

| Pr oduct Code  | Company Code | Pr oduct Name                                  | Cat egor y |
|--|--------------|--|------------|
| AAAL   | AAAL         | 10 Year Level Term                             | 3          |
|  |              | 15 Year Level Term                             | 4          |
|  |              | 20 Year Level Term                             | 5          |
|  |              | 25 Year Level Term                             | 6          |
|  |              | 30 Year Level Term                             | 7          |
|  |              | 15 Year Level Term ( with ROP)                 | J          |
|  |              | 20 Year Level Term ( with ROP)                 | K          |
|  |              | 25 Year Level Term ( with ROP)                 | L          |
|  |              | 30 Year Level Term ( with ROP)                 | M          |
| AAAP   |              | 10 Year Level Term ( Super Pf d/ St d Pl us)   | 3          |
|  |              | 15 Year Level Term ( Super Pf d/ St d Pl us)   | 4          |
|  |              | 20 Year Level Term ( Super Pf d/ St d Pl us)   | 5          |
|  |              | 25 Year Level Term ( Super Pf d/ St d Pl us)   | 6          |
|  |              | 30 Year Level Term ( Super Pf d/ St d Pl us)   | 7          |
|  |              | 15 Year Level Term ( Super Pf d/ St d Pl us)   | J          |
|  |              | 20 Year Level Term ( Super Pf d/ St d Pl us)   | K          |
|  |              | 25 Year Level Term ( Super Pf d/ St d Pl us)   | L          |
|  |              | 30 Year Level Term ( Super Pf d/ St d Pl us)   | M          |
| ABBE<br>ABBP<br>ABCE<br>ABCP<br>ABDE<br>ABDP<br>ABEE<br>ABEP<br>ABFE<br>ABFP<br>ABGE<br>ABGP<br>ABHE<br>ABHP<br>ABI E<br>ABI P<br>ABJE<br>ABJP<br>ABKE<br>ABKP<br>ABLE<br>ABLP<br>ABME<br>ABMP<br>ABNE<br>ABNP<br>ABOE<br>ABOP<br>ABPE<br>ABPP<br>ABTE<br>ABTP<br>AGBG<br>AGBH | ALLS         | TrueTerm ( 2012) - 12 Year                     | F          |
|  |              | TrueTerm - 12 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 13 Year                     | F          |
|  |              | TrueTerm - 13 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 14 Year                     | F          |
|  |              | TrueTerm - 14 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 16 Year                     | F          |
|  |              | TrueTerm - 16 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 17 Year                     | F          |
|  |              | TrueTerm - 17 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 18 Year                     | F          |
|  |              | TrueTerm - 18 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 19 Year                     | F          |
|  |              | TrueTerm - 19 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 21 Year                     | F          |
|  |              | TrueTerm - 21 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 22 Year                     | F          |
|  |              | TrueTerm - 22 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 23 Year                     | F          |
|  |              | TrueTerm - 23 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 24 Year                     | F          |
|  |              | TrueTerm - 24 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 26 Year                     | F          |
|  |              | TrueTerm - 26 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 27 Year                     | F          |
|  |              | TrueTerm - 27 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 28 Year                     | F          |
|  |              | TrueTerm - 28 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 29 Year                     | F          |
|  |              | TrueTerm - 29 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  |              | TrueTerm ( 2012) - 11 Year                     | F          |
|  |              | TrueTerm - 11 Year ( P+ El i t e, R+ Sel ect ) | F          |
|  | AMGE         | Select - a- Term - 16 Year                     | F          |
|  |              | Select - a- Term - 16 Year ( Pl us)            | F          |

| Pr oduct Code | Company Code | Pr oduct Name                                 | Cat egor y |
|---------------|--------------|---|------------|
| AGCG          |              | Sel ect - a- Ter m - 17 Year                  | F          |
| AGCH          |              | Sel ect - a- Ter m - 17 Year (Pl us)          | F          |
| AGDG          |              | Sel ect - a- Ter m - 18 Year                  | F          |
| AGDH          |              | Sel ect - a- Ter m - 18 Year (Pl us)          | F          |
| AGEG          |              | Sel ect - a- Ter m - 19 Year                  | F          |
| AGEH          |              | Sel ect - a- Ter m - 19 Year (Pl us)          | F          |
| AGFG          |              | Sel ect - a- Ter m - 21 Year                  | F          |
| AGFH          |              | Sel ect - a- Ter m - 21 Year (Pl us)          | F          |
| AGGG          |              | Sel ect - a- Ter m - 22 Year                  | F          |
| AGGH          |              | Sel ect - a- Ter m - 22 Year (Pl us)          | F          |
| AGHG          |              | Sel ect - a- Ter m - 23 Year                  | F          |
| AGHH          |              | Sel ect - a- Ter m - 23 Year (Pl us)          | F          |
| AGI G         |              | Sel ect - a- Ter m - 24 Year                  | F          |
| AGI H         |              | Sel ect - a- Ter m - 24 Year (Pl us)          | F          |
| AGJ G         |              | Sel ect - a- Ter m - 26 Year                  | F          |
| AGJ H         |              | Sel ect - a- Ter m - 26 Year (Pl us)          | F          |
| AGKG          |              | Sel ect - a- Ter m - 27 Year                  | F          |
| AGKH          |              | Sel ect - a- Ter m - 27 Year (Pl us)          | F          |
| AGLG          |              | Sel ect - a- Ter m - 28 Year                  | F          |
| AGLH          |              | Sel ect - a- Ter m - 28 Year (Pl us)          | F          |
| AGLS          |              | Sel ect - a- Ter m 10 (Speci al )             | F          |
| AGVG          |              | Sel ect - a- Ter m - 29 Year                  | F          |
| AGVH          |              | Sel ect - a- Ter m - 29 Year (Pl us)          | F          |
| AGVS          |              | Sel ect - a- Ter m 15 (Speci al )             | F          |
| AGNS          |              | Sel ect - a- Ter m 20 (Speci al )             | F          |
| AGOS          |              | Sel ect - a- Ter m 25 (Speci al )             | F          |
| AGPS          |              | Sel ect - a- Ter m 30 (Speci al )             | F          |
| AMAM          | AMAM         | SI - Easy Ter m 10                            | 3          |
|               |              | SI - Easy Ter m 20                            | 5          |
|               |              | SI - Easy Ter m 30                            | 7          |
|               |              | SI - Easy Ter m 20 w/ ROP (06-9691)           | K          |
|               |              | SI - Easy Ter m 30 w/ ROP (06-9691)           | M          |
|               |              | SI - Gol den Sol uti on Fi nal Expense        | P          |
| AMBM          |              | SI - Easy Ter m 20 w/ ROP (07-9734)           | K          |
|               |              | SI - Easy Ter m 30 w/ ROP (07-9734)           | M          |
|               |              | SI - Family Sol uti on Fi nal Expense         | P          |
| AMCN          | AMCN         | SI - Fi nal Expense - Level Benefit Pl an     | 8          |
| AMEH          | AMHO         | ART - Annual Renewable Ter m                  | 1          |
| AMEM          | AMEM         | SI - Noble Tradition Fi nal Expense           | P          |
| AMFI          | AMFI         | T2 EZ 20 Year                                 | 5          |
|               |              | T2 EZ 25 Year                                 | 6          |
|               |              | T2 EZ 30 Year                                 | 7          |
| AM L          | AMTA         | Keyst one Ter m 15 (CA, I N, OR, PA)          | 4          |
|               |              | Keyst one Ter m 20 (CA, I N, OR, PA)          | 5          |
|               |              | Keyst one Ter m 30 (CA, I N, OR, PA)          | 7          |
| AM P          |              | Keyst one Ter m 15 (P+/ R+) (CA, I N, PA&OR)  | 4          |
|               |              | Keyst one Ter m 20 (P+/ R+) (CA, I N, OR, PA) | 5          |
|               |              | Keyst one Ter m 30 (P+/ R+) (CA, I N, PA, OR) | 7          |
| AMNP          | AMNT         | ANI CO Si gnat ur e Ter m ART (Pl us)         | 1          |
|               |              | ANI CO Si gnat ur e Ter m 10 (Pl us)          | 3          |
|               |              | ANI CO Si gnat ur e Ter m 15 (Pl us)          | 4          |

| Pr oduct Code | Company Code | Pr oduct Name                                | Cat egor y |
|---------------|--------------|--|------------|
| AMNS<br>AMNT  |              | ANI CO Si gnat ure Term 20 (Pl us)           | 5          |
|               |              | ANI CO Si gnat ure Term 30 (Pl us)           | 7          |
|               |              | ANI CO Si gnat ure Term ART (smoker)         | 1          |
|               |              | ANI CO Si gnat ure Term ART                  | 1          |
|               |              | ANI CO Si gnat ure Term 10                   | 3          |
|               |              | ANI CO Si gnat ure Term 15                   | 4          |
|               |              | ANI CO Si gnat ure Term 20                   | 5          |
| AMPR<br>AMSN  | AMPR<br>AMNT | ANI CO Si gnat ure Term 30                   | 7          |
|               |              | SI - Senior Tribute Life - Level Benefit     | P          |
|               |              | ANI CO Si gnat ure Si mplified Issue Term 10 | 3          |
|               |              | ANI CO Si gnat ure Si mplified Issue Term 20 | 5          |
| AMTL          | AMTA         | ANI CO Si gnat ure Si mplified Issue Term 30 | 7          |
|               |              | Keyst one Term 1                             | 1          |
|               |              | Keyst one Term 10                            | 3          |
|               |              | Keyst one Term 15                            | 4          |
|               |              | Keyst one Term 20                            | 5          |
| AMTP          |              | Keyst one Term 30                            | 7          |
|               |              | Keyst one Term 1 (P+ / R+ Sel ect)           | 1          |
|               |              | Keyst one Term 10 (P+ / R+ Sel ect)          | 3          |
|               |              | Keyst one Term 15 (P+ / R+ Sel ect)          | 4          |
|               |              | Keyst one Term 20 (P+ / R+ Sel ect)          | 5          |
|               |              | Keyst one Term 30 (P+ / R+ Sel ect)          | 7          |
| AMUN          | AMSU         | Amer i can Protect or Pl us - LTP 10/ 10     | 3          |
|               |              | Amer i can Protect or Pl us - LTP 15/ 15     | 4          |
|               |              | Amer i can Protect or Pl us - LTP 20/ 20     | 5          |
|               |              | Amer i can Protect or Pl us - LTP 30/ 30     | 7          |
| AMUS          |              | LTP 10/ 10 (P+ El ite / R+ Preferred)        | 3          |
|               |              | LTP 15/ 15 (P+ El ite / R+ Preferred)        | 4          |
|               |              | LTP 20/ 20 (P+ El ite / R+ Preferred)        | 5          |
|               |              | LTP 30/ 30 (P+ El ite / R+ Preferred)        | 7          |
| AMXN          | AMNT         | ANI CO Si gnat ure Term Express ART          | 1          |
|               |              | ANI CO Si gnat ure Term Express 10           | 3          |
|               |              | ANI CO Si gnat ure Term Express 15           | 4          |
|               |              | ANI CO Si gnat ure Term Express 20           | 5          |
|               |              | ANI CO Si gnat ure Term Express 30           | 7          |
| AMYL          | AMTY         | Keyst one Term 1                             | 1          |
|               |              | Keyst one Term 10                            | 3          |
|               |              | Keyst one Term 15                            | 4          |
|               |              | Keyst one Term 20                            | 5          |
|               |              | Keyst one Term 30                            | 7          |
| AMYP          |              | Keyst one Term 1 (P+ / R+ Sel ect)           | 1          |
|               |              | Keyst one Term 10 (P+ / R+ Sel ect)          | 3          |
|               |              | Keyst one Term 15 (P+ / R+ Sel ect)          | 4          |
|               |              | Keyst one Term 20 (P+ / R+ Sel ect)          | 5          |
|               |              | Keyst one Term 30 (P+ / R+ Sel ect)          | 7          |
| ARMT          | AMSV         | Home Mbrtgage Series 100 - 15/ 15 year       | 4          |
|               |              | Home Mbrtgage Series 100 - 20/ 20 year       | 5          |
|               |              | Home Mbrtgage Series 100 - 25/ 25 year       | 6          |
|               |              | Home Mbrtgage Series 100 - 30/ 30 year       | 7          |
| ARTG          | AMGE         | SI - Ultra Protector I                       | 8          |
|               |              | ROP Sel ect - a- Term - 20 Year              | K          |

| Pr o d u c t   C o d e | C o m p a n y   C o d e | Pr o d u c t   N a m e  | C a t e g o r y |
|------------------------|-------------------------|---|-----------------|
| ARTH                   |                         | ROP Sel ect - a- T e r m -   25   Y e a r                                 | L               |
|                        |                         | ROP Sel ect - a- T e r m -   30   Y e a r                                 | M               |
|                        |                         | ROP Sel ect - a- T e r m -   L e v e l   t o   65                         | W               |
|                        |                         | ROP Sel ect - a- T e r m -   L e v e l   t o   70                         | X               |
|                        |                         | ROP Sel ect - a- T e r m -   L e v e l   t o   75                         | Y               |
|                        |                         | ROP Sel ect - a- T e r m -   20   Y e a r   ( P l u s )                   | K               |
|                        |                         | ROP Sel ect - a- T e r m -   25   Y e a r   ( P l u s )                   | L               |
|                        |                         | ROP Sel ect - a- T e r m -   30   Y e a r   ( P l u s )                   | M               |
|                        |                         | ROP Sel ect - a- T e r m -   L e v e l   t o   65   ( P l u s )           | W               |
|                        |                         | ROP Sel ect - a- T e r m -   L e v e l   t o   70   ( P l u s )           | X               |
| ARXT                   | AMSV                    | ROP Sel ect - a- T e r m -   L e v e l   t o   75   ( P l u s )           | Y               |
|                        |                         | Home M o r t g a g e   S e r i e s   100   -   15/ 5   y e a r            | 4               |
|                        |                         | Home M o r t g a g e   S e r i e s   100   -   20/ 5   y e a r            | 5               |
|                        |                         | Home M o r t g a g e   S e r i e s   100   -   25/ 5   y e a r            | 6               |
| ASSP                   | ASSU                    | Home M o r t g a g e   S e r i e s   100   -   30/ 5   y e a r            | 7               |
|                        |                         | T e r m   350   P l u s   -   10- y e a r   T e r m   ( P f d   P l u s ) | 3               |
|                        |                         | T e r m   350   P l u s   -   15- y e a r   T e r m   ( P f d   P l u s ) | 4               |
|                        |                         | T e r m   350   P l u s   -   20- y e a r   T e r m   ( P f d   P l u s ) | 5               |
|                        |                         | T e r m   350   P l u s   -   30- y e a r   T e r m   ( P f d   P l u s ) | 7               |
| ASSU                   |                         | T e r m   350   P l u s   -   20- y e a r   T e r m   w/ ROP ( P+ )       | K               |
|                        |                         | T e r m   350   P l u s   -   30- y e a r   T e r m   w/ ROP ( P+ )       | M               |
|                        |                         | T e r m   350   P l u s   -   10- y e a r   T e r m                       | 3               |
|                        |                         | T e r m   350   P l u s   -   15- y e a r   T e r m                       | 4               |
|                        |                         | T e r m   350   P l u s   -   20- y e a r   T e r m                       | 5               |
|                        |                         | T e r m   350   P l u s   -   30- y e a r   T e r m                       | 7               |
|                        |                         | SI - L e v e l   B e n e f i t   W L                                      | 8               |
|                        |                         | T e r m   350   P l u s   -   20- y e a r   T e r m   w/ ROP              | K               |
|                        |                         | T e r m   350   P l u s   -   30- y e a r   T e r m   w/ ROP              | M               |
| ASTP                   |                         | SI - N o n   M e d   T e r m   350   -   10   ( S e l e c t + )           | 3               |
|                        |                         | SI - N o n   M e d   T e r m   350   -   15   ( S e l e c t + )           | 4               |
|                        |                         | SI - N o n   M e d   T e r m   350   -   20   ( S e l e c t + )           | 5               |
|                        |                         | SI - N o n   M e d   T e r m   350   -   30   ( S e l e c t + )           | 7               |
|                        |                         | SI - N o n   M e d   T e r m   350   -   20   w/ ROP ( SI c t + )         | K               |
|                        |                         | SI - N o n   M e d   T e r m   350   -   30   w/ ROP ( SI c t + )         | M               |
| ASTU                   |                         | SI - N o n   M e d   T e r m   350   -   10   Y e a r   L e v e l         | 3               |
|                        |                         | SI - N o n   M e d   T e r m   350   -   15   Y e a r   L e v e l         | 4               |
|                        |                         | SI - N o n   M e d   T e r m   350   -   20   Y e a r   L e v e l         | 5               |
|                        |                         | SI - N o n   M e d   T e r m   350   -   30   Y e a r   L e v e l         | 7               |
|                        |                         | SI - N o n   M e d   T e r m   350   -   20   Y e a r   w/ ROP            | K               |
|                        |                         | SI - N o n   M e d   T e r m   350   -   30   Y e a r   w/ ROP            | M               |
| ASUP                   |                         | SI - N o n   M e d   T e r m   350   -   30   ( S e l e c t + / V A )     | 7               |
| ASUU                   |                         | SI - N o n   M e d   T e r m   350   -   30   L e v e l   ( V A )         | 7               |
| ASWP                   |                         | T e r m   350   P l u s   -   10- y e a r   T e r m   ( P l u s / V A )   | 3               |
|                        |                         | T e r m   350   P l u s   -   15- y e a r   T e r m   ( P l u s / V A )   | 4               |
|                        |                         | T e r m   350   P l u s   -   20- y e a r   T e r m   ( P l u s / V A )   | 5               |
|                        |                         | T e r m   350   P l u s   -   30- y e a r   T e r m   ( P l u s / V A )   | 7               |
| ASWU                   |                         | T e r m   350   P l u s   -   10- y e a r   T e r m   ( V A )             | 3               |
|                        |                         | T e r m   350   P l u s   -   15- y e a r   T e r m   ( V A )             | 4               |
|                        |                         | T e r m   350   P l u s   -   20- y e a r   T e r m   ( V A )             | 5               |
|                        |                         | T e r m   350   P l u s   -   30- y e a r   T e r m   ( V A )             | 7               |
| ATFG                   | AMGG                    | ROP Sel ect - a- T e r m -   21   Y e a r                                 | N               |

| Pr o d u c t   C o d e | C o m p a n y   C o d e | Pr o d u c t   N a m e                          | C a t e g o r y |
|------------------------|-------------------------|---|-----------------|
| ATFH                   | AMGE                    | ROP Sel ect - a- Ter m - 21 Year   ( Pl us)     | N               |
| ATGG                   |                         | ROP Sel ect - a- Ter m - 22 Year                | N               |
| ATGH                   |                         | ROP Sel ect - a- Ter m - 22 Year   ( Pl us)     | N               |
| ATHG                   |                         | ROP Sel ect - a- Ter m - 23 Year                | N               |
| ATHH                   |                         | ROP Sel ect - a- Ter m - 23 Year   ( Pl us)     | N               |
| ATI G                  |                         | ROP Sel ect - a- Ter m - 24 Year                | N               |
| ATI H                  |                         | ROP Sel ect - a- Ter m - 24 Year   ( Pl us)     | N               |
| ATJG                   |                         | ROP Sel ect - a- Ter m - 26 Year                | N               |
| ATJH                   |                         | ROP Sel ect - a- Ter m - 26 Year   ( Pl us)     | N               |
| ATKG                   |                         | ROP Sel ect - a- Ter m - 27 Year                | N               |
| ATKH                   |                         | ROP Sel ect - a- Ter m - 27 Year   ( Pl us)     | N               |
| ATLG                   |                         | ROP Sel ect - a- Ter m - 28 Year                | N               |
| ATLH                   |                         | ROP Sel ect - a- Ter m - 28 Year   ( Pl us)     | N               |
| ATMG                   |                         | ROP Sel ect - a- Ter m - 29 Year                | N               |
| ATMH                   |                         | ROP Sel ect - a- Ter m - 29 Year   ( Pl us)     | N               |
| ATNG                   |                         | ROP Sel ect - a- Ter m - 31 Year                | N               |
| ATNH                   |                         | ROP Sel ect - a- Ter m - 31 Year   ( Pl us)     | N               |
| ATOG                   |                         | ROP Sel ect - a- Ter m - 32 Year                | N               |
| ATOH                   |                         | ROP Sel ect - a- Ter m - 32 Year   ( Pl us)     | N               |
| ATPG                   |                         | ROP Sel ect - a- Ter m - 33 Year                | N               |
| ATPH                   |                         | ROP Sel ect - a- Ter m - 33 Year   ( Pl us)     | N               |
| ATQG                   |                         | ROP Sel ect - a- Ter m - 34 Year                | N               |
| ATQH                   |                         | ROP Sel ect - a- Ter m - 34 Year   ( Pl us)     | N               |
| ATRG                   |                         | Sel ect - a- Ter m - 10 Year                    | 3               |
|                        |                         | Sel ect - a- Ter m - 15 Year                    | 4               |
|                        |                         | Sel ect - a- Ter m - 20 Year                    | 5               |
|                        |                         | Sel ect - a- Ter m - 25 Year                    | 6               |
|                        |                         | Sel ect - a- Ter m - 30 Year                    | 7               |
|                        |                         | Sel ect - a- Ter m - Level t o 65               | T               |
|                        |                         | Sel ect - a- Ter m - Level t o 70               | U               |
|                        |                         | Sel ect - a- Ter m - Level t o 75               | V               |
|                        | AMGG                    | ROP Sel ect - a- Ter m - 35 Year                | N               |
| ATRH                   | AMGE                    | Sel ect - a- Ter m - 10 Year   ( Pl us)         | 3               |
|                        |                         | Sel ect - a- Ter m - 15 Year   ( Pl us)         | 4               |
|                        |                         | Sel ect - a- Ter m - 20 Year   ( Pl us)         | 5               |
|                        |                         | Sel ect - a- Ter m - 25 Year   ( Pl us)         | 6               |
|                        |                         | Sel ect - a- Ter m - 30 Year   ( Pl us)         | 7               |
|                        |                         | Sel ect - a- Ter m - Level t o 65   ( Pl us)    | T               |
|                        |                         | Sel ect - a- Ter m - Level t o 70   ( Pl us)    | U               |
|                        |                         | Sel ect - a- Ter m - Level t o 75   ( Pl us)    | V               |
|                        | AMGG                    | ROP Sel ect - a- Ter m - 35 Year   ( Pl us)     | N               |
| ATRS                   |                         | ROP Sel ect - a- Ter m - 20 Year   ( Speci al ) | F               |
| ATSS                   |                         | ROP Sel ect - a- Ter m - 25 Year   ( Speci al ) | F               |
| ATTS                   |                         | ROP Sel ect - a- Ter m - 30 Year   ( Speci al ) | F               |
| AUCP                   | AURO                    | 10- Year Ter m (i s s u e a g e s 71- 75)       | 3               |
| AURG                   | AMGE                    | Secure L i f e t i m e GUL II - t o a g e 121   | 8               |
|                        |                         | Secure L i f e t i m e GUL II - t o a g e 90    | C               |
|                        |                         | Secure L i f e t i m e GUL II - t o a g e 95    | D               |
|                        |                         | Secure L i f e t i m e GUL II - t o a g e 100   | E               |
|                        |                         | Secure L i f e t i m e GUL II - Si n g l e Pay  | O               |
|                        |                         | Secure L i f e t i m e GUL II - Pay t o 65      | Q               |

