5, whereas AIA's is in year 8

Pan-American Global Assets IUL vs Bonus Power							
		Cash Value			Death Benefit		
Age	End of Year	Pan American	AIA	*Difference*	Pan American	AIA	*Difference*
40	1	**$23,043**	$0	***$23,043***	**$200,000**	$170,690	**$29,310**
45	5	**$151,009**	$97,633	***$53,376***	**$341,429**	$194,881	**$146,548**
50	10	**$204,529**	$163,014	***$41,515***	**$392,648**	$223,790	**$168,858**
60	20	**$375,186**	$331,189	***$43,997***	**$502,749**	$159,640	**$343,109**
70	30	**$691,500**	$644,419	***$47,081***	**$802,140**	$157,721	**$644,419**
80	40	**$1,274,661**	$1,288,548	*($13,887)*	**$1,338,394**	$1,288,548	**$49,846**
90	50	**$2,302,324**	$2,482,061	*($179,737)*	**$2,417,440**	$2,482,061	($64,621)
100	60	**$4,266,492**	$4,690,824	*($424,332)*	**$4,266,492**	$4,690,824	($424,332)

AXA

PAN AMERICAN
Private Client

Pan-American vs AXA

Single Pay Scenario

Male, Age 40
Standard Non-Tobacco
Face Amount: $1,000,000
Single Pay Premium: $236,178

Highlights

- Pan-American extremely strong on both CSV and DB
- Comparison ran at PA's illustrated rate of 6.17%
- See next slide for 4.40% comparison

Pan-American Global Assets IUL vs AXA Heritage Builder							
		Cash Value			Death Benefit		
Age	End of Year	Pan American 6.17%	AXA 4.40%	*Difference*	Pan American	AIA	*Difference*
40	1	**$212,073**	$204,326	***$7,747***	**$1,000,000**	$1,000,000	*$0*
45	5	**$268,989**	$230,662	***$38,327***	**$1,000,000**	$1,000,000	*$0*
50	10	**$362,177**	$275,194	***$86,983***	**$1,000,000**	$1,000,000	*$0*
60	20	**$648,410**	$388,377	***$260,033***	**$1,000,000**	$1,000,000	*$0*
70	30	**$1,192,313**	$515,738	***$676,575***	**$1,383,083**	$1,000,000	***$383,083***
80	40	**$2,198,814**	$658,547	***$1,540,267***	**$1,338,394**	$1,000,000	***$338,394***
90	50	**$3,972,528**	$794,654	***$3,177,874***	**$4,171,154**	$1,000,000	***$3,171,154***
100	60	**$7,293,566**	$1,000,017	***$6,293,549***	**$7,293,566**	$1,000,017	***$6,293,549***

Pan-American vs AXA

Single Pay Scenario

Male, Age 40
Standard Non-Tobacco
Face Amount: $1,000,000
Single Pay Premium: $236,178

Highlights

- When matching AXA's 4.40% interest crediting rate, Pan-American's IUL product continues to look strong from start to finish for both CSV and DB

Pan-American Global Assets IUL vs AXA Heritage Builder							
		Cash Value			Death Benefit		
Age	End of Year	Pan American 4.40%	AXA 4.40%	*Difference*	Pan American	AIA	*Difference*
40	1	**$208,189**	$204,326	***$3,863***	**$1,000,000**	$1,000,000	*$0*
45	5	**$245,631**	$230,662	***$14,969***	**$1,000,000**	$1,000,000	*$0*
50	10	**$302,390**	$275,194	***$27,196***	**$1,000,000**	$1,000,000	*$0*
60	20	**$446,372**	$388,377	***$57,995***	**$1,000,000**	$1,000,000	*$0*
70	30	**$658,332**	$515,738	***$142,594***	**$1,000,000**	$1,000,000	*$0*
80	40	**$977,775**	$658,547	***$319,228***	**$1,000,000**	$1,000,000	*$0*
90	50	**$1,493,272**	$794,654	***$698,618***	**$1,567,935**	$1,000,000	***$567,935***
100	60	**$2,317,872**	$1,000,017	***$1,317,855***	**$2,317,872**	$1,000,017	***$1,317,855***

Manulife

PAN AMERICAN
Private Client

Pan-American IUL vs Manulife IUL

Single Pay Scenario

Male, Age 40
Standard Non-Tobacco
Face Amount: $3,203,917
5 Pay Premium: $100,000

Highlights

- Comparing at Manulife's 5.25%, Pan-American has strong CSV and DB
- When illustrating to endow, Pan-American's DB is higher with same premium
- When ran at Pan-American's 6.17% both CSV and DB strong from start to finish

