## Protect your business

## Principal

## Sample Company

Your key employees are the backbone of your company - their leadership and expertise keep it on the right path. So how can you show them you value their hard work, while also giving them an incentive to stay with your company?

The good news is you have options.

## Increase compensation now

Simply increase the base salary or bonuses of select employees. This amount will generally be paid annually for as long as they remain employed.

- Employee recognizes the benefit when the bonus or salary is paid, and no agreements are needed.
- Increased compensation or bonuses may not motivate your key employee to stay and help you achieve your future business goals.
- You give up potential retention features of a key employee benefit plan.

Contribute pay increases to a deferred comp benefit - with a focus on retention
You and each key employee enter into an agreement, and you decide how much you want to contribute to the plan for each key employee. Upon a triggering event (separation from service, retirement, disability, or death), a payout may begin for the employee.

- Payouts can be made as lump sum, or in annual installments over varying periods.
- If you choose to finance the benefit, your company would own a life insurance policy and be the beneficiary in the event of death.


## Increase compensation now

How it works

One of the most common ways to recruit, reward, and retain top talent is to increase compensation. Although paying your key employee a higher salary or an additional bonus may seem like the easiest option, it may not have the long-term retention impact you expect.

What's the financial impact of this option?

- Additional wages are taxable each year to the employee.
- You may receive a current tax deduction for the wages paid.
- Increasing salary or bonus may imply the reward you give today is permanent.


## Key assumptions

## Employee

50 years old
$30.0 \%$ individual tax rate $\$ 50,000$ annual bonus

## Employer

C-Corp corporate structure
25.0\% employer tax rate
\$50,000 annual budget
15 year service period


## Contribute pay increases to a deferred comp benefit

How it works
In this option, you implement a Principal Deferred Compensation - SERP. To set up this selective executive retirement plan, you enter into a deferred comp agreement with each key employee you choose to participate. You decide how much you want to contribute for each participant, as well as who to insure, what life insurance products, vesting schedules and payout options you will allow.

## Vesting options

- Immediate
- 100\% cliff in any year (up to year 10)
- 20\% graded each year, until 100\% vested after 5 years


## Payout options

- Lump-sum
- Annual installments over a 3-, 5-, or 10-year period


## What's the financial impact of this option?

- You receive a tax deduction when benefits are paid.
- During the service period, the key employee may have no income tax impact.
- The key employee pays income tax, as compensation, when the benefit is paid.
- If the key employee leaves before being fully vested, a portion of the benefit is paid.

The employee's benefits are a plan liability to you. Take a look at the cash flow implications below.

## Plan assumptions

- \$50,000 of annual employer contributions
- 4.5\% earnings rate compounded annually
- Benefit is paid in 10 annual installments
- 25.0\% employer tax rate

| Year | 1 | 2 | 3 | 4 | 5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Employer contribution | Plan balance at 4.5\% | Future <br> $\operatorname{tax}$ <br> benefit | Benefit payments (cash out) | Current <br> tax benefit <br> (cash effect) |
| 1 | \$50,000 | \$52,250 | \$13,063 | \$0 | \$0 |
| 2 | \$50,000 | \$106,851 | \$26,713 | \$0 | \$0 |
| 3 | \$50,000 | \$163,910 | \$40,977 | \$0 | \$0 |
| : | ! | $\vdots$ | : | : | ! |
| 14 | \$50,000 | \$989,203 | \$247,301 | \$0 | \$0 |
| 15 | \$50,000 | \$1,085,967 | \$271,492 | \$0 | \$0 |
| 16 | \$0 | \$997,592 | \$249,398 | (\$131,333) | \$32,833 |
| : | : | $\vdots$ | : | : | ! |
| 23 | \$0 | \$257,011 | \$64,253 | (\$131,333) | \$32,833 |
| 24 | \$0 | \$131,333 | \$32,833 | (\$131,333) | \$32,833 |
| 25 | \$0 | \$0 | \$0 | (\$131,333) | \$32,833 |
| Total |  |  |  | (\$1,313,330) | \$328,330 |

## Corporate-owned life insurance

How it works

You purchase key person life insurance on some or all participants to informally finance the plan. Your company is the owner and beneficiary of the key person life insurance policy(ies).

Upon a triggering event (separation from service, retirement, disability, or death), a payout may begin for the key employee. You choose how the benefit will be paid.

- Cash through normal course of business.
- Withdrawal of cash value from a key person life insurance policy that informally finances the plan.


## Corporate-owned life insurance assumptions

- Indexed universal life insurance
- Initial death benefit is $\$ 625,803$
- $5.77 \%$ long-term earnings rate

|  | 1 | 2 | 3 | 4 | 5 | 6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Premium payments (cash out) | Benefit payments (cash out) | Current tax benefit (cash effect) | Asset withdrawal (cash in) | Policy surrender value | Key person death benefit |
| 1 | $(\$ 50,000)$ | \$0 | \$0 | \$0 | \$23,772 | \$668,963 |
| 2 | $(\$ 50,000)$ | \$0 | \$0 | \$0 | \$69,837 | \$714,504 |
| 3 | (\$50,000) | \$0 | \$0 | \$0 | \$118,404 | \$762,567 |
| : | : | ! | : | : | ! | ! |
| 14 | (\$50,000) | \$0 | \$0 | \$0 | 927,126 | 1,552,929 |
| 15 | (\$50,000) | \$0 | \$0 | \$0 | 1,034,390 | 1,552,929 |
| 16 | \$0 | (\$131,333) | \$32,833 | \$98,500 | 995,090 | 1,454,429 |
| : | : | ! | : | : | ! | ! |
| 23 | \$0 | (\$131,333) | \$32,833 | \$98,500 | 640,439 | 764,170 |
| 24 | \$0 | (\$131,333) | \$32,833 | \$98,500 | 576,276 | 662,924 |
| 25 | \$0 | (\$131,333) | \$32,833 | \$98,500 | 508,158 | 560,758 |
| Total | $(\$ 750,000)$ | (\$1,313,330) | \$328,330 | \$985,000 |  |  |


| Cash flow from columns 1-4 | (\$750,000) | By keeping the policy in-force until death, |
| :---: | :---: | :---: |
| Remaining assets | \$1,006,872 | you may receive a projected tax-free death |
| Total cash flow | \$256,872 | benefit of \$1,006,872 at the insured's age 85 |

## Strategy summary: retaining talent

Once you find the right top talent, keeping them is a priority. Increasing compensation may be an important element in your strategy to recruit and retain key employees. Or, you may prefer to implement a deferred comp plan that can lead to increased key employee retention and allows you to retain control over when, or if, compensation is paid. Below is a recap of two employee retention and reward strategies to help you determine which might be a good fit for you.


By implementing the Principal ${ }^{\circledR}$ Deferred Compensation - SERP plan, your business owns a life insurance policy on key employees. Premiums paid into these policies can provide death benefit protection which can cover the cost of replacing, hiring, and training new key employees, should a death occur.

## P Principal

## Principal Deferred Compensation - SERP

An exclusive benefit for you

## Projected deferred compensation benefit

Your employer has elected to establish a deferred compensation plan that provides a benefit in annual installments over 10 years. In this demonstration, the benefit would begin in year 16. At that time, you are projected to receive benefit payments of $\$ 131,333$ for 10 years. Income taxes will be due in any year a benefit payment is received.

| $\$ 1,313,330$ |
| ---: |
| 393,999 |
| Projected taxable value of the benefit |

## \$919,331 Projected after-tax benefit received

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## Additional information

This demonstration is hypothetical and shows a simplified example to provide you the basic principles. Your actual plan, assets, and taxes will be different from these assumptions.

We know the investment markets will have ups and downs and unexpected events will happen. So, it's important for you to monitor your investments as well as the events that could have an impact on your plan. The assumed rates of return in the demonstration are hypothetical and do not guarantee any future returns nor do they represent the returns of any particular investment. This is for illustrative purposes only.

You may have many participants in different stages of life. This means contributions and distributions could happen in the same year.

About this demonstration: corporate-owned life insurance

This demonstration assumes upon a triggering event (separation from service, retirement, or disability), systematic withdrawals are taken from the life insurance policy.

Withdrawals are generally tax-free until cost basis has been recovered. Thereafter, policy loans are generally tax-free unless the policy lapses. Withdrawals and loans will reduce the policy cash surrender value and net death benefit and may cause the policy to lapse. Lapse of a modified endowment contract (MEC) will have less favorable tax treatment during the life of the insured compared to other life insurance (non-MEC policies). Such tax treatment would be similar to the tax treatment of a deferred annuity.

Alternate term rates are used to measure economic benefit.

This illustration is designed to provide insurance protection to age 121. Death is an uncertain event. Under certain circumstances, the life paid-up rider can prevent the policy from lapsing when there is a large policy loan(s) outstanding. This helps you avoid its potential tax consequences.

The illustration may reflect future policy changes. Principal will not automatically make policy changes based on future illustrated changes. Actual changes to your policy require your written request.

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The information in this demonstration is as of 05/23/2023

This demonstration is not valid without an attached Indexed Universal Life illustration based on the same assumptions.

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## Key assumptions

Here are the assumptions we've used to create this demonstration.

## Your company

- Your corporate structure is a C-Corp
- 25.0\% business tax bracket (Federal \& State)


## Plan

- \$50,000 of employer contributions each year
- 15 year horizon until retirement
- $4.50 \%$ annual earnings rate compounded annually
- Benefit payments to key employees are made over 10 years


## Corporate-owned life insurance

- $5.77 \%$ long-term net investment earnings rate
- The insured person is age 50
- Initial death benefit $\$ 625,803$


## Employer cash flow

## Employer liability and tax benefit

Column 1 - Employer contributions - The assumed annual employer contributions made to the key employee's plan balance. These contribution credits are at the employer's discretion as outlined in the plan document.

Column 2 - Payment to key employee - Employer makes benefit payments to the key employee. The start and duration of the annual payment(s) are outlined in the plan document and the adoption agreement.

Column 3 - Account balance at 4.50\% interest - The account balance is based on the annual employer contributions (Column 1) less benefit payments to the key employee (Column 2) accumulated at an assumed growth rate of $4.50 \%$ annually. Note: The actual account balance will be measured by the fixed interest rate compounded daily (which will be higher than compounded annually) or another hypothetical account as selected by the employer at implementation.

Column 4 - Current tax benefit - Employer receives a tax deduction and resulting tax savings when benefits are paid to the key employee.

## Life insurance values using current (non-guaranteed) rates

Column 5 - Net policy outlay - Employer contributes cash into an employer-owned life insurance policy with the intent of accumulating funds to informally finance future benefit payments to the key employee. Distributions from the employer-owned life insurance (i.e. partial surrenders or policy loans) may provide cash for making the benefit payments to the key employee. Generally, the amount withdrawn from the policy is net of the difference between the benefit payment and the current tax benefit.

Column 6 - Net surrender value - The total net surrender value of the insurance policy (refer to life insurance illustration). Surrender charges vary based on the life insurance product. This amount is generally recorded as the value of the life insurance on the balance sheet.

Column 7 - Net policy/accumulated value - The total accumulated value of the insurance policy disregarding surrender charges (refer to life insurance illustration).

Column 8 - Employer net death benefit - The net life insurance death benefit received by the employer in the event of the key employee/insured's death. This will be the entire policy death benefit unless an endorsement split dollar agreement is implemented as part of the plan. Life insurance death benefits aren't subject to income tax if rules regarding selection of insureds and consent requirements are followed.

## Employer assets

Column 9 - Future tax benefit - The future tax benefit is determined by multiplying the account balance (column 3) by the employer/owner's tax bracket. The future benefit payment(s) is deductible by the employer when paid to the key employee. Note: Since the benefit payment is deductible when paid (e.g. in the future) a deferred tax asset is recognized for $C$ corporations. However, there is no deferred tax asset account for flow through type entities (S corporations, LLCs and partnerships).

Column 10 - Total value - The sum of the future tax benefit (Column 9) and net surrender value (column 6).

## Key employee benefit analysis

## Deferred comp - SERP benefit

Column 1 - Employer contributions - The assumed annual employer contributions made to the key employee's plan balance. These contribution credits are at the employer's discretion as outlined in the plan document.

Column 2 - Account balance at 4.50\% interest - The account balance is based on the annual employer contributions (Column 1) less taxable SERP benefit payment to the key employee (Column 3) accumulated at an assumed growth rate of $4.50 \%$ annually. Note: The actual account balance will be measured by the fixed interest rate compounded daily (which will be higher than compounded annually) or another hypothetical account as selected by the employer at implementation.

Column 3 - Taxable SERP benefit payment - Employer makes benefit payments to the key employee. The start and duration of the annual payment(s)are outlined in the plan document and the adoption agreement. This amount is included in the key employee's income at the time it is paid.

## Endorsement Split Dollar (if applicable)

Column 4 - Reportable economic benefit - The reportable economic benefit is based on the pure insurance protection that would be paid to the key employee's beneficiary at death, if applicable. This amount must be reported annually as income to the key employee.

Column 5 - Key employee cost - This amount is determined by multiplying the reportable economic benefit (column 4) by the key employee's tax bracket.

Column 6 - Key employee net death benefit - The life insurance policy is owned by the employer. If an endorsement split dollar agreement is in place, it will specify the portion of the income tax -free death benefit endorsed to the key employee.

