

Grantor Retained Annuity Trust

A transfer strategy with less tax liability

Presented to

Sample Client



Presented by:
Principal Financial Group

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You can trust Principal® 6


Proprietary and confidential

We appreciate the opportunity to prepare and present this Grantor Retained Annuity Trust proposal.

The information contained in this proposal has been developed based on our years of knowledge and experience in the industry. Rest assured that the information contained in this proposal will be kept strictly confidential.

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Not insured by any Federal government agency



Planning that helps you **transfer more** to the ones you love

Grantor Retained Annuity Trusts (GRATs) and other wealth transfer strategies can help ensure your estate will be distributed the way you choose. For many business owners, the largest asset in their estate is their business. And, like other business owners, you'll eventually exit your business — a move that requires careful planning. A well-prepared plan can help protect you and your family in either a planned or unplanned exit.

Start the planning process by asking yourself:

- What assets are or may be in my estate? If a business or other high-yielding assets are included, special planning may be required.
- Am I concerned about estate or gift taxes? Current tax law only temporarily provides a higher exemption. So, planning today may help you prepare for tomorrow.¹

If you're interested in minimizing gift and estate taxes, then an asset transfer into a GRAT may be an effective strategy for you.

This proposal will show you:



How a GRAT works



Why you might want to use a GRAT



What things you'll want to consider



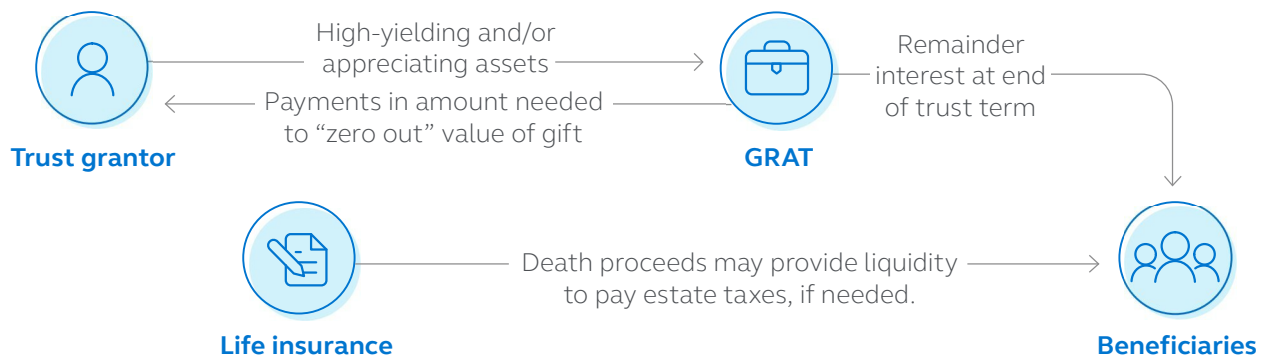
How Principal can help you achieve your wealth transfer goals

¹ The estate tax exemption amount of \$12.92 million per person in 2023 is scheduled to sunset after 2025 and revert to its 2017 numbers, adjusted for inflation.

Here's how a GRAT works.

High-yielding assets are transferred into an irrevocable trust. And you, the grantor, retain the right to an annuity payment for a fixed time frame. The gift tax value of the assets transferred is determined at the time the trust is funded using a “subtraction method.” Under this method, the gift tax value is determined by subtracting the value of the total annuity payments from the fair market value of the assets transferred to the trust. If the annuity payments are set high enough, it's possible to “zero out” the remainder interest (what remains in the trust) for gift tax purposes. This means the entire amount that remains in the trust is transferred gift tax free to the beneficiaries, and none of your lifetime gift tax exemption is consumed.

If you pass away prior to the end of the retained interest time frame, the current value of the GRAT assets will be included in your estate. Life insurance can reduce the impact of this risk.



When to consider a GRAT

A GRAT may be a helpful tool in the following situations:

- Transferring property to family members with minimal gift and estate tax liability
- Gifting or transferring significant income-producing, or highly discountable assets, such as family limited partnership interests or stock of family-owned businesses
- Expecting to receive income from transferred or gifted assets for a specific period of time
- Needing access to cash to pay off the loan resulting from a premium-financed or split dollar purchase of trust-owned life insurance

Benefits of a GRAT

There are a few key reasons why you might use a GRAT to help with the distribution of your estate:

- You can avoid using your annual exclusion and lifetime gift tax exemption if the retained interest equals the value of the property contributed.
- A GRAT will help increase the value of the remainder interest at the end of the term when current interest rates are low.
- You may reduce the value of your taxable estate if highly discounted assets are being used.

Factors to consider with a GRAT

As you consider implementing a GRAT, here are some things to keep in mind:

Trust grantor considerations

- If you die before all annuity payments are made, the entire value of the remaining GRAT assets will be included in your estate. The purchase of life insurance is commonly used to reduce the impact of the risk.
- The transfer of assets to a GRAT doesn't trigger capital gains. However, you are responsible for the income taxes generated by assets inside the trust.

Beneficiary considerations

- The GRAT may need to distribute a portion of the principal back to you if income from the assets is not sufficient to provide the promised annuity payments.
- In contrast to inherited assets, which receive an adjustment in basis when the owner dies, there is no adjustment in cost basis of trust assets distributed from the GRAT to the beneficiary(ies).

An industry leader in your corner

Your legacy is important. Creating your estate plan today can give you the confidence and control to know that it will be passed on to your loved ones the way you intend. Equally important is the company you choose to partner with to help ensure the plan design meets your goals.

Everything you need in one place

Once you decide this plan is right for you, we'll bring our expertise and resources to the table to help you put the plan in place. Everything you need to successfully implement and maintain a plan is available at Principal:



Experienced
professionals



Dependable
products



Comprehensive
service

Expertise and leadership every step of the way

Our priority is to understand where you want to be and then help you get there. Our dedicated team of experienced attorneys and Certified Public Accountants (CPAs)² works with financial professionals and advisors. Together, we deliver innovative ideas and real-life solutions that help make your financial progress possible.

- A member of the Fortune 500®, the Principal Financial Group has \$714 billion in assets under management and serves 51 million customers.³
- Year after year, we receive strong financial ratings from the four major rating agencies — A.M. Best Company, Moody's Investor Services, Standard & Poor's, and Fitch Ratings.^{3,4}
- No. 1 small-case business life insurance provider.³
- Principal Trust Company® offers comprehensive trust administration services with a wide variety of trust types, tools, and support.

² Attorneys and CPAs do not provide legal, tax or accounting services on behalf of the companies of the Principal Financial Group®.

³ Principal® 2022 Company Profile, December 2021. <https://secure02.principal.com/publicsupply/GetFile?fm=DD730&ty=VOP&EXT=.VOP>.