| Product Code | Company Code | Product Name                               | Category |
|--------------|--------------|--|----------|
| AURH         |              | Secure Lifetime GUL II - 10 Pay            | S        |
|              |              | Secure Lifetime GUL II - to 121 (Plus)     | 8        |
|              |              | Secure Lifetime GUL II - to 90 (Plus)      | C        |
|              |              | Secure Lifetime GUL II - to 95 (Plus)      | D        |
|              |              | Secure Lifetime GUL II - to 100 (Plus)     | E        |
|              |              | Secure Lifetime GUL II - Single (Plus)     | O        |
|              |              | Secure Lifetime GUL II - Pay to 65(Plus)   | Q        |
|              |              | Secure Lifetime GUL II - 10 Pay (Plus)     | S        |
| AURO         | AURO         | 10-Year Term                               | 3        |
| AVI P        | AVI V        | Advantage Builder Series IV w/ NLG (P+)    | 8        |
|              |              | Advantage Builder - Single Pay (P+)        | O        |
|              |              | Advantage Builder IV - Pay to 100 (P+)     | P        |
|              |              | Advantage Builder - Pay to 65 (P+)         | Q        |
|              |              | Advantage Builder - 20 Pay (P+)            | R        |
|              |              | Advantage Builder - 10 Pay (P+)            | S        |
|              |              | Advantage Builder Series IV w/ NLG         | 8        |
| AVI V        |              | Advantage Builder IV - Single Pay          | O        |
|              |              | Advantage Builder Series IV - Pay to 100   | P        |
|              |              | Advantage Builder IV - Pay to 65           | Q        |
|              |              | Advantage Builder IV - 20 Pay              | R        |
|              |              | Advantage Builder IV - 10 Pay              | S        |
|              |              | Annual Renewal Term (Premier / Standard+)  | 1        |
|              |              | 10 Year Term (Premier P+ / Standard+ R+)   | 3        |
| AVTP         |              | 20 Year (Premier P+ / Standard+ R+)        | 5        |
|              |              | 30 Year Term (Premier P+ / Standard+ R+)   | 7        |
|              |              | Annual Renewal Term 01-2010                | 1        |
|              |              | 10 Year Term 01-2010                       | 3        |
| AVTV         |              | 20 Year Term 01-2010                       | 5        |
|              |              | 30 Year Term 01-2010                       | 7        |
|              |              | 30 Year Term (Premier P+ / St d+ R+ / WA)  | 7        |
|              |              | 30 Year Term 01-2010 (WA)                  | 7        |
| AWWP         | AVI Y        | Annual Renewal Term (Premier / Standard+)  | 1        |
|              |              | Term 10 (Premier P+ / Standard+ R+)        | 3        |
|              |              | Term 20 (Premier P+ / Standard+ R+)        | 5        |
|              |              | Term 30 (Premier P+ / Standard+ R+)        | 7        |
| AVZP         |              | Annual Renewal Term 01-2010                | 1        |
|              |              | Term 10 01-2010                            | 3        |
|              |              | Term 20 01-2010                            | 5        |
|              |              | Term 30 01-2010                            | 7        |
| AXTO         | AXAA         | TermOne (SM) - One Year Non-Renewable      | 1        |
| AXYA         |              | Annual Renewable Term (151X) w/ 10%        | 1        |
| AXYP         |              | Annual Renewable Term (Elite/ +/ 151/ 10%) | 1        |
| AXZA         |              | Annual Renewable Term (151X)               | 1        |
|              |              | Equitable Term 10 (151X)                   | 3        |
|              |              | Equitable Term 15 (151X)                   | 4        |
|              |              | Equitable Term 20 (151X)                   | 5        |
| AXZP         |              | Annual Renewable Term (Elite/ Plus / 151)  | 1        |
|              |              | Equitable Term 10 (Elite/ Plus / 151X)     | 3        |
|              |              | Equitable Term 15 (Elite/ Plus / 151X)     | 4        |
|              |              | Equitable Term 20 (Elite/ Plus / 151X)     | 5        |
| AYGL         | ALLS         | TrueTerm (2012) - 10 Year                  | 3        |

| Pr oduct Code | Company Code | Product Name  | Cat egor y |
|---------------|--------------|---|------------|
| AYGM          |              | TrueTerm ( 2012) - 15 Year                            | 4          |
|               |              | TrueTerm ( 2012) - 20 Year                            | 5          |
|               |              | TrueTerm ( 2012) - 25 Year                            | 6          |
|               |              | TrueTerm ( 2012) - 30 Year                            | 7          |
|               |              | TrueTerm ( 2012) - level to age 65                    | T          |
|               |              | TrueTerm ( 2012) - level to age 70                    | U          |
|               |              | TrueTerm ( 2012) - level to age 75                    | V          |
|               |              | TrueTerm - 10 Year (P+ Elite, R+ Select)              | 3          |
|               |              | TrueTerm - 15 Year (P+ Elite, R+ Select)              | 4          |
|               |              | TrueTerm - 20 Year (P+ Elite, R+ Select)              | 5          |
|               |              | TrueTerm - 25 Year (P+ Elite, R+ Select)              | 6          |
|               |              | TrueTerm - 30 Year (P+ Elite, R+ Select)              | 7          |
|               |              | TrueTerm - to 65 (P+ Elite, R+ Select)                | T          |
|               |              | TrueTerm - to 70 (P+ Elite, R+ Select)                | U          |
|               |              | TrueTerm - to 75 (P+ Elite, R+ Select)                | V          |
| AYNP          | AMNY         | ANI CO Si gnat ure Term ART (Pl us)                   | 1          |
|               |              | ANI CO Si gnat ure Term 10 (Pl us)                    | 3          |
|               |              | ANI CO Si gnat ure Term 15 (Pl us)                    | 4          |
|               |              | ANI CO Si gnat ure Term 20 (Pl us)                    | 5          |
|               |              | ANI CO Si gnat ure Term 30 (Pl us)                    | 7          |
| AYNS          |              | ANI CO Si gnat ure Term ART (smoker)                  | 1          |
| AYNT          |              | ANI CO Si gnat ure Term ART                           | 1          |
|               |              | ANI CO Si gnat ure Term 10                            | 3          |
|               |              | ANI CO Si gnat ure Term 15                            | 4          |
|               |              | ANI CO Si gnat ure Term 20                            | 5          |
|               |              | ANI CO Si gnat ure Term 30                            | 7          |
| AYSN          |              | ANI CO Si gnat ure Si mpl i f i e d I s s u e Term 10 | 3          |
|               |              | ANI CO Si gnat ure Si mpl i f i e d I s s u e Term 20 | 5          |
|               |              | ANI CO Si gnat ure Si mpl i f i e d I s s u e Term 30 | 7          |
| AYTN          |              | ANI CO Si gnat ure Term Express ART                   | 1          |
|               |              | ANI CO Si gnat ure Term Express 10                    | 3          |
|               |              | ANI CO Si gnat ure Term Express 15                    | 4          |
|               |              | ANI CO Si gnat ure Term Express 20                    | 5          |
|               |              | ANI CO Si gnat ure Term Express 30                    | 7          |
| BALP          | BALT         | Secure Sol ut i o n s Protect or - 10 (Pl us)         | 3          |
|               |              | Secure Sol ut i o n s Protect or - 15 (Pl us)         | 4          |
|               |              | Secure Sol ut i o n s Protect or - 20 (Pl us)         | 5          |
|               |              | Secure Sol ut i o n s Protect or - 30 (Pl us)         | 7          |
| BALT          |              | Secure Sol ut i o n s Protect or - 10 Year            | 3          |
|               |              | Secure Sol ut i o n s Protect or - 15 Year            | 4          |
|               |              | Secure Sol ut i o n s Protect or - 20 Year            | 5          |
|               |              | Secure Sol ut i o n s Protect or - 30 Year            | 7          |
|               |              | Secure Sol ut i o n s - Whole Life (pay 100)          | P          |
| BANK<br>BANN  | BANK<br>BANN | Secure Sol ut i o n s - Whole Life (20 pay)           | R          |
|               |              | SI - Seni or Security Standard Whole Life             | 8          |
|               |              | Life Value Term 20 (Pl us)                            | 1          |
|               |              | Life Step UL - pay to age 121 (Pl us)                 | 8          |
|               |              | Life Step UL - to age 95 (Pl us)                      | D          |
|               |              | Life Step UL - to age 100 (Pl us)                     | E          |
|               |              | Life Step UL - to age 105 (Pl us)                     | G          |
|               |              | Life Step UL - to age 110 (Pl us)                     | H          |

| Pr oduct Code | Company Code  | Product Name                               | Cat egor y |
|---------------|---------------|--|------------|
| BANS          |               | Li fe Step UL - Si ngl e Pay (Pl us)       | O          |
|               |               | Li fe Step UL - pay to age 100 (Pl us)     | P          |
|               |               | Li fe Step UL - Pay to 65 (Pl us)          | Q          |
|               |               | Li fe Step UL - 20 Pay (Pl us)             | R          |
|               |               | Li fe Step UL - 10 Pay (Pl us)             | S          |
|               |               | Li fe Val ue Term 20                       | 1          |
|               |               | Li fe Step UL - pay to age 121             | 8          |
|               |               | Li fe Step UL - to age 95                  | D          |
|               |               | Li fe Step UL - to age 100                 | E          |
|               |               | Li fe Step UL - to age 105                 | G          |
|               |               | Li fe Step UL - to age 110                 | H          |
|               |               | Li fe Step UL - Si ngl e Pay               | O          |
|               |               | Li fe Step UL - pay to age 100             | P          |
|               |               | Li fe Step UL - Pay to 65                  | Q          |
| BAPF<br>BASG  | BANK<br>BAL T | Li fe Step UL - 20 Pay                     | R          |
|               |               | Li fe Step UL - 10 Pay                     | S          |
| BOET<br>BONN  | BOST<br>BANN  | Sl - Seni or Security Preferred Whole Life | 8          |
|               |               | Sl - Si lver Guard I - Whole Life          | 8          |
| BONP<br>BONS  |               | Sl - Si lver Guard I - 10 Pay Whole Life   | S          |
|               |               | Legacy Life Express (endowment at 98)      | P          |
|               |               | Li fe Val ue Term 30 (Pl us)               | 1          |
|               |               | OPTerm 10 - 10 Year Term (Pl us)           | 3          |
|               |               | OPTerm 15 - 15 Year Term (Pl us)           | 4          |
|               |               | OPTerm 20 - 20 Year Term (Pl us)           | 5          |
|               |               | OPTerm 30 - 30 Year Term (Pl us)           | 7          |
|               |               | Li fe Val ue Term 30 (Pf d)                | 1          |
|               |               | Li fe Val ue Term 30                       | 1          |
|               |               | OPTerm 10 - 10 Year Term                   | 3          |
| BOWT<br>BUNN  |               | OPTerm 15 - 15 Year Term                   | 4          |
|               |               | OPTerm 20 - 20 Year Term                   | 5          |
|               |               | OPTerm 30 - 30 Year Term                   | 7          |
|               |               | Legacy Life Express (endowment at 98)      | P          |
|               |               | Li fe Choice UL - pay to age 121 (Pl us)   | 8          |
|               |               | Li fe Choice UL - to age 95 (Pl us)        | D          |
|               |               | Li fe Choice UL - to age 100 (Pl us)       | E          |
|               |               | Li fe Choice UL - to age 105 (Pl us)       | G          |
|               |               | Li fe Choice UL - to age 110 (Pl us)       | H          |
|               |               | Li fe Choice UL - Si ngl e Pay (Pl us)     | O          |
| BUNS          |               | Li fe Choice UL - pay to age 100 (Pl us)   | P          |
|               |               | Li fe Choice UL - Pay to 65 (Pl us)        | Q          |
|               |               | Li fe Choice UL - 20 Pay (Pl us)           | R          |
|               |               | Li fe Choice UL - 10 Pay (Pl us)           | S          |
|               |               | Li fe Choice UL - pay to age 121           | 8          |
|               |               | Li fe Choice UL - to age 95                | D          |
|               |               | Li fe Choice UL - to age 100               | E          |
|               |               | Li fe Choice UL - to age 105               | G          |
|               |               | Li fe Choice UL - to age 110               | H          |
|               |               | Li fe Choice UL - Si ngl e Pay             | O          |
|               |               | Li fe Choice UL - pay to age 100           | P          |
|               |               | Li fe Choice UL - Pay to 65                | Q          |
|               |               | Li fe Choice UL - 20 Pay                   | R          |
|               |               |  |            |



| Product Code | Company Code | Product Name                               | Category |
|--------------|--------------|--|----------|
| CAPI         | CAPI         | Life Choice UL - 10 Pay                    | S        |
|              |              | SI - Med Free Term - 10 Year               | 3        |
|              |              | SI - Med Free Term - 15 Year               | 4        |
|              |              | SI - Med Free Term - 20 Year               | 5        |
|              |              | SI - Med Free Term - 30 Year               | 7        |
| CETN         | CETN         | SI - SIMPL - Simplified Issue Whole Life   | 8        |
|              |              | T-10/10 - 10 Year Term (NEW)               | 3        |
|              |              | T-15/15 - 15 Year Term (NEW)               | 4        |
|              |              | T-20/20 - 20 Year Term (NEW)               | 5        |
|              |              | T-25/25 - 25 Year Term (NEW)               | 6        |
| CETP         |              | T-30/30 - 30 Year Term (NEW)               | 7        |
|              |              | T-10/10 - 10 Year (P+ / R+) (NEW)          | 3        |
|              |              | T-15/15 - 15 Year (P+ / R+) (NEW)          | 4        |
|              |              | T-20/20 - 20 Year (P+ / R+) (NEW)          | 5        |
|              |              | T-25/25 - 25 Year (P+ / R+) (NEW)          | 6        |
| CI CN        | CI NN        | T-30/30 - 30 Year (P+ / R+) (NEW)          | 7        |
|              |              | LifeSetter UL - pay to 100 (CA)            | 8        |
|              |              | LifeSetter UL - pay to 100 (CA)            | P        |
|              |              | LifeSetter UL (Super / Select / CA)        | 8        |
|              |              | LifeSetter UL (Super / Select / CA)        | P        |
| CI NN        |              | LifeHorizons Termsetter 10                 | 3        |
|              |              | LifeHorizons Termsetter 15                 | 4        |
|              |              | LifeHorizons Termsetter 20                 | 5        |
|              |              | LifeHorizons Termsetter 25                 | 6        |
|              |              | LifeHorizons Termsetter 30                 | 7        |
| CI NP        |              | Termsetter ROP 20 Year                     | K        |
|              |              | Termsetter ROP 25 Year (w/ ROP)            | L        |
|              |              | Termsetter ROP 30 Year (w/ ROP)            | M        |
|              |              | LifeHorizons Termsetter 10 (Sup/ Sel)      | 3        |
|              |              | LifeHorizons Termsetter 15 (Sup/ Sel)      | 4        |
| CI UN        |              | LifeHorizons Termsetter 20 (Sup/ Sel)      | 5        |
|              |              | LifeHorizons Termsetter 25 (Sup/ Sel)      | 6        |
|              |              | LifeHorizons Termsetter 30 (Sup/ Sel)      | 7        |
|              |              | Termsetter ROP 20 Year (Sup/ Sel)          | K        |
|              |              | Termsetter ROP 25 Year (Sup/ Sel)          | L        |
| CI UP        |              | Termsetter ROP 30 Year (Sup/ Sel)          | M        |
|              |              | LifeSetter UL - pay to 100                 | 8        |
|              |              | LifeSetter UL - pay to 100                 | P        |
|              |              | LifeSetter UL (Super / Select)             | 8        |
|              |              | LifeSetter UL (Super / Select)             | P        |
| COBD         | COLL         | Term Line 20 - 20 Year (Low Band)          | F        |
| COBS         | COLU         | Nautical Term - 10 Year (Super / Plus)     | 3        |
|              |              | Nautical Term - 15 Year (Super / Plus)     | 4        |
|              |              | Nautical Term - 20 Year (Super / Plus)     | 5        |
|              |              | Nautical Term - 30 Year (Super / Plus)     | 7        |
|              |              | Voyager UL w/ Lifetime NLG (Super Pfd)     | 8        |
| COBU         |              | Nautical Term - 20 Year w/ ROP (Super / +) | K        |
|              |              | Nautical Term - 30 Year w/ ROP (Super / +) | M        |
|              |              | Voyager UL w/ Lifetime NLG (Super Pfd)     | P        |
|              |              | Nautical Term - 10 Year                    | 3        |
|              |              | Nautical Term - 15 Year                    | 4        |

| Product Code | Company Code | Product Name                              | Category |
|--------------|--------------|---|----------|
| COCL         | COLL         | Nautical Term - 20 Year                   | 5        |
|              |              | Nautical Term - 30 Year                   | 7        |
|              |              | Voyager UL w/ Lifetime NLG                | 8        |
|              |              | Nautical Term - 20 Year with ROP          | K        |
|              |              | Nautical Term - 30 Year with ROP          | M        |
| COEL         | COLM         | Voyager UL w/ Lifetime NLG (pay to 100)   | P        |
|              |              | Term Line 10 - 10 Year R&C Term           | 3        |
|              |              | Term Line 20 - 20 Year R&C Term           | F        |
| COEP         | COMP         | Term Line 15 - 15 Year R&C Term           | F        |
|              |              | SI - Term Life Express - 15 Year          | 4        |
|              |              | SI - Term Life Express - 20 Year          | 5        |
| COFL         | COLM         | SI - Term Life Express - 30 Year          | 7        |
|              |              | Term Line 20 - 20 Year (Low Band)         | F        |
|              |              | SI - Dignified Choice - Classic I WL      | 8        |
| COLC         | COLL         | Term Line 15 - 15 Year R&C Term           | F        |
|              |              | Term Line 10 - 10 Year R&C Term           | 3        |
|              |              | Term Line 20 - 20 Year R&C Term           | F        |
| COLE         | COLM         | Term Life Answers 10                      | 3        |
|              |              | Term Life Answers 15                      | 4        |
|              |              | Term Life Answers 20                      | 5        |
| COMP         | COMP         | Term Life Answers 30                      | 7        |
|              |              | Guaranteed Universal Life - to 120        | 8        |
|              |              | Guaranteed Universal Life - to 90         | C        |
| COMS         | COLL         | Guaranteed Universal Life - to 95         | D        |
|              |              | Guaranteed Universal Life - to 100        | E        |
|              |              | Guaranteed Universal Life - to 105        | G        |
| COOS         | COLU         | Term Life Answers 10 (Plus)               | 3        |
|              |              | Term Life Answers 15 (Plus)               | 4        |
|              |              | Term Life Answers 20 (Plus)               | 5        |
| COOU         | COLU         | Term Life Answers 30 (Plus)               | 7        |
|              |              | Guaranteed Universal Life to 120 (Plus)   | 8        |
|              |              | Guaranteed Universal Life - to 90 (Plus)  | C        |
| EM/U         | EMPL         | Guaranteed Universal Life - to 95 (Plus)  | D        |
|              |              | Guaranteed Universal Life - to 100 (Plus) | E        |
|              |              | Guaranteed Universal Life - to 105 (Plus) | G        |
| EM/V         | EMPL         | Nautical Term - 10 Year (Super / +/ OR)   | 3        |
|              |              | Nautical Term - 15 Year (Super / +/ OR)   | 4        |
|              |              | Nautical Term - 20 Year (Super Pf d/ OR)  | 5        |
| EM/V         | EMPL         | Nautical Term - 30 Year (Super Pf d/ OR)  | 7        |
|              |              | Nautical Term - 10 Year (OR)              | 3        |
|              |              | Nautical Term - 15 Year (OR)              | 4        |
| EM/V         | EMPL         | Nautical Term - 20 Year (OR)              | 5        |
|              |              | Nautical Term - 30 Year (OR)              | 7        |
| EM/V         | EMPL         | Term Select - 5 Year                      | 2        |
|              |              | Term Select - 10 Year                     | 3        |
|              |              | Term Select - 15 Year                     | 4        |
| EM/V         | EMPL         | Term Select - 20 Year                     | 5        |
|              |              | Term Select - 25 Year                     | 6        |
|              |              | Term Select - 30 Year                     | 7        |
| EM/V         | EMPL         | Term Select - 5 Year (Plus)               | 2        |
|              |              | Term Select - 10 Year (Plus)              | 3        |