# Deferred Compensation - SERP <br> Employer Cash Flow 

May 23, 2023
Indexed Universal Life Accumulation II (08/2021)
Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa
Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

| Year | Age | Employer Liability and Tax Benefit |  |  |  | Current Charges \& Assumed Gross Rate of 5.77\% |  |  |  | Employer Assets |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|  |  | Employer Contributions | Payment to Key Employee | Account Balance at 4.50\% Interest | Current Tax Benefit | Net Policy Outlay | Net <br> Surrender Value | Net Policy Value | Employer <br> Net <br> Death <br> Benefit | Future <br> Tax <br> Benefit | Total Value |
| 1 | 51 | 50,000 | 0 | 52,250 | 0 | 50,000 | 23,772 | 43,160 | 668,963 | 13,063 | 36,835 |
| 2 | 52 | 50,000 | 0 | 106,851 | 0 | 50,000 | 69,837 | 88,701 | 714,504 | 26,713 | 96,549 |
| 3 | 53 | 50,000 | 0 | 163,910 | 0 | 50,000 | 118,404 | 136,764 | 762,567 | 40,977 | 159,382 |
| 4 | 54 | 50,000 | 0 | 223,535 | 0 | 50,000 | 169,724 | 187,560 | 813,363 | 55,884 | 225,608 |
| 5 | 55 | 50,000 | 0 | 285,845 | 0 | 50,000 | 223,955 | 241,288 | 867,091 | 71,461 | 295,416 |
| 6 | 56 | 50,000 | 0 | 350,958 | 0 | 50,000 | 281,655 | 298,115 | 923,918 | 87,739 | 369,395 |
| 7 | 57 | 50,000 | 0 | 419,001 | 0 | 50,000 | 344,244 | 358,222 | 984,025 | 104,750 | 448,994 |
| 8 | 58 | 50,000 | 0 | 490,106 | 0 | 50,000 | 411,308 | 421,797 | 1,047,600 | 122,526 | 533,835 |
| 9 | 59 | 50,000 | 0 | 564,410 | 0 | 50,000 | 482,235 | 489,040 | 1,114,843 | 141,103 | 623,338 |
| 10 | 60 | 50,000 | 0 | 642,059 | 0 | 50,000 | 557,508 | 560,164 | 1,185,967 | 160,515 | 718,023 |
| 11 | 61 | 50,000 | 0 | 723,202 | 0 | 50,000 | 643,398 | 643,398 | 1,269,201 | 180,800 | 824,199 |
| 12 | 62 | 50,000 | 0 | 807,996 | 0 | 50,000 | 732,095 | 732,095 | 1,357,898 | 201,999 | 934,094 |
| 13 | 63 | 50,000 | 0 | 896,605 | 0 | 50,000 | 826,550 | 826,550 | 1,452,353 | 224,151 | 1,050,701 |
| 14 | 64 | 50,000 | 0 | 989,203 | 0 | 50,000 | 927,126 | 927,126 | 1,552,929 | 247,301 | 1,174,426 |
| 15 | 65 | 50,000 | 0 | 1,085,967 | 0 | 50,000 | 1,034,390 | 1,034,390 | 1,552,929 | 271,492 | 1,305,881 |
| 16 | 66 | 0 | 131,333 | 997,592 | 32,833 | -98,500 | 995,090 | 995,090 | 1,454,429 | 249,398 | 1,244,488 |
| 17 | 67 | 0 | 131,333 | 905,241 | 32,833 | -98,500 | 953,282 | 953,282 | 1,355,929 | 226,310 | 1,179,592 |
| 18 | 68 | 0 | 131,333 | 808,733 | 32,833 | -98,500 | 908,799 | 908,799 | 1,257,429 | 202,183 | 1,110,982 |
| 19 | 69 | 0 | 131,333 | 707,883 | 32,833 | -98,500 | 861,483 | 861,483 | 1,158,929 | 176,971 | 1,038,454 |
| 20 | 70 | 0 | 131,333 | 602,494 | 32,833 | -98,500 | 811,171 | 811,171 | 1,060,429 | 150,624 | 961,795 |
| 21 | 71 | 0 | 131,333 | 492,363 | 32,833 | -98,500 | 757,696 | 757,696 | 961,929 | 123,091 | 880,787 |
| 22 | 72 | 0 | 131,333 | 377,277 | 32,833 | -98,500 | 700,848 | 700,848 | 863,429 | 94,319 | 795,167 |
| 23 | 73 | 0 | 131,333 | 257,011 | 32,833 | -98,500 | 640,439 | 640,439 | 764,170 | 64,253 | 704,692 |
| 24 | 74 | 0 | 131,333 | 131,333 | 32,833 | -98,500 | 576,276 | 576,276 | 662,924 | 32,833 | 609,109 |
| 25 | 75 | 0 | 131,333 | 0 | 32,833 | -98,500 | 508,158 | 508,158 | 560,758 | 0 | 508,158 |
| 26 | 76 | 0 | 0 | 0 | 0 | 0 | 540,831 | 540,831 | 580,279 | 0 | 540,831 |
| 27 | 77 | 0 | 0 | 0 | 0 | 0 | 575,706 | 575,706 | 617,147 | 0 | 575,706 |
| 28 | 78 | 0 | 0 | 0 | 0 | 0 | 612,778 | 612,778 | 656,325 | 0 | 612,778 |
| 29 | 79 | 0 | 0 | 0 | 0 | 0 | 652,170 | 652,170 | 697,945 | 0 | 652,170 |
| 30 | 80 | 0 | 0 | 0 | 0 | 0 | 694,012 | 694,012 | 742,142 | 0 | 694,012 |

Total
$\overline{750,000} \overline{1,313,332}$

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All guarantees are subject to the claims paying ability of Principal National Life Insurance Company.
Must be accompanied by the basic policy illustration. This document is not a recommendation and is not intended to be taken as a recommendation.

# Deferred Compensation - SERP <br> Employer Cash Flow 

May 23, 2023
Indexed Universal Life Accumulation II (08/2021)

Valued Client<br>Male, Age: 50 Preferred Nontobacco<br>State of Issue: Iowa

Initial Death Benefit: $\$ 625,803$
Initial Annual Premium: \$50,000.00
Initial Death Benefit Option: 2 (Face + Accumulated Value)

| Year | Age | Employer Liability and Tax Benefit |  |  |  | Current Charges \& Assumed Gross Rate of 5.77\% |  |  |  | Employer Assets |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1 | 2 |  | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|  |  | Employer Contributions | Payment to Key Employee | Account Balance at 4.50\% Interest | Current Tax Benefit | Net Policy Outlay | Net <br> Surrender Value | Net <br> Policy Value | Employer <br> Net <br> Death <br> Benefit | Future Tax Benefit | Total Value |
| 31 | 81 | 0 | 0 | 0 | 0 | 0 | 738,437 | 738,437 | 789,057 | 0 | 738,437 |
| 32 | 82 | 0 | 0 | 0 | 0 | 0 | 785,585 | 785,585 | 838,836 | 0 | 785,585 |
| 33 | 83 | 0 | 0 | 0 | 0 | 0 | 835,597 | 835,597 | 891,629 | 0 | 835,597 |
| 34 | 84 | 0 | 0 | 0 | 0 | 0 | 888,621 | 888,621 | 947,588 | 0 | 888,621 |
| 35 | 85 | 0 | 0 | 0 | 0 | 0 | 944,804 | 944,804 | 1,006,872 | 0 | 944,804 |
| 36 | 86 | 0 | 0 | 0 | 0 | 0 | 1,004,300 | 1,004,300 | 1,069,640 | 0 | 1,004,300 |
| 37 | 87 | 0 | 0 | 0 | 0 | 0 | 1,067,172 | 1,067,172 | 1,135,957 | 0 | 1,067,172 |
| 38 | 88 | 0 | 0 | 0 | 0 | 0 | 1,133,551 | 1,133,551 | 1,205,963 | 0 | 1,133,551 |
| 39 | 89 | 0 | 0 | 0 | 0 | 0 | 1,203,561 | 1,203,561 | 1,279,789 | 0 | 1,203,561 |
| 40 | 90 | 0 | 0 | 0 | 0 | 0 | 1,277,326 | 1,277,326 | 1,357,563 | 0 | 1,277,326 |
| 41 | 91 | 0 | 0 | 0 | 0 | 0 | 1,354,965 | 1,354,965 | 1,439,412 | 0 | 1,354,965 |
| 42 | 92 | 0 | 0 | 0 | 0 | 0 | 1,437,981 | 1,437,981 | 1,509,126 | 0 | 1,437,981 |
| 43 | 93 | 0 | 0 | 0 | 0 | 0 | 1,527,076 | 1,527,076 | 1,583,312 | 0 | 1,527,076 |
| 44 | 94 | 0 | 0 | 0 | 0 | 0 | 1,623,123 | 1,623,123 | 1,662,673 | 0 | 1,623,123 |
| 45 | 95 | 0 | 0 | 0 | 0 | 0 | 1,727,217 | 1,727,217 | 1,748,104 | 0 | 1,727,217 |
| 46 | 96 | 0 | 0 | 0 | 0 | 0 | 1,837,715 | 1,837,715 | 1,859,779 | 0 | 1,837,715 |
| 47 | 97 | 0 | 0 | 0 | 0 | 0 | 1,954,736 | 1,954,736 | 1,978,045 | 0 | 1,954,736 |
| 48 | 98 | 0 | 0 | 0 | 0 | 0 | 2,078,584 | 2,078,584 | 2,103,206 | 0 | 2,078,584 |
| 49 | 99 | 0 | 0 | 0 | 0 | 0 | 2,209,569 | 2,209,569 | 2,235,577 | 0 | 2,209,569 |
| 50 | 100 | 0 | 0 | 0 | 0 | 0 | 2,348,025 | 2,348,025 | 2,375,496 | 0 | 2,348,025 |
| 51 | 101 | 0 | 0 | 0 | 0 | 0 | 2,494,313 | 2,494,313 | 2,523,327 | 0 | 2,494,313 |
| 52 | 102 | 0 | 0 | 0 | 0 | 0 | 2,648,812 | 2,648,812 | 2,679,453 | 0 | 2,648,812 |
| 53 | 103 | 0 | 0 | 0 | 0 | 0 | 2,811,873 | 2,811,873 | 2,844,227 | 0 | 2,811,873 |
| 54 | 104 | 0 | 0 | 0 | 0 | 0 | 2,983,845 | 2,983,845 | 3,018,004 | 0 | 2,983,845 |
| 55 | 105 | 0 | 0 | 0 | 0 | 0 | 3,165,096 | 3,165,096 | 3,201,154 | 0 | 3,165,096 |
| 56 | 106 | 0 | 0 | 0 | 0 | 0 | 3,356,021 | 3,356,021 | 3,394,076 | 0 | 3,356,021 |
| 57 | 107 | 0 | 0 | 0 | 0 | 0 | 3,556,734 | 3,556,734 | 3,596,886 | 0 | 3,556,734 |
| 58 | 108 | 0 | 0 | 0 | 0 | 0 | 3,767,624 | 3,767,624 | 3,809,976 | 0 | 3,767,624 |
| 59 | 109 | 0 | 0 | 0 | 0 | 0 | 3,989,138 | 3,989,138 | 4,033,799 | 0 | 3,989,138 |
| 60 | 110 | 0 | 0 | 0 | 0 | 0 | 4,221,665 | 4,221,665 | 4,268,747 | 0 | 4,221,665 |

Total

$$
\overline{750,000} \overline{1,313,332}
$$

Principal National Life Insurance Company. Valid for presentation in IA provided the Indexed UL Accumulation II (08/2021) illustration is included. Illustration values are not guaranteed and are based on assumptions that are subject to change by the insurer at any time. Withdrawals and loans will decrease the amount of death benefit and cash accumulation value and potentially cause the policy to lapse. Actual results may be more or less favorable. This proposal is based on a $25.0 \%$ employer tax rate and a $30.0 \%$ employee tax rate. The employer's tax counsel is responsible for determining actual tax consequences.
All guarantees are subject to the claims paying ability of Principal National Life Insurance Company.
Must be accompanied by the basic policy illustration. This document is not a recommendation and is not intended to be taken as a recommendation.