⁴ Third-party ratings relate only to Principal Life Insurance Company, the largest member company of the Principal Financial Group®, and Principal National Life Insurance Company, and do not reflect any ratings actions or notices relating to the U.S. life insurance sector generally. While ratings can be objective indicators of an insurance company's financial strength and can provide a relative measure to help select among insurance companies, they are not guarantees of the future financial strength and/or claims-paying ability of a company and do not apply to any underlying variable investment options. The broker/dealer a life insurance policy is purchased from, the insurance agency and any affiliates of those entities make no representations regarding the quality of the analysis conducted by the rating agencies. The rating agencies are not affiliated with the above mentioned entities.

A GRAT is an estate planning strategy that can help minimize the gift and estate tax consequences of transferring your assets to your loved ones.





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Grantor retained annuity trust

Value of gift					Value of remainder interest			
Year (A)	Begin of Year Value (B)	Imputed Interest (C)	Annual Annuity (D)	End of Year Value (E)	Begin of Year Value (F)	Growth & Income (G)	Annual Annuity (H)	Remainder Value (I)
1	1,750,000	77,000	220,077	1,606,923	2,500,000	150,000	220,077	2,429,923
2	1,606,923	70,705	220,077	1,457,551	2,429,923	145,795	220,077	2,355,642
3	1,457,551	64,132	220,077	1,301,606	2,355,642	141,339	220,077	2,276,903
4	1,301,606	57,271	220,077	1,138,800	2,276,903	136,614	220,077	2,193,441
5	1,138,800	50,107	220,077	968,830	2,193,441	131,606	220,077	2,104,970
6	968,830	42,629	220,077	791,382	2,104,970	126,298	220,077	2,011,192
7	791,382	34,821	220,077	606,126	2,011,192	120,671	220,077	1,911,786
8	606,126	26,670	220,077	412,719	1,911,786	114,707	220,077	1,806,417
9	412,719	18,160	220,077	210,802	1,806,417	108,385	220,077	1,694,725
10	210,802	9,275	220,077	(0)	1,694,725	101,683	220,077	1,576,331

Column explanations

- A)** Time period is annual. This analysis assumes that the grantor survives the duration of the trust.
- B)** In year 1, this equals the value of the assets transferred to the trust. In subsequent years, this equals the prior year's end of year value.
- C)** The imputed interest is the section 7520 rate x begin of year (column B).
- D)** The annuity payment is based on the amount needed to "zero" the value of the gift at the end of the trust term.
- E)** This equals begin of year value (column B) + imputed interest (column C) - annual annuity (column D).
If the grantor survives, the value of the gift is the end of year value in the last year.
- F)** In year 1, this equals the value of the assets transferred to the trust. In subsequent years, this equals the prior year's remainder value.
- G)** Growth and income of assets in the trust.
- H)** This is the annual payment to grantor from the trust. This is equal to column D.
- I)** The remainder value equals the begin of year value (column F) + growth & income (column G) - annual annuity (column H). At the end of the trust term, this is the value of assets passing to the remainder beneficiaries.

Assumptions

Minority interest transferred to trust:	\$ 2,500,000
Minority interest & lack of control discounts:	30.0%
Discounted value:	\$ 1,750,000
Section 7520 rate:	4.4%
Growth & income rate:	6.0%
Trust term (in years):	10

The grantor(s) are taxed on all trust income each year, as earned. Returns are hypothetical. Your results may vary. You should contact your attorney, accountant, or tax advisor for the specific implications of this transaction.

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Private Split Dollar Cost and Benefit Analysis

April 16, 2023

VUL Income IV (12/2021)

Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

			Values Assuming Current Charges Assumed Gross Annual Return of 6.68% (6.00% Net)						
Year	End of Year Age	Annual Policy Premium	Sponsor Net After-Tax Outlay	Sponsor Interest During Life	Sponsor Net Death Benefit	GRAT or Other Proceeds at Termination	Economic Benefit Cost	Owner Net Surrender Value	Owner Net Death Benefit
1	56	150,000	150,000	116,843	150,000	0	5,966	0	4,850,000
2	57	150,000	150,000	241,586	300,000	0	6,392	0	4,700,000
3	58	150,000	150,000	372,492	450,000	0	6,780	0	4,550,000
4	59	150,000	150,000	511,631	600,000	0	7,172	0	4,400,000
5	60	150,000	150,000	659,563	750,000	0	7,480	0	4,250,000
6	61	150,000	150,000	816,844	900,000	0	7,831	0	4,100,000
7	62	150,000	150,000	984,063	1,050,000	0	8,137	0	3,950,000
8	63	150,000	150,000	1,161,665	1,200,000	0	8,474	0	3,800,000
9	64	150,000	150,000	1,349,310	1,350,000	0	8,943	0	3,650,000
10	65	150,000	150,000	1,547,571	1,547,571	0	9,425	0	3,452,429
			1,500,000			0	76,599		
11	66	0	-1,547,571	0	0	1,547,571	0	1,619,153	5,000,000
12	67	0	0	0	0	0	0	1,693,599	5,000,000
13	68	0	0	0	0	0	0	1,770,724	5,000,000
14	69	0	0	0	0	0	0	1,850,245	5,000,000
15	70	0	0	0	0	0	0	1,931,852	5,000,000
16	71	0	0	0	0	0	0	2,015,182	5,000,000
17	72	0	0	0	0	0	0	2,100,346	5,000,000
18	73	0	0	0	0	0	0	2,187,204	5,000,000
19	74	0	0	0	0	0	0	2,275,909	5,000,000
20	75	0	0	0	0	0	0	2,366,453	5,000,000
			-47,571			1,547,571	76,599		
21	76	0	0	0	0	0	0	2,458,769	5,000,000
22	77	0	0	0	0	0	0	2,552,267	5,000,000
23	78	0	0	0	0	0	0	2,646,677	5,000,000
24	79	0	0	0	0	0	0	2,741,630	5,000,000
25	80	0	0	0	0	0	0	2,836,725	5,000,000
26	81	0	0	0	0	0	0	2,931,474	5,000,000
27	82	0	0	0	0	0	0	3,025,262	5,000,000
28	83	0	0	0	0	0	0	3,117,506	5,000,000
29	84	0	0	0	0	0	0	3,207,618	5,000,000
30	85	0	0	0	0	0	0	3,294,927	5,000,000
			-47,571			1,547,571	76,599		

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All guarantees are subject to the claims paying ability of Principal National Life Insurance Company.