| Pr o d u c t   C o d e | C o m p a n y   C o d e | Pr o d u c t   N a m e                              | C a t e g o r y |
|------------------------|-------------------------|---|-----------------|
| EQHP<br>EQUI<br>FARM   | EQUI                    | Term Sel ect   -   15   Year   ( Pl us )            | 4               |
|                        |                         | Term Sel ect   -   20   Year   ( Pl us )            | 5               |
|                        |                         | Term Sel ect   -   25   Year   ( Pl us )            | 6               |
|                        |                         | Term Sel ect   -   30   Year   ( Pl us )            | 7               |
|                        | FARM                    | SI - Her it age Prot ect or   Level   Pref er red   | 8               |
|                        |                         | SI - Her it age Prot ect or   Level   St andar d    | 8               |
|                        |                         | Val ue Ter m - 10   Year                            | 3               |
|                        |                         | Val ue Ter m - 20   Year                            | 5               |
|                        |                         | Val ue Ter m - 30   Year                            | 7               |
|                        |                         | Val ue Ter m - 10   Year   ( El it e/ Choi ce)      | 3               |
|                        |                         | Val ue Ter m - 20   Year   ( El it e/ Choi ce)      | 5               |
|                        |                         | Val ue Ter m - 30   Year   ( El it e/ Choi ce)      | 7               |
| FARP                   | FARM                    | Val ue Ter m - 10   Year                            | 3               |
|                        |                         | Val ue Ter m - 20   Year                            | 5               |
|                        |                         | Val ue Ter m - 30   Year                            | 7               |
| FASM                   | FARM                    | Val ue Ter m - 10   Year   ( El it e/ Choi ce)      | 3               |
|                        |                         | Val ue Ter m - 20   Year   ( El it e/ Choi ce)      | 5               |
|                        |                         | Val ue Ter m - 30   Year   ( El it e/ Choi ce)      | 7               |
| FI CE                  | FI RD                   | Si mpl e Ter m - 10   Year                          | 3               |
|                        |                         | Si mpl e Ter m - 20   Year                          | 5               |
|                        |                         | Si mpl e Ter m - 30   Year                          | 7               |
| FI CP                  | FI RD                   | Si mpl e Ter m - 10   Year                          | 3               |
|                        |                         | Si mpl e Ter m - 15   Year                          | 4               |
|                        |                         | Si mpl e Ter m - 20   Year                          | 5               |
| FI CQ                  | FI RD                   | Si mpl e Ter m - 30   Year                          | 7               |
|                        |                         | Col ony Ter m 10                                    | 3               |
|                        |                         | Col ony Ter m 15                                    | 4               |
| FLAA                   | FI DL                   | Col ony Ter m 20                                    | 5               |
|                        |                         | Col ony Ter m 10   ( Pf d Best / Sel ect )          | 3               |
|                        |                         | Col ony Ter m 15   ( Pf d Best / Sel ect )          | 4               |
| FLAP                   | FI DL                   | Col ony Ter m 20   ( Pf d Best / Sel ect )          | 5               |
|                        |                         | Loyal ty Val ue Ter m - 10   Year                   | 3               |
|                        |                         | Loyal ty Val ue Ter m - 15   Year                   | 4               |
| FLEM                   | FI DL                   | Loyal ty Val ue Ter m - 20   Year                   | 5               |
|                        |                         | Loyal ty Val ue Ter m - 30   Year                   | 7               |
|                        |                         | Loyal ty Val ue Ter m - 10   Year   ( P+/ Sel ect ) | 3               |
| FLHM                   | FI DL                   | Loyal ty Val ue Ter m - 15   Year   ( P+/ Sel ect ) | 4               |
|                        |                         | Loyal ty Val ue Ter m - 20   Year   ( P+/ Sel ect ) | 5               |
|                        |                         | Loyal ty Val ue Ter m - 30   Year   ( P+/ Sel ect ) | 7               |
| FLMM                   | FI DL                   | Loyal ty Val ue Ter m - 30   Year   ( P+/ Sel ect ) | 7               |
|                        |                         | SI - Rapi d Deci si on Express - 10   Year          | 3               |
|                        |                         | SI - Rapi d Deci si on Express - 15   Year          | 4               |
| FLRM                   | FI DL                   | SI - Rapi d Deci si on Express - 20   Year          | 5               |
|                        |                         | SI - Rapi d Deci si on Express - 30   Year          | 7               |
|                        |                         | Hybri d Ter m - 10   Year   ( wi th bl ood t est )  | 3               |
| FLMM                   | FI DL                   | Hybri d Ter m - 15   Year   ( wi th bl ood t est )  | 4               |
|                        |                         | Hybri d Ter m - 20   Year   ( wi th bl ood t est )  | 5               |
|                        |                         | Hybri d Ter m - 30   Year   ( wi th bl ood t est )  | 7               |
| FLRM                   | FI DL                   | SI - Rapi d Deci si on Mbr t gage Ter m - 40        | 0               |
|                        |                         | SI - Rapi d Deci si on Mbr t gage Ter m - 15        | 4               |
|                        |                         | SI - Rapi d Deci si on Mbr t gage Ter m - 20        | 5               |
| FLRM                   | FI DL                   | SI - Rapi d Deci si on Mbr t gage Ter m - 30        | 7               |
|                        |                         | SI - Rapi d Deci si on Ter m - 5   Year             | 2               |
|                        |                         | SI - Rapi d Deci si on Ter m - 10   Year            | 3               |
| FLRM                   | FI DL                   | SI - Rapi d Deci si on Ter m - 15   Year            | 4               |
|                        |                         | SI - Rapi d Deci si on Ter m - 20   Year            | 5               |
|                        |                         | SI - Rapi d Deci si on Ter m - 30   Year            | 7               |
| FLRM                   | FI DL                   | SI - Rapi d Deci si on Ter m - 20   Year   w/ ROP   | K               |

| Product Code | Company Code | Product Name                                    | Category |
|--------------|--------------|---|----------|
| FMCP         | GEAN         | SI - Rapid Decision Term - 30 Year w/ ROP       | M        |
|              |              | Colony Term 10 (MD)                             | 3        |
|              |              | Colony Term 15 (MD)                             | 4        |
| FMCQ         |              | Colony Term 20 (MD)                             | 5        |
|              |              | Colony Term 10 (Pfd Best / Select / MD)         | 3        |
|              |              | Colony Term 15 (Pfd Best / Select / MD)         | 4        |
| FPCP         |              | Colony Term 20 (Pfd Best / Select / MD)         | 5        |
|              |              | Colony Term 10 (MS, PA, TX & VT)                | 3        |
|              |              | Colony Term 15 (MS, PA, TX & VT)                | 4        |
| FPCQ         |              | Colony Term 20 (MS, PA, TX & VT)                | 5        |
|              |              | Colony Term 10 (Pfd Best / Select / MS, PA, TX) | 3        |
|              |              | Colony Term 15 (Pfd Best / Select / MS, PA&TX)  | 4        |
| FRUP         |              | Colony Term 20 (Pfd Best / Select / MS, PA&TX)  | 5        |
|              |              | GenGuard UL - no lapse UL to 121 (b1)           | 8        |
|              |              | GenGuard UL - no lapse UL to 100 (b1)           | E        |
| FRUQ         |              | GenGuard UL - no lapse to 121 (P+/ R+)          | 8        |
|              |              | GenGuard UL - no lapse to 100 (P+/ R+)          | E        |
| FRXP         |              | Colony Term 10 (OR)                             | 3        |
|              |              | Colony Term 15 (OR)                             | 4        |
|              |              | Colony Term 20 (OR)                             | 5        |
| FRXQ         |              | GenGuard UL - no lapse UL to 121 (b2)           | 8        |
|              |              | GenGuard UL - no lapse UL to 100 (b2)           | E        |
|              |              | Colony Term 10 (Pfd Best / Select)              | 3        |
| FRYP         |              | Colony Term 15 (Pfd Best / Select)              | 4        |
|              |              | Colony Term 20 (Pfd Best / Select)              | 5        |
|              |              | GenGuard UL - no lapse to 121 (P+/ R+)          | 8        |
| FRYQ         |              | GenGuard UL - no lapse to 100 (P+/ R+)          | E        |
|              |              | GenGuard UL - no lapse UL to 121 (b3)           | 8        |
|              |              | GenGuard UL - no lapse UL to 100 (b3)           | E        |
| GDCA         | GUAR         | GenGuard UL - no lapse to 121 (P+/ R+)          | 8        |
|              |              | GenGuard UL - no lapse to 100 (P+/ R+)          | E        |
|              |              | Level Term Gold 10 (xtended conversion)         | 3        |
| GDCE         |              | Level Term Gold 15 (xtended conversion)         | 4        |
|              |              | Level Term Gold 20 (xtended conversion)         | 5        |
|              |              | Level Term Gold 30 (xtended conversion)         | 7        |
| GDGP         |              | Level Term Gold 10 (Elite/ext. conv.)           | 3        |
|              |              | Level Term Gold 15 (Elite/ext. conv.)           | 4        |
|              |              | Level Term Gold 20 (Elite/ext. conv.)           | 5        |
| GDLA         |              | Level Term Gold 30 (Elite/ext. conv.)           | 7        |
|              |              | Level Term Gold 10 (Pfd Plus/ ext. conv)        | 3        |
|              |              | Level Term Gold 15 (Pfd Plus/ ext. conv)        | 4        |
| GDLE         |              | Level Term Gold 20 (Pfd Plus/ ext. conv)        | 5        |
|              |              | Level Term Gold 30 (Pfd Plus/ ext. conv)        | 7        |
|              |              | Level Term Gold 10                              | 3        |
|              |              | Level Term Gold 15                              | 4        |
|              |              | Level Term Gold 20                              | 5        |
|              |              | Level Term Gold 30                              | 7        |
|              |              | Level Term Gold 10 (Elite)                      | 3        |
|              |              | Level Term Gold 15 (Elite)                      | 4        |
|              |              | Level Term Gold 20 (Elite)                      | 5        |
|              |              | Level Term Gold 30 (Elite)                      | 7        |

| Product Code | Company Code | Product Name                                   | Category |
|--------------|--------------|--|----------|
| GDLP         |              | Level Term Gold 10 (Preferred Plus)            | 3        |
|              |              | Level Term Gold 15 (Preferred Plus)            | 4        |
|              |              | Level Term Gold 20 (Preferred Plus)            | 5        |
|              |              | Level Term Gold 30 (Preferred Plus)            | 7        |
| GECP         | GECA         | Colony Term 10                                 | 3        |
|              |              | Colony Term 15                                 | 4        |
|              |              | Colony Term 20                                 | 5        |
| GECQ         |              | Colony Term 10 (Pfd Best / Select)             | 3        |
|              |              | Colony Term 15 (Pfd Best / Select)             | 4        |
|              |              | Colony Term 20 (Pfd Best / Select)             | 5        |
| GGLA         | GUAR         | Yearly Renewable Term (YRT) Gold               | 1        |
| GGLE         |              | YRT Gold (Elite)                               | 1        |
| GGLP         |              | YRT Gold (Preferred Plus)                      | 1        |
| GLEA         | GLEA         | Gleaner Term - 10-Year                         | 3        |
|              |              | Gleaner Term - 15-Year                         | 4        |
|              |              | Gleaner Term - 20-Year                         | 5        |
|              |              | Gleaner Term - 30-Year                         | 7        |
|              |              | SI - Simply Life                               | 8        |
| GLEE         |              | Gleaner Term - 10-Year (Elite Pfd)             | 3        |
|              |              | Gleaner Term - 15-Year (Elite Pfd)             | 4        |
|              |              | Gleaner Term - 20-Year (Elite Pfd)             | 5        |
|              |              | Gleaner Term - 30-Year (Elite Pfd)             | 7        |
| GLS          |              | Gleaner Term - 10-Year (Super Pfd)             | 3        |
|              |              | Gleaner Term - 15-Year (Super Pfd)             | 4        |
|              |              | Gleaner Term - 20-Year (Super Pfd)             | 5        |
|              |              | Gleaner Term - 30-Year (Super Pfd)             | 7        |
| GMDP         | GECA         | Colony Term 10 (MD)                            | 3        |
|              |              | Colony Term 15 (MD)                            | 4        |
|              |              | Colony Term 20 (MD)                            | 5        |
| GMDQ         |              | Colony Term 10 (Pfd Best / Select / MD)        | 3        |
|              |              | Colony Term 15 (Pfd Best / Select / MD)        | 4        |
|              |              | Colony Term 20 (Pfd Best / Select / MD)        | 5        |
| GOVE         | GOVE         | SI - SECURE-Mark 4 Simplified Issue WL         | 8        |
| GPCP         | GECA         | Colony Term 10 (MS, PA, TX & VT)               | 3        |
|              |              | Colony Term 15 (MS, PA, TX & VT)               | 4        |
|              |              | Colony Term 20 (MS, PA, TX & VT)               | 5        |
| GPCQ         |              | Colony Term 10 (Pfd Best / Select / MS, PA&TX) | 3        |
|              |              | Colony Term 15 (Pfd Best / Select / MS, PA&TX) | 4        |
|              |              | Colony Term 20 (Pfd Best / Select / MS, PA&TX) | 5        |
| GRAN         | GRAN         | Select Choice Level Term 10 year               | 3        |
|              |              | Select Choice Level Term 15 year               | 4        |
|              |              | Select Choice Level Term 20 year               | 5        |
|              |              | Select Choice Level Term 25 year               | 6        |
|              |              | Select Choice Level Term 30 year               | 7        |
|              |              | No Lapse Guarantee UL - Level to 121           | 8        |
|              |              | No Lapse Guarantee UL - Level to 90            | C        |
|              |              | No Lapse Guarantee UL - Level to 95            | D        |
|              |              | No Lapse Guarantee UL - Level to 100           | E        |
|              |              | No Lapse Guarantee UL - Level to 105           | G        |
|              |              | No Lapse Guarantee UL - Level to 110           | H        |
|              |              | Select Choice Return of Premium 20 year        | K        |

| Pr oduct Code | Company Code | Pr oduct Name                             | Cat egor y |
|---------------|--------------|---|------------|
| GRAP          |              | Select Choice Return of Premium 30 year   | M          |
|               |              | No Lapse Guarantee UL - Single Pay        | O          |
|               |              | No Lapse Guarantee UL - Pay to 100        | P          |
|               |              | No Lapse Guarantee UL - Pay to 65         | Q          |
|               |              | No Lapse Guarantee UL - 20 Pay            | R          |
|               |              | No Lapse Guarantee UL - 10 Pay            | S          |
|               |              | No Lapse Guarantee UL - Level to 65       | T          |
|               |              | No Lapse Guarantee UL - Level to 70       | U          |
|               |              | No Lapse Guarantee UL - Level to 75       | V          |
|               |              | Select Choice Level Term 10 year (P+/ R+) | 3          |
|               |              | Select Choice Level Term 15 year (P+/ R+) | 4          |
|               |              | Select Choice Level Term 20 year (P+/ R+) | 5          |
|               |              | Select Choice Level Term 25 year (P+/ R+) | 6          |
|               |              | Select Choice Level Term 30 year (P+/ R+) | 7          |
|               |              | UL with NLG - Level to 121 (P+/ R+)       | 8          |
|               |              | UL with NLG - Level to 90 (P+/ R+)        | C          |
|               |              | UL with NLG - Level to 95 (P+/ R+)        | D          |
|               |              | UL with NLG - Level to 100 (P+/ R+)       | E          |
|               |              | UL with NLG - Level to 105 (P+/ R+)       | G          |
|               |              | UL with NLG - Level to 110 (P+/ R+)       | H          |
|               |              | Select Choice ROP 20 Year (P+/ R+)        | K          |
|               |              | Select Choice ROP 30 year (P+/ R+)        | M          |
|               |              | UL with NLG - Single Pay (P+/ R+)         | O          |
|               |              | UL with NLG - Pay to 100 (P+/ R+)         | P          |
|               |              | UL with NLG - Pay to 65 (P+/ R+)          | Q          |
|               |              | UL with NLG - 20 Pay (P+/ R+)             | R          |
|               |              | UL with NLG - 10 Pay (P+/ R+)             | S          |
|               |              | UL with NLG - Level to 65 (P+/ R+)        | T          |
|               |              | UL with NLG - Level to 70 (P+/ R+)        | U          |
|               |              | UL with NLG - Level to 75 (P+/ R+)        | V          |
| GRUP          | GECA         | GenGuard UL - no lapse UL to 121 (b1)     | 8          |
|               |              | GenGuard UL - no lapse UL to 100 (b1)     | E          |
| GRUQ          |              | GenGuard UL - no lapse to 121 (P+/ R+)    | 8          |
|               |              | GenGuard UL - no lapse to 100 (P+/ R+)    | E          |
| GRXP          |              | Colony Term 10 (OR)                       | 3          |
|               |              | Colony Term 15 (OR)                       | 4          |
|               |              | Colony Term 20 (OR)                       | 5          |
|               |              | GenGuard UL - no lapse UL to 121 (b2)     | 8          |
|               |              | GenGuard UL - no lapse UL to 100 (b2)     | E          |
| GRXQ          |              | Colony Term 10 (Pfd Best / Select)        | 3          |
|               |              | Colony Term 15 (Pfd Best / Select)        | 4          |
|               |              | Colony Term 20 (Pfd Best / Select)        | 5          |
|               |              | GenGuard UL - no lapse to 121 (P+/ R+)    | 8          |
|               |              | GenGuard UL - no lapse to 100 (P+/ R+)    | E          |
| GRYP          |              | GenGuard UL - no lapse UL to 121 (b3)     | 8          |
|               |              | GenGuard UL - no lapse UL to 100 (b3)     | E          |
| GRYQ          |              | GenGuard UL - no lapse to 121 (P+/ R+)    | 8          |
|               |              | GenGuard UL - no lapse to 100 (P+/ R+)    | E          |
| ILLI          | ILLI         | Protector Term Life 10-Year               | 3          |
|               |              | Protector Term Life 15-Year               | 4          |
|               |              | Protector Term Life 20-Year               | 5          |