## Deferred Compensation - SERP Employer Cash Flow

## Valued Client <br> Male, Age: 50 Preferred Nontobacco <br> State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

|  |  | Empl | yer Liability | d Tax Bene |  | Current Ch | ges \& Assu | ed Gross Rat | of 5.77\% | Employe | Assets |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1 | 2 |  | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Year | Age | Employer Contributions | Payment to Key Employee | Account Balance at 4.50\% Interest | Current Tax Benefit | Net Policy Outlay | Net <br> Surrender Value | Net Policy Value | Employer Net Death Benefit | Future Tax Benefit | Total Value |
| 61 | 111 | 0 | 0 | 0 | 0 | 0 | 4,465,766 | 4,465,766 | 4,515,386 | 0 | 4,465,766 |
| 62 | 112 | 0 | 0 | 0 | 0 | 0 | 4,722,382 | 4,722,382 | 4,774,667 | 0 | 4,722,382 |
| 63 | 113 | 0 | 0 | 0 | 0 | 0 | 4,992,131 | 4,992,131 | 5,047,215 | 0 | 4,992,131 |
| 64 | 114 | 0 | 0 | 0 | 0 | 0 | 5,275,683 | 5,275,683 | 5,333,707 | 0 | 5,275,683 |
| 65 | 115 | 0 | 0 | 0 | 0 | 0 | 5,573,770 | 5,573,770 | 5,634,879 | 0 | 5,573,770 |
| 66 | 116 | 0 | 0 | 0 | 0 | 0 | 5,887,191 | 5,887,191 | 5,951,542 | 0 | 5,887,191 |
| 67 | 117 | 0 | 0 | 0 | 0 | 0 | 6,216,826 | 6,216,826 | 6,284,583 | 0 | 6,216,826 |
| 68 | 118 | 0 | 0 | 0 | 0 | 0 | 6,563,645 | 6,563,645 | 6,634,982 | 0 | 6,563,645 |
| 69 | 119 | 0 | 0 | 0 | 0 | 0 | 6,928,749 | 6,928,749 | 7,003,851 | 0 | 6,928,749 |
| 70 | 120 | 0 | 0 | 0 | 0 | 0 | 7,313,064 | 7,313,064 | 7,392,125 | 0 | 7,313,064 |
| 71 | 121 | 0 | 0 | 0 | 0 | 0 | 7,717,910 | 7,717,910 | 7,801,138 | 0 | 7,717,910 |
| Total |  | 750,000 | 1,313,332 |  |  |  |  |  |  |  |  |

## Deferred Compensation - SERP Key Employee Benefit Analysis

May 23, 2023
Indexed Universal Life Accumulation II (08/2021)
Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa
Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)


Principal National Life Insurance Company. Valid for presentation in IA provided the Indexed UL Accumulation II (08/2021) illustration is included. Illustration values are not guaranteed and are based on assumptions that are subject to change by the insurer at any time. Withdrawals and loans will decrease the amount of death benefit and cash accumulation value and potentially cause the policy to lapse. Actual results may be more or less favorable. This proposal is based on a $25.0 \%$ employer tax rate and a $30.0 \%$ employee tax rate. The employer's tax counsel is responsible for determining actual tax consequences.
All guarantees are subject to the claims paying ability of Principal National Life Insurance Company.
Must be accompanied by the basic policy illustration. This document is not a recommendation and is not intended to be taken as a recommendation.

Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

## Table of Contents

## Ready to Serve You

## Financial Ratings

This illustration demonstrates how Indexed Universal Life Accumulation II (08/2021) 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.

| Topic | Page |
| :--- | :---: |
| Summary of Benefits | 9 |
| $\quad$An overview of the illustrated coverage and costs <br> Product Features and Benefits <br> An explanation of Indexed Universal Life Accumulation II (08/2021) | 12 |
| Plan Summary |  |
| A comparison of premiums, policy values, and death <br> benefits at various ages and varying assumptions | 23 |
| Policy Illustration |  |
| A detailed depiction of the policy over a period of years <br> based on specified assumptions | 24 |

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Year after year we receive strong financial ratings from the four major rating agencies. As of 05/01/2023:

| 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 |

The ratings reflect each rating agency's opinion of our life insurance companies' financial strength, operating performance and ability to meet our obligations to policyholders and are not evaluations directed toward the protection of investors. The ratings are neither a rating of securities nor a recommendation to buy, hold or sell any security, including our common stock. A high rating by a particular ratings firm does not constitute an endorsement of the rated insurer by the ratings firm. Visit our Investor Relations site on principal.com for our most current ratings and financial information.

## Life Insurance Policy Illustration Summary of Benefits

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexLinked Interest Options

Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

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.

## Summary of Initial Benefit

## Additional Insurance Benefits

## Assumptions

| Insured | Age | Sex | Class | Initial <br> Death <br> Benefit | Initial <br> Annualized <br> Premium |
| :--- | :---: | :--- | :--- | :--- | :--- |
| Valued Client | Male Preferred <br> Nontobacco$\$ 625,803$  |  |  |  |  |

Cost of Living 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 $\$ 50,000.00$
This illustration may reflect future policy changes you are considering. But, Principal will not automatically make these policy or premium changes, or provide a premium notice, based on changes noted here. Actual changes to your policy require your written request. Changes in any of the illustrated benefits, premium, or assumptions will result in different illustrated values.

- Starting in policy year 11, at the end of each policy year we will credit an Accumulated Value Enhancement to your policy, provided that the declared interest rate on the fixed account at the end of the policy year exceeds the guaranteed minimum credited interest rate. The Accumulated Value Enhancement percentage is guaranteed to be $0.75 \%$ and will be multiplied by your net accumulated value.
- Premium allocation table for Guaranteed, Current Non-Guaranteed, and any Assumed values are as follows:

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexLinked Interest Options

Valued Client
Male, Age: 50 Preferred Nontobacco State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

| Account(s) | Allocation\% | Start Year | End Year |
| :---: | :---: | :---: | :---: |
| Fixed Account | $0 \%$ | 1 | 71 |
| S \& P 500 Price Return Index- |  |  |  |
| Linked Account |  |  |  |
| S \& P 500 Price Return High Cap <br> Index-Linked Account <br> S \& P 500 Total Return Index- <br> Linked Account | $0 \%$ | 1 | 71 |

- Premiums are applied to your policy when received in our home office. If requested changes to your policy or the premium amounts submitted, differs from this illustration, the No Lapse Guarantee may be impacted.
- Illustrated Interest Rates table for any Fixed Account and/or Index-Linked Account(s) are as follows*:

| Account(s) | Current <br> Non <br> Guaranteed <br> Fixed Account | Start Year | End Year |
| :---: | :---: | :---: | :---: |
| S \& P P 500 Price Return Index- | N/A | N/A |  |
| Linked Account | $5.77 \%$ | 1 | 71 |
| S \& P 500 Price Return High Cap <br> Index-Linked Account <br> S \& P 500 Total Return Index- <br> Linked Account | N/A | N/A | N/A |

*In years where Alternate Policy Loans are illustrated, the illustrated interest rate applied to loaned values is limited to no more than $0.50 \%$ ( 50 basis points) greater than the loan charge (see Alternate Policy Loan details in the Loans section in Features \& Benefits report).
**The S\&P 500 Price Return High Cap Index-Linked Account includes a Segment Charge that is not reflected in the illustrated interest rate above.

- Your current Planned Premium Duration is 15 years from the Policy Date (or the policy lapse year, whichever is less).

Indexed Universal Life Accumulation II (08/2021)

Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: $\$ 625,803$
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

- Year 15, Death Benefit Option changed to Face Amount.

Assuming applicable 1035 exchanges and/or Planned Unscheduled Premium in the first policy year, and/or planned periodic premium and no future adjustments;

- The Issue Premium is $\$ 50,000.00$.
- May include 1035, unscheduled premium, loan and initial premium received prior to or on delivery.
- The Planned Unscheduled Premium is $\$ 0.00$.
- May include any 1035, or unscheduled premium in months 2 through 12.
- The planned Periodic Premium of $\$ 50,000.00$ paid to Attained Age 65 (or policy lapse age, whichever is less)

Changes in any of the illustrated benefits, premiums or assumptions will result in different illustrated values.

## Premium Payment Options

You have several premium payment options to choose from: electronic funds transfer (EFT) monthly, quarterly, semi-annual or annual. The premium amount required for the illustrated policy values is sensitive to the timing of any premium payments. The illustration should reflect the correct premium payment option you intend to follow.

[^0]Valid for presentation provided all pages are included.
This document is not a recommendation and is not intended to be taken as a recommendation that you purchase this product.

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With Index-

Linked Interest Options
Initial Death Benefit: $\$ 625,803$
Initial Annual Premium: $\$ 50,000.00$

Valued Client<br>Male, Age: 50 Preferred Nontobacco<br>State of Issue: Iowa

What is Indexed Universal Life?

## How can the coverage be adjusted?

Indexed Universal Life is a flexible premium, adjustable benefit life insurance policy. The policy accumulates cash value based on the opportunity to allocate between a Fixed Account and IndexLinked Accounts. It provides protection today while allowing you to save for tomorrow. The policy offers great flexibility and is designed to meet a variety of personal and business needs. Even though values of the policy may be determined, in part by reference to an external index, the policy does not directly participate in any stock or equity investments.

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, Universal Life does not. Policy cash accumulation 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. Additional out-of-pocket premium payments may be required in the future, any applicable changes to your policy affects guarantees.

Fixed Account - Net Premiums and loan repayment that are not designated to receive potential Index-Linked Interest will be placed in the Fixed Account.

Short-Term Holding Account(s)(STHA)- Net Premiums and loan repayments that are designated to receive potential Index-Linked Interest will be placed in a STHA until the next Sweep Date (see definition on next page), if all conditions contained in the Policy are met.

The Fixed Account and STHA earn interest at the current interest rate, which is declared by us. The current interest rate may change at the company's discretion, but will never be less than the guaranteed minimum interest crediting rate equal to $1.00 \%$.

Index-Linked Account(s) - An account(s) for which interest is credited based, in part, on the performance of a Reference Index. Each Index-Linked Account is part of the Accumulated Value and consists of one or more Segments.

Reference Index - The external index associated with each Index-Linked Account.

Sweep Date - The date a Segment(s) is created. This illustration assumes that the date premiums are paid will coincide with the Sweep Date which means this illustration assumes premium amounts intended for the Index-Linked accounts are first deposited in the STHA, applicable charges are deducted and then any remaining amounts are transferred into the Segment on the same day. Therefore, this illustration does not reflect any interest credited for the time premiums are in the STHA.

Valued Client<br>Male, Age: 50 Preferred Nontobacco<br>State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)
Segment - The portion of an Index-Linked Account created by the allocation of Net Premium, transfer of Segment Maturity Value and/or transfer of amounts from the Fixed Account and Short Term Holding Account(s) on a Sweep Date.

Segment Duration - The length of time that a segment exists.

Segment Begin Date - The Sweep Date at the start of a Segment.
Segment Maturity Date - The last day of a Segment Duration.

Open Segment - Any Segment that has not reached the Segment Maturity Date.
Reference Index Return Rate - A rate derived by a comparison of Closing Index Values as defined for each Index-Linked Account.

Index-Linked Crediting Method - The method used to determine the Reference Index Return Rate.

Closing Index Value - The Reference Index value as of the New York Stock Exchange close of business. If no Reference Index value is published for a given day, the company will use the Reference Index value for the prior Business Day for which a Reference Index was published.

Close of Business - Generally 4:00 p.m. (Eastern time zone) on a business day.
Business Day - Any day that Principal is open for business.
Adjusted Segment Balance - On the Segment Maturity Date, the value of the segment on the Segment Begin Date less amounts deducted during the Segment Duration for all Monthly Policy Charges, partial surrenders, Standard Policy Loans, and any other deductions. If the result of this calculation equals an amount less than zero, the company will consider it to be zero. For purposes of this calculation, each deduction is first multiplied by the ratio of the number of days remaining in the Segment Duration after the date of the deduction divided by the number of days in the entire Segment Duration. The Adjusted Segment Balance is a reference value only. It is not part of the Accumulated Value provided by the policy.

Index-Linked Interest - Interest credited to the Segment on the Segment Maturity Date by taking the Index-Linked Rate times the Adjusted Segment Balance.

[^1]Valid for presentation provided all pages are included.

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexLinked Interest Options

Initial Death Benefit: $\$ 625,803$
Initial Annual Premium: $\$ 50,000.00$
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

Segment Maturity Value - The value of a Segment as of the Segment Maturity Date after applicable Index-Linked Interest is credited.

Segment Floor Interest - Interest credited to a Segment at the Floor Rate on a daily basis.
Prorated Basis - An allocation method based on the proportion of the Accumulated Value in the applicable accounts.

## Segment Modifiers

The following are modifiers that we will apply to the Reference Index Return Rate for each Segment to derive the Index-Linked Rate on the Segment Maturity Date.

Index-Linked Rate - A rate derived by applying any applicable Segment Modifiers to the Reference Index Return Rate. The formula used to calculate the Index-Linked Return is [the lesser of (A) x (B) and (C)] - (D), with the result never being less than zero, where;
A=Reference Index Return Rate
$\mathrm{B}=$ Participation Rate
C=Cap Rate
$\mathrm{D}=$ Floor Rate
Participation (Par) Rate - The percentage of the Reference Index Return Rate used in determining the Index-Linked Rate for any segment of an Index-Linked Account. Each individual Segment will have its own Par Rate, determined by the company, which will not change for each Segment Duration. Each of the up to 12 Segments within an Index-Linked Account could have different Par Rates.

Cap Rate - The maximum Reference Index Rate used in determining the Index-Linked Rate for any segment of an Index-Linked Account. Each individual segment will have its own Cap Rate, determined by the company, which will not change for each Segment Duration. Each of the up to 12 Segments within an Index Account could have different Cap Rates.

Floor Rate - The minimum Reference Index Rate used in determining the Index-Linked Rate for any segment of an Index-Linked Account. Each individual segment will have its own Floor Rate, determined by the company, which will not change for each Segment Duration. Each of the up to 12 segments within an Index Account could have different Floor Rates.

| Index-Linked <br> Account(s) | Segment <br> Duration | Reference <br> Index | Index-Linked <br> Crediting Method | Participation Rate | Cap Rate | Floor Rate |
| :--- | :--- | :---: | :---: | :---: | :---: | :---: |
| S\&P 500 Price Return <br> Index-Linked Account | One Year | S\&P Price <br> Return | Point-to-Point | $100 \%$ (current and <br> guaranteed) | $9.0 \%$ (current, <br> $3 \%$ guaranteed) | $0 \%$ (current and <br> guaranteed) |
| S\&P 500 Price Return <br> High Cap Index- <br> Linked Account * | One Year | S\&P Price <br> Return | Point-to-Point | $100 \%$ (current and <br> guaranteed) | $13.0 \%$ (current, <br> $3 \%$ guaranteed) | $0 \%$ (current and <br> guaranteed) |
| S\&P 500 Total Return <br> Index-Linked Account | One Year | S\&P Total <br> Return | Monthly Average | $110 \%$ (current) <br> $100 \%$ (guaranteed) | $13 \%$ guaranteed) | (current (current and <br> guaranteed) |

Valued Client<br>Male, Age: 50 Preferred Nontobacco<br>State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

## Reference Indexes

## Calculation of Segment Maturity Value

## Index-Linked Crediting Methods

*The S\&P 500 Price Return High Cap Index-Linked Account includes a Segment Charge Rate of 1.00\%.