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ICC21 SN 161. Illustration # 2361



Private Split Dollar Cost and Benefit Analysis

April 16, 2023

VUL Income IV (12/2021)

Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

Values Assuming Current Charges Assumed Gross Annual Return of 6.68% (6.00% Net)									
Year	End of Year Age	Annual Policy Premium	Sponsor Net After-Tax Outlay	Sponsor Interest During Life	Sponsor Net Death Benefit	GRAT or Other Proceeds at Termination	Economic Benefit Cost	Owner Net Surrender Value	Owner Net Death Benefit
31	86	0	0	0	0	0	0	3,378,987	5,000,000
32	87	0	0	0	0	0	0	3,460,780	5,000,000
33	88	0	0	0	0	0	0	3,540,043	5,000,000
34	89	0	0	0	0	0	0	3,617,165	5,000,000
35	90	0	0	0	0	0	0	3,692,085	5,000,000
36	91	0	0	0	0	0	0	3,765,761	5,000,000
37	92	0	0	0	0	0	0	3,837,259	5,000,000
38	93	0	0	0	0	0	0	3,906,443	5,000,000
39	94	0	0	0	0	0	0	3,973,877	5,000,000
40	95	0	0	0	0	0	0	4,040,082	5,000,000
			-47,571			1,547,571	76,599		
41	96	0	0	0	0	0	0	4,105,731	5,000,000
42	97	0	0	0	0	0	0	4,171,024	5,000,000
43	98	0	0	0	0	0	0	4,237,679	5,000,000
44	99	0	0	0	0	0	0	4,308,124	5,000,000
45	100	0	0	0	0	0	0	4,386,266	5,000,000
46	101	0	0	0	0	0	0	4,480,147	5,000,000
47	102	0	0	0	0	0	0	4,600,625	5,000,000
48	103	0	0	0	0	0	0	4,766,048	5,000,000
49	104	0	0	0	0	0	0	5,005,446	5,055,500
50	105	0	0	0	0	0	0	5,289,715	5,342,612
			-47,571			1,547,571	76,599		
51	106	0	0	0	0	0	0	5,589,404	5,645,298
52	107	0	0	0	0	0	0	5,905,242	5,964,294
53	108	0	0	0	0	0	0	6,238,025	6,300,405
54	109	0	0	0	0	0	0	6,588,647	6,654,533
55	110	0	0	0	0	0	0	6,958,580	7,028,166
56	111	0	0	0	0	0	0	7,349,009	7,422,499
57	112	0	0	0	0	0	0	7,761,044	7,838,655
58	113	0	0	0	0	0	0	8,195,982	8,277,942
59	114	0	0	0	0	0	0	8,655,217	8,741,769
60	115	0	0	0	0	0	0	9,140,114	9,231,515
			-47,571			1,547,571	76,599		

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April 16, 2023

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			Values Assuming Current Charges Assumed Gross Annual Return of 6.68% (6.00% Net)						
Year	End of Year Age	Annual Policy Premium	Sponsor Net After-Tax Outlay	Sponsor Interest During Life	Sponsor Net Death Benefit	GRAT or Other Proceeds at Termination	Economic Benefit Cost	Owner Net Surrender Value	Owner Net Death Benefit
61	116	0	0	0	0	0	0	9,652,316	9,748,839
62	117	0	0	0	0	0	0	10,193,499	10,295,434
63	118	0	0	0	0	0	0	10,765,351	10,873,005
64	119	0	0	0	0	0	0	11,369,672	11,483,368
65	120	0	0	0	0	0	0	12,008,229	12,128,311
66	121	0	0	0	0	0	0	12,633,491	12,759,826
			<u>-47,571</u>			<u>1,547,571</u>	<u>76,599</u>		

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April 16, 2023

VUL Income IV (12/2021)
Flexible Premium Variable Adjustable Universal Life Insurance Policy

Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

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This illustration demonstrates how VUL Income IV (12/2021) works using varying assumptions. Actual performance may be more or less favorable than shown here. You should monitor the performance of your policy periodically to determine if any adjustments might be needed.

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Financial Ratings

Year after year we receive strong financial ratings from the four major rating agencies. As of 4/1/2023:

Rating Agency	Financial Strength	Meaning of Category
A.M. Best & Company	A+(2nd highest of 13)	Superior
Fitch	AA-(4th highest of 19)	Very Strong
Standard & Poor's	A+(5th highest of 20)	Strong
Moody's	A1(5th highest of 21)	Good

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Principal National Life Insurance Company

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Life Insurance Policy Illustration Summary of Benefits

April 16, 2023

VUL Income IV (12/2021)
Flexible Premium Variable Adjustable Universal Life Insurance Policy

Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

Representative

The purpose of the illustration is to show how the performance of the underlying investment accounts could affect the policy cash value and death benefit. The illustration is hypothetical and may not be used to project or predict investment results.

This page is intended to give you a snapshot of the initial coverage being illustrated. For an explanation of the product features listed on this page, please refer to the Features and Benefits section of this illustration.

Home Office
Registered Representative
711 High Street
Des Moines, IA 50392

Summary of Initial Basic Benefit

Insured	Age	Sex	Class	Initial Death Benefit	Initial Annualized Premium
	55	Male	Preferred Nontobacco	\$5,000,000	

Additional Insurance Benefits

Death Benefit Guarantee (DBG) Rider
Life Paid-Up Rider
Chronic Illness Death Benefit Advance Rider
Terminal Illness Death Benefit Advance Rider
(See Features and Benefits for a detailed explanation of Riders)

Total Annualized Premium	\$150,000.00
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Assumptions

- In policy years 11 and later and provided your policy is not terminated, we credit an Account Value Enhancement to your policy on each monthly date (current annual rate is 0.25%). The Account Value Enhancement is not guaranteed, and we reserve the right to change or discontinue it at any time and in accordance with applicable law. The Account Value Enhancement, if any, is based on reduced costs in later policy years. The Account Value Enhancement percentage, if any, will be determined on a uniform basis for all policies eligible for an Account Value Enhancement, and any such percentage will be multiplied by your Account Value (the policy value excluding any values your policy has in the loan account). The annual policy statement we provide to you once each year will indicate the amount of any Account Value Enhancement credited to your policy.

This illustration may reflect current and/or future policy changes you are considering. But, Principal will not automatically make these policy or premium changes, or provide a Premium Reminder, based on changes noted here. Actual changes to your policy require a written request. Premiums are applied to your policy when received in our home office.

Principal National Life Insurance Company

711 High Street Des Moines, Iowa 50392-0290

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Summary of Benefits

April 16, 2023

VUL Income IV (12/2021)
Flexible Premium Variable Adjustable Universal Life Insurance Policy

Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

Length of Coverage

Changes in any of the illustrated benefits, premiums or assumptions will result in different illustrated values. We reserve the right to limit premium payments or restrict policy adjustments if the net amount at risk grows beyond our maximum limits. Evidence of insurability may also be required.

The following summarizes the length of coverage provided by the assumed rates of return and current and maximum charges:

Maximum charges at 0%	18 Years
Maximum charges at 6.68%	25 Years
Current charges at 0%	24 Years
Current charges at 6.68%	66 Years

Principal National Life Insurance Company

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Flexible Premium Variable Adjustable Universal Life Insurance Policy

Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

What is VUL Income IV (12/2021)?