| Pr o d u c t   C o d e | C o m p a n y   C o d e | Pr o d u c t   N a m e  | C a t e g o r y |
|------------------------|-------------------------|---|-----------------|
| I L L P                | I N D U                 | Pr o t e c t o r   T e r m   L i f e   30- Y e a r                              | 7               |
|                        |                         | L i f e   F o u n d a t i o n s   W h o l e   L i f e   -   C o n t i n u o u s | 8               |
|                        |                         | Pr o t e c t o r   T e r m   10   ( S u p e r   /   U l t r a   S t d )         | 3               |
|                        |                         | Pr o t e c t o r   T e r m   15   ( S u p e r   /   U l t r a   S t d )         | 4               |
|                        |                         | Pr o t e c t o r   T e r m   20   ( S u p e r   /   U l t r a   S t d )         | 5               |
| I L W                  |                         | Pr o t e c t o r   T e r m   30   ( S u p e r   /   U l t r a   S t d )         | 7               |
| I L W P                |                         | Pr o t e c t o r   T e r m   L i f e   30- Y e a r   ( W A )                    | 7               |
| I N D U                |                         | Pr o t e c t o r   T e r m   30   ( S u p e r / U l t r a   S t d / W A )       | 7               |
| I N D X                |                         | C r i t i c a l   C h o i c e   T e r m -   15   Y e a r                        | 4               |
|                        |                         | C r i t i c a l   C h o i c e   T e r m -   20   Y e a r                        | 5               |
|                        |                         | C r i t i c a l   C h o i c e   T e r m -   30   Y e a r                        | 7               |
| I N X D                |                         | C r i t i c a l   C h o i c e   T e r m -   20 / 5   Y e a r                    | F               |
| I N X X                |                         | C r i t i c a l   C h o i c e   T e r m -   15 / 5   Y e a r                    | F               |
| I O F E                |                         | C r i t i c a l   C h o i c e   T e r m -   30 / 5   Y e a r                    | F               |
| I O F P                | I N D E                 | F o r e s t e r s   L i f e f i r s t   -   10   Y e a r                        | 3               |
|                        |                         | F o r e s t e r s   L i f e f i r s t   -   20   Y e a r                        | 5               |
|                        |                         | F o r e s t e r s   L i f e f i r s t   -   25   Y e a r                        | 6               |
|                        |                         | F o r e s t e r s   L i f e f i r s t   -   30   Y e a r                        | 7               |
|                        |                         | F o r e s t e r s   L i f e f i r s t   -   10   Y e a r   ( P l u s )          | 3               |
|                        |                         | F o r e s t e r s   L i f e f i r s t   -   20   Y e a r   ( P l u s )          | 5               |
|                        |                         | F o r e s t e r s   L i f e f i r s t   -   25   Y e a r   ( P l u s )          | 6               |
| I O N E                |                         | F o r e s t e r s   L i f e f i r s t   -   30   Y e a r   ( P l u s )          | 7               |
| J H C P                |                         | F o r e s t e r s   L i f e f i r s t   -   20   Y e a r   ( n o n- m e d )     | 5               |
|                        |                         | F o r e s t e r s   L i f e f i r s t   -   25   Y e a r   ( n o n- m e d )     | 6               |
|                        |                         | F o r e s t e r s   L i f e f i r s t   -   30   Y e a r   ( n o n- m e d )     | 7               |
|                        |                         | S l   -   P l a n r i g h t   L e v e l   | 8               |
| J H C U                | J O H U                 | 15   Y e a r   L e v e l   ( S u p e r / S t d +   w i t h   C E R )            | 4               |
|                        |                         | 20   Y e a r   L e v e l   ( S u p e r / S t d +   w i t h   C E R )            | 5               |
| J H G P                |                         | 15   Y e a r   L e v e l   P r e m i u m   T e r m   ( w i t h   C E R )        | 4               |
|                        |                         | 20   Y e a r   L e v e l   P r e m i u m   T e r m   ( w i t h   C E R )        | 5               |
| J H G U                |                         | 10   Y e a r   L e v e l   P r e m i u m   T e r m   ( S u p e r / S t d + )    | 3               |
|                        |                         | 15   Y e a r   L e v e l   P r e m i u m   T e r m   ( S u p e r / S t d + )    | 4               |
|                        |                         | 20   Y e a r   L e v e l   P r e m i u m   T e r m   ( S u p e r   S t d + )    | 5               |
|                        |                         | U L - G 13   ( S u p e r / S t d + )  | 8               |
| J Y C N                |                         | 10   Y e a r   L e v e l   P r e m i u m   T e r m                              | 3               |
|                        |                         | 15   Y e a r   L e v e l   P r e m i u m   T e r m                              | 4               |
|                        |                         | 20   Y e a r   L e v e l   P r e m i u m   T e r m                              | 5               |
|                        |                         | U L - G 13  | 8               |
| J Y C P                | J O H Y                 | 15   Y e a r   L e v e l   P r e m i u m   T e r m   ( w i t h   C E R )        | 4               |
|                        |                         | 20   Y e a r   L e v e l   P r e m i u m   T e r m   ( w i t h   C E R )        | 5               |
| J Y Y N                |                         | 15   Y e a r   L e v e l   ( S u p e r / S t d +   w i t h   C E R )            | 4               |
|                        |                         | 20   Y e a r   L e v e l   ( S u p e r / S t d +   w i t h   C E R )            | 5               |
| J Y Y P                |                         | 10   Y e a r   L e v e l   P r e m i u m   T e r m                              | 3               |
|                        |                         | 15   Y e a r   L e v e l   P r e m i u m   T e r m                              | 4               |
|                        |                         | 20   Y e a r   L e v e l   P r e m i u m   T e r m                              | 5               |
| J Y Z N                |                         | 10   Y e a r   L e v e l   P r e m i u m   T e r m   ( S u p e r / S t d + )    | 3               |
|                        |                         | 15   Y e a r   L e v e l   P r e m i u m   T e r m   ( S u p e r / S t d + )    | 4               |
|                        |                         | 20   Y e a r   L e v e l   P r e m i u m   T e r m   ( S u p e r   S t d + )    | 5               |
|                        |                         | 10   Y e a r   L e v e l   P r e m i u m   T e r m   ( a g e s   71 + )         | 3               |
|                        |                         | 15   Y e a r   L e v e l   P r e m i u m   T e r m   ( a g e s   66 + )         | 4               |
|                        |                         | 20   Y e a r   L e v e l   P r e m i u m   T e r m   ( a g e s   61 + )         | 5               |

| Pr oduct Code | Company Code | Pr oduct Name  | Cat egor y |
|---------------|--------------|--|------------|
| JYZP          |              | 10 Year Level Term ( Super Pf d/ ages 71+)                 | 3          |
|               |              | 15 Year Level Term ( Super Pf d/ ages 66+)                 | 4          |
|               |              | 20 Year Level Term ( Super Pf d/ ages 61+)                 | 5          |
| LAFA          | LAFA         | SI - Cl assi c Prot ect or SI WL                           | 8          |
| LASC          |              | SI - Cl assi c Prot ect or SI WL - 10 Pay                  | S          |
|               |              | SI - Cl assi c Prot ect or SI WL ( SC)                     | 8          |
| LAWA          |              | SI - Cl assi c Prot ect or SI WL - 10 Pay / SC             | S          |
|               |              | SI - Cl assi c Prot ect or SI WL ( WA)                     | 8          |
|               |              | SI - Cl assi c Prot ect or SI WL - 10 Pay / WA             | S          |
| LDI N         | LNNA         | LGUL (2013) (500K-999K)                                    | 8          |
|               |              | LGUL (2013) (500K-999K)                                    | P          |
| LDI P         |              | LGUL (2013 / P+) (500K-999K)                               | 8          |
|               |              | LGUL (2013 / P+) (500K-999K)                               | P          |
| LI BB         | LI BB        | SI - M ed Free Term - 10 Year                              | 3          |
|               |              | SI - M ed Free Term - 15 Year                              | 4          |
|               |              | SI - M ed Free Term - 20 Year                              | 5          |
|               |              | SI - M ed Free Term - 30 Year                              | 7          |
|               |              | SI - SI MPL - Si mpl i f i e d I s s u e W h o l e L i f e | 8          |
| LI NN         | LNNA         | LGUL (2012)  | 8          |
|               |              | LGUL (2012) - pay to 100                                   | P          |
| LI NP         |              | LGUL (2012 / P+)   | 8          |
|               |              | LGUL (2012) - pay to 100 (P+)                              | P          |
| LNEN          |              | Li f eEl ement (SM) Level Term - 10 Year                   | 3          |
|               |              | Li f eEl ement (SM) Level Term - 15 Year                   | 4          |
|               |              | Li f eEl ement (SM) Level Term - 20 Year                   | 5          |
|               |              | Li f eEl ement (SM) Level Term - 30 Year                   | 7          |
|               |              | LGUL (2013) (1m+)  | 8          |
|               |              | LGUL (2013) (1m+)  | P          |
| LNEP          |              | Li f eEl ement (SM) Level Term - 10 (P+)                   | 3          |
|               |              | Li f eEl ement (SM) Level Term - 15 (P+)                   | 4          |
|               |              | Li f eEl ement (SM) Level Term - 20 (P+)                   | 5          |
|               |              | Li f eEl ement (SM) Level Term - 30 (P+)                   | 7          |
|               |              | LGUL (2013 / P+) (1m+)                                     | 8          |
|               |              | LGUL (2013 / P+) (1m+)                                     | P          |
| LNI N         |              | LGUL (2013) (100K-499K)                                    | 8          |
|               |              | LGUL (2013) (100K-499K)                                    | P          |
| LNI P         |              | LGUL (2013 / P+) (100K-499K)                               | 8          |
|               |              | LGUL (2013 / P+) (100K-499K)                               | P          |
| LYYN          | LNLI         | Li f eEl ement (SM) Level Term - 10 Year                   | 3          |
|               |              | Li f eEl ement (SM) Level Term - 15 Year                   | 4          |
|               |              | Li f eEl ement (SM) Level Term - 20 Year                   | 5          |
|               |              | Li f eEl ement (SM) Level Term - 30 Year                   | 7          |
| LYYP          |              | Li f eEl ement (SM) Level Term - 10 (P+)                   | 3          |
|               |              | Li f eEl ement (SM) Level Term - 15 (P+)                   | 4          |
|               |              | Li f eEl ement (SM) Level Term - 20 (P+)                   | 5          |
|               |              | Li f eEl ement (SM) Level Term - 30 (P+)                   | 7          |
| MADI          | MADI         | SI - Legacy Select Level Benefit WL                        | 8          |
| MDFL          | M DT         | Essential Guaranteed UL 3 (\$25- \$249K)                   | 8          |
|               |              | Essential Guaranteed UL 3 - 1 pay (25K+)                   | O          |
|               |              | Essential Guaranteed UL 3 - p100 (\$25K+)                  | P          |
|               |              | Essential Guaranteed UL 3 - p65 (\$25K+)                   | Q          |



| Pr oduct | Code | Company        | Code                        | Pr oduct                           | Name                            | Cat egor y |
|----------|------|----------------|-----------------------------|------------------------------------|---------------------------------|------------|
| MDFP     |      | METL           |                             | Essent i al                        | Guar ant eed UL 3 - 20p (25K+)  | R          |
|          |      |                | Essent i al                 | Guar ant eed UL 3 - 10p (\$25K+)   | S                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL 3 P+ (\$25-\$249K) | 8                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL 3 - 1p P+ (25K+)   | O                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL - p100 P+ (25K+)   | P                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL 3 - p65 P+ (25K+)  | Q                               |            |
| MDGL     |      |                | Essent i al                 | Guar ant eed UL 3-20 p P+ (25K+)   | R                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL 3-10p P+ (25K+)    | S                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL 3 (\$250K pl us)   | 8                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL 3 - 1p (\$250K+)   | O                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL 3 - p100 (250K+)   | P                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL 3 - p65 (\$250K+)  | Q                               |            |
| MDGP     |      |                | Essent i al                 | Guar ant eed UL 3 - 20p (\$250K+)  | R                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL 3 - 10p (\$250K+)  | S                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL3 P+ (\$250K pl us) | 8                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL 3 - 1p P+(250K+)   | O                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL - p100 P+ (250K+)  | P                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL 3- p65 P+ (250K+)  | Q                               |            |
| MELI     |      |                | Essent i al                 | Guar ant eed UL 3-20p P+ (250K+)   | R                               |            |
|          |      |                | Essent i al                 | Guar ant eed UL 3-10p P+ (250K+)   | S                               |            |
|          |      |                | Met Li fe                   | One Year Term - Non- renewabl e    | 1                               |            |
|          |      |                | Guar ant eed Level          | Term 10                            | 3                               |            |
|          |      |                | Guar ant eed Level          | Term 15                            | 4                               |            |
|          |      |                | Guar ant eed Level          | Term 20                            | 5                               |            |
| MELP     |      |                | Guar ant eed Level          | Term 30                            | 7                               |            |
|          |      |                | GLT 10                      | ( P+ El ite / R+ St d+)            | 3                               |            |
|          |      |                | GLT 15                      | ( P+ El ite / R+ St d+)            | 4                               |            |
|          |      |                | GLT 20                      | ( P+ El ite / R+ St d+)            | 5                               |            |
|          |      |                | GLT 30                      | ( P+ El ite / R+ St d+)            | 7                               |            |
|          | METI |                | METR                        | Met Li fe                          | One Year Term - Non- renewabl e | 1          |
| M DL     | M DT | Premi er       | CS5 - 10 Year Term          | 3                                  |                                 |            |
|          |      | Premi er       | CS5 - 15 Year Term          | 4                                  |                                 |            |
|          |      | Premi er       | CS4 - 20 Year Term          | 5                                  |                                 |            |
|          |      | Premi er       | CS4 - 30 Year Term          | 7                                  |                                 |            |
|          |      | XL- DB3        |                             | (\$25- \$249K)                     | 8                               |            |
|          |      | XL- DB3 - p100 |                             | (\$25- \$249K)                     | P                               |            |
| M DP     |      | Premi er       | CS5 - 10 Year Term ( P+)    | 3                                  |                                 |            |
|          |      | Premi er       | CS5 - 15 Year Term ( P+)    | 4                                  |                                 |            |
|          |      | Premi er       | CS4 - 20 Year Term ( P+)    | 5                                  |                                 |            |
|          |      | Premi er       | CS4 - 30 Year Term ( Pl us) | 7                                  |                                 |            |
|          |      | XL- DB3        |                             | P+ (\$25- \$249K)                  | 8                               |            |
|          |      | XL- DB3 - p100 |                             | P+ (\$25- \$249K)                  | P                               |            |
| M EL     |      | Execut i ve    | CS3 - 10 Year Term          | 3                                  |                                 |            |
|          |      | Execut i ve    | CS3 - 15 Year Term          | 4                                  |                                 |            |
|          |      | Execut i ve    | CS3 - 20 Year Term          | 5                                  |                                 |            |
|          |      | XL- DB3        |                             | (\$250K pl us)                     | 8                               |            |
|          |      | XL- DB3 - p100 |                             | (\$250K pl us)                     | P                               |            |
|          | M EP |                | Execut i ve                 | CS3 - 10 Year ( P+)                | 3                               |            |
|          |      | Execut i ve    | CS3 - 15 Year ( P+)         | 4                                  |                                 |            |
|          |      | Execut i ve    | CS3 - 20 Year ( P+)         | 5                                  |                                 |            |
|          |      | XL- DB3        |                             | P+ (\$250K pl us)                  | 8                               |            |

| Pr oduct Code | Company Code | Pr oduct Name                                    | Cat egor y |
|---------------|--------------|--|------------|
| M NN          | M NM         | XL- DB3 - p100                                   | P          |
|               |              | Advant age El ite Sel ect Li fe - 5 Year         | 2          |
|               |              | Advant age El ite Sel ect Li fe - 10 Year        | 3          |
|               |              | Advant age El ite Sel ect Li fe - 15 Year        | 4          |
|               |              | Advant age El ite Sel ect Li fe - 20 Year        | 5          |
| M NP          |              | Advant age El ite Sel ect Li fe - 30 Year        | 7          |
|               |              | Advant age El ite Sel ect - 5 Year ( P+ / R+)    | 2          |
|               |              | Advant age El ite Sel ect - 10 Year ( P+ / R+)   | 3          |
|               |              | Advant age El ite Sel ect - 15 Year ( P+ / R+)   | 4          |
|               |              | Advant age El ite Sel ect - 20 Year ( P+ / R+)   | 5          |
|               |              | Advant age El ite Sel ect - 30 Year ( P+ / R+)   | 7          |
|               |              | Provi der UL - guar anteed to age 95             | D          |
|               |              | Provi der UL - guar anteed to 95 ( El ite)       | D          |
|               |              | SI - I mmedi ate Sol uti on ( WL08)              | 8          |
|               |              | 10 Pay Sol uti on ( WL08)                        | S          |
| MOPF          | MOTO         | SI - Preferred Si mpl ified Issue WL             | 8          |
| MOTB          |              | Val ue Term Pl us - 10- Year ( Pf d Best )       | 3          |
|               |              | Val ue Term Pl us - 15- Year ( Pf d Best )       | 4          |
|               |              | Val ue Term Pl us - 20- Year ( Pf d Best )       | 5          |
|               |              | Val ue Term Pl us - 30- Year ( Pf d Best )       | 7          |
| MOTO          |              | Val ue Term Pl us - 10- Year Pl an               | 3          |
|               |              | Val ue Term Pl us - 15- Year Pl an               | 4          |
|               |              | Val ue Term Pl us - 20- Year Pl an               | 5          |
|               |              | Val ue Term Pl us - 30- Year Pl an               | 7          |
| MOTP          |              | SI - Standard Si mpl ified Issue Whole Li fe     | 8          |
|               |              | Val ue Term Pl us - 10- Year ( Pf d Pl us)       | 3          |
|               |              | Val ue Term Pl us - 15- Year ( Pf d Pl us)       | 4          |
|               |              | Val ue Term Pl us - 20- Year ( Pf d Pl us)       | 5          |
|               |              | Val ue Term Pl us - 30- Year ( Pf d Pl us)       | 7          |
| MTEI          | METR         | Met Li fe One Year Term - wi th R&C ri der       | 1          |
| MTEP          |              | Met Li fe OYT - w / R&C ri der ( El ite / St d+) | 1          |
| MTGN          | MASM         | Vant age Term 10                                 | 3          |
|               |              | Vant age Term 20                                 | 5          |
|               |              | UL Guard 5.1 - No Lapse UL                       | 8          |
|               |              | UL Guard 5.1 - No Lapse UL 1 Pay                 | O          |
|               |              | UL Guard 5.1 - No Lapse UL Pay to 100            | P          |
|               |              | UL Guard 5.1 - No Lapse UL Pay to 65             | Q          |
|               |              | UL Guard 5.1 - No Lapse UL 20 Pay                | R          |
|               |              | UL Guard 5.1 - No Lapse UL 10 Pay                | S          |
|               |              | Vant age Term 10 ( Ul tra Pf d)                  | 3          |
|               |              | Vant age Term 20 ( Ul tra Pf d)                  | 5          |
|               |              | UL Guard 5.1 - No Lapse UL ( Ul tra Pf d)        | 8          |
|               |              | UL Guard 5.1 - No Lapse UL ( Ul tra Pf d)        | O          |
|               |              | UL Guard 5.1 - No Lapse UL ( Ul tra Pf d)        | P          |
|               |              | UL Guard 5.1 - No Lapse UL ( Ul tra Pf d)        | Q          |
|               |              | UL Guard 5.1 - No Lapse UL ( Ul tra Pf d)        | R          |
|               |              | UL Guard 5.1 - No Lapse UL ( Ul tra Pf d)        | S          |
| MTHI          | METR         | Guar anteed Level Term 10                        | 3          |
|               |              | Guar anteed Level Term 15                        | 4          |
|               |              | Guar anteed Level Term 20                        | 5          |
| MTHP          |              | GLT 10 ( P+ El ite / R+ St d+)                   | 3          |

| Product Code | Company Code | Product Name                             | Category |
|--------------|--------------|--|----------|
| MTLI         | METL         | GLT 15 (P+ Elite / R+ Std+)              | 4        |
|              |              | GLT 20 (P+ Elite / R+ Std+)              | 5        |
|              |              | MtLife One Year Term - with R&C rider    | 1        |
|              |              | Guaranteed Level Term 10 (MN, VA)        | 3        |
|              |              | Guaranteed Level Term 15 (MN, VA)        | 4        |
| MTLP         |              | Guaranteed Level Term 20 (MN, VA)        | 5        |
|              |              | Guaranteed Level Term 30 (MN, VA)        | 7        |
|              |              | MtLife OYT - w/ R&C rider (Elite/ Std+)  | 1        |
|              |              | GLT 10 (P+ Elite / R+ Std+)              | 3        |
|              |              | GLT 15 (P+ Elite / R+ Std+)              | 4        |
| MTRP         | MTRU         | GLT 20 (P+ Elite / R+ Std+)              | 5        |
|              |              | GLT 30 (P+ Elite / R+ Std+)              | 7        |
|              |              | SelectTerm 10 (Preferred Plus)           | 3        |
|              |              | SelectTerm 15 (Preferred Plus)           | 4        |
|              |              | SelectTerm 20 (Preferred Plus)           | 5        |
| MTRU         |              | SelectTerm 30 (Preferred Plus)           | 7        |
|              |              | SelectTerm 10 (NV, NJ, OR)               | 3        |
|              |              | SelectTerm 15 (NV, NJ, OR)               | 4        |
|              |              | SelectTerm 20 (NV, NJ, OR)               | 5        |
|              |              | SelectTerm 30 (NV, NJ, OR)               | 7        |
| MTSP         |              | SelectTerm 10 (Preferred Plus)           | 3        |
|              |              | SelectTerm 15 (Preferred Plus)           | 4        |
|              |              | SelectTerm 20 (Preferred Plus)           | 5        |
|              |              | SelectTerm 30 (Preferred Plus)           | 7        |
| MTSU         |              | SelectTerm 10                            | 3        |
|              |              | SelectTerm 15                            | 4        |
|              |              | SelectTerm 20                            | 5        |
|              |              | SelectTerm 30                            | 7        |
| MYUE         | METR         | Provider UL - guaranteed to age 95       | D        |
| MYUP         |              | Provider UL - guaranteed to 95 (Elite)   | D        |
| NALB         | NAVE         | Living Benefit Term 15                   | 4        |
|              |              | Living Benefit Term 20                   | 5        |
|              |              | Living Benefit Term 30                   | 7        |
| NATV         | NATI         | ART - Annual Renewable Term              | 1        |
|              |              | GL- 10 - 10 Year Level Term              | 3        |
|              |              | GL- 15 - 15 Year Level Term              | 4        |
|              |              | GL- 20 - 20 Year Level Term              | 5        |
| NATW         |              | ART - Annual Renewable Term (Elite Pfd)  | 1        |
|              |              | GL- 10 - 10 Year (Elite / Standard Plus) | 3        |
|              |              | GL- 15 - 15 Year (Elite / Standard Plus) | 4        |
|              |              | GL- 20 - 20 Year (Elite / Standard Plus) | 5        |
| NAWE         | NAWE         | NWL Term 10                              | 3        |
|              |              | NWL Term 15                              | 4        |
|              |              | NWL Term 20                              | 5        |
|              |              | NWL Term 30                              | 7        |
| NAWP         |              | NWL Term 10 (Super Preferred)            | 3        |
|              |              | NWL Term 15 (Super Preferred)            | 4        |
|              |              | NWL Term 20 (Super Preferred)            | 5        |
|              |              | NWL Term 30 (Super Preferred)            | 7        |
| NAXE         |              | NWL Secure Term 10                       | 3        |
|              |              | NWL Secure Term 15                       | 4        |