The following Reference Indexes are available. Please note that, while each Reference Index Rate relies on the performance of an index, it is not possible to invest directly in the index.

S\&P 500 Price Return Index - The Standard \& Poor's 500 Price Return Index is a stock-market index based on the stocks of 500 leading companies publicly traded in the U.S. stock market, as determined by Standard \& Poor's. The S\&P 500 Price Return Index is commonly used for indexed universal life insurance and does not reflect dividends paid on the stocks underlying the index.

S\&P 500 Total Return Index - The Standard \& Poor's 500 Total Return Index is a stock market index based on the stocks of 500 leading companies publicly traded in the U.S. stock market, as determined by Standard \& Poor's. In addition to tracking the underlying stock prices movements, the S\&P 500 Total Return Index reflects any cash distributions, such as dividends, reinvested back into the index.

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On the Segment Maturity Date we will calculate the Index-Linked Rate by applying the Segment Modifiers listed above to the Reference Index Return Rate. The Index-Linked Rate will then be applied to the Adjusted Segment Balance (which gives partial credit for monthly deductions as well as partial surrenders and Standard Policy Loans removed from the Open Segment) and the result is the Segment Maturity Value.
Before the Close of Business on the Segment Maturity Date you may provide instructions to transfer all or a portion of the Segment Maturity Value to the unloaned portion of the Fixed Account or to a different Index-Linked Account. If you do not provide transfer instructions before the Close of Business on the Segment Maturity Date, we will transfer the entire Segment Maturity Value to start a new Segment.

Below are the two Index-Linked Crediting Methods we make available depending on the IndexLinked Account you select.

Point-to-Point Crediting Method - Provides a Reference Index Return Rate equal to the percentage change in the Reference Index using two values. The Reference Index Return Rate can be calculated by dividing the Closing Index Value on the Segment Maturity Date by the Closing Index Value on the Segment Begin Date, then subtracting 1. For example:

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexLinked Interest Options

## Valued Client

Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

## Maximum Illustrated Rates

Closing Index Value on the Segment Begin Date $=1,000$
Closing Index Value on the Segment Maturity Date $=1,050$
Reference Index Return Rate $=(1,050 / 1,000)-1=5.00 \%$
Monthly Average Crediting Method - Provides a Reference Index Return Rate equal to the percentage change in the Reference Index using two values. The Reference Index Return Rate can be calculated by dividing the average of the Closing Index Values on the 12th day of each calendar month during the Segment Duration, including the first Segment Maturity Date by the Closing Index Value on the Segment Begin Date, then subtracting 1. For example:

Closing Index Value at the Segment Begin date $=1,000$
Average of the Closing Index Values on the 12th day of each calendar month during the Segment Duration, including the Segment Maturity Date $=1,050^{*}$
Reference Index Return Rate $=(1,050 / 1,000)-1=5.00 \%$
*It is not likely that the Closing Index Value on the Segment Maturity Date for Point-to-Point Crediting Method will be the same as the average of the Closing Index Values for the Monthly Average Crediting Method.

With the Point-to-Point Crediting Method, the Reference Index Return Rate for each Segment can appear volatile due to the use of only one Closing Index Value on the Segment Maturity Date. It's possible for one Segment to have a Reference Index Return Rate at the Floor Rate, while on the next Segment Maturity Date the Reference Index Return Rate is at the Cap Rate or somewhere in between. The Monthly Average Index Crediting Method will help to smooth out volatile returns experienced with the Point-to-Point Crediting Method due to the use of twelve Closing Index Values in the calculation of the average Closing Index Value on the Segment Maturity Date.

We calculate the maximum illustrated rate using an industry-standard methodology. This methodology uses values spanning a 65-year history for each Benchmark Index Account through December 31st of the previous calendar year.

To derive our maximum illustrated rate, we first calculate the annual one-year returns (using our current Segment Modifiers) for each trading day over a 65-year period. We then use those annual returns to compute level compound annual rates that would yield equivalent total returns over 25year rolling periods. We then find the average of all 25 -year compound annual rates and use that value as our maximum illustrated rate for the Benchmark Index Account. The average along with the minimum and maximum 25-year compound annual rates are provided in the table below.

| 25-Year Compound Annual Rate |  |  |  |
| :--- | :---: | :---: | :---: |
|  | Minimum | Average | Maximum |
| Benchmark Index Account | $3.70 \%$ | $5.77 \%$ | $7.20 \%$ |

Valued Client<br>Male, Age: 50 Preferred Nontobacco<br>State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

## What expenses are deducted from my policy?

The historical performance of the Reference Index is not intended to predict future performance and is not guaranteed. We recommend that you review additional variations of illustrated rates to better understand how different illustrated rates can affect your policy.

In years where Alternate Policy Loans are illustrated, the illustrated interest rate applied to loaned values is limited to no more than $0.50 \%$ ( 50 basis points) greater than the loan charge (see Alternate Policy Loan details in the Loans section in Features and Benefits report).

The maximum illustrated annual credited rate for the;

- Price Return Index-Linked Account is 5.77\%
- Total Return Index-Linked Account is 5.77\%
- Price Return High Cap Index-Linked Account is 6.84\%
- Fixed Account is the current non-guaranteed crediting rate, which is $4.15 \%$

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 contract. The following
deductions are subtracted from the policy:

- Monthly Cost of Insurance (COI) Charge - Rates are based on sex, attained age, and premium class of the insured.
- Premium Expense Charge - Sales charge deducted from premiums when received.
- Monthly Administration Charge
- Monthly Policy Issue Charge - A monthly charge per $\$ 1,000$ of face amount applied in all years from policy issue or from an increase in the policy face amount, to cover expenses associated with issue and underwriting.
- Segment Charge - The amount of the Segment Charge (if applicable) is calculated by multiplying the Segment Charge Rate by the value in the Segment on the Segment Begin Date.

Sequencing rules for monthly deductions

Is my coverage guaranteed?

Monthly deductions are deducted on a Prorated Basis from the Fixed Account, Short-Term Holding Account(s), Segment Maturity Value(s) and from all Open Segment(s).

Indexed Universal Life guarantees a minimum interest rate, maximum cost of insurance rates and maximum expense charges. The guaranteed values shown in this illustration are based on these guaranteed interest rates, costs and expense charges.

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 $\$ 7,616.02$. 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.

Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

## Can I access my money?

## What happens at policy maturity?

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.

As your Indexed Universal Life premiums are applied and accumulate, you may access all or some of your net surrender value at any time.

- You may surrender your accumulated 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 will have a negative impact on your cash value and death benefit.
- Loan interest charges will apply.
- Surrender charges will limit the amount of policy value available for any loans, partial surrenders, or full policy surrenders made during the surrender charge period. Any Face Amount Increase will have its own surrender charge and surrender charge period. See Partial Surrenders and Loans below.

In general, amounts withdrawn (not including loans) from a contract 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 the 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 premiums paid. For complete information on how actual policy changes and withdrawals could affect your personal tax situation, always consult your personal tax advisor.

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 must be in force at Attained Age 121 in order for coverage to be extended. The policy net death benefit at Attained Age 121 will continue in force, subject to reduction for any increase in outstanding loan indebtedness or partial surrenders in the extended coverage period. No further premium payments will be allowed except loan repayments. Any Index-Linked Account Values and Short Term Holding Account Values will be transferred to the Fixed Account. Interest will continue to be credited and all insurancerelated charges will be zero. Any outstanding Alternate Policy Loans will become Standard Policy Loans and interest on any outstanding loans will continue to be charged.

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 may require an additional premium and are subject to variation and availability by state and may have additional costs.

Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$

## Cost of Living

Chronic Illness Death Benefit Advance Rider

## Terminal Illness Death Benefit Advance Rider

## Life Paid-Up Rider

Allows for guaranteed coverage increases every three years to age 55 without evidence of insurability. If you choose to accept a death benefit increase under this rider, it likely will require a premium increase in order to support the new death benefit and policy values. If the additional premium is not paid, your policy may lapse.

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, accumulated 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.

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.

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.
- At the time the rider is exercised, all Index-Linked Account and Short Term Holding Account values will be transferred to the Fixed Account and any outstanding Alternate Policy Loan(s) will become a Standard Policy Loan.

This rider was not illustrated due to required conditions not being met.

## Additional Information

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With Index-

Linked Interest Options
Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$

Valued Client<br>Male, Age: 50 Preferred Nontobacco<br>State of Issue: Iowa

## Modified Endowment Contract (MEC)

## Guideline Premium

Sequencing rules for partial surrenders and Standard Policy Loans

## Sweep Restriction Period

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 $\$ 51,772.52$. 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.

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 $\$ 251,339.94$
The current annual premium limit for the illustrated policy is $\$ 50,000.01$
Policy adjustments can cause the guideline premiums to change. A force out 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 Guaranteed Values match those illustrated in Current Values. 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 Guaranteed Values 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 and Standard Policy Loans will first be deducted from the Fixed Account if sufficient value exists. If there is not sufficient value to cover the entire deduction, the remaining deduction will be taken on a Prorated Basis from any Short Term Holding Account value(s), then on a Prorated Basis from Segment Maturity Value(s), then on a Prorated Basis from Open Segment(s) until the remaining Partial Surrender or Standard Policy Loan amount is fulfilled.

A Sweep Restriction Period will begin any time there is a deduction from Open Segment(s) as a result of an unscheduled partial surrender or unscheduled Standard Policy Loan. A Sweep Restriction Period is a twelve-month duration in which no transfers from the Short Term Holding Account(s) or Fixed Account to the Index-Linked Account(s) will be allowed. If during a Sweep Restriction Period another unscheduled partial surrender or unscheduled Standard Policy Loan is taken from Open Segment(s), a new Sweep Restriction Period is created with a new twelve-month duration. Any value in the Short Term Holding Account(s) during a Sweep Restriction Period will immediately be transferred to the Fixed Account.

Valued Client<br>Male, Age: 50 Preferred Nontobacco<br>State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$

## Partial Surrenders

## Loans

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

This illustration assumes that loans/surrenders are distributed in annual payments each year, beginning on the policy anniversary of the year which loans/surrenders begin.

The policyowner may borrow against the net surrender value of the policy. 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.

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.

This policy may offer two types of loans; Standard Policy Loans and Alternate Policy Loans. Only one type of policy loan is permitted to be outstanding at any time. You may request a change in policy loan type by sending us notice requesting a change in the type of the loan. A change of policy loan type is permitted only once per policy year and will occur on the first sweep date following the next policy anniversary.
A Standard Policy Loan is a type of loan secured by a loan account. Both loan interest charged and loan interest credited are based on a rate we declare. Loans of this type are available in all policy years.

Standard Policy Loans in policy years 1-10 are charged at an annual rate of 3.5\% (3.5\% guaranteed). Standard Policy Loans in policy years $11+$ are charged at $2.0 \%$ ( $2.0 \%$ guaranteed). In all policy years, interest is credited on the loaned amount at $2.0 \%$ ( $2.0 \%$ guaranteed).

An Alternate Policy Loan is a type of loan for which no loan account is created as collateral for any loan indebtedness. For this type of loan, interest credited on the part of the accumulated value that reflects loan indebtedness is based on the rate(s) applied to your accumulated value, while loan interest charged is based on a rate that we declare. Loans of this type are available after the Alternate Policy Loan Availability Date, as shown on your data pages. Please note: an Alternate Policy Loan carries significantly more risk to the policy's performance due to the potential for a larger net cost for the loan. You should request an illustration from your representative to compare the loan types and show the effects of an underperforming policy.

Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$

## Contingent Compensation Disclosure

Employer-Sponsored Plan Disclosure

## Additional Disclosures

To determine if an alternate loan is the right choice for you, consider the impact to the policy if;

- interest credited is lower than the loan charge rate;
- the policy under performs due to a market downturn;
- the Index-Linked Cap rate(s) are lowered; or
- actual performance fluctuates instead of assuming a level illustrated rate.

Important reminder: A change of policy loan type is only permitted once per policy year and must be requested by you.

Alternate Policy Loans are charged at an annual rate of 5.00\% (8.00\% Guaranteed)
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.

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.

All guarantees are subject to the claims paying ability of the issuing insurance company.
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. Referenced companies are members of the Principal Financial Group ${ }^{\circledR}$, 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.

Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: \$50,000.00
Initial Death Benefit Option: 2 (Face + Accumulated Value)

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

## Net Surrender Value

The net accumulated value less surrender charges and policy loans. Amount of cash you would receive if you were to surrender the policy.

## Net Accumulated Value

The sum of all premiums and credited interest less expenses, cost of insurance, withdrawals, loans and loan interest.

## Net Death Benefit

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

## Guaranteed Values

Values are based on a guaranteed minimum annualized interest rate of $0.00 \%$, guaranteed maximum cost of insurance rates, and guaranteed maximum expense charges.