VUL Income IV (12/2021) is a variable universal life policy that provides flexible benefits, premiums, a variety of investment divisions and a fixed account. Clients purchasing VUL Income IV (12/2021) receive death benefit protection along with the opportunity to put their premiums to work through the investment divisions and the fixed account.

How can the coverage be adjusted?

As the need arises, you can:

- Increase the death benefit (subject to underwriting)
- Decrease the death benefit (after the first policy year)
- Change the premium amount and change when premiums are paid. Unlike traditional life insurance policies that require a regular premium payment, VUL Income IV (12/2021) does not. Policy values may be used to pay the cost of insurance and administrative charges as long as there is sufficient net surrender value in the policy to do so. However, additional out-of-pocket premium payments may be required in the future.

What is a hypothetical illustration?

A hypothetical illustration demonstrates how the policy may operate based upon current policy charges and an assumed gross rate of return. The gross rate of return assumption may be up to 12%. This illustration is not a projection or predictor of investment results.

What expenses are deducted from my policy?

This illustration reflects all policy charges and expenses. At any time, the company can change the charges and expenses up to the guaranteed maximum stated in the policy. The following deductions are subtracted from the policy:

- Monthly Cost of Insurance (COI) Charge - Charge taken monthly from the policy value. Based on gender, issue age, policy year and risk class of the insured.
- Premium Expense Charge - Charge deducted from premiums when received by the company. This charge offsets distribution expenses as well as state, local & federal taxes.
- Monthly Administration Charge - A charge per month from the policy value for administration expenses of the policy.
- Asset Based Charge - Applied to the policy value for expenses assumed by the company.
- Monthly Policy Issue Charge - A monthly charge per \$1,000 of face amount applied from policy issue or from an increase in the policy face amount to cover expenses associated with issue and underwriting.

The balance remaining after monthly deductions (if any) is contributed to the policy value and grows tax-deferred.

Surrender charges are payable only upon termination or total surrender made during the first ten policy years (and ten years after an increase in the policy face amount).

The illustrated values reflect the net rate of return shown in parentheses. This net rate assumes an annual charge of 0.68% for investment management fee (IMF). This is a hypothetical fee based on a weighted average of the current investment management expenses for all of the investment divisions shown below. Actual charges will vary with the investment division(s) selected.

Principal National Life Insurance Company

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Features and Benefits

April 16, 2023

VUL Income IV (12/2021)
Flexible Premium Variable Adjustable Universal Life Insurance Policy

Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

Investment Divisions	Current IMF	% of Total Premium	Assigned Weighting
AllianceBernstein VPS International Value Portfolio	0.90%	0.275%	0.002%
AllianceBernstein VPS Small/Mid Cap Value Portfolio	0.80%	0.686%	0.005%
American Century VP Capital Appreciation	1.06%	0.214%	0.002%
American Century VP Disciplined Core Value	0.95%	0.469%	0.004%
American Century VP Inflation Protection	0.71%	0.243%	0.002%
American Century VP Mid Cap Value	0.90%	0.964%	0.009%
American Century VP Value	0.88%	0.407%	0.004%
American Funds IS Washington Mutual Investors Fund	0.52%	1.006%	0.005%
American Funds IS Global Balanced Fund	0.76%	0.077%	0.001%
American Funds IS Growth Fund	0.60%	2.126%	0.013%
American Funds IS International Fund	0.79%	0.579%	0.005%
American Funds IS New World Fund	0.82%	0.890%	0.007%
Calvert VP Investment Grade Bond Index	0.32%	0.225%	0.001%
Calvert VP Russell 2000 Small Cap Index	0.59%	0.947%	0.006%
Calvert VP S&P MidCap 400 Index	0.53%	0.779%	0.004%
ClearBridge Variable Mid Cap Portfolio	0.82%	0.177%	0.001%
Delaware VIP Small Cap Value	1.05%	0.569%	0.006%
DWS Small Mid Cap Value VIP	1.20%	0.113%	0.001%
BNY Mellon IP MidCap Stock	1.05%	0.092%	0.001%
Fidelity VIP Contrafund	0.85%	2.960%	0.025%
Fidelity VIP Equity-Income	0.76%	0.570%	0.004%
Fidelity VIP Extended Market Index	0.38%	0.060%	0.000%
Fidelity VIP Government Money Market	0.33%	5.275%	0.017%
Fidelity VIP High Income	0.92%	0.694%	0.006%
Fidelity VIP International Index	0.42%	0.308%	0.001%
Fidelity VIP Mid Cap	0.86%	1.429%	0.012%
Fidelity VIP Total Market Index	0.37%	0.558%	0.002%
Franklin Templeton VIP Trust Franklin Mutual Global Discovery VIP	1.23%	0.554%	0.007%
Franklin Templeton VIP Trust Franklin Rising Dividends VIP	0.88%	0.972%	0.009%
Franklin Templeton VIP Trust Franklin Small Cap Value VIP	0.91%	0.338%	0.003%
Franklin Templeton VIP Trust Templeton Global Bond VIP	0.76%	0.401%	0.003%
Invesco V.I. American Franchise	1.11%	0.100%	0.001%
Invesco V.I. American Value	0.88%	0.064%	0.001%
Invesco V.I. Core Equity	1.05%	0.079%	0.001%
Invesco V.I. Health Care	0.97%	1.019%	0.010%
Invesco V.I. Main Street Mid Cap	1.09%	0.179%	0.002%
Invesco V.I. Main Street Small Cap	1.09%	0.242%	0.003%
Janus Henderson Series Enterprise	0.96%	1.396%	0.013%
Janus Henderson Series Forty	1.02%	1.147%	0.012%
Janus Henderson Series Global Technology and Innovation	0.97%	0.571%	0.006%

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Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