| Pr oduct Code | Company Code | Pr oduct Name                                | Cat egor y |
|---------------|--------------|--|------------|
| NAXP          | NABE         | NWL Secure Term 20                           | 5          |
|               |              | NWL Secure Term 30                           | 7          |
|               |              | NWL Secure Term 10 (Super Preferred)         | 3          |
|               |              | NWL Secure Term 15 (Super Preferred)         | 4          |
|               |              | NWL Secure Term 20 (Super Preferred)         | 5          |
|               |              | NWL Secure Term 30 (Super Preferred)         | 7          |
| NBI M         | NABE         | Cust om Advant age - 10 Year                 | 3          |
|               |              | Cust om Advant age - 15 Year                 | 4          |
|               |              | Cust om Advant age - 20 Year                 | 5          |
|               |              | Cust om Advant age - 35 Year                 | F          |
| NBI N         |              | Cust om Advant age - 35 Year (age 35+)       | F          |
| NBI P         |              | Cust om Advant age - 10 Year (Pf d Pl us)    | 3          |
|               |              | Cust om Advant age - 15 Year (Pf d Pl us)    | 4          |
|               |              | Cust om Advant age - 20 Year (Pf d Pl us)    | 5          |
|               |              | Cust om Advant age - 35 Year (Pf d Pl us)    | F          |
| NBI Q         |              | Cust om Advant age - 35 Year (age 35+/ P+)   | F          |
| NBTM          |              | Cust om Advant age - 30 Year                 | F          |
| NBTP          |              | Cust om Advant age - 30 Year (Pf d Pl us)    | F          |
| NDGA          | NORA         | ADDvant age 10                               | 3          |
|               |              | ADDvant age 15                               | 4          |
|               |              | ADDvant age 20                               | 5          |
|               |              | ADDvant age 30                               | 7          |
| NDGP          |              | ADDvant age 10 (Super Preferred)             | 3          |
|               |              | ADDvant age 15 (Super Preferred)             | 4          |
|               |              | ADDvant age 20 (Super Preferred)             | 5          |
|               |              | ADDvant age 30 (Super Preferred)             | 7          |
| NGGA          |              | Cust om Guar ant ee Gen 7 (\$25- 249K)       | 8          |
|               |              | Cust om Guar ant ee Gen 7 - 1 pay (\$25K+)   | O          |
|               |              | Cust om Guar ant ee Gen 7 - p100 (\$25K+)    | P          |
|               |              | Cust om Guar ant ee Gen 7 - p65 (\$25K+)     | Q          |
|               |              | Cust om Guar ant ee Gen 7 - 20p (\$25K+)     | R          |
|               |              | Cust om Guar ant ee Gen 7 - 10p (\$25K+)     | S          |
| NGGP          |              | Cust om Guar ant ee Gen 7 P+ (\$25- \$249K)  | 8          |
|               |              | Cust om Guar ant ee Gen 7 - 1 pay P+ (25K+)  | O          |
|               |              | Cust om Guar ant ee Gen 7 - p100 P+ (\$25K+) | P          |
|               |              | Cust om Guar ant ee Gen 7 - p65 P+ (\$25K+)  | Q          |
|               |              | Cust om Guar ant ee Gen 7 - 20p P+ (\$25K+)  | R          |
|               |              | Cust om Guar ant ee Gen 7 - 10p P+ (25K+)    | S          |
| NHGA          |              | Cust om Guar ant ee Gen 7 (\$250K pl us)     | 8          |
|               |              | Cust om Guar ant ee Gen 7 - 1 pay (\$250K+)  | O          |
|               |              | Cust om Guar ant ee Gen 7 - p100 (\$250K+)   | P          |
|               |              | Cust om Guar ant ee Gen 7 - p65 (\$250K+)    | Q          |
|               |              | Cust om Guar ant ee Gen 7 - 20p (\$250K+)    | R          |
|               |              | Cust om Guar ant ee Gen 7 - 10p (\$250K+)    | S          |
| NHGP          |              | Cust om Guar ant ee Gen 7 P+ (\$250K pl us)  | 8          |
|               |              | Cust om Guar ant ee Gen 7 - 1 pay P+(250K+)  | O          |
|               |              | Cust om Guar ant ee Gen 7 - p100 P+ (250K+)  | P          |
|               |              | Cust om Guar ant ee Gen 7 - p65 P+ (250K+)   | Q          |
|               |              | Cust om Guar ant ee Gen 7 - 20p P+ (250K+)   | R          |
|               |              | Cust om Guar ant ee Gen 7 - 10p P+ (250K+)   | S          |
| NOTN          | NORM         | TT Term 10 - 1 Year Term for 10 Year s       | 1          |

| Pr o d u c t   C o d e | C o m p a n y   C o d e | Pr o d u c t   N a m e                           | C a t e g o r y |
|------------------------|-------------------------|--|-----------------|
| NOTP                   |                         | TT Level Term 20 ( i s s u e   a g e s   5 1 + ) | 5               |
|                        |                         | TT Term 10 - 1 Year for 10 Yrs (Premier)         | 1               |
| NOWM                   |                         | TT Level Term 20 (Premier NT/ ages 51+)          | 5               |
|                        |                         | TT Term 80 - 1 Year R & C Term                   | 1               |
|                        |                         | TT Level Term 10                                 | 3               |
| NOWP                   |                         | TT Level Term 20                                 | 5               |
|                        |                         | TT Term 80 - 1 Year R & C (Premier NT)           | 1               |
|                        |                         | TT Level Term 10 (Premier NT)                    | 3               |
| NOYN                   |                         | TT Level Term 20 (Premier NT)                    | 5               |
|                        |                         | TT Level Term 20 (NY)                            | 5               |
| NOYP                   |                         | TT Level Term 20 (Premier NT / NY)               | 5               |
| NPGA                   | NORA                    | Guarantee Builder I UL3 (\$250K plus)            | 8               |
|                        |                         | Guarantee Builder I UL3 (\$250K+)                | P               |
| NPGP                   |                         | Guarantee Builder I UL3 P+ (\$250K plus)         | 8               |
|                        |                         | Guarantee Builder I UL3 P+ (\$250K)              | P               |
| NTWL                   | NATY                    | Your Life(SM) - 10 Year Term II (VI)             | 3               |
|                        |                         | Your Life(SM) - 15 Year Term II (VI)             | 4               |
|                        |                         | Your Life(SM) - 20 Year Term II (VI)             | 5               |
|                        |                         | Your Life(SM) - 30 Year Term II (VI)             | 7               |
| NTWP                   |                         | Your Life(SM) - 10 Year Term II (Pf d+)          | 3               |
|                        |                         | Your Life(SM) - 15 Year Term II (Pf d+)          | 4               |
|                        |                         | Your Life(SM) - 20 Year Term II (Pf d+)          | 5               |
|                        |                         | Your Life(SM) - 30 Year Term II (Pf d+)          | 7               |
| NTXV                   | NATI                    | L- 20 - 20 Year Level Term                       | F               |
| NTXW                   |                         | L- 20 - 20 Year (Elite / Standard Plus)          | F               |
| NTZV                   |                         | L- 20 - 20 Year Level Term (NY)                  | F               |
| NTZW                   |                         | L- 20 - 20 Year (Elite Preferred/ NY)            | F               |
| NUGA                   | NORA                    | Guarantee Builder I UL3 (\$25- 249K)             | 8               |
|                        |                         | Guarantee Builder I UL3 (\$25- 249K)             | P               |
| NUGP                   |                         | Guarantee Builder I UL3 P+ (\$25- 249K)          | 8               |
|                        |                         | Guarantee Builder I UL3 P+ (\$25K+)              | P               |
| NWWL                   | NATW                    | Your Life(SM) GLT 10 Year Term                   | 3               |
|                        |                         | Your Life(SM) GLT 15 Year Term                   | 4               |
|                        |                         | Your Life(SM) GLT 20 Year Term                   | 5               |
|                        |                         | Your Life(SM) GLT 30 Year Term                   | 7               |
| NWWP                   |                         | Your Life No-Lapse Guarantee UL - to 121         | 8               |
|                        |                         | Your Life No-Lapse Guarantee UL - to 100         | E               |
|                        |                         | Your Life No-Lapse Guarantee UL - to 105         | G               |
|                        |                         | Your Life No-Lapse Guarantee UL - to 110         | H               |
|                        |                         | Your Life No-Lapse Guarantee UL - 1 Pay          | O               |
|                        |                         | Your Life No-Lapse Guarantee UL - 20 Pay         | R               |
|                        |                         | Your Life No-Lapse Guarantee UL - 10 Pay         | S               |
|                        |                         | Your Life(SM) GLT 10 Year Term (Pf d+)           | 3               |
|                        |                         | Your Life(SM) GLT 15 Year Term (Pf d+)           | 4               |
|                        |                         | Your Life(SM) GLT 20 Year Term (Pf d+)           | 5               |
|                        |                         | Your Life(SM) GLT 30 Year Term (Pf d+)           | 7               |
|                        |                         | Your Life No-Lapse UL - to 121 (Pf d Plus)       | 8               |
|                        |                         | Your Life No-Lapse UL - to 100 (Pf d Plus)       | E               |
|                        |                         | Your Life No-Lapse UL - to 105 (Pf d Plus)       | G               |
|                        |                         | Your Life No-Lapse UL - to 110 (Pf d Plus)       | H               |
|                        |                         | Your Life No-Lapse UL - 1 Pay (Pf d Plus)        | O               |

| Product Code   | Company Code | Product Name                              | Category |
|--|--------------|---|----------|
| NXTV<br>NXTW<br>NYLA<br>NYLP<br>NYLS<br>NYLU<br>NYMA<br>NYMP<br>NYTV<br>NYTW<br>NYWL<br>NYWP | NATI         | YourLife No-Lapse UL - 20 Pay (Pf d Plus) | R        |
|  |              | YourLife No-Lapse UL - 10 Pay (Pf d Plus) | S        |
|  | NEWY         | L-15 - 15 Year Level Term                 | F        |
|  |              | L-15 - 15 Year (Elite / Standard Plus)    | F        |
|  |              | YCT - Indeterminate Premium Term          | 1        |
|  |              | Five Year Term                            | 2        |
|  |              | YCT Indeterminate Premium Term (Sel Pf d) | 1        |
|  |              | Five Year Term (Select Preferred)         | 2        |
|  |              | YCT - Indeterminate Premium Term (Smoker) | 1        |
|  |              | Five Year Term (Smoker)                   | 2        |
|  |              | Five Year Term (Unisex)                   | 2        |
|  |              | 10 Year Level Term (10LCT)                | 3        |
|  | NATI         | 15 Year Level Term (15LCT)                | 4        |
|  |              | 20 Year Level Term (20LCT)                | 5        |
|  |              | 10 Year Level Term (10LCT) (Select Pf d)  | 3        |
|  |              | 15 Year Level Term (15LCT) (Select Pf d)  | 4        |
|  |              | 20 Year Level Term (20LCT) (Select Pf d)  | 5        |
|  |              | GL-10 - 10 Year Level Term (NY)           | 3        |
|  |              | GL-15 - 15 Year Level Term (NY)           | 4        |
|  |              | GL-20 - 20 Year Level Term (NY)           | 5        |
|  |              | GL-10 - 10 Year (Elite Preferred/ NY)     | 3        |
|  |              | GL-15 - 15 Year (Elite Preferred/ NY)     | 4        |
|  | NATY         | GL-20 - 20 Year (Elite Preferred/ NY)     | 5        |
|  |              | YourLife(SM) GLT 10 Year Term             | 3        |
|  |              | YourLife(SM) GLT 15 Year Term             | 4        |
|  |              | YourLife(SM) GLT 20 Year Term             | 5        |
|  |              | YourLife(SM) GLT 30 Year Term             | 7        |
|  |              | YourLife No-Lapse Guarantee UL - to 121   | 8        |
|  |              | YourLife No-Lapse Guarantee UL - to 100   | E        |
|  |              | YourLife No-Lapse Guarantee UL - to 105   | G        |
|  |              | YourLife No-Lapse Guarantee UL - to 110   | H        |
|  |              | YourLife No-Lapse Guarantee UL - 20 Pay   | R        |
|  | NATI         | YourLife No-Lapse Guarantee UL - 10 Pay   | S        |
|  |              | YourLife(SM) GLT 10 Year Term (Pf d+)     | 3        |
|  |              | YourLife(SM) GLT 15 Year Term (Pf d+)     | 4        |
|  |              | YourLife(SM) GLT 20 Year Term (Pf d+)     | 5        |
|  |              | YourLife(SM) GLT 30 Year Term (Pf d+)     | 7        |
|  |              | YourLife No-Lapse UL - to 121 (P+)        | 8        |
|  |              | YourLife No-Lapse UL - to 100 (Pf d Plus) | E        |
|  |              | YourLife No-Lapse UL - to 105 (P+)        | G        |
|  |              | YourLife No-Lapse UL - to 110 (P+ / NY)   | H        |
|  |              | YourLife No-Lapse UL - 20 Pay (Pf d Plus) | R        |
| NZTV<br>NZTW<br>OCNC<br>OMWJ<br>OMWN<br>OMYJ<br>OMYN<br>CNWJ                                 | NATI         | YourLife No-Lapse UL - 10 Pay (Pf d Plus) | S        |
|  |              | L-15 - 15 Year Level Term (NY)            | F        |
|  | OCCI<br>CHIN | L-15 - 15 Year (Elite Preferred/ NY)      | F        |
|  |              | ULTIMATE TERM 10 - 10 Year Term           | 3        |
|  |              | FlexTerm Series IX - 10 Year Plus         | 3        |
|  |              | Term 10 Plus (P+ Super Pf d / R+ Select)  | 3        |
|  |              | FlexTerm Series IX - 10 Year              | 3        |
|  |              | Term 10 (P+ Super Pf d/ R+ Select)        | 3        |
|  |              | FlexTerm Series IX - 15 Year Plus         | 4        |

| Product Code | Company Code | Product Name                              | Category |
|--------------|--------------|---|----------|
| ONWN         |              | FlexTerm Series IX - 20 Year Plus         | 5        |
|              |              | Term 15 Plus (P+ Super Pf d / R+ Select)  | 4        |
|              |              | Term 20 Plus (P+ Super Pf d / R+ Select)  | 5        |
| ONYJ         |              | Recap Term - 10 Year                      | 3        |
|              |              | FlexTerm Series IX - 15 Year              | 4        |
|              |              | FlexTerm Series IX - 20 Year              | 5        |
| ONYN         |              | Recap Term 10 (P+ Super Pf d/ R+ Select)  | 3        |
|              |              | Term 15 (P+ Super Pf d / R+ Select)       | 4        |
|              |              | Term 20 (P+ Super Pf d / R+ Select)       | 5        |
| OXFO         | OXFO         | SI - Assurance Financial Expense WL       | 8        |
| PAAL         | PACK         | Pacific-ART-NY - Annual Renewable Term    | 1        |
| PAAN         |              | Pacific-ART-NY - ART (Preferred Plus)     | 1        |
| PAAS         |              | Pacific-ART-NY - ART (Super Preferred)    | 1        |
| PACL         | PACL         | Pacific-ART - Annual Renewable Term       | 1        |
| PACN         |              | Pacific-ART - ART (Preferred Plus)        | 1        |
| PACS         |              | Pacific-ART - ART (Super Preferred)       | 1        |
| PAGI         | PACI         | Ten Year Term                             | 3        |
| PAIC         |              | One Year Term Plus                        | 1        |
| PANA         | PANA         | 5-Year Level Term                         | 2        |
| PANP         |              | Sentinel Series 10 (Preferred Plus)       | 3        |
|              |              | Sentinel Series 20 (Preferred Plus)       | 5        |
|              |              | Sentinel Series 10 - 10-Year Term         | 3        |
| PANS         |              | Sentinel Series 20 - 20-Year Term         | 5        |
|              |              | 10-Year Level Term                        | 3        |
| PATN         |              | Select or 1 - 1 Year Term                 | 1        |
| PAUL         | PAUL         | Select or 10 - 10 Year Term               | 3        |
| PAXP         | PANA         | Sentinel Series 20/10 (Preferred Plus)    | F        |
| PAXS         |              | Sentinel Series 20/10 - 20-Year Term      | F        |
| PCCL         | PACL         | Pacific PRIME Term 10                     | 3        |
|              |              | Pacific PRIME Term 15                     | 4        |
|              |              | Pacific PRIME Term 20                     | 5        |
|              |              | Pacific PRIME Term 30                     | 7        |
| PCCP         |              | Pacific PRIME Term 10 (Super Pf d / Pf d) | 3        |
|              |              | Pacific PRIME Term 15 (Super Pf d / Pf d) | 4        |
|              |              | Pacific PRIME Term 20 (Super Pf d / Pf d) | 5        |
|              |              | Pacific PRIME Term 30 (Super Pf d / Pf d) | 7        |
| PCCS         |              | Pacific PRIME Term 10 (age 18-60 St d)    | 3        |
|              |              | Pacific PRIME Term 15 (age 18-60 St d)    | 4        |
|              |              | Pacific PRIME Term 20 (age 18-60 St d)    | 5        |
| PCCT         |              | Pacific PRIME Term 10 (age 18-60 Pf d)    | 3        |
|              |              | Pacific PRIME Term 15 (age 18-60 Pf d)    | 4        |
|              |              | Pacific PRIME Term 20 (age 18-60 Pf d)    | 5        |
| PENB         | PENN         | Guaranteed 10 Year Term (Preferred Best)  | 3        |
|              |              | Guaranteed 15 Year Term (Preferred Best)  | 4        |
|              |              | Guaranteed 20 Year Term (Preferred Best)  | 5        |
| PENC         |              | Guaranteed 10 Year Term                   | 3        |
|              |              | Guaranteed 15 Year Term                   | 4        |
|              |              | Guaranteed 20 Year Term                   | 5        |
| PENP         |              | Guaranteed 10 Year Term (Preferred Plus)  | 3        |
|              |              | Guaranteed 15 Year Term (Preferred Plus)  | 4        |
|              |              | Guaranteed 20 Year Term (Preferred Plus)  | 5        |

