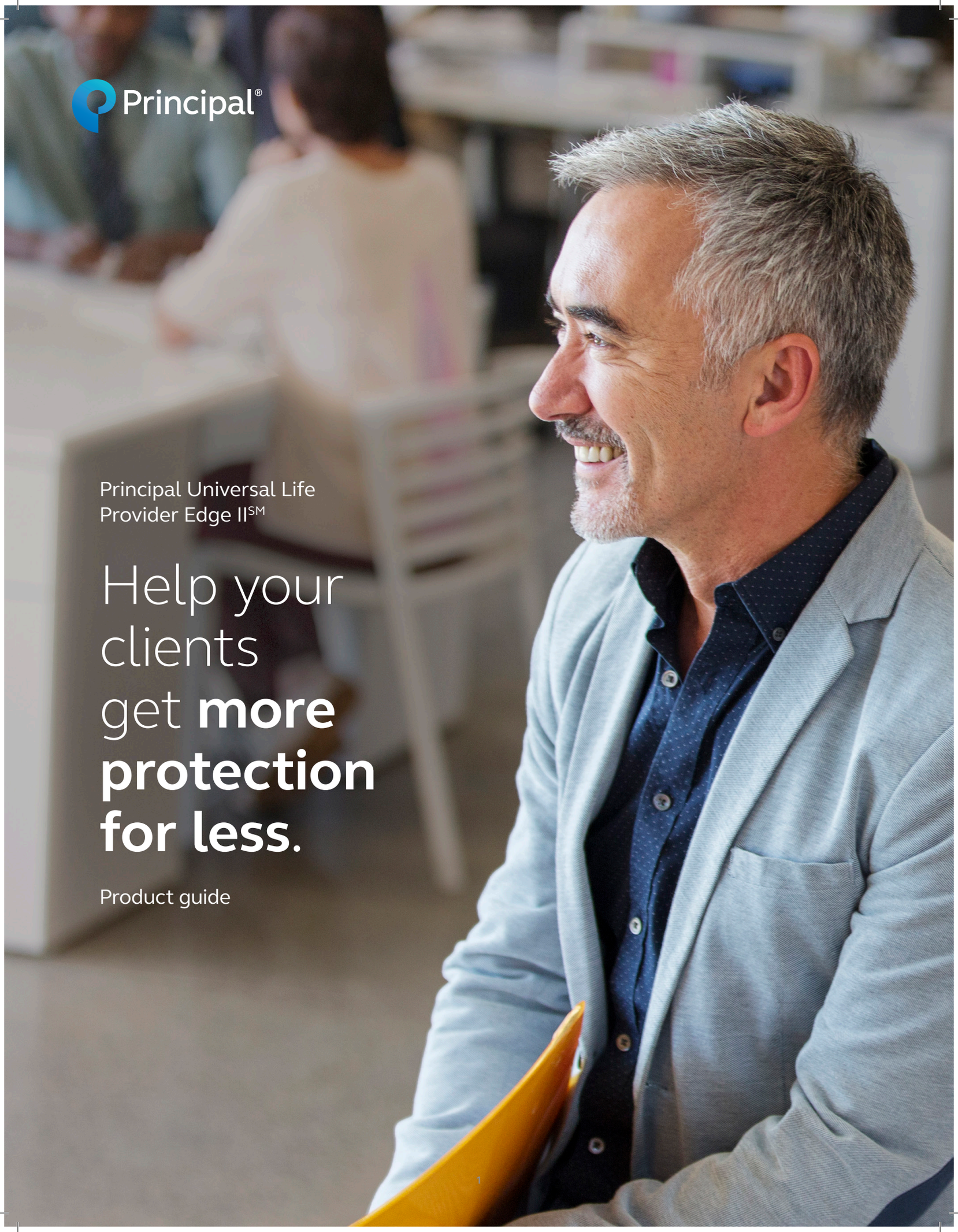

Principal®
Principal Universal Life
Provider Edge II℠
Help your clients get more protection for less.
Product guide

Help deliver valuable, cost-efficient coverage.