Investment Divisions	Current IMF	% of Total Premium	Assigned Weighting
Lord Abbett Series Fund Developing Growth	1.04%	0.369%	0.004%
MFS Blended Research Small Cap Equity	0.78%	0.187%	0.001%
MFS Mid Cap Value	1.04%	0.477%	0.005%
MFS New Discovery	1.12%	0.323%	0.004%
MFS New Discovery Value	1.13%	0.204%	0.002%
MFS Utilities	1.03%	0.782%	0.008%
Neuberger Berman AMT Sustainable Equity	0.89%	0.100%	0.001%
Principal VCF Core Plus Bond	0.49%	0.994%	0.005%
Principal VCF Diversified International	0.90%	1.286%	0.012%
Principal VCF Equity Income	0.47%	2.803%	0.013%
Principal VCF Gov & High Quality Bond	0.51%	0.470%	0.002%
Principal VCF Global Emerging Markets Account	1.08%	0.839%	0.009%
Principal VCF LargeCap Growth I	0.66%	4.141%	0.027%
Principal VCF LargeCap S&P 500 Index	0.24%	8.963%	0.022%
Principal VCF MidCap Account	0.53%	1.731%	0.009%
Principal VCF Principal Capital Appreciation Account	0.63%	0.715%	0.005%
Principal VCF Principal LifeTime 2010	0.54%	0.289%	0.002%
Principal VCF Principal LifeTime 2020	0.55%	1.356%	0.007%
Principal VCF Principal LifeTime 2030	0.59%	4.495%	0.027%
Principal VCF Principal LifeTime 2040	0.65%	2.870%	0.019%
Principal VCF Principal LifeTime 2050	0.66%	1.353%	0.009%
Principal VCF Principal LifeTime 2060	0.69%	0.930%	0.006%
Principal VCF Principal LifeTime Strat Income	0.52%	0.213%	0.001%
Principal VCF Real Estate Securities	0.79%	2.350%	0.019%
Principal VCF SAM Balanced Portfolio	0.77%	5.152%	0.040%
Principal VCF SAM Conservative Balanced Portfolio	0.77%	1.566%	0.012%
Principal VCF SAM Conservative Growth Portfolio	0.77%	6.835%	0.053%
Principal VCF SAM Flexible Income Portfolio	0.73%	1.310%	0.010%
Principal VCF SAM Strategic Growth Portfolio	0.79%	11.966%	0.095%
Principal VCF Short-Term Income	0.47%	2.137%	0.010%
Principal VCF SmallCap	0.82%	1.134%	0.009%
Putnam VT Growth Opportunities	0.89%	0.440%	0.004%
TOPS Managed Risk Balanced ETF Portfolio	0.75%	0.110%	0.001%
TOPS Managed Risk Growth ETF Portfolio	0.74%	0.481%	0.004%
TOPS Managed Risk Moderate Growth ETF Portfolio	0.74%	0.310%	0.002%
VanEck VIP Global Resources	1.34%	0.347%	0.005%
Wanger International	1.20%	0.214%	0.003%

This illustration was run with a weighted average investment management fee. This weighted average was based upon the investment option and investment management fees of each available investment options as of 03/31/2022. Each investment option was "weighted" based upon the total amount of assets under management for that option across all variable life insurance products issued by Principal. Depending upon the investment options you choose, your investment management fee may be higher or lower than the weighted investment management fee shown.

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VUL Income IV (12/2021)
Flexible Premium Variable Adjustable Universal Life Insurance Policy

Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

What are my investment options?

You determine how your premiums are invested by selecting from a variety of alternatives. You can choose from several investment divisions and transfer amounts among divisions and the fixed account as needs change.

Is my coverage guaranteed?

This policy offers a no-lapse guarantee of ten years if the No Lapse Guarantee (NLG) premium is paid. As long as the premium paid each year (net of withdrawals and loans) is equal to or greater than the NLG premium, the policy will not lapse in the first ten policy years. Assuming no policy adjustments, the annual NLG premium is \$48,200.00. Based on the illustrated premiums, the NLG premium test is met through policy year 10. If the NLG premium is not met during the NLG period, additional premiums may be paid on an inforce policy to restore the guarantees provided by the NLG provision. (If the Death Benefit Guarantee rider is attached, coverage may last longer - See Rider Descriptions. Riders are not available in all states and are subject to variation)

Non-guaranteed elements

This illustration assumes that the currently illustrated non-guaranteed elements will continue unchanged for all years shown. This is not likely to occur, the actual results may be more or less favorable than those shown.

Can I access my money?

As your VUL Income IV (12/2021) premiums are invested, you may access all or some of your net surrender value at any time.

- You may surrender your policy values - similar to a withdrawal - or take a loan from your policy.
- You may make partial surrenders only after the first policy anniversary.

If you choose to surrender, be aware of these considerations:

- Loans or Partial Surrenders may have a negative impact on your cash value and death benefit.
- Loan interest charges may apply.
- Surrender charges will limit the amount of policy value available for any loans, partial surrenders, or full policy surrenders made during the first ten policy years (and ten years after an increase in the policy face amount as to the incremental increase). See Partial Surrenders and Loans below.

In general, amounts withdrawn (not including loans) from a policy which is not a modified endowment contract are not taxable until the amount withdrawn exceeds the total of the premiums paid (investment). Once the amount of the withdrawal exceeds the investment, further withdrawals are taxable. However, if there is a withdrawal accompanied by a death benefit decrease within the first fifteen years of the policy, a portion of the withdrawn amount may be taxable even if the amount withdrawn does not exceed the investment. For complete information on how actual policy changes and withdrawals could affect your personal tax situation, always consult your personal tax advisor.

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April 16, 2023

VUL Income IV (12/2021)
Flexible Premium Variable Adjustable Universal Life Insurance Policy

Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

What happens at policy maturity?

If your policy is in force at attained age 121 and not in a grace period, the Maturity Date Extension provision extends the death benefit coverage beyond Attained Age 121 and the new maturity date will be the date of the insured's death. The policy will continue in force, subject to applicable state laws in force at the time of the Policy Maturity Date shown on the Data Pages. When the maturity date is extended, the following will apply:

1. Your policy will automatically change to death benefit option 1.
2. On the Policy Maturity Date, all Division and Fixed Account values will be transferred to the Money Market Division and no further transfer rights between Divisions and/or the Fixed Account will be allowed.
3. The monthly policy charge will be zero.
4. Interest will continue to be credited.
5. No additional premium payments will be allowed.
6. No adjustment options will be available.
7. Loan repayments and loan interest will continue to accrue.
8. New loans and partial surrenders will be permitted.
9. We will pay the beneficiary(ies) the death benefit as of the date of the Insured's death.

What if I experience adverse investment results?

Adverse investment results affect the policy value and ultimately the net surrender value. When the net surrender value is not sufficient to cover monthly policy charges and the necessary premiums are not paid, the policy will lapse. The Death Benefit Guarantee rider helps guard against this occurrence. The rider guarantees the death benefit, provided cumulative minimum premiums are paid, regardless of the underlying fund performance. (Refer to the rider descriptions for more details. Riders are not available in all states and are subject to variation.)

What if the policy's actual rate of return is less than illustrated?

If actual performance is less than illustrated or mortality or expense rates are higher than illustrated, policy values may be insufficient and premium payments may be required for additional years - or at a higher level - to maintain the illustrated death benefit coverage for the planned number of years. Values illustrated at any assumed rate cannot be considered guaranteed or an estimate of future values or a projection of investment results.

The purpose of presenting Policy Illustrations with different assumed rates of return is to demonstrate how differing investment returns result in differing policy values and death benefits, and differing lengths of protection.