| Pr o d u c t   C o d e | C o m p a n y   C o d e | P r o d u c t   N a m e                    | C a t e g o r y |
|------------------------|-------------------------|--|-----------------|
| PGNC                   | PRUC                    | Guaranteed Protection UL - gtd to 121      | 8               |
| PGNP                   |                         | Guaranteed Protection UL - gtd to 121 P+   | 8               |
| PMAC                   |                         | UL Protector to 121 (1000K+) (MD)          | 8               |
|                        |                         | UL Protector to 100 (1000K+) (MD)          | E               |
|                        |                         | UL Protector to 121 - 20 Pay (\$1m) (MD)   | R               |
|                        |                         | UL Protector to 121 - 10 Pay (\$1m) (MD)   | S               |
| PMAS                   |                         | UL Protector with NLG (1000K / Plus)       | 8               |
|                        |                         | UL Protector with NLG (1000K / Plus)       | E               |
|                        |                         | UL Protector w/ NLG to 121 - (\$1m/ Plus)  | R               |
|                        |                         | UL Protector w/ NLG to 121 - (\$1m/ Plus)  | S               |
| PMDC                   |                         | UL Protector to 121 (250K-999K) (MD)       | 8               |
|                        |                         | UL Protector to 100 (250K-999K) (MD)       | E               |
|                        |                         | UL Protector to 121 - 20 Pay (250) (MD)    | R               |
|                        |                         | UL Protector to 121 - 10 Pay (250) (MD)    | S               |
| PMDS                   |                         | UL Protector with NLG (250K-999K/ Plus)    | 8               |
|                        |                         | UL Protector with NLG (250K-999K/ Plus)    | E               |
|                        |                         | UL Protector w/ NLG to 121 - (250K/ Plus)  | R               |
|                        |                         | UL Protector w/ NLG to 121 - (250K/ Plus)  | S               |
| PMUC                   |                         | UL Protector to 121 (75K-249K) (MD)        | 8               |
|                        |                         | UL Protector to 100 (75K-249K) (MD)        | E               |
|                        |                         | UL Protector to 121 - 20 Pay (75k) (MD)    | R               |
|                        |                         | UL Protector to 121 - 10 Pay (75k) (MD)    | S               |
| PMJS                   |                         | UL Protector with NLG (75K-249K/ Plus)     | 8               |
|                        |                         | UL Protector with NLG (75K-249K/ Plus)     | E               |
|                        |                         | UL Protector w/ NLG to 121 - (75K/ Plus)   | R               |
|                        |                         | UL Protector w/ NLG to 121 - (75K/ Plus)   | S               |
| PNDI                   | PRI P                   | Universal Life Protector IV                | 8               |
|                        |                         | Universal Life Protector IV - to age 90    | C               |
|                        |                         | Universal Life Protector IV - to age 95    | D               |
|                        |                         | Universal Life Protector IV - to age 100   | E               |
|                        |                         | Universal Life Protector IV - to age 105   | G               |
| PNDP                   |                         | Universal Life Protector IV (Super)        | 8               |
|                        |                         | Universal Life Protector IV (Super)        | C               |
|                        |                         | Universal Life Protector IV (Super)        | D               |
|                        |                         | Universal Life Protector IV (Super)        | E               |
|                        |                         | Universal Life Protector IV (Super)        | G               |
| PPFC                   | PRUC                    | Term Essential 10 (<250K PruXpress ONLY)   | 3               |
|                        |                         | Term Essential 15 (<250K PruXpress ONLY)   | 4               |
|                        |                         | Term Essential 20 (<250K PruXpress ONLY)   | 5               |
|                        |                         | Term Essential 30 (<250K PruXpress ONLY)   | 7               |
| PPFS                   |                         | Term Essential 10 (P+ Best / R+ NS+)       | 3               |
|                        |                         | Term Essential 15 (P+ Best / R+ NS+)       | 4               |
|                        |                         | Term Essential 20 (P+ Best / R+ NS+)       | 5               |
|                        |                         | Term Essential 30 (P+ Best / R+ NS+)       | 7               |
| PPUC                   |                         | Term Elite 10 (<250K PruXpress ONLY/ VA)   | 3               |
|                        |                         | Term Elite 15 (<250K PruXpress ONLY/ VA)   | 4               |
|                        |                         | Term Elite 20 (<250K PruXpress ONLY/ VA)   | 5               |
|                        |                         | Term Elite 30 (<250K PruXpress ONLY/ VA)   | 7               |
|                        |                         | UL Protector with NLG to 121 (1000K+)      | 8               |
|                        |                         | UL Protector with NLG to 100 (1000K+)      | E               |
|                        |                         | UL Protector w/ NLG to 121 - 20 Pay (\$1m) | R               |



| Product Code | Company Code | Product Name                               | Category |
|--------------|--------------|--|----------|
| PPUS         |              | UL Protector w/ NLG to 121 - 10 Pay (\$1m) | S        |
|              |              | Term Elite 10 (P+ Best / R+ NS+ / VA)      | 3        |
|              |              | Term Elite 15 (P+ Best / R+ NS+ / VA)      | 4        |
|              |              | Term Elite 20 (P+ Best / R+ NS+ / VA)      | 5        |
|              |              | Term Elite 30 (P+ Best / R+ NS+ / VA)      | 7        |
|              |              | UL Protector with NLG (1000K / Plus)       | 8        |
|              |              | UL Protector with NLG (1000K / Plus)       | E        |
|              |              | UL Protector w/ NLG to 121 - (\$1m Plus)   | R        |
| PPWC         |              | UL Protector w/ NLG to 121 - (\$1m Plus)   | S        |
|              |              | Term Essential 10 (<250K PruXpress / VA)   | 3        |
|              |              | Term Essential 15 (<250K PruXpress / VA)   | 4        |
|              |              | Term Essential 20 (<250K PruXpress / VA)   | 5        |
|              |              | Term Essential 30 (<250K PruXpress / VA)   | 7        |
| PPWS         |              | Term Essential 10 (P+ Best / R+ NS+ / VA)  | 3        |
|              |              | Term Essential 15 (P+ Best / R+ NS+ / VA)  | 4        |
|              |              | Term Essential 20 (P+ Best / R+ NS+ / VA)  | 5        |
|              |              | Term Essential 30 (P+ Best / R+ NS+ / VA)  | 7        |
| PPYC         | PRW          | Term Elite 10 (NY/ <250K PruXpress ONLY)   | 3        |
|              |              | Term Elite 15 (NY/ <250K PruXpress ONLY)   | 4        |
|              |              | Term Elite 20 (NY/ <250K PruXpress ONLY)   | 5        |
|              |              | Term Elite 30 (NY/ <250K PruXpress ONLY)   | 7        |
|              |              | UL Protector with NLG to 121 (250K- 999K)  | 8        |
|              |              | UL Protector with NLG to 100 (250K- 999K)  | E        |
|              |              | PruLife Return of Premium Term 15          | J        |
|              |              | PruLife Return of Premium Term 20          | K        |
| PPYS         |              | PruLife Return of Premium Term 30          | M        |
|              |              | UL Protector w/ NLG to 121 - 20 Pay (250)  | R        |
|              |              | UL Protector w/ NLG to 121 - 10 Pay (250)  | S        |
|              |              | Term Elite 10 (NY / P+ Best / R+ NS+)      | 3        |
|              |              | Term Elite 15 (NY/ P+ Best / R+ NS+)       | 4        |
|              |              | Term Elite 20 (NY / P+ Best / R+ NS+)      | 5        |
|              |              | Term Elite 30 (NY/ P+ Best / R+ NS+)       | 7        |
|              |              | UL Protector with NLG (250K- 999K/ Plus)   | 8        |
| PRCI         | PRI N        | UL Protector with NLG (250K- 999K/ Plus)   | E        |
|              |              | PruLife ROP 15 (P+ Best / R+ NS+)          | J        |
|              |              | PruLife ROP 20 (P+ Best / R+ NS+)          | K        |
|              |              | PruLife ROP 30 (P+ Best / R+ NS+)          | M        |
|              |              | UL Protector w/ NLG to 121 - (250K/ Plus)  | R        |
|              |              | UL Protector w/ NLG to 121 - (250K/ Plus)  | S        |
|              |              | 10- Year Term (2014)                       | 3        |
|              |              | 15- Year Term (2014)                       | 4        |
| PRCP         |              | 20- Year Term (2014)                       | 5        |
|              |              | 30- Year Term (2014)                       | 7        |
|              |              | Universal Life Protector IV                | 8        |
|              |              | Universal Life Protector IV - to age 90    | C        |
|              |              | Universal Life Protector IV - to age 95    | D        |
|              |              | Universal Life Protector IV - to age 100   | E        |
|              |              | Universal Life Protector IV - to age 105   | G        |
|              |              | 10- Year Term (2014) (Super)               | 3        |
|              |              | 15- Year Term (2014) (Super)               | 4        |
|              |              | 20- Year Term (2014) (Super)               | 5        |

| Product Code | Company Code | Product Name                                | Category |
|--------------|--------------|---|----------|
| PRDI         | PRI P        | 30- Year Term (2014) ( Super )              | 7        |
|              |              | Universal Life Protector IV ( Super )       | 8        |
|              |              | Universal Life Protector IV ( Super )       | C        |
|              |              | Universal Life Protector IV ( Super )       | D        |
|              |              | Universal Life Protector IV ( Super )       | E        |
|              |              | Universal Life Protector IV ( Super )       | G        |
| PRDP         |              | 10- Year Term (2014)                        | 3        |
|              |              | 15- Year Term (2014)                        | 4        |
|              |              | 20- Year Term (2014)                        | 5        |
|              |              | 30- Year Term (2014)                        | 7        |
| PRI M        | PRI M        | 10- Year Term (2014) ( Super )              | 3        |
|              |              | 15- Year Term (2014) ( Super )              | 4        |
|              |              | 20- Year Term (2014) ( Super )              | 5        |
|              |              | 30- Year Term (2014) ( Super )              | 7        |
| PRI N        |              | Cust om Advant age - 10 Year                | 3        |
|              |              | Cust om Advant age - 15 Year                | 4        |
|              |              | Cust om Advant age - 20 Year                | 5        |
|              |              | Cust om Advant age - 35 Year                | F        |
| PRI P        |              | Cust om Advant age - 35 Year ( age 35+)     | F        |
|              |              | Cust om Advant age - 10 Year ( Pf d Pl us)  | 3        |
|              |              | Cust om Advant age - 15 Year ( Pf d Pl us)  | 4        |
|              |              | Cust om Advant age - 20 Year ( Pf d Pl us)  | 5        |
| PRI Q        |              | Cust om Advant age - 35 Year ( Pf d Pl us)  | F        |
|              |              | Cust om Advant age - 35 Year ( age 35+/ P+) | F        |
| PRJC         | PRUC         | UL Protector with NLG to 121 ( 250K- 999K)  | 8        |
|              |              | UL Protector with NLG to 100 ( 250K- 999K)  | E        |
|              |              | UL Protector w/ NLG to 121 - 20 Pay ( 250)  | R        |
|              |              | UL Protector w/ NLG to 121 - 10 Pay ( 250)  | S        |
| PRJS         |              | UL Protector with NLG ( 250K- 999K/ Pl us)  | 8        |
|              |              | UL Protector with NLG ( 250K- 999K/ Pl us)  | E        |
|              |              | UL Protector w/ NLG to 121 - ( 250K/ Pl us) | R        |
|              |              | UL Protector w/ NLG to 121 - ( 250K/ Pl us) | S        |
| PRTA         | PRTC         | Level Term II - 10 Year                     | 3        |
|              |              | Level Term II - 15 Year                     | 4        |
|              |              | Level Term II - 20 Year                     | 5        |
| PRTB         |              | LTI I - 10 Year ( Pf Select , R+ St d+)     | 3        |
|              |              | LTI I - 15 Year ( Pf Select , R+ St d+)     | 4        |
|              |              | LTI I - 20 Year ( Pf Select , R+ St d+)     | 5        |
| PRTC         |              | LTI I - 10 Year ( P+)                       | 3        |
|              |              | LTI I - 15 Year ( P+)                       | 4        |
|              |              | LTI I - 20 Year ( P+)                       | 5        |
| PRTM         | PRI M        | Cust om Advant age - 30 Year                | F        |
| PRTP         |              | Cust om Advant age - 30 Year ( Pf d Pl us)  | F        |
| PRUC         | PRUC         | Term Elite 10 ( <250K PruXpress ONLY)       | 3        |
|              |              | Term Elite 15 ( <250K PruXpress ONLY)       | 4        |
|              |              | Term Elite 20 ( <250K PruXpress ONLY)       | 5        |
|              |              | Term Elite 30 ( <250K PruXpress ONLY)       | 7        |
|              |              | UL Protector with NLG to 121 ( 75K- 249K)   | 8        |
|              |              | UL Protector with NLG to 100 ( 75K- 249K)   | E        |
|              |              | PruLife Return of Premi um Term 15          | J        |
|              |              | PruLife Return of Premi um Term 20          | K        |

| Pr oduct   | Code | Company | Code                                       | Pr oduct                                     | Name                                  | Cat egor y |   |
|--|------|---------|--|--|---------------------------------------|------------|---|
| PRUS   |      |         |  | PruLi fe                                     | Ret urn of Premi um Term 30           | M          |   |
|  |      |         |  | UL Protect or w/ NLG to 121 - 20 Pay (75k)   |                                       | R          |   |
|  |      |         |  | UL Protect or w/ NLG to 121 - 10 Pay (75k)   |                                       | S          |   |
|  |      |         |  | PruTerm WorkLi fe 65                         |                                       | T          |   |
|  |      |         |  | Term Elite 10 (P+ Best / R+ NS+)             |                                       | 3          |   |
|  |      |         |  | Term Elite 15 (P+ Best / R+ NS+)             |                                       | 4          |   |
|  |      |         |  | Term Elite 20 (P+ Best / R+ NS+)             |                                       | 5          |   |
|  |      |         |  | Term Elite 30 (P+ Best / R+ NS+)             |                                       | 7          |   |
|  |      |         |  | UL Protect or with NLG (75K- 249K/ Pl us)    |                                       | 8          |   |
|  |      |         |  | UL Protect or with NLG (75K- 249K/ Pl us)    |                                       | E          |   |
|  |      |         |  | PruLi fe ROP 15 (P+ Best / R+ NS+)           |                                       | J          |   |
|  |      |         |  | PruLi fe ROP 20 (P+ Best / R+ NS+)           |                                       | K          |   |
|  |      |         |  | PruLi fe ROP 30 (P+ Best / R+ NS+)           |                                       | M          |   |
|  |      |         |  | UL Protect or w/ NLG to 121 - (75K/ Pl us)   |                                       | R          |   |
|  |      |         | UL Protect or w/ NLG to 121 - (75K/ Pl us) |  | S                                     |            |   |
| PRXA<br>PRXB<br>PRXC<br>PSXA<br>PSXB<br>PSXC<br>PTAL |      | PRTC    |  | PruTerm WorkLi fe 65 (P+/ R+)                |                                       | T          |   |
|  |      |         |  | Level Term II - 10/ 5 Year                   |                                       | F          |   |
|  |      |         |  | LTII - 10/ 5 Year (Pf Select , R+ St d+)     |                                       | F          |   |
|  |      |         |  | LTII - 10/ 5 Year (P+)                       |                                       | F          |   |
|  |      |         |  | Level Term II - 20/ 5 Year                   |                                       | F          |   |
|  |      |         |  | LTII - 15/ 5 Year (Pf Select , R+ St d+)     |                                       | F          |   |
|  |      |         |  | LTII - 15/ 5 Year (P+)                       |                                       | F          |   |
|  |      | PROT    |  | Advant age Choi ce UL - to age 80            |                                       | A          |   |
|  |      |         |  | Advant age Choi ce UL - to age 85            |                                       | B          |   |
|  |      |         |  | Advant age Choi ce UL - to age 90            |                                       | C          |   |
|  |      |         |  | Advant age Choi ce UL - to age 95            |                                       | D          |   |
|  |      |         |  | Advant age Choi ce UL - to age 100           |                                       | E          |   |
|  |      |         |  | Advant age Choi ce UL - to age 105           |                                       | G          |   |
|  |      |         |  | Advant age Choi ce UL - to age 110           |                                       | H          |   |
| PTAP   |      |         |  | Advant age Choi ce UL - to age 75            |                                       | V          |   |
|  |      |         |  | Advant age Choi ce UL - to 80 (Sel ect Pf d) |                                       | A          |   |
|  |      |         |  | Advant age Choi ce UL - to 85 (Sel ect Pf d) |                                       | B          |   |
|  |      |         |  | Advant age Choi ce UL - to 90 (Sel ect Pf d) |                                       | C          |   |
|  |      |         |  | Advant age Choi ce UL - to 95 (Sel ect Pf d) |                                       | D          |   |
|  |      |         |  | Advant age Choi ce UL - to 100 (Sel ect Pf ) |                                       | E          |   |
|  |      |         |  | Advant age Choi ce UL - to 105 (Sel ect Pf ) |                                       | G          |   |
|  |      |         |  | Advant age Choi ce UL - to 110 (Sel ect Pf ) |                                       | H          |   |
|  |      |         |  | Advant age Choi ce UL - to 75 (Sel ect Pf d) |                                       | V          |   |
|  | PTCL |         |  |  | Cust om Choi ce UL - 10 Year No Lapse |            | 3 |
|  |      |         |  |  | Cust om Choi ce UL - 15 Year No Lapse |            | 4 |
|  |      |         |  |  | Cust om Choi ce UL - 20 Year No Lapse |            | 5 |
|  |      |         |  |  | Cust om Choi ce UL - 25 Year No Lapse |            | 6 |
|  |      |         |  |  | Cust om Choi ce UL - 30 Year No Lapse |            | 7 |
|  |      |         |  | Cust om Choi ce UL - No Lapse to 121         |                                       | 8          |   |
|  |      |         |  | Cust om Choi ce UL - No Lapse to 80          |                                       | A          |   |
|  |      |         |  | Cust om Choi ce UL - No Lapse to 85          |                                       | B          |   |
|  |      |         |  | Cust om Choi ce UL - No Lapse to 90          |                                       | C          |   |
|  |      |         |  | Cust om Choi ce UL - No Lapse to 95          |                                       | D          |   |
|  |      |         |  | Cust om Choi ce UL - No Lapse to 100         |                                       | E          |   |
|  |      |         |  | Cust om Choi ce UL - No Lapse to 105         |                                       | G          |   |
|  |      |         |  | Cust om Choi ce UL - No Lapse to 110         |                                       | H          |   |

| Pr oduct Code | Company Code | Product Name                                   | Cat egor y |
|---------------|--------------|--|------------|
| PTCP          |              | Cust om Choi ce UL - Pay t o 65                | Q          |
|               |              | Cust om Choi ce UL - 20 Pay                    | R          |
|               |              | Cust om Choi ce UL - 10 Pay                    | S          |
|               |              | Cust om Choi ce UL - No Lapse t o 75           | V          |
|               |              | Cust om Choi ce UL - 10 Year ( Sel ect Pf d)   | 3          |
|               |              | Cust om Choi ce UL - 15 Year ( Sel ect Pf d)   | 4          |
|               |              | Cust om Choi ce UL - 20 Year ( Sel ect Pf d)   | 5          |
|               |              | Cust om Choi ce UL - 25 Year ( Sel ect Pf d)   | 6          |
|               |              | Cust om Choi ce UL - 30 Year ( Sel ect Pf d)   | 7          |
|               |              | Cust om Choi ce UL - No Lapse t o 121 ( P+)    | 8          |
|               |              | Cust om Choi ce UL - No Lapse t o 80 ( P+)     | A          |
|               |              | Cust om Choi ce UL - No Lapse t o 85 ( P+)     | B          |
|               |              | Cust om Choi ce UL - No Lapse t o 90 ( P+)     | C          |
|               |              | Cust om Choi ce UL - No Lapse t o 95 ( P+)     | D          |
|               |              | Cust om Choi ce UL - No Lapse t o 100 ( P+)    | E          |
|               |              | Cust om Choi ce UL - No Lapse t o 105 ( P+)    | G          |
|               |              | Cust om Choi ce UL - No Lapse t o 110 ( P+)    | H          |
|               |              | Cust om Choi ce UL - Pay t o 65 ( P+)          | Q          |
|               |              | Cust om Choi ce UL - 20 Pay ( P+)              | R          |
|               |              | Cust om Choi ce UL - 10 Pay ( P+)              | S          |
|               |              | Cust om Choi ce UL - No Lapse t o 75 ( P+)     | V          |
| PTXA          | PRTC         | Level Term l - 15/ 5 Year                      | F          |
| PTXB          |              | LTI - 15/ 5 Year ( Pf Sel ect , R+ St d+)      | F          |
| PTXC          |              | LTI - 15/ 5 Year ( P+)                         | F          |
| PVTA          |              | Level Term l - 10 Year                         | 3          |
|               |              | Level Term l - 15 Year                         | 4          |
|               |              | Level Term l - 20 Year                         | 5          |
| PVTB          |              | LTI - 10 Year ( Pf Sel ect , R+ St d+)         | 3          |
|               |              | LTI - 15 Year ( Pf Sel ect , R+ St d+)         | 4          |
|               |              | LTI - 20 Year ( Pf Sel ect , R+ St d+)         | 5          |
| PVTC          |              | LTI - 10 Year ( P+)                            | 3          |
|               |              | LTI - 15 Year ( P+)                            | 4          |
|               |              | LTI - 20 Year ( P+)                            | 5          |
| PVXA          |              | Level Term l - 10/ 5 Year                      | F          |
| PVXB          |              | LTI - 10/ 5 Year ( Pf Sel ect , R+ St d+)      | F          |
| PVXC          |              | LTI - 10/ 5 Year ( P+)                         | F          |
| PVXA          |              | Level Term l - 20/ 5 Year                      | F          |
| PVXB          |              | LTI - 20/ 5 Year ( Pf Sel ect , R+ St d+)      | F          |
| PVXC          |              | LTI - 20/ 5 Year ( P+)                         | F          |
| PYNB          | PENN         | Guar ant eed 10 Year Term ( Pr efer red Best ) | 3          |
|               |              | Guar ant eed 15 Year Term ( Pr efer red Best ) | 4          |
|               |              | Guar ant eed 20 Year Term ( Pr efer red Best ) | 5          |
| PYNC          |              | Guar ant eed 10 Year Term ( CA)                | 3          |
|               |              | Guar ant eed 15 Year Term ( CA)                | 4          |
|               |              | Guar ant eed 20 Year Term ( CA)                | 5          |
| PYNP          |              | Guar ant eed 10 Year Term ( Pr efer red Pl us) | 3          |
|               |              | Guar ant eed 15 Year Term ( Pr efer red Pl us) | 4          |
|               |              | Guar ant eed 20 Year Term ( Pr efer red Pl us) | 5          |
| PYUC          | PRUJ         | UL Pr ot ect or wi th NLG t o 121 ( 75K- 249K) | 8          |
|               |              | UL Pr ot ect or wi th NLG t o 100 ( 75K- 249K) | E          |
|               |              | UL Pr ot ect or w/ NLG t o 121 - 20 Pay ( 75k) | R          |