Principal Universal Life Provider Edge II (UL Provider Edge II) is a cost-effective, flexible life insurance solution for individuals and business owners.

BENEFITS:

- Flexible payment levels that can fit within most budgets.
- Optional no-lapse guarantees that can last beyond life expectancy.
- Access to benefits for health issues.



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Let's connect

Call the National Sales Desk today at 800-654-4278.
Visit us at **advisors.principal.com.**



Ideal prospects

- Ages 45-70
- Are better than Standard risk class
- Have coverage needs of $1 million or greater
- Seek affordable protection with long-term guarantees

Top strategies

- Personal planning
- Key person protection
- Buy-sell strategies

What sets UL Provider Edge II apart from other products?

In addition to lower-cost, flexible premium payments and a permanent death benefit, it also offers the following:

- Added protection with an optional Extended No-Lapse Guarantee (ENLG) rider offering coverage to attained age 100.
- An ability to advance a portion of the death benefit in the event of a chronic illness.
- Cash value growth not tied to market fluctuations.
- Innovative Business Value Increase Rider
- Time-saving Principal Accelerated Underwriting℠

General policy information

This is a summary of policy terms only. Please refer to the policy for actual terms and conditions.

Issue ages	20-85, age nearest birthday rates. We reserve the right to change the issue ages at any time in the future.
Minimum face amount	• Fully underwritten: $100,000 • Business underwriting program: $100,000
Maturity age	Insured's attained age 121: • Charges continue to be deducted to attained age 121.
Interest crediting method/guaranteed minimum rate	Portfolio; 1%
No-lapse guarantee provision	Ages 20-75: 10 years; age 76: 9 years; age 77: 8 years; age 78: 7 years; age 79: 6 years; ages 80+: 5 years
Policy loans	• No minimum loan amount. • The maximum loan amount is formula-driven. State variations may apply. • Loan charge rates (current and guaranteed): › Policy years 1-10: 2.5% › Policy years 11+: 1.5% › Extended coverage period: 1% • Loan crediting rate (current and guaranteed): › 1% in all years
Unscheduled partial surrenders	• Available after the first policy anniversary. • $500 minimum. • No transaction fee. • Up to two unscheduled partial surrenders are allowed per year. • The sum of the two partial surrenders is limited to 75% of the net surrender value as of the date of the first partial surrender.
Internal Revenue Code (IRC) Section 7702 testing	• Cash Value Accumulation Test (CVAT) and Guideline Premium Test (GPT) are available. • CVAT is the illustrative default.

Key underwriting and policy issue information

Minimum fully underwritten issue amounts

Issue age	Underwriting class	Minimum face amount
20-85	Preferred/Standard Tobacco & Preferred/ Super Standard/ Standard Non-Tobacco	$100,000
20-80	Super Preferred Non- Tobacco	$100,000

- Gender-distinct and unisex rates are available.
- Term conversions: minimum face of $100,000 (conversions from Principal Life Term)

Minimum business underwritten issue amount: $100,000 for all programs*

Issue age	Business underwriting program	Minimum # of lives
20-70	Simplified Issue	5
20-70	Guaranteed Issue	10

* Business underwriting programs do not have surcharges. Cost of Insurance rates will reflect the full mortality for a case. There will not be any compensation reductions associated with business underwriting programs. All business underwriting programs require preapproval.

Substandard ratings from Tables 2-16

Table 2 through Table 16 percentage ratings apply only to Standard class, not Super Preferred or Preferred

Issue age	Substandard rating available
20-75	Table 2-16, plus flat extras
76-80	Table 2-6, plus flat extras
81-85	Table 2-3, plus flat extras

Policy dating

- Follows underwriting approval in the home office.
- Issue date range: 1st -28th; if received on the 29th, 30th or 31st, then date on the first of the following month.
- Backdating is allowed for up to six months before the application date or the exam date, whichever is later. Fixed interest will be applied to backdated premium. Policies may not be backdated beyond the state approval date. State variations apply.
- Cash upon delivery allowed.