Rider Descriptions

*The following descriptions are summaries only. Please refer to the riders themselves for complete information. There may be options available that are not illustrated in your proposal. For additional information about these or any other options and what they can do for you, ask your Principal representative. **Riders are subject to variation and availability by state and may have additional costs.***

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VUL Income IV (12/2021)
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Male, Age: 55 Preferred Nontobacco
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Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

Death Benefit Guarantee Rider to Age 65

An annual premium of \$56,000.00 is needed to keep the Death Benefit Guarantee Rider in force to age 65. As long as the premium paid each year is equal to or greater than this amount, the rider will guarantee the death benefit regardless of investment performance. The premium requirement will be affected by loans, partial surrenders, face amount adjustments and changes in rider coverage. You will be notified of any change in the rider premium. Once the death benefit guarantee rider is added to the policy, it can not be changed to another guarantee period.

Based on this illustration, including any policy changes or adjustments shown, the Death Benefit Guarantee Rider to Age 65 is calculated to terminate at age 65.

Life Paid-Up Rider

Under certain circumstances, the Life Paid-Up Rider can prevent the policy from lapsing when there is a large policy loan(s) outstanding.

- If certain conditions are met, the policy will become paid-up on the monthly date where the loan balance is at least 92% of the surrender value.
- The paid-up face amount will be 105% of the policy value.
- There is a one-time policy charge, dependent upon the loan value taken from the policy value on the date the rider is exercised.
- Adjustments or changes to the policy are not allowed once the policy becomes paid-up (See your policy prospectus for details).

On this illustration, you chose not to illustrate this rider.

Chronic Illness Death Benefit Advance Rider

This rider provides the option of receiving a portion of the death benefit subject to terms and conditions including minimum and maximum amounts paid before death if the insured becomes chronically ill. Refer to the policy for details.

The death benefit, reduction factor, policy value, any loan amount and administrative fee are factors in determining the amount payable to the policy owner. The death benefit is reduced by the total of accelerated benefits. This rider is available on no more than two policies per insured.

Terminal Illness Death Benefit Advance Rider

This rider provides the option of receiving a portion of the death benefit subject to terms and conditions including minimum and maximum amounts paid before death if the insured becomes terminally ill. Refer to the policy for details.

The death benefit advance is considered a lien against the policy and is charged interest. There is a one-time administrative fee. At the time of the insured's death, the death benefit is reduced by any death benefit advance plus any accrued interest charges.

Additional Information

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April 16, 2023

VUL Income IV (12/2021)
Flexible Premium Variable Adjustable Universal Life Insurance Policy

Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

Modified Endowment Contract (MEC)

A life insurance policy is classified as a Modified Endowment Contract (MEC) if total policy premiums exceed specified IRS limits. Partial surrenders, policy loans, assignments, pledges and other forms of cash distributions from MEC policies may be subject to adverse tax consequences.

The illustrated premium in the first policy year does not exceed the MEC limit of \$452,839.94. Policy adjustments can cause the MEC premium to change. The policy as illustrated does not exceed MEC limits in future years based on current assumptions.

This analysis of the MEC status is based on our understanding of current tax law. Consult your tax advisor to determine actual tax consequences.

Guideline Premium

Per the Internal Revenue Code, premiums must not exceed Guideline Premium Limitations if the policy is to be considered life insurance. There are two guideline premiums for the illustrated policy:

The current single premium limit for the illustrated policy is estimated to be \$2,232,677.51
The current annual premium limit for the illustrated policy is estimated to be \$161,410.16

Policy adjustments can cause the guideline premiums to change. A return of past premium may be required at the time of the policy adjustment or in the future. Withdrawals, due to force out of past premium, may be taxable. The illustrated premium amounts in the Maximum Guaranteed Charges report match those illustrated in the Current Charges report. The illustrated premium amounts may have been adjusted to maintain the life insurance status. Any premium overpayment will be refunded.

If this illustration shows a death benefit option change, then the premium amounts shown in Maximum Guaranteed Charges report may be greater than the premium amounts we actually would allow you to pay. Premiums must not exceed Guideline Premium limitations if the policy is to be considered life insurance.

Partial Surrenders

A partial surrender allows you to remove a portion of your policy value, subject to the policy's provisions, and still keep the policy in force. The face amount may be reduced by the amount of the partial surrender. A partial surrender will impact your policy's protection period and potential policy value growth, and may require additional premiums to keep the policy in force so it doesn't lapse.

Loans

The policy owner may borrow against the net surrender value of the policy. Loans in policy years 1-10 are charged at an annual rate of 3.5% and interest is credited on the loaned amount at 2.0%. Loans in policy years 11+ are charged at 2.0% and the interest is credited at 2.0%.

Loan interest that accrues will increase the unpaid balance of the policy loan. A loan will impact your policy's protection period, potential cash value growth and death benefit. A loan may also require additional premiums to keep the policy in force so it doesn't lapse.

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Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

Prospectus Information

At death, total policy surrender or maturity, the loan balance is subtracted from the proceeds payable before a claim is paid. Outstanding loans can create adverse tax consequences if the policy matures, is surrendered or lapses. Please consult your tax advisor regarding the use of loans inside a life insurance policy.

Please refer to the VUL Income IV (12/2021) prospectus for a complete description of these items. This illustration must be accompanied or preceded by a current prospectus.

VUL Income IV (12/2021) is issued by Principal National Life Insurance Company and distributed by Principal Securities, Inc. (Member SIPC), Des Moines, IA 50392-0200, 1-800-247-1737. Principal Securities and Principal National Life are members of the Principal Financial Group®. Other broker/dealers may be appointed to distribute this policy.

Contingent Compensation Disclosure

As a result of this sale, your Principal representative (or his/her firm) may receive compensation (cash or otherwise) that is based in part on factors such as total deposits, assets or premium volume and persistency or profitability of the business he/she sells. The cost of this compensation may be directly or indirectly reflected in the premium or fee for this product. The representative may receive this compensation from the insurer and/or entities through which he/she places business. Please contact your Principal representative if you have any questions about this compensation.

Employer-Sponsored Plan Disclosure

If this policy is part of an employer-sponsored plan, policy-related information may be released to your employer as part of our consolidated list billing and reporting services.

If tax rules regarding selection of insured and consent requirements are not met, then death proceeds in excess of cost basis from employer-owned life insurance contracts may be taxable as ordinary income.

Additional Disclosures

All guarantees are subject to the claims paying ability of the issuing insurance company.

Investing involves risk, including possible loss of principal.

Before investing, carefully consider the investment option objectives, risks, charges, and expenses. Contact a financial professional or visit principal.com for a prospectus or, if available, a summary prospectus containing this and other information. Please read it carefully before investing.

Insurance products issued by Principal National Life Insurance Co. (except in NY), Principal Life Insurance Company®, and the companies available through the Preferred Product Network, Inc. Plan administrative services offered by Principal Life. Securities offered through Principal Securities, Inc., member SIPC, and/or independent broker/dealers. Referenced companies are members of the Principal Financial Group®, Des Moines, IA 50392.