## Current (Non Guaranteed)

Values are based on the current annualized interest rate*, current cost of insurance rates and current expense charges.

## Midpoint (Non Guaranteed)

Values assume an interest rate, cost of insurance, and expense charges that are halfway between current and guaranteed. (Shown only on this page)

## Partial Surrenders and Loans

Any partial surrenders, loans and loan repayments. (See Policy Illustration)

## Net Outlay

Your total annual out-of-pocket expense. (See Policy Illustration)
*The Non Guaranteed values illustrated in this report are based on interest rate \& allocation tables (see Summary of Benefits report)

|  | Guaranteed Values | Non Guaranteed |  |
| :---: | :---: | :---: | :---: |
|  |  | Midpoint Values | Current Values |
| Year 5, Age 55 |  |  |  |
| Annualized Premium Outlay | \$50,000.00 | \$50,000.00 | \$50,000.00 |
| Net Surrender Value | \$146,281 | \$185,566 | \$223,955 |
| Net Accumulated Value | \$163,613 | \$202,898 | \$241,288 |
| Net Death Benefit | \$789,416 | \$828,701 | \$867,091 |
| Year 10, Age 60 |  |  |  |
| Annualized Premium Outlay | \$50,000.00 | \$50,000.00 | \$50,000.00 |
| Net Surrender Value | \$311,854 | \$431,358 | \$557,508 |
| Net Accumulated Value | \$314,510 | \$434,014 | \$560,164 |
| Net Death Benefit | \$940,313 | \$1,059,817 | \$1,185,967 |
| Year 20, Age 70 |  |  |  |
| Annualized Premium Outlay | \$0.00 | \$0.00 | \$0.00 |
| Net Surrender Value | \$0 | \$264,613 | \$811,171 |
| Net Accumulated Value | \$0 | \$264,613 | \$811,171 |
| Net Death Benefit | \$0 | \$789,301 | \$1,060,429 |
| Year 30, Age 80 |  |  |  |
| Annualized Premium Outlay | \$0.00 | \$0.00 | \$0.00 |
| Net Surrender Value | \$0 | \$0 | \$694,012 |
| Net Policy Value | \$0 | \$0 | \$694,012 |
| Net Death Benefit | \$0 | \$0 | \$742,142 |

## Acknowledgements

- I have received a copy of the illustration and understand the illustration is not a contract and does not project actual future values or investment results. The marketing representative has told me that any non guaranteed elements illustrated are not guaranteed, are subject to change, and could be either higher or lower.
- 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 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.
- I have received the applicable disclosure form for any Chronic Illness Death Benefit Advance rider that may be available under this policy.

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 Marketing Representative
Date

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexLinked Interest Options

Initial Death Benefit: $\$ 625,803$
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

| Guaranteed at 0.00\% |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | End of Year Age | Annualized Premium Outlay | Partial Surrenders/ Loans | Net Outlay | Net Surrender Value | Net Accumulated Value | Net <br> Death Benefit |
| 1 | 51 | 50,000.00 | 0 | 50,000.00 | 14,241 | 33,629 | 659,432 |
| 2 | 52 | 50,000.00 | 0 | 50,000.00 | 47,951 | 66,815 | 692,618 |
| 3 | 53 | 50,000.00 | 0 | 50,000.00 | 81,191 | 99,551 | 725,354 |
| 4 | 54 | 50,000.00 | 0 | 50,000.00 | 113,985 | 131,822 | 757,625 |
| 5 | 55 | 50,000.00 | 0 | 50,000.00 | 146,281 | 163,613 | 789,416 |
|  |  | $\mathbf{2 5 0 , 0 0 0 . 0 0}$ |  | $\mathbf{2 5 0 , 0 0 0 . 0 0}$ |  |  |  |
| 6 | 56 | 50,000.00 | 0 | 50,000.00 | 178,440 | 194,900 | 820,703 |
| 7 | 57 | 50,000.00 | 0 | 50,000.00 | 211,683 | 225,661 | 851,464 |
| 8 | 58 | 50,000.00 | 0 | 50,000.00 | 245,383 | 255,871 | 881,674 |
| 9 | 59 | 50,000.00 | 0 | 50,000.00 | 278,699 | 285,504 | 911,307 |
| 10 | 60 | 50,000.00 | 0 | 50,000.00 | 311,854 | 314,510 | 940,313 |
|  |  | $\mathbf{5 0 0 , 0 0 0 . 0 0}$ |  | $\mathbf{5 0 0 , 0 0 0 . 0 0}$ |  |  |  |
| 11 | 61 | 50,000.00 | 0 | 50,000.00 | 342,857 | 342,857 | 968,660 |
| 12 | 62 | 50,000.00 | 0 | 50,000.00 | 370,483 | 370,483 | 996,286 |
| 13 | 63 | 50,000.00 | 0 | 50,000.00 | 397,352 | 397,352 | 1,023,155 |
| 14 | 64 | 50,000.00 | 0 | 50,000.00 | 423,402 | 423,402 | 1,049,205 |
| 15 | 65 | 50,000.00 | 0 | 50,000.00 | 448,884 | 448,884 | 1,049,205 |
|  |  | 750,000.00 |  | 750,000.00 |  |  |  |
| 16 | 66 | 0.00 | 98,500 | -98,499.93 | 336,853 | 336,853 | 950,705 |
| 17 | 67 | 0.00 | 98,500 | -98,499.93 | 225,733 | 225,733 | 852,205 |
| 18 | 68 | 0.00 | 98,500 | -98,499.93 | 115,467 | 115,467 | 753,705 |
| 19 | 69 | 0.00 | 98,738 | -98,499.93 | 5,886 | 5,886 | 654,967 |
| 20 | 70 | 0.00 | 4,455 | -4,414.70 | 0 | 0 | 0 |
|  |  | 750,000.00 |  | 351,585.58 |  |  |  |

## Principal National Life Insurance Company <br> 711 High Street, Des Moines, Iowa 50392-0290

Valid for presentation provided all pages are included. Annualized Premium Outlay, Partial Surrenders/ Loans, and Net Outlay are shown as of the beginning of the policy year. Net Surrender Value, Net Accumulated Value, and Net Death Benefit are shown as of the end of the policy year. Values shown in the Guaranteed columns reflect policy loan(s) at the current variable loan interest rate. Any future increases in the variable loan interest rate will reduce values shown in the Guaranteed columns.

Withdrawals and loans will decrease the amount of death benefit and cash accumulation value and potentially cause the policy to lapse.
This document is not a recommendation and is not intended to be taken as a recommendation that you purchase this product.

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexLinked Interest Options

Initial Death Benefit: $\$ 625,803$
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

|  | End of Year Age | Annualized Premium Outlay | Partial Surrenders/ Loans | Alternate Scale (Non Guaranteed) at a rate of 4.15\% |  |  |  | Current (Non Guaranteed) <br> Based on premium allocation and interest rate tables |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year |  |  |  | $\begin{aligned} & \text { Net } \\ & \text { Outlay } \end{aligned}$ | Net Surrender Value | Net Accumulated Value | Net <br> Death <br> Benefit | Net Outlay | Net Surrender Value | Net Accumulated Value | Net <br> Death <br> Benefit |
| 1 | 51 | 50,000.00 | 0 | 50,000.00 | 23,077 | 42,464 | 668,267 | 50,000.00 | 23,772 | 43,160 | 668,963 |
| 2 | 52 | 50,000.00 | 0 | 50,000.00 | 67,718 | 86,582 | 712,385 | 50,000.00 | 69,837 | 88,701 | 714,504 |
| 3 | 53 | 50,000.00 | 0 | 50,000.00 | 114,066 | 132,426 | 758,229 | 50,000.00 | 118,404 | 136,764 | 762,567 |
| 4 | 54 | 50,000.00 | 0 | 50,000.00 | 162,297 | 180,133 | 805,936 | 50,000.00 | 169,724 | 187,560 | 813,363 |
| 5 | 55 | 50,000.00 | 0 | 50,000.00 | 212,488 | 229,820 | 855,623 | 50,000.00 | 223,955 | 241,288 | 867,091 |
|  |  | $\mathbf{2 5 0 , 0 0 0 . 0 0}$ |  | 250,000.00 |  |  |  | 250,000.00 |  |  |  |
| 6 | 56 | 50,000.00 | 0 | 50,000.00 | 265,109 | 281,569 | 907,372 | 50,000.00 | 281,655 | 298,115 | 923,918 |
| 7 | 57 | 50,000.00 | 0 | 50,000.00 | 321,487 | 335,466 | 961,269 | 50,000.00 | 344,244 | 358,222 | 984,025 |
| 8 | 58 | 50,000.00 | 0 | 50,000.00 | 381,111 | 391,599 | 1,017,402 | 50,000.00 | 411,308 | 421,797 | 1,047,600 |
| 9 | 59 | 50,000.00 | 0 | 50,000.00 | 443,258 | 450,063 | 1,075,866 | 50,000.00 | 482,235 | 489,040 | 1,114,843 |
| 10 | 60 | 50,000.00 | 0 | 50,000.00 | 508,297 | 510,953 | 1,136,756 | 50,000.00 | 557,508 | 560,164 | 1,185,967 |
|  |  | $\mathbf{5 0 0 , 0 0 0 . 0 0}$ |  | $\mathbf{5 0 0 , 0 0 0 . 0 0}$ |  |  |  | $\mathbf{5 0 0 , 0 0 0 . 0 0}$ |  |  |  |
| 11 | 61 | 50,000.00 | 0 | 50,000.00 | 581,890 | 581,890 | 1,207,693 | 50,000.00 | 643,398 | 643,398 | 1,269,201 |
| 12 | 62 | 50,000.00 | 0 | 50,000.00 | 656,326 | 656,326 | 1,282,129 | 50,000.00 | 732,095 | 732,095 | 1,357,898 |
| 13 | 63 | 50,000.00 | 0 | 50,000.00 | 734,368 | 734,368 | 1,360,171 | 50,000.00 | 826,550 | 826,550 | 1,452,353 |
| 14 | 64 | 50,000.00 | 0 | 50,000.00 | 816,182 | 816,182 | 1,441,985 | 50,000.00 | 927,126 | 927,126 | 1,552,929 |
| 15 | 65 | 50,000.00 | 0 | 50,000.00 | 902,178 | 902,178 | 1,441,985 | 50,000.00 | 1,034,390 | 1,034,390 | 1,552,929 |
|  |  | 750,000.00 |  | 750,000.00 |  |  |  | 750,000.00 |  |  |  |
| 16 | 66 | 0.00 | 98,500 | -98,499.93 | 841,078 | 841,078 | 1,343,485 | -98,499.93 | 995,090 | 995,090 | 1,454,429 |
| 17 | 67 | 0.00 | 98,500 | -98,499.93 | 776,931 | 776,931 | 1,244,985 | -98,499.93 | 953,282 | 953,282 | 1,355,929 |
| 18 | 68 | 0.00 | 98,500 | -98,499.93 | 709,563 | 709,563 | 1,146,485 | -98,499.93 | 908,799 | 908,799 | 1,257,429 |
| 19 | 69 | 0.00 | 98,500 | -98,499.93 | 638,804 | 638,804 | 1,047,985 | -98,499.93 | 861,483 | 861,483 | 1,158,929 |
| 20 | 70 | 0.00 | 98,500 | -98,499.93 | 564,475 | 564,475 | 949,485 | -98,499.93 | 811,171 | 811,171 | 1,060,429 |
|  |  | $\overline{750,000.00}$ |  | 257,500.35 |  |  |  | 257,500.35 |  |  |  |
| 21 | 71 | 0.00 | 98,500 | -98,499.93 | 486,394 | 486,394 | 850,985 | -98,499.93 | 757,696 | 757,696 | 961,929 |
| 22 | 72 | 0.00 | 98,500 | -98,499.93 | 404,312 | 404,312 | 752,485 | -98,499.93 | 700,848 | 700,848 | 863,429 |
| 23 | 73 | 0.00 | 99,260 | -98,499.93 | 318,007 | 318,007 | 653,226 | -98,499.93 | 640,439 | 640,439 | 764,170 |
| 24 | 74 | 0.00 | 101,245 | -98,499.93 | 227,241 | 227,241 | 551,980 | -98,499.93 | 576,276 | 576,276 | 662,924 |
| 25 | 75 | 0.00 | 103,270 | -98,499.93 | 131,750 | 131,750 | 448,710 | -98,499.93 | 508,158 | 508,158 | 560,758 |
|  |  | $\overline{750,000.00}$ |  | -234,999.30 |  |  |  | -234,999.30 |  |  |  |

## Principal National Life Insurance Company <br> 711 High Street, Des Moines, Iowa 50392-0290

Valid for presentation provided all pages are included. Current values are not guaranteed, and are based on assumptions (which include changing policy expenses or policy adjustments) that are subject to change at any time. Actual results may be more or less favorable. Annualized Premium Outlay, Partial Surrenders/Loans, and Net Outlay are shown as of the beginning of the policy year. Net Surrender Value, Net Accumulated Value, and Net Death Benefit are shown as of the end of the policy year.
*The values illustrated in this report are based initially on the current interest crediting rate stated above (if applicable) or on the premium allocation and interest rate tables (See Summary of Benefits Report). The illustrated rate can vary in future years due to current assumptions regarding changing policy expenses or due to policy adjustments.
This document is not a recommendation and is not intended to be taken as a recommendation that you purchase this product.