Planned premium frequency options

- Annual
- Semi-annual
- Quarterly
- Monthly pre-authorized withdrawal. The draw date is the same as the policy date. Flex draws are not available.

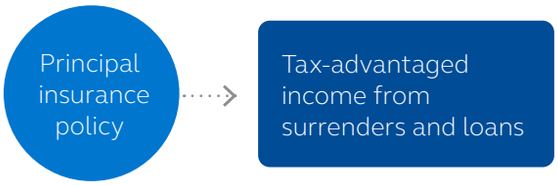
Accessing account values

Do your clients have a one-time cash need? Or maybe they want to receive income on a more regular basis. Their insurance policy can help.

This policy is designed more for affordable long-term protection than cash value growth and income. However, partial surrenders and/or policy loans can be used to withdraw values from the policy. Withdrawals are generally received free of income tax, so policy owners keep more of what they've earned.[1] Plus, unlike other types of tax-deferred assets, there's no penalty for withdrawals prior to age 59½.[2]

Taking a policy loan

This policy offers a fixed policy loan option. When a loan is taken, an account in the amount of the loan is established as collateral. Values are moved from the accumulated value to the loan account, where it is credited with a declared rate of interest.



Note: Taking loans from the policy and not repaying them may result in the policy terminating by lapse. This would end coverage and could result in a tax liability. Clients should consult their personal tax advisor prior to requesting a loan.

Scheduled surrenders and loans

- Need to only be requested once.
- Not available in the first policy year.
- Available payout frequencies of monthly, quarterly, semi-annually, and annually.
- Partial surrenders taken first until the cost basis of the policy has reached zero, at which time scheduled loans will begin.

[1] Distributions are generally tax-free as long as cost basis is withdrawn first, and then loans are taken and the policy is in force at death.

[2] As long as the policy is not a modified endowment contract (MEC).

Principal UnderRight℠

Our underwriters live by a simple philosophy—underwrite and over-perform.

We combine experience, service, and accessibility to help you deliver results that make a difference in your clients' lives every day.

- Competitive turnaround times and top-tier service
- Better insurance solutions for key employees with the Multi-Life Business Underwriting Program
- Faster and easier policy issue through Principal Accelerated Underwriting, with no lab testing or exams for the 45-55% of applicants who qualify[1]
- Ready access to your underwriter, plus dedicated case managers
- Reduction or elimination of ratings for healthy applicants through Healthy Lifestyle Credits[2]
- More underwriting convenience for higher face amounts with Principal Business Solutions Enhanced Underwriting
- Elimination of low substandard ratings through the Risk Upgrade Program

Death benefit options (DBO)

	DBO 1	DBO 2
Death benefit paid	Face amount	Face amount + accumulated value
Description	• The accumulated value increases while the amount of pure insurance decreases, keeping the death benefit level. • The death benefit will never be less than the accumulated value multiplied by the percentage the Internal Revenue Code (IRC) specifies as necessary to qualify the policy as life insurance.	• A variable death benefit, which will increase or decrease as accumulated value changes. • The death benefit will never be less than the face amount. • The death benefit will be adjusted upward as necessary to comply with IRC requirements to qualify the policy as life insurance.

Note: Partial surrenders and policy loans decrease the accumulated value and death benefit.

[1] Applicants may qualify based on age, product, face amount, and personal history.

[2] Earn up to two tables of credit that offset table ratings that have been assessed. To improve cases that are Standard risk or better, they must have only one knockout for build, blood pressure or cholesterol and have enough favorable factors for improvement. Ratings for cardiovascular disease, diabetes, and flat extras are excluded from the HLC. There are no limitations due to age, plan, or face amount.

Face amount adjustments

Face amount increases are approved at a risk class we determine and are allowed if:

- Insured's age is 85 or less (age 80 with ENLG and for Super Preferred risk class, and age 70 for business underwriting programs and DBO changes that result in a face increase).
  - The increase meets minimum face amount increase requirements shown on current data pages.
  - Non-Guaranteed Issue minimum face amount increase = $50,000.
  - Guaranteed Issue, Batch, and Simplified Issue minimum face amount increase = $10,000.
- Evidence of insurability is approved by our underwriting team, subject to guidelines then in effect.