Pan-American Global Assets IUL vs Manulife IUL								
			Cash Value			Death Benefit		
Age	End of Year	Pan American 6.17%	Pan American 5.25%	Manulife 5.25%	*Difference*	Pan American 5.25% (Endow)	Manulife 5.25% (Endow)	*Difference*
40	1	**$24,378**	**$22,596**	$30,355	*($7,759)*	**$3,246,040**	$3,203,917	***$42,123***
45	5	**$468,956**	**$453,957**	$449,192	***$4,765***	**$3,246,040**	$3,203,917	***$42,123***
50	10	**$626,363**	**$578,046**	$540,697	***$37,349***	**$3,246,040**	$3,203,917	***$42,123***
60	20	**$1,071,249**	**$890,172**	$759,029	***$131,143***	**$3,246,040**	$3,203,917	***$42,123***
70	30	**$1,858,540**	**$1,355,864**	$1,156,396	***$199,468***	**$3,246,040**	$3,203,917	***$42,123***
80	40	**$3,296,215**	**$1,918,469**	$1,721,888	***$196,581***	**$3,246,040**	$3,203,917	***$42,123***
90	50	**$6,023,973**	**$2,495,383**	$2,368,000	***$127,383***	**$3,246,040**	$3,203,917	***$42,123***
100	60	**$11,136,370**	**$3,246,043**	$3,203,923	***$42,120***	**$3,246,043**	$3,203,923	***$42,120***

PAN AMERICAN
Private Client

FOREIGN NATIONAL PROGRAM

Solutions for affluent global clientele

WHO WE ARE

Pan-American Life offers a suite of best-in-class life insurance products uniquely designed to meet the needs of an affluent global clientele through our Pan-American Private Client Life sector. Aligned with a highly personalized service experience, these solutions offer trusted financial security and the flexibility to live well while building a legacy for your loved ones. Backed by a legacy of financial strength, disciplined risk management and a balanced investment portfolio that has consistently outperformed the industry.

In addition to providing best-in-class insurance solutions, we are a solid, dependable partner for those who rely on us.

PALIG TODAY

22 COUNTRIES IN THE AMERICAS

2100 EMPLOYEES

5.8 MILLION COVERED LIVES

BEST IN CLASS PRODUCT PORTFOLIO

DISCIPLINED ENTERPRISE RISK MANAGEMENT CULTURE

PROVEN FINANCIAL STRENGTH

A STELLAR RATINGS*

*Refer to the latest AM Best and Fitch Ratings reports for company specific ratings.

Our Unique Advantage

FULL UNDERSTANDING AND COMMITMENT TO THE **INTERNATIONAL** INSURANCE MARKET

NO NEXUS **REQUIREMENTS** FOR FOREIGN NATIONAL CLIENTS

ACCESS TO BOTH OUR **DOMESTIC AND INTERNATIONAL** BUSINESS MODELS PROVIDING UNIQUE VALUE PROPOSITIONS

MULTICULTURAL **PROFESSIONAL TEAM** DEDICATED TO STRENGTHENING RELATIONSHIPS WITH OUR BUSINESS PARTNERS

INTERNATIONAL UNDERWRITERS WITH **OVER 110 YEARS** OF COMBINED EXPERIENCE

Financial Solutions

ASSET DIVERSIFICATION

ESTATE PLANNING

RETIREMENT PLANNING

CHARITABLE GIVING

BUSINESS/KEY PERSON INSURANCE

Pan-American Private Client

Domestic Solutions

PAN AMERICAN
Private Client

PAN-AMERICAN ASSURANCE COMPANY (PAAC)

PAAC is Private Client Life's domestic business model and offers a suite of products registered and solicited in 40 U.S. States. Established in 2008, PAAC offers customizable solutions for both Foreign Nationals and U.S. citizens.

Available Products: Indexed Universal Life and Universal Life
Qualifications: Client can be a Foreign National with limited ties to the U.S. visiting with their B1 or B2 visa, a U.S. Citizen, a Permanent Resident or hold other valid visas.