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexLinked Interest Options

Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

|  | End of Year Age | Annualized Premium Outlay | Partial Surrenders/ Loans | Alternate Scale (Non Guaranteed) at a rate of 4.15\% |  |  |  | Current (Non Guaranteed) <br> Based on premium allocation and interest rate tables |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year |  |  |  | $\begin{aligned} & \text { Net } \\ & \text { Outlay } \end{aligned}$ | Net <br> Surrender Value | Net Accumulated Value | Net <br> Death <br> Benefit | $\begin{aligned} & \text { Net } \\ & \text { Outlay } \end{aligned}$ | Net Surrender Value | Net Accumulated Value | Net <br> Death <br> Benefit |
| 26 | 76 | 0.00 | 4,866 | 0.00 | 134,605 | 134,605 | 443,845 | 0.00 | 540,831 | 540,831 | 580,279 |
| 27 | 77 | 0.00 | 4,963 | 0.00 | 137,250 | 137,250 | 438,882 | 0.00 | 575,706 | 575,706 | 617,147 |
| 28 | 78 | 0.00 | 5,062 | 0.00 | 139,629 | 139,629 | 433,820 | 0.00 | 612,778 | 612,778 | 656,325 |
| 29 | 79 | 0.00 | 5,163 | 0.00 | 141,674 | 141,674 | 428,657 | 0.00 | 652,170 | 652,170 | 697,945 |
| 30 | 80 | 0.00 | 5,267 | 0.00 | 143,311 | 143,311 | 423,390 | 0.00 | 694,012 | 694,012 | 742,142 |
|  |  | $\overline{750,000.00}$ |  | -234,999.30 |  |  |  | -234,999.30 |  |  |  |
| 31 | 81 | 0.00 | 5,372 | 0.00 | 144,460 | 144,460 | 418,018 | 0.00 | 738,437 | 738,437 | 789,057 |
| 32 | 82 | 0.00 | 5,479 | 0.00 | 145,033 | 145,033 | 412,539 | 0.00 | 785,585 | 785,585 | 838,836 |
| 33 | 83 | 0.00 | 5,589 | 0.00 | 144,930 | 144,930 | 406,950 | 0.00 | 835,597 | 835,597 | 891,629 |
| 34 | 84 | 0.00 | 5,701 | 0.00 | 144,040 | 144,040 | 401,249 | 0.00 | 888,621 | 888,621 | 947,588 |
| 35 | 85 | 0.00 | 5,815 | 0.00 | 142,233 | 142,233 | 395,435 | 0.00 | 944,804 | 944,804 | 1,006,872 |
|  |  | $\overline{750,000.00}$ |  | -234,999.30 |  |  |  | -234,999.30 |  |  |  |
| 36 | 86 | 0.00 | 5,931 | 0.00 | 139,360 | 139,360 | 389,504 | 0.00 | 1,004,300 | 1,004,300 | 1,069,640 |
| 37 | 87 | 0.00 | 6,050 | 0.00 | 134,883 | 134,883 | 383,454 | 0.00 | 1,067,172 | 1,067,172 | 1,135,957 |
| 38 | 88 | 0.00 | 6,171 | 0.00 | 128,527 | 128,527 | 377,283 | 0.00 | 1,133,551 | 1,133,551 | 1,205,963 |
| 39 | 89 | 0.00 | 6,294 | 0.00 | 119,925 | 119,925 | 370,989 | 0.00 | 1,203,561 | 1,203,561 | 1,279,789 |
| 40 | 90 | 0.00 | 6,420 | 0.00 | 108,631 | 108,631 | 364,569 | 0.00 | 1,277,326 | 1,277,326 | 1,357,563 |
|  |  | $\overline{750,000.00}$ |  | -234,999.30 |  |  |  | -234,999.30 |  |  |  |
| 41 | 91 | 0.00 | 6,548 | 0.00 | 94,081 | 94,081 | 358,021 | 0.00 | 1,354,965 | 1,354,965 | 1,439,412 |
| 42 | 92 | 0.00 | 6,679 | 0.00 | 75,245 | 75,245 | 351,342 | 0.00 | 1,437,981 | 1,437,981 | 1,509,126 |
| 43 | 93 | 0.00 | 6,813 | 0.00 | 50,878 | 50,878 | 344,529 | 0.00 | 1,527,076 | 1,527,076 | 1,583,312 |
| 44 | 94 | 0.00 | 6,949 | 0.00 | 11,980 | 11,980 | 26,939 | 0.00 | 1,623,123 | 1,623,123 | 1,662,673 |
| 45 | 95 | 0.00 | 7,088 | 0.00 | 12,571 | 12,571 | 19,851 | 0.00 | 1,727,217 | 1,727,217 | 1,748,104 |
|  |  | $\overline{750,000.00}$ |  | -234,999.30 |  |  |  | -234,999.30 |  |  |  |
| 46 | 96 | 0.00 | 7,230 | 0.00 | 13,191 | 13,191 | 17,010 | 0.00 | 1,837,715 | 1,837,715 | 1,859,779 |
| 47 | 97 | 0.00 | 7,374 | 0.00 | 13,841 | 13,841 | 17,740 | 0.00 | 1,954,736 | 1,954,736 | 1,978,045 |
| 48 | 98 | 0.00 | 7,522 | 0.00 | 14,523 | 14,523 | 18,505 | 0.00 | 2,078,584 | 2,078,584 | 2,103,206 |
| 49 | 99 | 0.00 | 7,672 | 0.00 | 15,240 | 15,240 | 19,305 | 0.00 | 2,209,569 | 2,209,569 | 2,235,577 |
| 50 | 100 | 0.00 | 7,826 | 0.00 | 15,991 | 15,991 | 20,142 | 0.00 | 2,348,025 | 2,348,025 | 2,375,496 |
|  |  | $\overline{750,000.00}$ |  | -234,999.30 |  |  |  | -234,999.30 |  |  |  |

## Principal National Life Insurance Company

711 High Street, Des Moines, Iowa 50392-0290
Valid for presentation provided all pages are included. Current values are not guaranteed, and are based on assumptions (which include changing policy expenses or policy adjustments) that are subject to change at any time. Actual results may be more or less favorable. Annualized Premium Outlay, Partial Surrenders/Loans, and Net Outlay are shown as of the beginning of the policy year. Net Surrender Value, Net Accumulated Value, and Net Death Benefit are shown as of the end of the policy year.
*The values illustrated in this report are based initially on the current interest crediting rate stated above (if applicable) or on the premium allocation and interest rate tables (See Summary of Benefits Report). The illustrated rate can vary in future years due to current assumptions regarding changing policy expenses or due to policy adjustments.
This document is not a recommendation and is not intended to be taken as a recommendation that you purchase this product.

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexLinked Interest Options

Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

|  | End of Year Age | Annualized Premium Outlay | Partial Surrenders/ Loans | Alternate Scale (Non Guaranteed) at a rate of 4.15\% |  |  |  | Current (Non Guaranteed) <br> Based on premium allocation and interest rate tables |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year |  |  |  | $\begin{aligned} & \text { Net } \\ & \text { Outlay } \end{aligned}$ | Net Surrender Value | Net Accumulated Value | Net <br> Death Benefit | Net Outlay | Net <br> Surrender Value | Net Accumulated Value | Net <br> Death <br> Benefit |
| 51 | 101 | 0.00 | 7,982 | 0.00 | 16,780 | 16,780 | 21,018 | 0.00 | 2,494,313 | 2,494,313 | 2,523,327 |
| 52 | 102 | 0.00 | 8,142 | 0.00 | 17,607 | 17,607 | 21,936 | 0.00 | 2,648,812 | 2,648,812 | 2,679,453 |
| 53 | 103 | 0.00 | 8,305 | 0.00 | 18,475 | 18,475 | 22,896 | 0.00 | 2,811,873 | 2,811,873 | 2,844,227 |
| 54 | 104 | 0.00 | 8,471 | 0.00 | 19,386 | 19,386 | 23,900 | 0.00 | 2,983,845 | 2,983,845 | 3,018,004 |
| 55 | 105 | 0.00 | 8,640 | 0.00 | 20,342 | 20,342 | 24,952 | 0.00 | 3,165,096 | 3,165,096 | 3,201,154 |
|  |  | $\overline{\mathbf{7 5 0 , 0 0 0 . 0 0}}$ |  | -234,999.30 |  |  |  | -234,999.30 |  |  |  |
| 56 | 106 | 0.00 | 8,813 | 0.00 | 21,345 | 21,345 | 26,054 | 0.00 | 3,356,021 | 3,356,021 | 3,394,076 |
| 57 | 107 | 0.00 | 8,989 | 0.00 | 22,398 | 22,398 | 27,207 | 0.00 | 3,556,734 | 3,556,734 | 3,596,886 |
| 58 | 108 | 0.00 | 9,169 | 0.00 | 23,502 | 23,502 | 28,414 | 0.00 | 3,767,624 | 3,767,624 | 3,809,976 |
| 59 | 109 | 0.00 | 9,353 | 0.00 | 24,661 | 24,661 | 29,678 | 0.00 | 3,989,138 | 3,989,138 | 4,033,799 |
| 60 | 110 | 0.00 | 9,540 | 0.00 | 25,878 | 25,878 | 31,002 | 0.00 | 4,221,665 | 4,221,665 | 4,268,747 |
|  |  | $\overline{750,000.00}$ |  | -234,999.30 |  |  |  | -234,999.30 |  |  |  |
| 61 | 111 | 0.00 | 9,730 | 0.00 | 27,154 | 27,154 | 32,388 | 0.00 | 4,465,766 | 4,465,766 | 4,515,386 |
| 62 | 112 | 0.00 | 9,925 | 0.00 | 28,493 | 28,493 | 33,839 | 0.00 | 4,722,382 | 4,722,382 | 4,774,667 |
| 63 | 113 | 0.00 | 10,124 | 0.00 | 29,898 | 29,898 | 35,360 | 0.00 | 4,992,131 | 4,992,131 | 5,047,215 |
| 64 | 114 | 0.00 | 10,326 | 0.00 | 31,372 | 31,372 | 36,952 | 0.00 | 5,275,683 | 5,275,683 | 5,333,707 |
| 65 | 115 | 0.00 | 10,533 | 0.00 | 32,919 | 32,919 | 38,620 | 0.00 | 5,573,770 | 5,573,770 | 5,634,879 |
|  |  | $\overline{750,000.00}$ |  | -234,999.30 |  |  |  | -234,999.30 |  |  |  |
| 66 | 116 | 0.00 | 10,743 | 0.00 | 34,542 | 34,542 | 40,367 | 0.00 | 5,887,191 | 5,887,191 | 5,951,542 |
| 67 | 117 | 0.00 | 10,958 | 0.00 | 36,245 | 36,245 | 42,196 | 0.00 | 6,216,826 | 6,216,826 | 6,284,583 |
| 68 | 118 | 0.00 | 11,177 | 0.00 | 38,033 | 38,033 | 44,113 | 0.00 | 6,563,645 | 6,563,645 | 6,634,982 |
| 69 | 119 | 0.00 | 11,401 | 0.00 | 39,908 | 39,908 | 46,122 | 0.00 | 6,928,749 | 6,928,749 | 7,003,851 |
| 70 | 120 | 0.00 | 11,629 | 0.00 | 41,876 | 41,876 | 48,225 | 0.00 | 7,313,064 | 7,313,064 | 7,392,125 |
|  |  | $\overline{750,000.00}$ |  | -234,999.30 |  |  |  | -234,999.30 |  |  |  |
| 71 | 121 | 0.00 | 11,861 | 0.00 | 43,941 | 43,941 | 50,430 | 0.00 | 7,717,910 | 7,717,910 | 7,801,138 |
|  |  | $\overline{750,000.00}$ |  | -234,999.30 |  |  |  | -234,999.30 |  |  |  |

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexLinked Interest Options

## Valued Client

Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

Below are hypothetical examples of the net loan cost (or gain) associated with taking a Standard Policy Loan or an Alternate Policy Loan.

- Example 1 assumes the use of a Standard Policy Loan, which is fully secured by the Loan Account. The Standard Policy Loan Interest Credited Rate is $3.00 \%$ and the Standard Policy Loan Interest Charged Rate is $3.00 \%$.
- Examples 2 and 3 assume the use of an Alternate Loan, which is fully secured by the Policy's Accumulated Value. The Alternate Policy Loan Interest Charged Rate is $5.25 \%$.