| Pr oduct Code                              | Company Code                  | Pr oduct Name                                | Cat egor y                                 |
|--|-------------------------------|--|--|
| PYUS                                       |                               | UL Protect or w/ NLG to 121 - 10 Pay (75k)   | S  |
|  |                               | UL Protect or with NLG (75K- 249K/ Pl us)    | 8  |
|  |                               | UL Protect or with NLG (75K- 249K/ Pl us)    | E  |
|  |                               | UL Protect or w/ NLG to 121 - (75K/ Pl us)   | R  |
| PYYC                                       |                               | UL Protect or w/ NLG to 121 - (75K/ Pl us)   | S  |
|  |                               | Term Essential 10 (NY/ <250K PruXpress)      | 3  |
|  |                               | Term Essential 15 (NY/ <250K PruXpress)      | 4  |
|  |                               | Term Essential 20 (NY/ <250K PruXpr ONLY)    | 5  |
| PYYC                                       |                               | Term Essential 30 (NY/ <250K PruXpress)      | 7  |
|  |                               | UL Protector with NLG to 121 (1000K+)        | 8  |
|  |                               | UL Protector with NLG to 100 (1000K+)        | E  |
|  |                               | UL Protector w/ NLG to 121 - 20 Pay (\$1m)   | R  |
|  |                               | UL Protector w/ NLG to 121 - 10 Pay (\$1m)   | S  |
|  |                               | Term Essential 10 (NY / P+ Best / R+ NS+)    | 3  |
|  |                               | Term Essential 15 (NY / P+ Best / R+ NS+)    | 4  |
|  |                               | Term Essential 20 (NY / P+ Best / R+ NS+)    | 5  |
|  |                               | Term Essential 30 (NY / P+ Best / R+ NS+)    | 7  |
|  |                               | UL Protector with NLG (1000K / Pl us)        | 8  |
|  |                               | UL Protector with NLG (1000K / Pl us)        | E  |
|  |                               | UL Protector w/ NLG to 121 - (\$1m/ Pl us)   | R  |
| PZXA                                       | PRTC                          | UL Protector w/ NLG to 121 - (\$1m/ Pl us)   | S  |
|  |                               | Level Term l l - 20/ 5 Year                  | F  |
|  |                               | LT l l - 20/ 5 Year (Pf Select , R+ St d+)   | F  |
|  |                               | LT l l - 20/ 5 Year (P+)                     | F  |
| PZXB                                       | RELL                          | Ter mSmar t 10 - (P+ Super / R+ Select )     | 3  |
| PZXC                                       |                               | Ter mSmar t 15 - (P+ Super / R+ Select )     | 4  |
| RDSP                                       |                               | Ter mSmar t 20 - (P+ Super / R+ Select )     | 5  |
| RDSS                                       |                               | Ter mSmar t 10 - 10 Year Term                | 3  |
|  | Ter mSmar t 15 - 15 Year Term | 4  |  |
|  | Ter mSmar t 20 - 20 Year Term | 5  |  |
|  | ROTP                          |  | I NG ROP Endowment Term - 20 Year (P+/ R+) |
| I NG ROP Endowment Term - 25 Year (P+/ R+) |                               |  | L  |
| I NG ROP Endowment Term - 30 Year (P+/ R+) |                               |  | M  |
| I NG ROP Endowment Term - 20 Year          |                               |  | K  |
| ROTS                                       |                               | I NG ROP Endowment Term - 25 Year            | L  |
|  |                               | I NG ROP Endowment Term - 30 Year            | M  |
|  |                               | I NG ROP Endowment Term - 20 Year            | K  |
|  |                               | I NG ROP Endowment Term - 25 Year            | L  |
| ROYA                                       | ROYA                          | I NG ROP Endowment Term - 30 Year            | M  |
|  |                               | Royal Advant age 10 - 10 Year Level Term     | 3  |
|  |                               | Royal Advant age 20 - 20 Year Level Term     | 5  |
|  |                               | Royal Advant age 30 - 30 Year Level Term     | 7  |
| ROYP                                       |                               | SI - Nei ghbor s Si mpl i f i e d I ssue W L | 8  |
|  |                               | Royal Advant age 10 - 10 Year (Super )       | 3  |
|  |                               | Royal Advant age 20 - 20 Year (Super )       | 5  |
|  |                               | Royal Advant age 30 - 30 Year (Super )       | 7  |
| RWTP                                       | RELL                          | Ter mSmar t 10 - (P+ Super / R+ Select / OR) | 3  |
|  |                               | Ter mSmar t 15 - (P+ Super / R+ Select / OR) | 4  |
|  |                               | Ter mSmar t 20 - (P+ Super / R+ Select / OR) | 5  |
|  |                               | Ter mSmar t 10 - 10 Year Term (OR)           | 3  |
| RWTS                                       |                               | Ter mSmar t 15 - 15 Year Term (OR)           | 4  |
|  |                               | Ter mSmar t 20 - 20 Year Term (OR)           | 5  |
|  |                               | Ter mSmar t 10 - 10 Year Term (NY)           | 3  |
|  |                               | Ter mSmar t 15 - 15 Year Term (NY)           | 4  |

| Pr o d u c t   C o d e | C o m p a n y   C o d e | P r o d u c t   N a m e  | C a t e g o r y |
|------------------------|-------------------------|--|-----------------|
| RYNT                   |                         | Ter n S m a r t   20   -   20   Y e a r   T e r m   ( N Y )                      | 5               |
|                        |                         | I N G R O P   E n d o w m e n t   T e r m   -   20   Y e a r                     | K               |
|                        |                         | I N G R O P   E n d o w m e n t   T e r m   -   25   Y e a r                     | L               |
|                        |                         | I N G R O P   E n d o w m e n t   T e r m   -   30   Y e a r                     | M               |
|                        |                         | Ter n S m a r t   10   -   ( P +   S u p e r   /   R +   S e l e c t   /   N Y ) | 3               |
|                        |                         | Ter n S m a r t   15   -   ( P +   S u p e r   /   R +   S e l e c t   /   N Y ) | 4               |
|                        |                         | Ter n S m a r t   20   -   ( P +   S u p e r   /   R +   S e l e c t   /   N Y ) | 5               |
|                        |                         | I N G R O P   E n d o w m e n t   T e r m   -   20   Y e a r   ( P + /   R + )   | K               |
| SAGI                   | SAGI                    | I N G R O P   E n d o w m e n t   T e r m   -   25   Y e a r   ( P + /   R + )   | L               |
|                        |                         | I N G R O P   E n d o w m e n t   T e r m   -   30   Y e a r   ( P + /   R + )   | M               |
|                        |                         | S a g e   T e r m   10   | 3               |
| SAJI                   |                         | S a g e   T e r m   15   | 4               |
|                        |                         | S a g e   T e r m   20   | 5               |
|                        |                         | S a g e   N o   L a p s e   U n i v e r s a l   L i f e   ( W )                  | 8               |
| SAVE                   | SAVE                    | S a g e   N o   L a p s e   U L   -   S i n g l e   P a y   ( W )                | O               |
|                        |                         | S a g e   N o   L a p s e   U L   -   P a y   t o   100   ( W )                  | P               |
|                        |                         | S a g e   N o   L a p s e   U L   -   P a y   t o   65   ( W )                   | Q               |
|                        |                         | S a g e   N o   L a p s e   U L   -   20   P a y   ( W )                         | R               |
|                        |                         | S a g e   N o   L a p s e   U L   -   10   P a y   ( W )                         | S               |
|                        |                         | T - 10 / 10   -   10   Y e a r   T e r m   ( N E W )                             | 3               |
|                        |                         | T - 15 / 15   -   15   Y e a r   T e r m   ( N E W )                             | 4               |
|                        |                         | T - 20 / 20   -   20   Y e a r   T e r m   ( N E W )                             | 5               |
| SAVP                   |                         | T - 25 / 25   -   25   Y e a r   T e r m   ( N E W )                             | 6               |
|                        |                         | T - 30 / 30   -   30   Y e a r   T e r m   ( N E W )                             | 7               |
|                        |                         | T - 10 / 10   -   10   Y e a r   ( P +   /   R + )   ( N E W )                   | 3               |
|                        |                         | T - 15 / 15   -   15   Y e a r   ( P +   /   R + )   ( N E W )                   | 4               |
|                        |                         | T - 20 / 20   -   20   Y e a r   ( P +   /   R + )   ( N E W )                   | 5               |
| SAZI                   | SAGI                    | T - 25 / 25   -   25   Y e a r   ( P +   /   R + )   ( N E W )                   | 6               |
|                        |                         | T - 30 / 30   -   30   Y e a r   ( P +   /   R + )   ( N E W )                   | 7               |
|                        |                         | S I   -   S a g e   T e r m   10   ( S i m p l i f i e d   I s s u e )           | 3               |
|                        |                         | S I   -   S a g e   T e r m   15   ( S i m p l i f i e d   I s s u e )           | 4               |
|                        |                         | S I   -   S a g e   T e r m   20   ( S i m p l i f i e d   I s s u e )           | 5               |
|                        |                         | S a g e   N o   L a p s e   U n i v e r s a l   L i f e                          | 8               |
|                        |                         | S a g e   N o   L a p s e   U L   -   S i n g l e   P a y                        | O               |
|                        |                         | S a g e   N o   L a p s e   U L   -   P a y   t o   100                          | P               |
| SECP                   | SECU                    | S a g e   N o   L a p s e   U L   -   P a y   t o   65                           | Q               |
|                        |                         | S a g e   N o   L a p s e   U L   -   20   P a y                                 | R               |
|                        |                         | S a g e   N o   L a p s e   U L   -   10   P a y                                 | S               |
|                        |                         | A d v a n t a g e   E l i t e   S e l e c t   -   5   Y e a r   ( P + /   R + )  | 2               |
|                        |                         | A d v a n t a g e   E l i t e   S e l e c t   -   10   Y e a r   ( P + /   R + ) | 3               |
|                        |                         | A d v a n t a g e   E l i t e   S e l e c t   -   15   Y e a r   ( P + /   R + ) | 4               |
|                        |                         | A d v a n t a g e   E l i t e   S e l e c t   -   20   Y e a r   ( P + /   R + ) | 5               |
|                        |                         | A d v a n t a g e   E l i t e   S e l e c t   -   30   Y e a r   ( P + /   R + ) | 7               |
| SECU                   |                         | A d v a n t a g e   E l i t e   S e l e c t   L i f e   -   5   Y e a r          | 2               |
|                        |                         | A d v a n t a g e   E l i t e   S e l e c t   L i f e   -   10   Y e a r         | 3               |
|                        |                         | A d v a n t a g e   E l i t e   S e l e c t   L i f e   -   15   Y e a r         | 4               |
|                        |                         | A d v a n t a g e   E l i t e   S e l e c t   L i f e   -   20   Y e a r         | 5               |
|                        |                         | A d v a n t a g e   E l i t e   S e l e c t   L i f e   -   30   Y e a r         | 7               |
| SMNP                   | STAN                    | A d v a n t a g e   S h i e l d   T e r m   A R T   ( P l u s )                  | 1               |
|                        |                         | A d v a n t a g e   S h i e l d   T e r m   10   ( P l u s )                     | 3               |
|                        |                         | A d v a n t a g e   S h i e l d   T e r m   15   ( P l u s )                     | 4               |

| Product Code | Company Code | Product Name                              | Category |
|--------------|--------------|---|----------|
| SMNS<br>SMNT |              | Advantage Shield Term 20 (Plus)           | 5        |
|              |              | Advantage Shield Term 30 (Plus)           | 7        |
|              |              | Advantage Shield Term ART (smoker)        | 1        |
|              |              | Advantage Shield Term ART                 | 1        |
|              |              | Advantage Shield Term 10                  | 3        |
|              |              | Advantage Shield Term 15                  | 4        |
|              |              | Advantage Shield Term 20                  | 5        |
|              |              | Advantage Shield Term 30                  | 7        |
| SMPP         | SEMJ         | SI - AdvantageGuard Whole Life            | 8        |
|              |              | LT Protector 10-Year (Preferred Plus)     | 3        |
|              |              | LT Protector 15-Year (Preferred Plus)     | 4        |
|              |              | LT Protector 20-Year (Preferred Plus)     | 5        |
|              |              | LT Protector 30-Year (Preferred Plus)     | 7        |
| SMPT         |              | LT Protector 10-Year                      | 3        |
|              |              | LT Protector 15-Year                      | 4        |
|              |              | LT Protector 20-Year                      | 5        |
|              |              | LT Protector 30-Year                      | 7        |
| SMTP         |              | LT Security Plus 10-Year (Plus)           | 3        |
|              |              | LT Security Plus 15-Year (Plus)           | 4        |
|              |              | LT Security Plus 20-Year (Plus)           | 5        |
|              |              | LT Security Plus 30-Year (Plus)           | 7        |
| SMTT         |              | LT Security Plus 10-Year                  | 3        |
|              |              | LT Security Plus 15-Year                  | 4        |
|              |              | LT Security Plus 20-Year                  | 5        |
|              |              | LT Security Plus 30-Year                  | 7        |
| SMZP         |              | LT Security Plus 10-Year (Plus / NY)      | 3        |
|              |              | LT Security Plus 15-Year (Plus / NY)      | 4        |
|              |              | LT Security Plus 20-Year (Plus / NY)      | 5        |
|              |              | LT Security Plus 30-Year (Plus / NY)      | 7        |
| SMZT         |              | LT Security Plus 10-Year (NY)             | 3        |
|              |              | LT Security Plus 15-Year (NY)             | 4        |
|              |              | LT Security Plus 20-Year (NY)             | 5        |
|              |              | LT Security Plus 30-Year (NY)             | 7        |
| STAR         | STAR         | Select Life - Whole Life                  | 8        |
|              |              | StarLife Gold One-Cost-To-Age-95 Term     | F        |
| STON         | STON         | SI - Security I (WL08)                    | 8        |
| STRA         | STAR         | ValueLife Gold (\$10K-\$75)               | F        |
| SUNS         | SUNS         | Select Term to 95 Plus                    | 1        |
| SUSN         |              | Term 10 - 10 Year Term                    | 3        |
|              |              | Term 20 - 20 Year Term                    | 5        |
| SUSP         |              | Preferred Elite Term 10                   | 3        |
|              |              | Preferred Elite Term 20                   | 5        |
| SYMB         | SYME         | 10 Year Level Term (Super / Std Plus/ 05) | 3        |
|              |              | 15 Year Level Term (Super / Std Plus/ 05) | 4        |
|              |              | 20 Year Level Term (Super Std Plus/ 05)   | 5        |
|              |              | 30 Year Level Term (Preferred Best / 05)  | 7        |
|              |              | Classic UL with LPB Rider (Super / Std+)  | 8        |
|              |              | Classic UL with LPB Rider (Super / Std+)  | C        |
|              |              | Classic UL with LPB Rider (Super / Std+)  | D        |
|              |              | Classic UL with LPB Rider (Super / Std+)  | E        |
|              |              | Classic UL with LPB Rider (Super / Std+)  | G        |

| Pr oduct Code | Company Code | Pr oduct Name                                  | Cat egor y |
|---------------|--------------|--|------------|
| SYME          |              | Cl assi c UL wi th LPB Ri der ( Super / St d+) | H          |
|               |              | Cl assi c UL wi th LPB Ri der ( Super / St d+) | P          |
|               |              | Cl assi c UL wi th LPB Ri der ( Super / St d+) | R          |
|               |              | Cl assi c UL wi th LPB Ri der ( Super / St d+) | S          |
|               |              | 10 Year Level Ter m ( 2005)                    | 3          |
|               |              | 15 Year Level Ter m ( 2005)                    | 4          |
|               |              | 20 Year Level Ter m ( 2005)                    | 5          |
|               |              | 30 Year Level Ter m ( 2005)                    | 7          |
|               |              | Cl assi c UL wi th LPB Ri der - t o age 121    | 8          |
|               |              | Cl assi c UL wi th LPB Ri der - t o age 90     | C          |
| SYOB          |              | Cl assi c UL wi th LPB Ri der - t o age 95     | D          |
|               |              | Cl assi c UL wi th LPB Ri der - t o age 100    | E          |
|               |              | Cl assi c UL wi th LPB Ri der - t o age 105    | G          |
|               |              | Cl assi c UL wi th LPB Ri der - t o age 110    | H          |
|               |              | Cl assi c UL wi th LPB Ri der - pay t o 100    | P          |
|               |              | Cl assi c UL wi th LPB Ri der - 20 pay         | R          |
|               |              | Cl assi c UL wi th LPB Ri der - 10 pay         | S          |
|               |              | 10 Year Level Ter m ( Super / St d Pl us/ VA)  | 3          |
|               |              | 15 Year Level Ter m ( Super / St d Pl us/ VA)  | 4          |
|               |              | 20 Year Level Ter m ( Super / St d Pl us/ VA)  | 5          |
| SYOE          |              | 30 Year Level Ter m ( Super / St d Pl us/ VA)  | 7          |
|               |              | 10 Year Level Ter m ( VA)                      | 3          |
|               |              | 15 Year Level Ter m ( VA)                      | 4          |
|               |              | 20 Year Level Ter m ( VA)                      | 5          |
| SZMB          |              | 30 Year Level Ter m ( VA)                      | 7          |
|               |              | 10 Year Level Ter m ( Super / St d Pl us)      | 3          |
|               |              | 15 Year Level Ter m ( Super / St d Pl us)      | 4          |
|               |              | 20 Year Level Ter m ( Super / St d Pl us)      | 5          |
|               |              | 30 Year Level Ter m ( Super / St d Pl us)      | 7          |
|               |              | Cl assi c UL wi th LPB Ri der ( Super / St d+) | 8          |
|               |              | Cl assi c UL wi th LPB Ri der ( Super / St d+) | C          |
|               |              | Cl assi c UL wi th LPB Ri der ( Super / St d+) | D          |
|               |              | Cl assi c UL wi th LPB Ri der ( Super / St d+) | E          |
|               |              | Cl assi c UL wi th LPB Ri der ( Super / St d+) | G          |
| SZME          |              | Cl assi c UL wi th LPB Ri der ( Super / St d+) | H          |
|               |              | Cl assi c UL wi th LPB Ri der ( Super / St d+) | P          |
|               |              | Cl assi c UL wi th LPB Ri der ( Super / St d+) | R          |
|               |              | Cl assi c UL wi th LPB Ri der ( Super / St d+) | S          |
|               |              | 10 Year Level Ter m                            | 3          |
|               |              | 15 Year Level Ter m                            | 4          |
|               |              | 20 Year Level Ter m                            | 5          |
|               |              | 30 Year Level Ter m                            | 7          |
|               |              | Cl assi c UL wi th LPB Ri der - t o age 121    | 8          |
|               |              | Cl assi c UL wi th LPB Ri der - t o age 90     | C          |
|               |              | Cl assi c UL wi th LPB Ri der - t o age 95     | D          |
|               |              | Cl assi c UL wi th LPB Ri der - t o age 100    | E          |
|               |              | Cl assi c UL wi th LPB Ri der - t o age 105    | G          |
|               |              | Cl assi c UL wi th LPB Ri der - t o age 110    | H          |
|               |              | Cl assi c UL wi th LPB Ri der - pay t o 100    | P          |
|               |              | Cl assi c UL wi th LPB Ri der - 20 pay         | R          |
|               |              | Cl assi c UL wi th LPB Ri der - 10 pay         | S          |



