

## **Illustrative Maturity Values**

When providing illustrations for Life Insurance products, illustrative maturity values/estimated policy value at retirement are calculated using three different levels of assumed bonus rates (for With Profits policies) and three different levels of assumed investment returns (fund performance for unit-linked policies). The most important factor that affects bonus rates on With profits policies is the underlying investment performance. Investment returns can go up as well as down and therefore past performance is not necessarily a guide to future performance.

The assumed bonus rates and assumed investment returns and the Illustrative Maturity Values/estimated policy value at retirement that are illustrated are not guaranteed and they are not minimum or maximum rates or amounts.

Illustrative Maturity Values/estimated policy value at retirement change from time to time depending on an assessment of various factors that influence the outlook for investment returns at a point in time. Any change in assumed bonus rates necessarily impacts the estimated maturity value of a policy.

The assumed bonus rates and assumed investment returns currently being used for new illustrations are:

### **With Profits Policies**

- Regular Bonus Rates – 1.00%, 2.25%, 3.50%
- Final Bonus Rates (for policies of over 10 years) – 0.20%, 1.00%, 2.00%

### **Unit Linked Policies**

- Assumed Investment Returns – 2.25%, 3.75%, 5.50%

**Updated Estimated Maturity Values based on the current illustration rates can be provided to customers upon request.**