Nexus Requirements: None

Ownership: U.S. Individual, Foreign Individual, Foreign Corporation, U.S. Trusts, Foreign Trusts, LLCs

GUIDELINES

Purchase Requirements

- Solicitation must be completed in a U.S. state where product is approved
- Producer must be licensed in the state where the sales is made
- Dates and signatures must match with the dates the client is in the U.S. state

Premium Payment

- Initial and subsequent payments paid in U.S. dollars
- Allow wire transfers from any bank globally where there are no U.S. sanctions
- Accept credit card payments (Visa or MasterCard)

Capacity

- Auto bind capacity for approved countries is $10 million UL
- Generally a jumbo limit of $20 million
- Minimum Face Amount:
  - » IUL $200,000
  - » UL $100,000

PAAC

AGES	FACE AMOUNTS (USD)	REQUIREMENTS
0-19	100,000 – 500,000	Non-Medical (APS from pediatrician up to age 10 at the discretion of UW)
	500,001 – 1,000,000	PAR, UA
	1,000,001 and up	PAR, UA, PHI (Parents)
	TERM PLANS NOT AVAILABLE FOR 0-19	
20-50	100,000 – 250,000	Non-Medical
	250,001 – 750,000	PAR, UA, BCP
	750,001 – 2,500,000	PAR, UA, BCP, PHI, FIN
	2,500,001 – 5,000,000	PAR, UA, BCP, EKG*, PHI, FIN, APS
	5,000,001 – 10,000,000	PAR, UA, BCP, EKG*, PHI, FIN, APS
	10,000,001 and up	MD, UA, BCP, TRD, INS, FIN, APS
51-60	100,000	PAR, UA
	100,001 – 500,000	PAR, UA, BCP, APS
	500,001 – 750,000	PAR, UA, BCP, EKG, APS
	750,001 – 2,000,000	PAR, UA, BCP, EKG, PHI, FIN, APS
	2,000,001 – 5,000,000	PAR, UA, BCP, EKG, PHI, FIN, APS
	5,000,001 – 10,000,000	PAR, UA, BCP, EKG, PHI, FIN, APS
	10,000,001 and up	MD, UA, BCP, TRD, INS, FIN, APS
61-70	100,000	PAR, UA
	100,001 – 500,000	PAR, UA, BCP, APS
	500,001 – 750,000	PAR, UA, BCP, EKG, APS
	750,001 – 1,500,000	PAR, UA, BCP, EKG, PHI, FIN, APS
	1,500,001 – 2,500,000	PAR, UA, BCP, EKG, PHI, FIN, APS
	2,500,001 – 10,000,000	MD, UA, BCP, EKG, PHI, FIN, APS
	10,000,001 and up	MD, UA, BCP, TRD, INS, FIN, APS
71-75	100,000	PAR, UA
	100,001 – 500,000	PAR, UA, BCP, APS
	500,001 – 750,000	PAR, UA, BCP, EKG, APS
	750,001 – 1,500,000	PAR, UA, BCP, EKG, PHI, FIN, APS
	1,500,001 – 2,500,000	MD, UA, BCP, EKG, PHI, FIN, APS
	2,500,001 – 5,000,000	MD, UA, BCP, EKG, PHI, FIN, APS
	5,000,001 and up	MD, UA, BCP, EKG, INS, FIN, APS
76-90	200,000 – 500,000	MD, UA, BCP, EKG, APS, FAQ
	500,001 – 5,000,000	MD, UA, BCP, CBC, EKG, APS, PHI, FIN, FAQ
	5,000,001 and up	MD, UA, BCP, CBC, EKG, APS, INS, FIN, FAQ

Inspection Report (INS) may be requested at the discretion of UW - *EKG at age 40 and above

DEFINITIONS

PAR	Paramedical Exam	EKG	Resting Electrocardiogram	PHI	Personal History Interview
MD	Medical Exam	TRD	Treadmill or Stress Test	INS	Inspection Report
BCP	Blood Chemistry Profile	FIN	Confidential Financial Questionnaire	CBC	Complete Blood Count
UA	Urinalysis	APS	Attending Physician Statement	FAQ	Functional Assessment Questionnaire

PAAC LIFE INSURANCE PRODUCT SUITE

INDEX UNIVERSAL LIFE

Global Assets IUL

Our Index Universal Life product offers permanent life insurance coverage while taking advantage of equity market performance for greater cash value growth potential. Tied to 3 global stock indexes – S&P 500, Euro Stoxx 50, and Hang Seng Index – Global Assets IUL offers:

- **Investment Flexibility**
- **Limited Risk**
- **Access to Money**
- **Flexible Premiums**

UNIVERSAL LIFE

Global Flex UL

A Universal Life policy that offers conservative long-term cash value accumulation with a minimum guaranteed interest rate of 2%. Global Flex UL has a Term rider that can reduce the premium outlay, making the product highly competitive and customizable. Global Flex UL is available up to age 80 and has a maturity age of 120.