Face amount decreases:

- Allowed on or after the first policy anniversary.
- Limited in years 2-5 to a cumulative 35 percent of original face amount at issue.
  - The 35 percent limitation does not apply to DBO changes that reduce the face amount, or face amount increases resulting from partial surrenders.
- May not cause the face amount to fall below the required minimum face amount at issue.

Grace period

Without Extended No-Lapse Guarantee (ENLG). If the net surrender value is insufficient to cover the monthly policy charge, and the No-Lapse Guarantee Test is not met, the policy will enter the grace period. The grace period is 61 days and begins when a notice of impending policy termination is mailed to the policy owner. If sufficient payment is not received by the end of the grace period, the policy terminates.

With ENLG. When the net surrender value is insufficient to cover the monthly policy charge and the ENLG is not in effect, the policy will enter a 61-day grace period. If by the end of the grace period the minimum payment has not been received, the policy terminates. During the first policy year, the minimum payment is equal to three ENLG monthly premiums. After the first policy year, the minimum payment is equal to the lesser of the shortfall for the monthly policy charge test or the shortfall for the ENLG test.

If the insured dies during a grace period, we'll pay the death proceeds to the beneficiary(ies) subject to the death benefit of the policy.

Reinstatement

See the policy for reinstatement requirements.

Policy and surrender charges

Premium loads	• Current: 7% of premium in all years • Guaranteed: 10% of premium in all years
Monthly administration charges	• Current: $7.50 per month in all years • Guaranteed: $10 per month in all years
Monthly policy issue charge	• Current: Per $1,000 of face amount; varies by face amount band, age, gender, risk class, and tobacco status. The duration of the change on the existence or not of ENLG. › Without ENLG, the charge exists for 5 years. › With ENLG, the charge exists for the ENLG duration.
Rider charges	• Salary Increase • Waiver of Monthly Policy Charge
Cost of insurance rates	Current: • Low band: $100,000 through $1 million • High band: $1,000,001 or greater Guaranteed: 2017 CSO, age nearest birthday, per $1,000 net amount at risk. Varies by age, gender, and risk class.
Surrender charges (19-year duration)	• Applied to accumulated value upon full surrender or policy termination as described in the policy's grace period provision. • No surrender charge is deducted from death or maturity proceeds. • Table of maximum surrender charges is listed per policy year in the policy data pages. • Surrender charges vary based upon face amount, age at issue or adjustment, smoking status, and gender. • Any face amount increase carries its own surrender charge and surrender charge period.

Policy riders

The following riders may not all be available in all states, and the terms of each rider may differ by state. Please refer to state-specific rider forms.

Business Value Increase Rider (ICC20 SN 143/SN 143)

Issue ages	20-65
Expiry age	The earliest of: • Insured's attained age 75 • Rejection of an increase offer • Termination of the policy • Any decrease in the face amount, except for partial surrenders and DBO changes • Failure to provide business valuation on the third year of each cycle • The date we receive a request to cancel it • The date the total of all automatic and calculated increases exceed the lesser of 300% of face amount at issue or $7.5 million
Cost	There's no cost to have this rider. However, when an increase is exercised, the monthly charge and surrender charge will be increased to cover the costs of the charges for any increase in face amount.
Availability	• Policy must be business-owned or -sponsored. • Increases are allowed only on the policy anniversary and only if the rider and policy are inforce. • Not available in conjunction with Salary Increase Rider or Cost of Living Rider.
Benefit provided	Rider offers face amount increases on three-year cycles based on increases in the value of the business.
Increase option	Provides the right to purchase additional insurance on three-year cycles, without evidence of insurability: • The first two years, automatic increases of 5% are offered. • In the third year, a calculated increase may be offered.
Minimums/ Maximums	• Automatic increase percent: 5% • Minimum annual increase amount: $1,000 • Maximum automatic increase amount: $100,000 • Maximum calculated increase percent: 30% • Maximum calculated increase amount: $300,000 • Maximum lifetime increase percent: 300% of initial face amount • Maximum lifetime increase amount: $7.5 million