All three examples assume an Accumulated Value(AV) equal to $\$ 100,000$ at the beginning of the loan period with a $\$ 10,000$ loan, taken annually at the beginning of each year. In order to display the loan option's impact on values within the policy, no policy charges or surrender charges are assumed. Any assumed rates used may not be current - Please refer to the Features \& Benefits section of your illustration for actual Standard/Alternate Policy Loan Charged/Credited rates.

| Example 1: Standard Policy Loans (with an assumed 6.00\% rate applied to the unloaned (net) AV) |
| :--- |
| Assumed rate applied to the policy's unloaned (net) accumulated value |
| Assumed Standard Policy Loan Interest Credited Rate (yrs 11+) |
| Assumed Standard Policy Loan Charged Rate (yrs 11+) |
| Net Loan Cost |


| Example 2: Alternate Policy Loans (with an assumed 3.00\% rate applied to the AV) |  |
| :--- | :---: |
| Assumed rate applied to the policy's accumulated value | $3.00 \%$ |
| Assumed Loan Interest Credited Rate | $\mathrm{N} / \mathrm{A}$ |
| Assumed Alternate Policy Loan Charged Rate | $5.25 \%$ |
| Net Loan Cost | $2.25 \%$ |

[^2]
## Hypothetical Loan Impact Report

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With Index-

Linked Interest Options

Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

| Policy Year | Annual Loan <br> Requested | Annual Loan <br> Amount | Loan Credit | Loan Interest | Cumulative Net <br> Loan Cost | Net Surrender Value |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 11 | $(10,000)$ | 10,000 | 300 | 525 | 225 | 93,000 |
| 12 | $(10,000)$ | 10,525 | 616 | 1,078 | 687 | 85,565 |
| 13 | $(10,000)$ | 11,078 | 948 | 1,659 | 1,398 | 77,670 |
| 14 | $(10,000)$ | 11,659 | 1,298 | 2,271 | 2,371 | 69,289 |
| 20 | $(10,000)$ | 15,849 | 3,818 | 6,681 | 14,545 | 7,135 |

With an Alternate Policy Loan, when the rate of interest charged for that loan exceeds the rate of interest credited to the policy's AV, the net cost of holding that loan can be substantial.

| Example 3: Alternate Policy Loans (with an assumed 6.00\% rate applied to the AV) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assumed rate applied to the policy's accumulated value |  |  |  | 6.00\% |  |  |
| Assumed Loan Interest Credited Rate |  |  |  | N/A |  |  |
| Assumed Alternate Policy Loan Charged Rate |  |  |  | 5.25\% |  |  |
| Net Loan Gain |  |  |  | 0.75\% |  |  |
| Policy Year | Annual Loan Requested | Annual Loan Amount | Loan Credit | Loan Interest | Cumulative Net Loan Gain | Net Surrender Value |
| 11 | $(10,000)$ | 10,000 | 600 | 525 | 75 | 96,000 |
| 12 | $(10,000)$ | 10,525 | 1,232 | 1,078 | 229 | 91,835 |
| 13 | $(10,000)$ | 11,078 | 1,896 | 1,659 | 466 | 87,499 |
| 14 | $(10,000)$ | 11,659 | 2,596 | 2,271 | 790 | 82,986 |
| 20 | $(10,000)$ | 15,849 | 7,635 | 6,681 | 4,848 | 51,828 |

With an Alternate Policy Loan, when the rate of interest credited to the policy's AV exceeds the rate of interest charged for that loan,the result would be a net loan gain to the policy.

[^3]- The rate applied to the policy's accumulated value is lower than the Alternate Policy Loan Interest Charged Rate;
- The policy underperforms due to a market downturn;
- The Segment Modifiers are lowered; or
- Actual performance fluctuates instead of assuming a level illustrated rate.

Important reminder: A change of policy loan type is only permitted once per policy year and must be requested by you.
This document is not a recommendation and is not intended to be taken as a recommendation that you purchase this product.

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexFlexible Premium Adjustable Universal Life Insurance Policy With Index-

Initial Death Benefit: $\$ 625,803$
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

## Valued Client

Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

For informational purposes only, we have provided a table with historical S\&P 500 Price Return Reference Index Rates and corresponding hypothetical historical Index-Linked Rates over the last 20 years.

We used historical Reference Index values as of the end of the month from January 2003 through December 2022. Values assume $100 \%$ allocation to the S\&P 500 Price Return Index-Linked Account with an illustrated Cap Rate of $9.0 \%$, Participation Rate of $100 \%$ and a Floor Rate of $0 \%$. This table assumes at the start of each year $\$ 1,000$ placed into the Index-Linked Account and throughout each year no charges are deducted and no partial surrenders or loans are taken.

Past results should not be considered representative of expected future performance. Future performance of the reference index could be higher or lower than the performance shown in this chart. The Indexed Universal Life Accumulation II was not available until 2019 and the below information applies a current cap rate, floor rate and participation rate to past performance. Actual cap rate and participation rates might have been higher or lower than assumed and would have been impacted by market conditions and different policy guarantees.

| Most recent 20-year period |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Policy year | Value applied at the beginning of the year | Beginning segment value | S\&P 500 Price Return reference index rate | Hypothetical historical index-linked rate Cap $=9.00 \%$ Floor $=0.00 \%$ Participation $=100 \%$ | Index-linked interest | Ending segment value |
| 2003 | \$1,000 | \$1,000 | 26.38\% | 9.00\% | \$90 | \$1,090 |
| 2004 | \$1,000 | \$2,090 | 8.99\% | 8.99\% | \$188 | \$2,278 |
| 2005 | \$1,000 | \$3,278 | 3.00\% | 3.00\% | \$98 | \$3,376 |
| 2006 | \$1,000 | \$4,376 | 13.62\% | 9.00\% | \$394 | \$4,770 |
| 2007 | \$1,000 | \$5,770 | 4.24\% | 4.24\% | \$245 | \$6,015 |
| 2008 | \$1,000 | \$7,015 | -38.49\% | 0.00\% | \$0 | \$7,015 |
| 2009 | \$1,000 | \$8,015 | 23.45\% | 9.00\% | \$721 | \$8,736 |
| 2010 | \$1,000 | \$9,736 | 12.78\% | 9.00\% | \$876 | \$10,613 |
| 2011 | \$1,000 | \$11,613 | 0.00\% | 0.00\% | \$0 | \$11,613 |
| 2012 | \$1,000 | \$12,613 | 11.52\% | 9.00\% | \$1,135 | \$13,748 |
| 2013 | \$1,000 | \$14,748 | 29.60\% | 9.00\% | \$1,327 | \$16,075 |
| 2014 | \$1,000 | \$17,075 | 11.39\% | 9.00\% | \$1,537 | \$18,612 |
| 2015 | \$1,000 | \$19,612 | -0.73\% | 0.00\% | \$0 | \$19,612 |
| 2016 | \$1,000 | \$20,612 | 9.54\% | 9.00\% | \$1,855 | \$22,467 |
| 2017 | \$1,000 | \$23,467 | 19.42\% | 9.00\% | \$2,112 | \$25,579 |
| 2018 | \$1,000 | \$26,579 | -7.03\% | 0.00\% | \$0 | \$26,579 |
| 2019 | \$1,000 | \$27,579 | 28.88\% | 9.00\% | \$2,482 | \$30,061 |
| 2020 | \$1,000 | \$31,061 | 16.26\% | 9.00\% | \$2,796 | \$33,857 |
| 2021 | \$1,000 | \$34,857 | 26.89\% | 9.00\% | \$3,137 | \$37,994 |
| 2022 | \$1,000 | \$38,994 | -19.44\% | 0.00\% | \$0 | \$38,994 |

[^4]This document is not a recommendation and is not intended to be taken as a recommendation that you purchase this product.

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexLinked Interest Options

Initial Death Benefit: $\$ 625,803$
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

Valued Client<br>Male, Age: 50 Preferred Nontobacco<br>State of Issue: Iowa

For informational purposes only, we have provided a table with historical S\&P 500 Price Return High Cap Reference Index Rates and corresponding hypothetical historical Index-Linked Rates over the last 20 years.

We used historical Reference Index values as of the end of the month from January 2003 through December 2022. Values assume $100 \%$ allocation to the S\&P 500 Price Return High Cap Index-Linked Account with an illustrated Cap Rate of $13.0 \%$, Participation Rate of $100 \%$ and a Floor Rate of $0 \%$. This table assumes at the start of each year $\$ 1,000$ placed into the Index-Linked Account and throughout each year no charges are deducted and no partial surrenders or loans are taken.

Past results should not be considered representative of expected future performance. Future performance of the reference index could be higher or lower than the performance shown in this chart. The Indexed Universal Life Accumulation II was not available until 2019 and the below information applies a current cap rate, floor rate and participation rate to past performance. Actual cap rate and participation rates might have been higher or lower than assumed and would have been impacted by market conditions and different policy guarantees.

| Most recent 20-year period |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Policy year | Value applied at the beginning of the year | Beginning segment value | S\&P 500 Price Return reference index rate | Hypothetical historical index-linked rate <br> Cap $=13.00 \%$ <br> Floor $=0.00 \%$ <br> Participation $=100 \%$ | Index-linked interest | Ending segment value |
| 2003 | \$1,000 | \$990 | 26.38\% | 13.00\% | \$129 | \$1,119 |
| 2004 | \$1,000 | \$2,098 | 8.99\% | 8.99\% | \$189 | \$2,286 |
| 2005 | \$1,000 | \$3,253 | 3.00\% | 3.00\% | \$98 | \$3,351 |
| 2006 | \$1,000 | \$4,307 | 13.62\% | 13.00\% | \$560 | \$4,867 |
| 2007 | \$1,000 | \$5,809 | 4.24\% | 4.24\% | \$247 | \$6,055 |
| 2008 | \$1,000 | \$6,985 | -38.49\% | 0.00\% | \$0 | \$6,985 |
| 2009 | \$1,000 | \$7,905 | 23.45\% | 13.00\% | \$1,028 | \$8,932 |
| 2010 | \$1,000 | \$9,833 | 12.78\% | 12.78\% | \$1,257 | \$11,090 |
| 2011 | \$1,000 | \$11,969 | 0.00\% | 0.00\% | \$0 | \$11,969 |
| 2012 | \$1,000 | \$12,839 | 11.52\% | 11.52\% | \$1,479 | \$14,318 |
| 2013 | \$1,000 | \$15,165 | 29.60\% | 13.00\% | \$1,971 | \$17,136 |
| 2014 | \$1,000 | \$17,955 | 11.39\% | 11.39\% | \$2,045 | \$20,000 |
| 2015 | \$1,000 | \$20,790 | -0.73\% | 0.00\% | \$0 | \$20,790 |
| 2016 | \$1,000 | \$21,572 | 9.54\% | 9.54\% | \$2,057 | \$23,629 |
| 2017 | \$1,000 | \$24,383 | 19.42\% | 13.00\% | \$3,170 | \$27,553 |
| 2018 | \$1,000 | \$28,267 | -7.03\% | 0.00\% | \$0 | \$28,267 |
| 2019 | \$1,000 | \$28,974 | 28.88\% | 13.00\% | \$3,767 | \$32,741 |
| 2020 | \$1,000 | \$33,404 | 16.26\% | 13.00\% | \$4,342 | \$37,746 |
| 2021 | \$1,000 | \$38,359 | 26.89\% | 13.00\% | \$4,987 | \$43,345 |
| 2022 | \$1,000 | \$43,902 | -19.44\% | 0.00\% | \$0 | \$43,902 |

[^5]This document is not a recommendation and is not intended to be taken as a recommendation that you purchase this product.

Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexFlexible Premium Adjustable Universal Life Insurance Policy With Index-

Initial Death Benefit: $\$ 625,803$
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

## Valued Client

Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

For informational purposes only, we have provided a table with historical S\&P 500 Total Return Reference Index Rates and corresponding hypothetical historical Index-Linked Rates over the last 20 years.

We used historical Reference Index values as of the end of the month from January 2003 through December 2022. Values assume $100 \%$ allocation to the S\&P 500 Total Return Index-Linked Account with an illustrated Cap Rate of $13.0 \%$, Participation Rate of $110 \%$ and a Floor Rate of 0\%. This table assumes at the start of each year $\$ 1,000$ placed into the Index-Linked Account and throughout each year no charges are deducted and no partial surrenders or loans are taken.

Past results should not be considered representative of expected future performance. Future performance of the reference index could be higher or lower than the performance shown in this chart. The Indexed Universal Life Accumulation II was not available until 2019 and the below information applies a current cap rate, floor rate and participation rate to past performance. Actual cap rate and participation rates might have been higher or lower than assumed and would have been impacted by market conditions and different policy guarantees.

| Most recent 20-year period |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Policy year | Value applied at the beginning of the year | Beginning segment value | S\&P 500 Total Return reference index rate | Hypothetical historical <br> index-linked rate <br> Cap = 13.00\% <br> Floor $=0.00 \%$ <br> Participation $=110 \%$ | Index-linked interest | Ending segment value |
| 2003 | \$1,000 | \$1,000 | 11.48\% | 12.63\% | \$126 | \$1,126 |
| 2004 | \$1,000 | \$2,126 | 3.12\% | 3.43\% | \$73 | \$2,199 |
| 2005 | \$1,000 | \$3,199 | 0.82\% | 0.90\% | \$29 | \$3,228 |
| 2006 | \$1,000 | \$4,228 | 6.77\% | 7.45\% | \$315 | \$4,543 |
| 2007 | \$1,000 | \$5,543 | 5.03\% | 5.53\% | \$307 | \$5,850 |
| 2008 | \$1,000 | \$6,850 | -16.67\% | 0.00\% | \$0 | \$6,850 |
| 2009 | \$1,000 | \$7,850 | 6.16\% | 6.77\% | \$532 | \$8,381 |
| 2010 | \$1,000 | \$9,381 | 2.82\% | 3.10\% | \$291 | \$9,672 |
| 2011 | \$1,000 | \$10,672 | 3.05\% | 3.36\% | \$359 | \$11,031 |
| 2012 | \$1,000 | \$12,031 | 11.47\% | 12.62\% | \$1,519 | \$13,549 |
| 2013 | \$1,000 | \$14,549 | 17.29\% | 13.00\% | \$1,891 | \$16,441 |
| 2014 | \$1,000 | \$17,441 | 6.19\% | 6.81\% | \$1,188 | \$18,629 |
| 2015 | \$1,000 | \$19,629 | 1.04\% | 1.14\% | \$225 | \$19,853 |
| 2016 | \$1,000 | \$20,853 | 4.49\% | 4.94\% | \$1,030 | \$21,884 |
| 2017 | \$1,000 | \$22,884 | 11.38\% | 12.52\% | \$2,865 | \$25,749 |
| 2018 | \$1,000 | \$26,749 | 3.16\% | 3.47\% | \$929 | \$27,678 |
| 2019 | \$1,000 | \$28,678 | 18.45\% | 13.00\% | \$3,728 | \$32,406 |
| 2020 | \$1,000 | \$33,406 | 0.97\% | 1.07\% | \$357 | \$33,763 |
| 2021 | \$1,000 | \$34,763 | 14.90\% | 13.00\% | \$4,519 | \$39,283 |
| 2022 | \$1,000 | \$40,283 | -13.70\% | 0.00\% | \$0 | \$40,283 |

[^6]This document is not a recommendation and is not intended to be taken as a recommendation that you purchase this product.