RIDERS AVAILABLE

- **Maturity Extension**
- **Terminal Illness**
- **Accidental Death Benefit**
- **Critical Illness**
- **Term Insurance**

Pan-American Private Client

International Solutions

PAN AMERICAN
Private Client

PAN-AMERICAN ASSURANCE COMPANY INTERNATIONAL, INC. (PAACII)

PAACII is **the first** Cayman Islands Company with a Certificate of Authority **to market its international life products in the U.S.** to global citizens visiting

- Arizona
- Florida
- Hawaii
- Nevada
- Texas

giving our contracted and licensed producers access to a suite of highly flexible Index Universal Life, Universal Life and Term plans. Our portfolio is exclusively designed to protect assets and provide long term financial solutions to an affluent clientele.

Available Products: Indexed Universal Life, Universal Life and Term

Qualifications: Foreign Nationals with limited or no ties to the U.S. who are in the country with a valid B1 or B2 visa. Not available to U.S. Citizens, Permanent Residents, green card and other visa holders.

Nexus Requirements: None

Ownership: Foreign Individual, Foreign Corporation, U.S. Trusts, Foreign Trusts, LLCs

GUIDELINES

Purchase Requirements

- Solicitation must to be completed in one of the following states: AZ, FL, HI, NV, TX
- Dates and signatures must match with the dates the Foreign National is in the U.S. state
- Policy will be delivered to the Producer who is then responsible to deliver policy to Client

Underwriting / Capacity

- Auto-bind capacity for approved countries is $10 million UL and $5 million Term
- Jumbo limit of $20 million
- Minimum Face Amount:

  IUL $200,000

  UL $100,000

  Term $500,000

Premium Payment

- Initial and subsequent payments paid in U.S. dollars
- Allow wire transfers from any bank globally where there are no U.S. sanctions
- Accept credit card payments (Visa/ MasterCard/American Express)*

PAACII

AGES	FACE AMOUNTS (USD)	REQUIREMENTS
0-19	200,000 – 500,000	Non-Medical (APS from pediatrician up to age 10 at the discretion of UW)
	500,001 – 1,000,000	PAR, UA
	1,000,001 and up	PAR, UA, A-INS (Parents)
	TERM PLANS NOT AVAILABLE FOR 0-19	
20-50	200,000 – 250,000	Non-Medical
	250,001 – 750,000	PAR, UA, BCP
	750,001 – 2,500,000	PAR, UA, BCP, E-INS, FIN
	2,500,001 – 5,000,000	PAR, UA, BCP, EKG*, A-INS, FIN, APS
	5,000,001 – 10,000,000	PAR, UA, BCP, EKG*, A-INS, FIN, APS
	10,000,001 and up	MD, UA, BCP, TRD, INS, FIN, APS
51-60	200,000 – 500,000	PAR, UA, BCP, APS
	500,001 – 750,000	PAR, UA, BCP, EKG, APS
	750,001 – 2,000,000	PAR, UA, BCP, EKG, E-INS, FIN, APS
	2,000,001 – 5,000,000	PAR, UA, BCP, EKG, A-INS, FIN, APS
	5,000,001 – 10,000,000	PAR, UA, BCP, EKG, A-INS, FIN, APS
	10,000,001 and up	MD, UA, BCP, TRD, INS, FIN, APS
61-70	200,000 – 500,000	PAR, UA, BCP, APS
	500,001 – 750,000	PAR, UA, BCP, EKG, APS
	750,001 – 1,500,000	PAR, UA, BCP, EKG, E-INS, FIN, APS
	1,500,001 – 2,500,000	PAR, UA, BCP, EKG, A-INS, FIN, APS
	2,500,001 – 10,000,000	MD, UA, BCP, EKG, A-INS, FIN, APS
	10,000,001 and up	MD, UA, BCP, TRD, INS, FIN, APS
71-75	200,000 – 500,000	PAR, UA, BCP, APS
	500,001 – 750,000	PAR, UA, BCP, EKG, APS
	750,001 – 1,500,000	PAR, UA, BCP, EKG, A-INS, FIN, APS
	1,500,001 – 2,500,000	MD, UA, BCP, EKG, A-INS, FIN, APS
	2,500,001 – 5,000,000	MD, UA, BCP, EKG, A-INS, FIN, APS
	5,000,001 and up	MD, UA, BCP, EKG, INS, FIN, APS
76-90	200,000 – 500,000	MD, UA, BCP, EKG, APS, FAQ
	500,001 – 5,000,000	MD, UA, BCP, CBC, EKG, APS, A-INS, FIN, FAQ
	5,000,001 and up	MD, UA, BCP, CBC, EKG, APS, INS, FIN, FAQ