Chronic Illness Death Benefit Advance Rider (ICC14 SN 92/SN 92)

Issue ages	20-75
Expiry age	Earliest of termination of policy, receiving terminal benefits, receipt of notification to cancel the policy, or exercising the Life Paid-Up Rider.
Cost	There is no cost for this rider at issue. If the rider is exercised, a reduction factor is applied to the requested accelerated benefit amount. A $150 administrative fee per claim is also applied ($300 in CA).
Availability	Automatically added at issue for fully underwritten cases with issue ages 20-75. Not allowed on Table ratings 4 and higher, or permanent/temporary flat extras of $7.51 or higher per $1,000. A maximum of two Chronic Illness Death Benefit Advance Riders are allowed per insured.
Benefit provided	Pays an accelerated death benefit upon the insured showing proof of chronic illness defined as either being unable to perform at least two of six Activities of Daily Living or having a cognitive impairment. • Each accelerated benefit reduces the policy's death benefit by the amount of the benefit. • Each of the following is reduced proportionately, as applicable: accumulated value, surrender charge, loan balance, no-lapse guarantee.
Lifetime maximum accelerated benefit	Lesser of 75% of the death benefit on initial election or $2 million.
Annual maximum accelerated benefit	Lesser of 25% of the death benefit on initial election, or the annualized per diem acceleration as defined in the rider divided by the accelerated benefit reduction factor. In CA, any amount up to the lifetime maximum accelerated benefit may be taken.
Annual minimum accelerated benefit	Lesser of 10% of the death benefit on initial election, or $10,000.
Minimum residual death benefit	Greater of 25% of the death benefit on initial election, or $10,000 face amount or death benefit.

Cost of Living Increase Rider (SN 38/SF 794 NY)

Issue ages	20-52
Expiry age	Earliest of age 55, any decrease in face amount, failure to accept an increase or policy termination. No cost of living increase offers will be made after age 55.
Cost	There's no cost to have this rider on the policy. However, when an increase is exercised, the monthly policy charge and surrender charge will be increased to cover the costs of the charges for any increase in face amount made under the rider.
Availability	At issue, with increases offered in three-year increments from the policy date. Not available in conjunction with the Salary Increase Rider or Business Value Increase Rider.
Benefit provided	Provides an opportunity to increase the face amount without evidence of insurability based on increases in the Consumer Price Index (CPI). • The amount of the increase will be the lesser of the calculated increase determined from the CPI or the maximum cost of living increase shown on current data pages (30 percent of base plan face or $100,000) less the sum of any face amount increases made during the previous year at a Standard or better risk class. • An increase in premium will be necessary after accepting a cost of living increase offer to maintain the no-lapse guarantee period. • Acceptance of a cost of living increase offer will have a direct effect on the cost and benefits of any attached Waiver of Monthly Policy Charge Rider.

Extended No-Lapse Guarantee Rider (ICC17 SN 109/ SN 109)

Issue ages	20-80
Expiry age	This rider terminates on the first of termination of the policy, the maximum ENLG date, or exercising the Life Paid-Up Rider.
Cost	There's no explicit cost for this rider; however, adding it will impact accumulated values.
Availability	At issue only. Once added, it cannot be removed.
Benefit provided	The ENLG Rider guarantees the policy will not enter a grace period on any monthly date prior to attained age 100 as long as the rider is in force and the ENLG is in effect. If elected on a policy, the ENLG Rider replaces the NLG provision.