Indexed Universal Life Accumulation II (08/2021)
Flexible Premium Adjustable Universal Life Insurance Policy With Index-
Linked Interest Options
Initial Death Benefit: $\$ 625,803$
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

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Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexLinked Interest Options

Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa
Initial Death Benefit: $\$ 625,803$
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

| Analysis of Distributions Using Current (Non-Guaranteed) Rates |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | End of Year Age | Partial Surrenders | Loans | Loan Repayment | Loan Interest | Cumulative Loan | Loan Credit |
| 1 | 51 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 | 52 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 | 53 | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 | 54 | 0 | 0 | 0 | 0 | 0 | 0 |
| 5 | 55 | 0 | 0 | 0 | 0 | 0 | 0 |
|  |  | 0 | 0 |  |  |  |  |
| 6 | 56 | 0 | 0 | 0 | 0 | 0 | 0 |
| 7 | 57 | 0 | 0 | 0 | 0 | 0 | 0 |
| 8 | 58 | 0 | 0 | 0 | 0 | 0 | 0 |
| 9 | 59 | 0 | 0 | 0 | 0 | 0 | 0 |
| 10 | 60 | 0 | 0 | 0 | 0 | 0 | 0 |
|  |  | 0 | 0 |  |  |  |  |
| 11 | 61 | 0 | 0 | 0 | 0 | 0 | 0 |
| 12 | 62 | 0 | 0 | 0 | 0 | 0 | 0 |
| 13 | 63 | 0 | 0 | 0 | 0 | 0 | 0 |
| 14 | 64 | 0 | 0 | 0 | 0 | 0 | 0 |
| 15 | 65 | 0 | 0 | 0 | 0 | 0 | 0 |
|  |  | 0 | 0 |  |  |  |  |
| 16 | 66 | 98,500 | 0 | 0 | 0 | 0 | 0 |
| 17 | 67 | 98,500 | 0 | 0 | 0 | 0 | 0 |
| 18 | 68 | 98,500 | 0 | 0 | 0 | 0 | 0 |
| 19 | 69 | 98,500 | 0 | 0 | 0 | 0 | 0 |
| 20 | 70 | 98,500 | 0 | 0 | 0 | 0 | 0 |
|  |  | 492,500 | 0 |  |  |  |  |
| 21 | 71 | 98,500 | 0 | 0 | 0 | 0 | 0 |
| 22 | 72 | 98,500 | 0 | 0 | 0 | 0 | 0 |
| 23 | 73 | 60,500 | 37,999 | 0 | 760 | 38,759 | 760 |
| 24 | 74 | 0 | 98,500 | 0 | 2,745 | 140,005 | 2,745 |
| 25 | 75 | 0 | 98,500 | 0 | 4,770 | 243,275 | 4,770 |
|  |  | $\overline{750,000}$ | 234,999 |  |  |  |  |
| 26 | 76 | 0 | 0 | 0 | 4,866 | 248,140 | 4,866 |
| 27 | 77 | 0 | 0 | 0 | 4,963 | 253,103 | 4,963 |
| 28 | 78 | 0 | 0 | 0 | 5,062 | 258,165 | 5,062 |
| 29 | 79 | 0 | 0 | 0 | 5,163 | 263,328 | 5,163 |
| 30 | 80 | 0 | 0 | 0 | 5,267 | 268,595 | 5,267 |
|  |  | $\overline{750,000}$ | 234,999 |  |  |  |  |

Principal National Life Insurance Company
711 High Street, Des Moines, Iowa 50392-0290
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Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexLinked Interest Options

Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa

Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

| Analysis of Distributions Using Current (Non-Guaranteed) Rates |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | End of Year Age | Partial Surrenders | Loans | Loan <br> Repayment | Loan Interest | Cumulative <br> Loan | Loan Credit |
| 31 | 81 | 0 | 0 | 0 | 5,372 | 273,967 | 5,372 |
| 32 | 82 | 0 | 0 | 0 | 5,479 | 279,446 | 5,479 |
| 33 | 83 | 0 | 0 | 0 | 5,589 | 285,035 | 5,589 |
| 34 | 84 | 0 | 0 | 0 | 5,701 | 290,736 | 5,701 |
| 35 | 85 | 0 | 0 | 0 | 5,815 | 296,550 | 5,815 |
|  |  | 750,000 | 234,999 |  |  |  |  |
| 36 | 86 | 0 | 0 | 0 | 5,931 | 302,481 | 5,931 |
| 37 | 87 | 0 | 0 | 0 | 6,050 | 308,531 | 6,050 |
| 38 | 88 | 0 | 0 | 0 | 6,171 | 314,702 | 6,171 |
| 39 | 89 | 0 | 0 | 0 | 6,294 | 320,996 | 6,294 |
| 40 | 90 | 0 | 0 | 0 | 6,420 | 327,416 | 6,420 |
|  |  | $\overline{750,000}$ | 234,999 |  |  |  |  |
| 41 | 91 | 0 | 0 | 0 | 6,548 | 333,964 | 6,548 |
| 42 | 92 | 0 | 0 | 0 | 6,679 | 340,643 | 6,679 |
| 43 | 93 | 0 | 0 | 0 | 6,813 | 347,456 | 6,813 |
| 44 | 94 | 0 | 0 | 0 | 6,949 | 354,405 | 6,949 |
| 45 | 95 | 0 | 0 | 0 | 7,088 | 361,493 | 7,088 |
|  |  | $\overline{750,000}$ | 234,999 |  |  |  |  |
| 46 | 96 | 0 | 0 | 0 | 7,230 | 368,723 | 7,230 |
| 47 | 97 | 0 | 0 | 0 | 7,374 | 376,098 | 7,374 |
| 48 | 98 | 0 | 0 | 0 | 7,522 | 383,620 | 7,522 |
| 49 | 99 | 0 | 0 | 0 | 7,672 | 391,292 | 7,672 |
| 50 | 100 | 0 | 0 | 0 | 7,826 | 399,118 | 7,826 |
|  |  | $\overline{750,000}$ | 234,999 |  |  |  |  |
| 51 | 101 | 0 | 0 | 0 | 7,982 | 407,100 | 7,982 |
| 52 | 102 | 0 | 0 | 0 | 8,142 | 415,242 | 8,142 |
| 53 | 103 | 0 | 0 | 0 | 8,305 | 423,547 | 8,305 |
| 54 | 104 | 0 | 0 | 0 | 8,471 | 432,018 | 8,471 |
| 55 | 105 | 0 | 0 | 0 | 8,640 | 440,658 | 8,640 |
|  |  | $\overline{750,000}$ | 234,999 |  |  |  |  |
| 56 | 106 | 0 | 0 | 0 | 8,813 | 449,471 | 8,813 |
| 57 | 107 | 0 | 0 | 0 | 8,989 | 458,461 | 8,989 |
| 58 | 108 | 0 | 0 | 0 | 9,169 | 467,630 | 9,169 |
| 59 | 109 | 0 | 0 | 0 | 9,353 | 476,983 | 9,353 |
| 60 | 110 | 0 | 0 | 0 | 9,540 | 486,522 | 9,540 |
|  |  | 750,000 | 234,999 |  |  |  |  |

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Indexed Universal Life Accumulation II (08/2021) Flexible Premium Adjustable Universal Life Insurance Policy With IndexLinked Interest Options

Valued Client
Male, Age: 50 Preferred Nontobacco
State of Issue: Iowa
Initial Death Benefit: \$625,803
Initial Annual Premium: $\$ 50,000.00$
Initial Death Benefit Option: 2 (Face + Accumulated Value)

| Analysis of Distributions Using Current (Non-Guaranteed) Rates |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | End of Year Age | Partial Surrenders | Loans | Loan <br> Repayment | Loan Interest | Cumulative Loan | Loan Credit |
| 61 | 111 | 0 | 0 | 0 | 9,730 | 496,253 | 9,730 |
| 62 | 112 | 0 | 0 | 0 | 9,925 | 506,178 | 9,925 |
| 63 | 113 | 0 | 0 | 0 | 10,124 | 516,301 | 10,124 |
| 64 | 114 | 0 | 0 | 0 | 10,326 | 526,627 | 10,326 |
| 65 | 115 | 0 | 0 | 0 | 10,533 | 537,160 | 10,533 |
|  |  | $\overline{750,000}$ | 234,999 |  |  |  |  |
| 66 | 116 | 0 | 0 | 0 | 10,743 | 547,903 | 10,743 |
| 67 | 117 | 0 | 0 | 0 | 10,958 | 558,861 | 10,958 |
| 68 | 118 | 0 | 0 | 0 | 11,177 | 570,038 | 11,177 |
| 69 | 119 | 0 | 0 | 0 | 11,401 | 581,439 | 11,401 |
| 70 | 120 | 0 | 0 | 0 | 11,629 | 593,068 | 11,629 |
|  |  | $\overline{750,000}$ | 234,999 |  |  |  |  |
| 71 | 121 | 0 | 0 | 0 | 11,861 | 604,929 | 11,861 |
|  |  | $\overline{750,000}$ | 234,999 |  |  |  |  |

Valid for presentation provided all pages are included. Values are not guaranteed unless they are labeled guaranteed. Actual results may be more or less favorable. See attached basic illustration for guaranteed values.
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[^0]:    Principal National Life Insurance Company
    711 High Street Des Moines, Iowa 50392-0290

[^1]:    Principal National Life Insurance Company
    711 High Street, Des Moines, Iowa 50392-0290

[^2]:    You should consider the potential impact that each type of loan can have on your policy before taking a loan.
    An alternate policy loan carries significantly more risk to the policy's performance due to the potential for a larger net cost for the loan. You should request an illustration from your representative to compare the loan types and show the effects of an underperforming policy. To determine if an alternate loan is the right choice for you, consider the impact to the policy if:

    - The rate applied to the policy's accumulated value is lower than the Alternate Policy Loan Interest Charged Rate;
    - The policy underperforms due to a market downturn;
    - The Segment Modifiers are lowered; or
    - Actual performance fluctuates instead of assuming a level illustrated rate.

    Important reminder: A change of policy loan type is only permitted once per policy year and must be requested by you.
    This document is not a recommendation and is not intended to be taken as a recommendation that you purchase this product.

[^3]:    You should consider the potential impact that each type of loan can have on your policy before taking a loan.
    An alternate policy loan carries significantly more risk to the policy's performance due to the potential for a larger net cost for the loan. You should request an illustration from your representative to compare the loan types and show the effects of an underperforming policy. To determine if an alternate loan is the right choice for you, consider the impact to the policy if:

[^4]:    Indexed Universal Life Accumulation II was first issued by Principal National Life Insurance Company in 2019. This supplemental report is designed to show hypothetical rates of return at different points in time that predate the inception of Indexed Universal Life Accumulation II. The table assumes a current cap rate, floor rate and participation rate, and applies them to past performance. Index values are based on historical data, and past performance is not considered representative of future results. Future performance of the S\&P 500 Price Return Reference Index and S\&P Total Return Reference Index could be higher or lower than the performance shown in the table. Further, actual cap rates and participation rates might have been higher or lower in the past than assumed in this table and would have been impacted by market conditions and different policy guarantees. Finally the tables do not reflect the deduction of fees and charges. If all fees and charges had been deducted, performance would have been lower.

[^5]:    Indexed Universal Life Accumulation II was first issued by Principal National Life Insurance Company in 2019. This supplemental report is designed to show hypothetical rates of return at different points in time that predate the inception of Indexed Universal Life Accumulation II. The table assumes a current cap rate, floor rate and participation rate, and applies them to past performance. Index values are based on historical data, and past performance is not considered representative of future results. Future performance of the S\&P 500 Price Return Reference Index and S\&P Total Return Reference Index could be higher or lower than the performance shown in the table. Further, actual cap rates and participation rates might have been higher or lower in the past than assumed in this table and would have been impacted by market conditions and different policy guarantees. Finally the tables do not reflect the deduction of fees and charges. If all fees and charges had been deducted, performance would have been lower.

[^6]:    Indexed Universal Life Accumulation II was first issued by Principal National Life Insurance Company in 2019. This supplemental report is designed to show hypothetical rates of return at different points in time that predate the inception of Indexed Universal Life Accumulation II. The table assumes a current cap rate, floor rate and participation rate, and applies them to past performance. Index values are based on historical data, and past performance is not considered representative of future results. Future performance of the S\&P 500 Price Return Reference Index and S\&P Total Return Reference Index could be higher or lower than the performance shown in the table. Further, actual cap rates and participation rates might have been higher or lower in the past than assumed in this table and would have been impacted by market conditions and different policy guarantees. Finally the tables do not reflect the deduction of fees and charges. If all fees and charges had been deducted, performance would have been lower.