Not FDIC or NCUA insured. May lose value, no bank or credit union guarantee. Not a deposit. Not insured by any federal government entity.

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Plan Summary

April 16, 2023

VUL Income IV (12/2021)
Flexible Premium Variable Adjustable Universal Life Insurance Policy

Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

Annualized Premium Outlay
Sum of the premiums due during the policy year.

Net Surrender Value
The policy value less surrender charges, policy loans, and loan interest. Amount of cash you would receive if you were to surrender the policy.

Net Policy Value
The sum of all premiums and investment gain/loss less expenses, cost of insurance, surrenders, loans and loan interest.

Net Death Benefit
The amount paid to the policyowner's beneficiary upon the death of the insured.

Maximum Guaranteed Charges
Values are based on the illustrated assumed investment returns, guaranteed maximum cost of insurance rates, and guaranteed maximum expense charges.

Current Charges
Values are based on the illustrated assumed investment returns, current cost of insurance rates and current expense charges.

Assumed Investment Return:	Maximum Guaranteed Charges @ 0%	Current Charges	
		@ 0%	@6.68%
Year 5, Age 60			
Annualized Premium Outlay	\$150,000.00	\$150,000.00	\$150,000.00
Net Surrender Value	\$280,299	\$374,809	\$498,882
Net Policy Value	\$440,980	\$535,490	\$659,563
Net Death Benefit	\$5,000,000	\$5,000,000	\$5,000,000
Year 10, Age 65			
Annualized Premium Outlay	\$150,000.00	\$150,000.00	\$150,000.00
Net Surrender Value	\$795,190	\$1,039,330	\$1,533,496
Net Policy Value	\$809,266	\$1,053,405	\$1,547,571
Net Death Benefit	\$5,000,000	\$5,000,000	\$5,000,000
Age 70			
Annualized Premium Outlay	\$150,000.00	\$150,000.00	\$0.00
Net Surrender Value	\$374,741	\$868,003	\$1,931,852
Net Policy Value	\$374,741	\$868,003	\$1,931,852
Net Death Benefit	\$5,000,000	\$5,000,000	\$5,000,000
Year 20, Age 75			
Annualized Premium Outlay	\$0.00	\$0.00	\$0.00
Net Surrender Value	\$0	\$550,976	\$2,366,453
Net Policy Value	\$0	\$550,976	\$2,366,453
Net Death Benefit	\$0	\$5,000,000	\$5,000,000

Acknowledgements

- I have received a copy of the illustration and the Prospectus and understand the illustration is not a contract and does not project actual future values or investment results. Any non guaranteed elements illustrated are not guaranteed, are subject to change, and could be either higher or lower.
- If actual investment performance is less than illustrated, actual death benefits and policy values will also be less than illustrated. I may need to increase the length and/or amount of premium payments.
- If this illustration does not match the application, I understand an illustration matching the policy as issued will be provided to me no later than policy delivery.
- I understand if I terminate this policy, there may be a cost (surrender charge) incurred that reduces the amount of money, if any, I receive by giving up my life insurance protection.
- I have received the applicable disclosure form for any Chronic Illness Death Benefit Advance rider that may be available under this policy.
- I understand while zero premium outlays may be illustrated above, the policy continues to accrue charges that, depending on actual results, may require the payer to continue or resume premium outlays. Illustrating zero premium outlays does not indicate that the policy is paid-up.

Signature of ALL Owners/Applicants

Date

I certify this illustration was presented to the applicant and I have explained that any non-guaranteed elements illustrated are subject to change. I made no statements inconsistent with the illustration. Any applicable Chronic Illness Death Benefit Advance rider disclosure forms have been given to all owners/applicants.

Signature of Registered Representative

Date

Principal National Life Insurance Company

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Actual results may be more or less favorable.

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State of Issue: Iowa

Initial Death Benefit: \$5,000,000
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Initial Death Benefit Option: 1 (Level)

Year	End of Year Age	Annualized Premium Outlay	Values Assuming Current Charges Assumed Gross Annual Return of 0.00% (-0.68% Net)			Values Assuming Current Charges Assumed Gross Annual Return of 6.68% (6.00% Net)		
			†Net Surrender Value	†Net Policy Value	Net Death Benefit	†Net Surrender Value	†Net Policy Value	Net Death Benefit
1	56	150,000.00	0	108,607	5,000,000	0	116,843	5,000,000
2	57	150,000.00	40,076	217,209	5,000,000	64,453	241,586	5,000,000
3	58	150,000.00	152,084	323,733	5,000,000	200,843	372,492	5,000,000
4	59	150,000.00	263,648	429,814	5,000,000	345,466	511,631	5,000,000
5	60	150,000.00	374,809	535,490	5,000,000	498,882	659,563	5,000,000
750,000.00								
6	61	150,000.00	508,783	640,764	5,000,000	684,862	816,844	5,000,000
7	62	150,000.00	640,710	745,637	5,000,000	879,136	984,063	5,000,000
8	63	150,000.00	770,403	849,921	5,000,000	1,082,147	1,161,665	5,000,000
9	64	150,000.00	902,467	952,554	5,000,000	1,299,223	1,349,310	5,000,000
10	65	150,000.00	1,039,330	1,053,405	5,000,000	1,533,496	1,547,571	5,000,000
1,500,000.00								
11	66	0.00	1,022,120	1,022,120	5,000,000	1,619,153	1,619,153	5,000,000
12	67	0.00	988,607	988,607	5,000,000	1,693,599	1,693,599	5,000,000
13	68	0.00	952,276	952,276	5,000,000	1,770,724	1,770,724	5,000,000
14	69	0.00	912,363	912,363	5,000,000	1,850,245	1,850,245	5,000,000
15	70	0.00	868,003	868,003	5,000,000	1,931,852	1,931,852	5,000,000
1,500,000.00								
16	71	0.00	818,173	818,173	5,000,000	2,015,182	2,015,182	5,000,000
17	72	0.00	762,399	762,399	5,000,000	2,100,346	2,100,346	5,000,000
18	73	0.00	699,752	699,752	5,000,000	2,187,204	2,187,204	5,000,000
19	74	0.00	629,614	629,614	5,000,000	2,275,909	2,275,909	5,000,000
20	75	0.00	550,976	550,976	5,000,000	2,366,453	2,366,453	5,000,000
1,500,000.00								
21	76	0.00	462,553	462,553	5,000,000	2,458,769	2,458,769	5,000,000
22	77	0.00	361,895	361,895	5,000,000	2,552,267	2,552,267	5,000,000
23	78	0.00	246,743	246,743	5,000,000	2,646,677	2,646,677	5,000,000
24	79	0.00	114,214	114,214	5,000,000	2,741,630	2,741,630	5,000,000
25	80	0.00	0	0	0	2,836,725	2,836,725	5,000,000
1,500,000.00								