Life Paid-Up Rider (SN 25/SF 933 NY)

Issue ages	20-85
Expiry age	Maturity (age 121)
Cost	If activated, there's a one-time charge (current: 5.5% for GPT and 9.5% for CVAT; guaranteed: 7.5% for GPT and 13.5% for CVAT) of the policy's value.
Availability	Automatically added to all policies. Not available in NY when policy is a Modified Endowment Contract (MEC) at issue.
Benefit provided	By making the policy paid up, this rider prevents the policy from lapsing due to a large loan. For the rider to be activated, loan indebtedness must be at least 92% (current and guaranteed) of the surrender value (GPT) or 90%/86% (current/guaranteed) of the surrender value (CVAT), the insured must be age 75 or older, the policy must be in force for at least 15 years, and cumulative partial surrenders must equal or exceed total premiums paid.

Salary Increase Rider (SN 50/SF 893 NY)

Issue ages	20-64
Expiry age	Earliest of: • Termination of policy • Insured's attained age 65 • Rejection of an increase • Any decrease in insurance which causes the face amount to be less than the (insured's salary multiplied by the SIR Multiplier) less other employer purchased insurance • Insured's leaving the employment of the employer • Failure to provide updated salary information as required • When chronic illness benefits (CIDBAR) are taken
Cost	There's a charge for the rider if the policy is rated or the rider benefit amount exceeds $30,000.
Availability	Business cases only. Not available in conjunction with the Cost of Living Rider or Business Value Increase Rider.
Maximum annual	$30,000 (may be increased to $100,000 for an additional monthly policy charge)
Maximum lifetime	$1 million
Benefit provided	Allows the purchase of additional insurance without evidence of insurability as long as the policy and rider are in force and not in the grace period. • Increases are available annually while the insured is actively at work according to the rider terms. • Increases are only offered if the insured's salary has increased during the policy year. • The amount of the increase is a function of the insured's salary subject to the rider's maximum increase.

Terminal Illness Death Benefit Advance Rider (ICC14 SN 93/SN 93)

Issue ages	20-85
Expiry age	Maturity (age 121)
Cost	There's no cost to have this rider on the policy. A one-time administrative charge of up to $150 may be imposed when the rider is exercised.
Availability	It's available to all policy owners and covers the insured. There are no special underwriting requirements. It may be added at any time.
Benefit provided	Pays an accelerated benefit upon insured showing proof of a terminal illness as defined in the policy rider form. • The accelerated benefit that may be received is the lesser of the Accelerated Benefits Cap shown on the current data pages, or 75% of the eligible face amount minus any outstanding policy loans, unpaid loan interest, and previously paid accelerated benefit, not to exceed $1 million. • The accelerated benefit is considered a lien against the policy and accrues with interest. • At the time of death, the beneficiary receives the policy death benefit minus the benefit advance and applicable interest. • The minimum amount of any payment is $500.

Waiver of Monthly Policy Charge Rider (SN 54/SF 898)

Issue ages	20-59
Expiry age	Age 65 (unless on waiver claim)
Cost	There's a charge to have this rider on the policy. The cost of the rider is deducted on each monthly date.
Availability	It's available at issue or as an underwritten adjustment. The policy must be rated Table 6 or better. The rider is not allowed if flat extras per $1,000 equal or exceed $5 for more than two years. A separate rating may additionally apply to the rider.
Benefit provided	If the insured is disabled as stated in the rider policy form, monthly policy charges for the policy benefit will be waived (or credited to the accumulated value if already deducted). • Benefits are limited for a disability occurring after age 59. • A policy loan has the potential to lapse a policy during the waiver period even when monthly policy charges are being waived.

Underwriting riders

- Aviation Exclusion (SN 10/SF 612)
- Hazardous Sports Exclusion (SN 11)

Customer service

We make it easy for policy owners to manage their policies.



Communications we send to policy owners include:

- Annual statements
- Premium notices



Online access

Policy owners have access to their policy information at **principal.com.** Using a personal login, they can:

- Update their mailing address
- Get policy values

A Personal Identification Number (PIN) is required to log on. A PIN may be obtained by calling 800-247-9988.



Telephone access

Policy information is also available to policy owners using our automated telephone system. They may call 800-247-9988 between 7 a.m. and midnight (Central Time) Sunday through Friday and 7 a.m. to 9 p.m. on Saturday to gain access.



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