Full Inspection Report (INS) may be requested at the discretion of UW - *EKG at age 40 and above

DEFINITIONS

PAR	Paramedical Exam
MD	Medical Exam
BCP	Blood Chemistry Profile
UA	Urinalysis
EKG	Resting Electrocardiogram
TRD	Treadmill or Stress Test
FIN	Confidential Financial Questionnaire
APS	Attending Physician Statement
E-INS	Electronic Inspection (no interview; background check only)
A-INS	Abbreviated Inspection
INS	Full Inspection
CBC	Complete blood count
FAQ	Functional Assessment Questionnaire

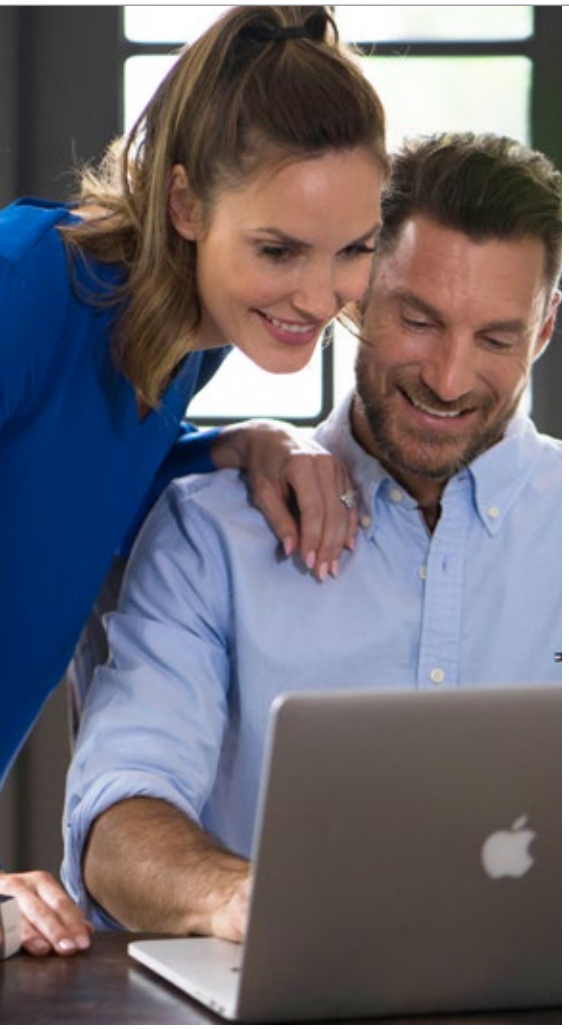
PAACII LIFE INSURANCE INTERNATIONAL PRODUCT SUITE

INDEX UNIVERSAL LIFE

Global Assets IUL

Our Index Universal Life product offers permanent life insurance coverage while taking advantage of equity market performance for greater cash value growth potential. Tied to 3 global stock indexes – S&P 500, Euro Stoxx 50, and Hang Seng Index – Global Assets IUL offers:

- **Investment Flexibility**
- **Limited Risk**
- **Access to Money**
- **Flexible Premiums**



UNIVERSAL LIFE

NexGen UL

A Universal Life policy that offers conservative long-term cash value accumulation with a minimum guaranteed interest rate of 3%. NexGen has a Term rider that can reduce the premium outlay, making the product highly competitive and customizable. The NexGen UL is available up to age 90.

Legacy Value

A Universal Life product designed to focus on early cash value accumulation with long-term performance and high target premiums. It is ideal for individuals seeking an early internal rate of return (IRR). The maximum issue age for this policy is age 75. These current UL products are an attractive option for high net worth individuals to transfer a portion of their assets, as they yield more attractive returns in the U.S. dollars than many other cash value equivalent options, while providing the advantages of a tax-favored international product.

Tradition Plus

A Universal Life policy with a 20 year leveled minimum premium and a maximum issue age of 65.

TERM LIFE INSURANCE

Centennial Term Products

Term Life insurance products guarantee level premiums for the duration of the policy at competitive cost:

- **Term Life 20 Years:** Maximum issue age 65
- **Term Life 30 Years:** Maximum issue age 65
- **Term Life to Age 100:** Maximum issue age 70

Contact our

Pan-American
Private Client Life

Foreign National

Sales Team

saleslife@palig.com

(305) 961 - 1167

Scan here to visit our web page and learn more

Disclaimers

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