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April 16, 2023

VUL Income IV (12/2021)
Flexible Premium Variable Adjustable Universal Life Insurance Policy

Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

Year	End of Year Age	Annualized Premium Outlay	Values Assuming Current Charges Assumed Gross Annual Return of 0.00% (-0.68% Net)			Values Assuming Current Charges Assumed Gross Annual Return of 6.68% (6.00% Net)		
			†Net Surrender Value	†Net Policy Value	Net Death Benefit	†Net Surrender Value	†Net Policy Value	Net Death Benefit
26	81	0.00				2,931,474	2,931,474	5,000,000
27	82	0.00				3,025,262	3,025,262	5,000,000
28	83	0.00				3,117,506	3,117,506	5,000,000
29	84	0.00				3,207,618	3,207,618	5,000,000
30	85	0.00				3,294,927	3,294,927	5,000,000
		1,500,000.00						
31	86	0.00				3,378,987	3,378,987	5,000,000
32	87	0.00				3,460,780	3,460,780	5,000,000
33	88	0.00				3,540,043	3,540,043	5,000,000
34	89	0.00				3,617,165	3,617,165	5,000,000
35	90	0.00				3,692,085	3,692,085	5,000,000
		1,500,000.00						
36	91	0.00				3,765,761	3,765,761	5,000,000
37	92	0.00				3,837,259	3,837,259	5,000,000
38	93	0.00				3,906,443	3,906,443	5,000,000
39	94	0.00				3,973,877	3,973,877	5,000,000
40	95	0.00				4,040,082	4,040,082	5,000,000
		1,500,000.00						
41	96	0.00				4,105,731	4,105,731	5,000,000
42	97	0.00				4,171,024	4,171,024	5,000,000
43	98	0.00				4,237,679	4,237,679	5,000,000
44	99	0.00				4,308,124	4,308,124	5,000,000
45	100	0.00				4,386,266	4,386,266	5,000,000
		1,500,000.00						
46	101	0.00				4,480,147	4,480,147	5,000,000
47	102	0.00				4,600,625	4,600,625	5,000,000
48	103	0.00				4,766,048	4,766,048	5,000,000
49	104	0.00				5,005,446	5,005,446	5,055,500
50	105	0.00				5,289,715	5,289,715	5,342,612
		1,500,000.00						

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Flexible Premium Variable Adjustable Universal Life Insurance Policy

Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

Year	End of Year Age	Annualized Premium Outlay	Values Assuming Current Charges Assumed Gross Annual Return of 0.00% (-0.68% Net)			Values Assuming Current Charges Assumed Gross Annual Return of 6.68% (6.00% Net)		
			†Net Surrender Value	†Net Policy Value	Net Death Benefit	†Net Surrender Value	†Net Policy Value	Net Death Benefit
51	106	0.00				5,589,404	5,589,404	5,645,298
52	107	0.00				5,905,242	5,905,242	5,964,294
53	108	0.00				6,238,025	6,238,025	6,300,405
54	109	0.00				6,588,647	6,588,647	6,654,533
55	110	0.00				6,958,580	6,958,580	7,028,166
		1,500,000.00						
56	111	0.00				7,349,009	7,349,009	7,422,499
57	112	0.00				7,761,044	7,761,044	7,838,655
58	113	0.00				8,195,982	8,195,982	8,277,942
59	114	0.00				8,655,217	8,655,217	8,741,769
60	115	0.00				9,140,114	9,140,114	9,231,515
		1,500,000.00						
61	116	0.00				9,652,316	9,652,316	9,748,839
62	117	0.00				10,193,499	10,193,499	10,295,434
63	118	0.00				10,765,351	10,765,351	10,873,005
64	119	0.00				11,369,672	11,369,672	11,483,368
65	120	0.00				12,008,229	12,008,229	12,128,311
		1,500,000.00						
66	121	0.00				12,633,491	12,633,491	12,759,826
		1,500,000.00						

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Male, Age: 55 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$5,000,000
Initial Annual Premium: \$150,000.00
Initial Death Benefit Option: 1 (Level)

Year	End of Year Age	Annualized Premium Outlay	Values Assuming Maximum Guaranteed Charges Assumed Gross Annual Return of 0.00% (-0.68% Net)			Values Assuming Maximum Guaranteed Charges Assumed Gross Annual Return of 6.68% (6.00% Net)		
			†Net Surrender Value	†Net Policy Value	Net Death Benefit	†Net Surrender Value	†Net Policy Value	Net Death Benefit
1	56	150,000.00	0	92,586	5,000,000	0	100,201	5,000,000
2	57	150,000.00	6,021	183,154	5,000,000	27,876	205,009	5,000,000
3	58	150,000.00	99,890	271,540	5,000,000	142,898	314,547	5,000,000
4	59	150,000.00	191,425	357,590	5,000,000	262,804	428,969	5,000,000
5	60	150,000.00	280,299	440,980	5,000,000	387,597	548,278	5,000,000
750,000.00								
6	61	150,000.00	389,558	521,540	5,000,000	540,669	672,651	5,000,000
7	62	150,000.00	493,963	598,890	5,000,000	697,166	802,093	5,000,000
8	63	150,000.00	593,326	672,844	5,000,000	857,315	936,833	5,000,000
9	64	150,000.00	692,965	743,052	5,000,000	1,026,903	1,076,991	5,000,000
10	65	150,000.00	795,190	809,266	5,000,000	1,208,761	1,222,836	5,000,000
1,500,000.00								
11	66	0.00	733,392	733,392	5,000,000	1,227,579	1,227,579	5,000,000
12	67	0.00	652,564	652,564	5,000,000	1,228,317	1,228,317	5,000,000
13	68	0.00	566,365	566,365	5,000,000	1,224,573	1,224,573	5,000,000
14	69	0.00	474,076	474,076	5,000,000	1,215,582	1,215,582	5,000,000
15	70	0.00	374,741	374,741	5,000,000	1,200,347	1,200,347	5,000,000
1,500,000.00								
16	71	0.00	266,901	266,901	5,000,000	1,177,403	1,177,403	5,000,000
17	72	0.00	148,632	148,632	5,000,000	1,144,844	1,144,844	5,000,000
18	73	0.00	17,723	17,723	5,000,000	1,100,446	1,100,446	5,000,000
19	74	0.00	0	0	0	1,041,521	1,041,521	5,000,000
20	75	0.00				965,142	965,142	5,000,000
1,500,000.00								
21	76	0.00				868,027	868,027	5,000,000
22	77	0.00				746,435	746,435	5,000,000
23	78	0.00				595,819	595,819	5,000,000
24	79	0.00				410,431	410,431	5,000,000
25	80	0.00				182,407	182,407	5,000,000
1,500,000.00								
26	81	0.00				0	0	0
1,500,000.00								

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