| Pr oduct Code | Company Code | Product Name                             | Cat egor y |
|---------------|--------------|--|------------|
| TFNA          | TRAN         | SI - Fi nal Expense Insurance            | P          |
| TI AA         | TI AA        | Annual Renewable Term Life Insurance     | 1          |
|               |              | 10- Year Level Term                      | 3          |
|               |              | 15- Year Level Term                      | 4          |
|               |              | 20- Year Level Term                      | 5          |
|               |              | 30- Year Level Term                      | 7          |
| TI AP         |              | Annual Renewable Term ( Preferred Plus)  | 1          |
|               |              | 10- Year Level Term ( Preferred Plus)    | 3          |
|               |              | 15- Year Level Term ( Preferred Plus)    | 4          |
|               |              | 20- Year Level Term ( Preferred Plus)    | 5          |
|               |              | 30- Year Level Term ( Preferred Plus)    | 7          |
| TI NA         |              | Annual Renewable Term Life ( NY)         | 1          |
|               |              | 10- Year Level Term ( NY)                | 3          |
|               |              | 15- Year Level Term ( NY)                | 4          |
|               |              | 20- Year Level Term ( NY)                | 5          |
|               |              | 30- Year Level Term ( NY)                | 7          |
| TI NP         |              | Annual Renewable Term ( Pref Plus / NY)  | 1          |
|               |              | 10- Year Level Term ( Pref Plus / NY)    | 3          |
|               |              | 15- Year Level Term ( Pref Plus / NY)    | 4          |
|               |              | 20- Year Level Term ( Pref Plus / NY)    | 5          |
|               |              | 30- Year Level Term ( Pref Plus / NY)    | 7          |
| TLBA          | TRAN         | Trendset ter LB 10                       | 3          |
|               |              | Trendset ter LB 15                       | 4          |
|               |              | Trendset ter LB 20                       | 5          |
|               |              | Trendset ter LB 25                       | 6          |
|               |              | Trendset ter LB 30                       | 7          |
| TLBC          |              | Trendset ter LB 10 ( Choi ce/ St d)      | 3          |
|               |              | Trendset ter LB 15 ( Choi ce/ St d)      | 4          |
|               |              | Trendset ter LB 20 ( Choi ce/ St d)      | 5          |
|               |              | Trendset ter LB 25 ( Choi ce/ St d)      | 6          |
|               |              | Trendset ter LB 30 ( Choi ce/ St d)      | 7          |
| TLBP          |              | Trendset ter LB 10 ( 250K+/ P+/ R+)      | 3          |
|               |              | Trendset ter LB 15 ( 250K+/ P+/ R+)      | 4          |
|               |              | Trendset ter LB 20 ( 250K+/ P+/ R+)      | 5          |
|               |              | Trendset ter LB 25 ( 250K+/ P+/ R+)      | 6          |
|               |              | Trendset ter LB 30 ( 250K+/ P+/ R+)      | 7          |
| TLXA          |              | SI - Trendset ter LB 10 ( St d Express)  | 3          |
|               |              | SI - Trendset ter LB 15 ( St d Express)  | 4          |
|               |              | SI - Trendset ter LB 20 ( St d Express)  | 5          |
|               |              | SI - Trendset ter LB 25 ( St d Express)  | 6          |
|               |              | SI - Trendset ter LB 30 ( St d Express)  | 7          |
| TOCA          |              | Trendset ter Super YRT                   | 1          |
|               |              | TransACE 2013 - No Lapse UL to 121       | 8          |
| TOCP          |              | Trendset ter Super YRT ( Plus)           | 1          |
|               |              | TransACE 2013 - No Lapse UL to 121 ( P+) | 8          |
| TONA          |              | Trendset ter Super 10                    | 3          |
|               |              | Trendset ter Super 15                    | 4          |
|               |              | Trendset ter Super 20                    | 5          |
|               |              | Trendset ter Super 25                    | 6          |
|               |              | Trendset ter Super 30                    | 7          |
|               |              | Trendset ter Super 20 wi th ROP          | K          |

| Pr o d u c t   C o d e | C o m p a n y   C o d e | Pr o d u c t   N a m e  | C a t e g o r y |
|------------------------|-------------------------|---|-----------------|
| TONP                   |                         | Trendset t e r   S u p e r   3 0   w i t h   R O P                              | M               |
|                        |                         | Trendset t e r   S u p e r   1 0   ( P r e f e r r e d   P l u s )              | 3               |
|                        |                         | Trendset t e r   S u p e r   1 5   ( P r e f e r r e d   P l u s )              | 4               |
|                        |                         | Trendset t e r   S u p e r   2 0   ( P r e f e r r e d   P l u s )              | 5               |
|                        |                         | Trendset t e r   S u p e r   2 5   ( P r e f e r r e d   P l u s )              | 6               |
|                        |                         | Trendset t e r   S u p e r   3 0   ( P r e f e r r e d   P l u s )              | 7               |
|                        |                         | Trendset t e r   S u p e r   2 0   ( P r e f e r r e d   P l u s )              | K               |
| TONS                   |                         | Trendset t e r   S u p e r   3 0   ( P r e f e r r e d   P l u s )              | M               |
|                        |                         | Trendset t e r   S u p e r   1 0   ( S t a n d a r d   P l u s )                | 3               |
|                        |                         | Trendset t e r   S u p e r   1 5   ( S t a n d a r d   P l u s )                | 4               |
|                        |                         | Trendset t e r   S u p e r   2 0   ( S t a n d a r d   P l u s )                | 5               |
|                        |                         | Trendset t e r   S u p e r   2 5   ( S t a n d a r d   P l u s )                | 6               |
|                        |                         | Trendset t e r   S u p e r   3 0   ( S t a n d a r d   P l u s )                | 7               |
|                        |                         | Trendset t e r   S u p e r   2 0   ( S t a n d a r d   P l u s )                | K               |
| TRAN                   |                         | Trendset t e r   S u p e r   3 0   ( S t a n d a r d   P l u s )                | M               |
|                        |                         | I m m e d i a t e   S o l u t i o n   ( W L 0 8 )                               | 8               |
| TRCA                   |                         | 1 0   P a y   S o l u t i o n   ( W L 0 8 )                                     | S               |
|                        |                         | Trendset t e r   S u p e r   Y R T   ( M D )                                    | 1               |
|                        |                         | Trendset t e r   S u p e r   1 0   ( M D )                                      | 3               |
|                        |                         | Trendset t e r   S u p e r   1 5   ( M D )                                      | 4               |
|                        |                         | Trendset t e r   S u p e r   2 0   ( M D )                                      | 5               |
|                        |                         | Trendset t e r   S u p e r   2 5   ( M D )                                      | 6               |
|                        |                         | Trendset t e r   S u p e r   3 0   ( M D )                                      | 7               |
| TRCP                   |                         | Trendset t e r   S u p e r   2 0   w i t h   R O P   ( M D )                    | K               |
|                        |                         | Trendset t e r   S u p e r   3 0   w i t h   R O P   ( M D )                    | M               |
|                        |                         | Trendset t e r   S u p e r   Y R T   ( P l u s   /   M D )                      | 1               |
|                        |                         | Trendset t e r   S u p e r   1 0   ( P r e f e r r e d   P l u s / M D )        | 3               |
|                        |                         | Trendset t e r   S u p e r   1 5   ( P r e f e r r e d   P l u s / M D )        | 4               |
|                        |                         | Trendset t e r   S u p e r   2 0   ( P r e f e r r e d   P l u s / M D )        | 5               |
|                        |                         | Trendset t e r   S u p e r   2 5   ( P r e f e r r e d   P l u s / M D )        | 6               |
| TRCS                   |                         | Trendset t e r   S u p e r   3 0   ( P r e f e r r e d   P l u s / M D )        | 7               |
|                        |                         | Trendset t e r   S u p e r   2 0   ( P r e f e r r e d   P l u s / M D )        | K               |
|                        |                         | Trendset t e r   S u p e r   3 0   ( P r e f e r r e d   P l u s / M D )        | M               |
|                        |                         | Trendset t e r   S u p e r   1 0   ( S t a n d a r d   P l u s / M D )          | 3               |
|                        |                         | Trendset t e r   S u p e r   1 5   ( S t a n d a r d   P l u s / M D )          | 4               |
|                        |                         | Trendset t e r   S u p e r   2 0   ( S t a n d a r d   P l u s / M D )          | 5               |
|                        |                         | Trendset t e r   S u p e r   2 5   ( S t a n d a r d   P l u s / M D )          | 6               |
| TRCX                   |                         | Trendset t e r   S u p e r   3 0   ( S t a n d a r d   P l u s / M D )          | 7               |
|                        |                         | Trendset t e r   S u p e r   2 0   ( S t a n d a r d   P l u s / M D )          | K               |
|                        |                         | Trendset t e r   S u p e r   3 0   ( S t a n d a r d   P l u s / M D )          | M               |
|                        |                         | S l   -   T r e n d s e t t e r   E x p r e s s   1 0   ( C h o i c e / S t d ) | 3               |
|                        |                         | S l   -   T r e n d s e t t e r   E x p r e s s   1 5   ( C h o i c e / S t d ) | 4               |
|                        |                         | S l   -   T r e n d s e t t e r   E x p r e s s   2 0   ( C h o i c e / S t d ) | 5               |
|                        |                         | S l   -   T r e n d s e t t e r   E x p r e s s   2 5   ( C h o i c e / S t d ) | 6               |
| TREP                   |                         | S l   -   T r e n d s e t t e r   E x p r e s s   3 0   ( C h o i c e / S t d ) | 7               |
|                        |                         | Trendset t e r   E x p r e s s   1 0   ( 2 5 0 K + / P + / R + )                | 3               |
|                        |                         | Trendset t e r   E x p r e s s   1 5   ( 2 5 0 K + / P + / R + )                | 4               |
|                        |                         | Trendset t e r   E x p r e s s   2 0   ( 2 5 0 K + / P + / R + )                | 5               |
|                        |                         | Trendset t e r   E x p r e s s   2 5   ( 2 5 0 K + / P + / R + )                | 6               |
|                        |                         | Trendset t e r   E x p r e s s   3 0   ( 2 5 0 K + / P + / R + )                | 7               |
|                        |                         | Trendset t e r   E x p r e s s   1 0   ( 2 5 0 K + )                            | 3               |
| TREX                   |                         | Trendset t e r   E x p r e s s   1 0   ( 2 5 0 K + )                            | 3               |

| Product Code | Company Code | Product Name                            | Category |
|--------------|--------------|---|----------|
| TRTU         | TRUS         | Trendsetter Express 15 (250K+)          | 4        |
|              |              | Trendsetter Express 20 (250K+)          | 5        |
|              |              | Trendsetter Express 25 (250K+)          | 6        |
|              |              | Trendsetter Express 30 (250K+)          | 7        |
|              |              | TermNet 5-Year Term                     | 2        |
|              |              | TermNet 10-Year Term                    | 3        |
|              |              | TermNet 15-Year Term                    | 4        |
| TRXX         | TRAN         | SI - Trendsetter Express 10 (Std Exp)   | 3        |
|              |              | SI - Trendsetter Express 15 (Std Exp)   | 4        |
|              |              | SI - Trendsetter Express 20 (Std Exp)   | 5        |
|              |              | SI - Trendsetter Express 25 (Std Exp)   | 6        |
|              |              | SI - Trendsetter Express 30 (Std Exp)   | 7        |
| TUNA         | TRAF         | SI - Final Expense (NC, OR, IA, NV, UT) | P        |
| TVNA         |              | SI - Final Expense Insurance (WV)       | P        |
| TWNA         |              | SI - Final Expense Insurance (VA)       | P        |
| TYNA         |              | SI - Final Expense Insurance            | P        |
| TYSA         |              | Trendsetter Super YRT                   | 1        |
|              |              | Trendsetter Super 10                    | 3        |
|              |              | Trendsetter Super 15                    | 4        |
|              |              | Trendsetter Super 20                    | 5        |
|              |              | Trendsetter Super 25                    | 6        |
|              |              | Trendsetter Super 30                    | 7        |
| TYSP         |              | Trendsetter Super YRT (Plus)            | 1        |
|              |              | Trendsetter Super 10 (Preferred Plus)   | 3        |
|              |              | Trendsetter Super 15 (Preferred Plus)   | 4        |
|              |              | Trendsetter Super 20 (Preferred Plus)   | 5        |
|              |              | Trendsetter Super 25 (Preferred Plus)   | 6        |
|              |              | Trendsetter Super 30 (Preferred Plus)   | 7        |
| TYSS         |              | Trendsetter Super 10 (Standard Plus)    | 3        |
|              |              | Trendsetter Super 15 (Standard Plus)    | 4        |
|              |              | Trendsetter Super 20 (Standard Plus)    | 5        |
|              |              | Trendsetter Super 25 (Standard Plus)    | 6        |
|              |              | Trendsetter Super 30 (Standard Plus)    | 7        |
| UFHO         | UTFA         | SI - Express Issue Term 20              | 5        |
|              |              | SI - Express Issue Term 30              | 7        |
|              |              | SI - Express Issue Deluxe Whole Life    | 8        |
|              |              | Premier Term 20 (with ROP)              | K        |
|              |              | Premier Term 30 (with ROP)              | M        |
|              |              | SI - Express Issue Term 65              | T        |
|              |              | Premier 65 with ROP                     | W        |
| UFPO         |              | SI - Express Issue Premier Whole Life   | 8        |
| UFSO         |              | SI - Provider Simplified Issue WL       | 8        |
| UNHO         | UTHO         | SI - Express Issue Deluxe Whole Life    | 8        |
| UNLI         | UNLA         | Annual Renewable Term                   | 1        |
| UNPO         | UTHO         | SI - Express Issue Premier Whole Life   | 8        |
| UNSO         |              | SI - Provider Simplified Issue WL       | 8        |
| UTEP         | UTOM         | SI - Term Life Express - 15 Year        | 4        |
|              |              | SI - Term Life Express - 20 Year        | 5        |
|              |              | SI - Term Life Express - 30 Year        | 7        |
|              |              | SI - Term Life Express - 20 Year w/ ROP | K        |
|              |              | SI - Term Life Express - 30 Year w/ ROP | M        |

| Pr oduct Code | Company Code | Pr oduct Name                                 | Cat egor y |
|---------------|--------------|---|------------|
| UTHE          | UTHE         | ART100 - Annual Renewabl e Term               | 1          |
|               |              | SI - Protect or Whol e Li fe                  | 8          |
| UTHO          | UTHO         | SI - Express Issue Term 20                    | 5          |
|               |              | SI - Express Issue Term 30                    | 7          |
|               |              | Premi er Term 20 (wi th ROP)                  | K          |
|               |              | Premi er Term 30 (wi th ROP)                  | M          |
|               |              | SI - Express Issue Term 65                    | T          |
|               |              | Premi er 65 wi th ROP                         | W          |
| UTOM          | UTOM         | SI - Li vi ng Promi se Whol e Li fe Insurance | P          |
| UTPP          |              | Term Li fe Answers 10                         | 3          |
|               |              | Term Li fe Answers 15                         | 4          |
|               |              | Term Li fe Answers 20                         | 5          |
|               |              | Term Li fe Answers 30                         | 7          |
|               |              | Guar anteed Uni versal Li fe - to 120         | 8          |
|               |              | Guar anteed Uni versal Li fe - to 90          | C          |
|               |              | Guar anteed Uni versal Li fe - to 95          | D          |
|               |              | Guar anteed Uni versal Li fe - to 100         | E          |
|               |              | Guar anteed Uni versal Li fe - to 105         | G          |
| UTPQ          |              | Term Li fe Answers 10 (Pl us)                 | 3          |
|               |              | Term Li fe Answers 15 (Pl us)                 | 4          |
|               |              | Term Li fe Answers 20 (Pl us)                 | 5          |
|               |              | Term Li fe Answers 30 (Pl us)                 | 7          |
|               |              | Guar anteed Uni versal Li fe to 120 (Pl us)   | 8          |
|               |              | Guar anteed Uni versal Li fe - to 90 (Pl us)  | C          |
|               |              | Guar anteed Uni versal Li fe - to 95 (Pl us)  | D          |
|               |              | Guar anteed Uni versal Li fe - to 100 (Pl us) | E          |
|               |              | Guar anteed Uni versal Li fe - to 105 (Pl us) | G          |
| UTVP          |              | Term Li fe Answers 30 (MD)                    | 7          |
| UTVQ          |              | Term Li fe Answers 30 (Pl us/ MD)             | 7          |
| UTWM          |              | SI - Li vi ng Promi se Whol e Li fe (WA)      | P          |
| WESP          | WEST         | 10-Year Level Term (Pr eferred Pl us)         | 3          |
|               |              | 15-Year Level Term (Pr eferred Pl us)         | 4          |
|               |              | 20-Year Level Term (Pr eferred Pl us)         | 5          |
|               |              | 30-Year Level Term (Pr eferred Pl us)         | 7          |
|               |              | Ret urn of Premi um 20- Year (Pf d Pl us)     | K          |
| WESS          |              | 10-Year Level Term (Super Pr eferred)         | 3          |
|               |              | 15-Year Level Term (Super Pr eferred)         | 4          |
|               |              | 20-Year Level Term (Super Pr eferred)         | 5          |
|               |              | 30-Year Level Term (Super Pr eferred)         | 7          |
|               |              | Ret urn of Premi um 20- Year (Super Pf d)     | K          |
| WEST          |              | 10-Year Guar anteed Level Term                | 3          |
|               |              | 15-Year Guar anteed Level Term                | 4          |
|               |              | 20-Year Guar anteed Level Term                | 5          |
|               |              | 30-Year Guar anteed Level Term                | 7          |
|               |              | Ret urn of Premi um Term - 20- Year           | K          |
| WLP           | WLP          | Li fe Val ue Term 20 (Pl us)                  | 1          |
|               |              | Li fe Step UL - pay to age 121 (Pl us)        | 8          |
|               |              | Li fe Step UL - to age 95 (Pl us)             | D          |
|               |              | Li fe Step UL - to age 100 (Pl us)            | E          |
|               |              | Li fe Step UL - to age 105 (Pl us)            | G          |
|               |              | Li fe Step UL - to age 110 (Pl us)            | H          |

| Pr oduct Code | Company Code | Pr oduct Name                             | Cat egor y |
|---------------|--------------|---|------------|
| W L R         |              | Li fe St ep UL - Si ngl e Pay (Pl us)     | O          |
|               |              | Li fe St ep UL - pay to age 100 (Pl us)   | P          |
|               |              | Li fe St ep UL - Pay to 65 (Pl us)        | Q          |
|               |              | Li fe St ep UL - 20 Pay (Pl us)           | R          |
|               |              | Li fe St ep UL - 10 Pay (Pl us)           | S          |
|               |              | Li fe Val ue Ter m 20                     | 1          |
|               |              | Li fe St ep UL - pay to age 121           | 8          |
|               |              | Li fe St ep UL - to age 95                | D          |
|               |              | Li fe St ep UL - to age 100               | E          |
|               |              | Li fe St ep UL - to age 105               | G          |
|               |              | Li fe St ep UL - to age 110               | H          |
|               |              | Li fe St ep UL - Si ngl e Pay             | O          |
|               |              | Li fe St ep UL - pay to age 100           | P          |
|               |              | Li fe St ep UL - Pay to 65                | Q          |
| W O L P       |              | Li fe St ep UL - 20 Pay                   | R          |
|               |              | Li fe St ep UL - 10 Pay                   | S          |
|               |              | Li fe Val ue Ter m 30 (Pl us)             | 1          |
|               |              | OPTer m 10 (Pl us)                        | 3          |
|               |              | OPTer m 15 (Pl us)                        | 4          |
|               |              | OPTer m 20 (Pl us)                        | 5          |
|               |              | OPTer m 30 (Pl us)                        | 7          |
| W O L R       |              | Li fe Val ue Ter m 30                     | 1          |
|               |              | OpTer m 10                                | 3          |
|               |              | OPTer m 15                                | 4          |
|               |              | OPTer m 20                                | 5          |
|               |              | OPTer m 30                                | 7          |
| W O L S       | W O M A      | Li fe Val ue Ter m 30 (Pf d)              | 1          |
| W O M A       |              | Ten Year Renewable and Convertible Term   | 3          |
|               |              | Twenty Year Convertible Term              | 5          |
| W O M P       | W E S T      | Ten Year R & C Term (Preferred Plus)      | 3          |
|               |              | Twenty Year Convertible Term (Pf d Plus)  | 5          |
| W T S P       |              | eTerm 20 - Level Term (Preferred Plus)    | 5          |
| W T S S       |              | eTerm 30 - Level Term (Preferred Plus)    | 7          |
|               |              | eTerm 20 - Level Term (Super Preferred)   | 5          |
| W T S T       | W L P        | eTerm 30 - Level Term (Super Preferred)   | 7          |
|               |              | eTerm 20 - Guaranteed Level Term          | 5          |
|               |              | eTerm 30 - Guaranteed Level Term          | 7          |
| W U N N       |              | Li fe Choi ce UL - pay to age 121 (Pl us) | 8          |
|               |              | Li fe Choi ce UL - to age 95 (Pl us)      | D          |
|               |              | Li fe Choi ce UL - to age 100 (Pl us)     | E          |
|               |              | Li fe Choi ce UL - to age 105 (Pl us)     | G          |
|               |              | Li fe Choi ce UL - to age 110 (Pl us)     | H          |
|               |              | Li fe Choi ce UL - Si ngl e Pay (Pl us)   | O          |
|               |              | Li fe Choi ce UL - pay to age 100 (Pl us) | P          |
|               |              | Li fe Choi ce UL - Pay to 65 (Pl us)      | Q          |
|               |              | Li fe Choi ce UL - 20 Pay (Pl us)         | R          |
|               |              | Li fe Choi ce UL - 10 Pay (Pl us)         | S          |
| W U N S       |              | Li fe Choi ce UL - pay to age 121         | 8          |
|               |              | Li fe Choi ce UL - to age 95              | D          |
|               |              | Li fe Choi ce UL - to age 100             | E          |
|               |              | Li fe Choi ce UL - to age 105             | G          |

| Product Code | Company Code | Product Name                         | Category |
|--------------|--------------|--------------------------------------|----------|
| ZURI         | ZURI         | Life Choice UL - to age 110          | H        |
|              |              | Life Choice UL - Single Pay          | O        |
|              |              | Life Choice UL - pay to age 100      | P        |
|              |              | Life Choice UL - Pay to 65           | Q        |
|              |              | Life Choice UL - 20 Pay              | R        |
|              |              | Life Choice UL - 10 Pay              | S        |
|              |              | Zurich Term 10                       | 3        |
|              |              | Zurich Term 15                       | 4        |
|              |              | Zurich Term 20                       | 5        |
|              |              | Zurich Term 10 (Pfd Best / Std Plus) | 3        |
| ZURP         |              | Zurich Term 15 (Pfd Best / Std Plus) | 4        |
|              |              | Zurich Term 20 (Pfd Best / Std Plus) | 5        |