

Product Bulletin  
**Money Accumulator Preferred**

ACTL-PDB-150001

01 April 2020

## **I. BASIC PRODUCT FEATURES**

Comprehensive Variable Life product, known as the “**Money Accumulator Preferred**”, is a single pay variable product that provides life insurance protection and investment alternatives to the Policyowner. The amount of benefits under the variable plan is based on the performance of one or more separate investment funds, as chosen by the Policyholder. The Policyholder selects where his premium will be allocated to depending on his risk appetite— it can be among the available Unitized Variable Funds or to the Guaranteed Fund or a combination of each fund. The degree of risk the Policyholder assumes depends on the fund he chooses. Descriptions of the fund features will be discussed below.

This plan will be offered to our existing policyholder's age 1 to 70. However, the Policyowner should be age 18 and above.

### **1.1 The Guaranteed Fund**

The Guaranteed Fund is available to the Peso Single Pay Comprehensive Variable Life and to the US Dollar Single Pay Comprehensive Variable Life. The amount accruing to the Policyholder is based on the interest rates declared by the Company on new premium allocated to the Fund and to the fund balances for the given period. The maximum allocation for the fund is ninety percent (90%), if the fund is chosen. The interest rate declared by the company is net of any fees necessary to manage the funds.

### **1.2 The Unitized Fund**

The Unitized Variable Fund is an investment fund divided into equal value known as Units. It is segregated from the Company's life funds and individually managed for the exclusive interest of its unit holders. The fund is measured by the value of the assets it holds. The performance of the fund is reflected by the Net Asset Value (NAV) computed at the end of each day. The company is not liable for any losses that the policyholder may incur if the fund he chose performs poorly.

Details on the unitized variable fund and the available types of unitized variable funds are discussed in Section 5.

### **1.3 The Comprehensive Variable Life Plan**

The following Comprehensive Variable Plans will be offered by Cocolife:

#### **A. Single-Pay Comprehensive Variable Life Insurance Plan**

This is a single-pay comprehensive variable plan offered in peso denomination. The actual death benefit will be the higher of the Face Amount or the Account Value. The minimum single premium is Ps 80,000 with minimum top-up premium of Ps 10,000

#### **B. Single-Pay Comprehensive Variable Life Insurance Plan (Dollar)**

This is a single-pay comprehensive variable life plan offered in dollar denomination. The actual death benefit will be the higher of the Face Amount or the Account Value. The minimum single premium is USD 2,400 with minimum top-up premium of USD 1,000.

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#### **1.4 The Death Benefit**

For both Comprehensive Variable Life products, the death benefit is equal to the higher of the Face Amount and the Account Value. The Face Amount is defined as:

$$\text{Face Amount} = \text{Initial Face Amount (as indicated in the Policy Data Page)} + \\ 125\% \text{ of all Top-up Premiums} - 125\% \text{ of all Partial Withdrawals}$$

#### **1.5 The Variable Life Premium and The Top-up Premium**

A variable life premium is the premium indicated in the policy data sheet plus any additional premium paid by the Policyholder by way of top-ups. It has two components: the unallocated part which is the portion of the premium that goes to the insurance company as premium charge and the allocated part which is either allocated to Guaranteed Fund or used to buy units from the available Unitized Variable Fund. The Policyholder chooses where to invest the allocated premium. It can be to one or combination of funds offered by the insurance company through allocation percentages specified by the Policyholder. Additional premium or top-ups may be put in by the policyholder at any point in time.

Premium details are in Section 2.

#### **1.6 The Account Value**

The allocated premium, which is the premium paid by the Policyholder less the appropriate premium charges, may either be allocated to Guaranteed Fund or used to buy units from the Unitized Variable Fund/s chosen by the Policyholder. Account Value is the sum of the values in your Guaranteed Fund and the Unitized Variable Funds as of the relevant valuation dates.

The value in the Unitized Variable Funds is the aggregate of the number of outstanding Units of each Investment Fund allocated to the policy multiplied by their respective Unit Prices on the relevant Valuation Date.

The value of the Guaranteed Fund at the valuation date is equal to the total amount allocated to the Guaranteed Fund plus any amount transferred from the Unitized Variable Fund to the Guaranteed Fund plus all interest accruing to the Guaranteed Fund based on the appropriate interest rates declared by the Company less any amount transferred or withdrawn from Guaranteed Fund, including all the applicable fees and charges.

The account value and the death benefit are fully dependent on the return generated by the chosen fund. The company is not liable for any losses that the policyholder may incur if the fund he chose performs poorly.

## **2. PREMIUMS**

Any premium paid after deducting the relevant Premium Charges is either allocated to Guaranteed Fund, if chosen by the policyowner, or used to create Units in the relevant Unitized Fund(s) for allocation to the Policy in accordance with the Fund Allocation instruction. The amount is allocated to the Guaranteed Fund immediately following the date of receipt of the single premium in cleared funds. The Units will be created on the Valuation Dates of the relevant Unitized Investment Funds immediately following the date of receipt of single premium at the Company's Home Office in cleared fund.

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The policyowner may, in addition to the premium for the basic plan and rider, pay Top-up Premiums. Units for Top-up premiums will be created on the Valuation Dates of the relevant Unitized Investment Funds immediately following the date we receive and approve the policyowner's application for top-up. In case of allocation of top-up premium to the Guaranteed Fund, the relevant amount will be credited to the Guaranteed Fund on the date immediately following the date we receive and approve the policyowner's application for Top-up. Any Top-up premium is considered after such Basic and Rider Premiums have been fully paid.

Premiums received by the company will be acknowledged by issuing a Transaction Confirmation Advice. Turn around time for the clearing of funds and creation of units will usually follow the schedule found in Table 1 below.

## **2.1 Gross Premium Computation**

Peso Single Pay Comprehensive Variable Life

The premiums are set at 800 per 1000 of Initial Face Amount for all issue ages.

US Dollar Single Pay Comprehensive Variable Life

The premiums are set at 800 per 1000 of Initial Face Amount for all issue ages.

### **2.1.1 Basic Plan**

Issue Age : Age Nearest Birthday of the Insured

Premium Rate : Expressed as per thousand of the Initial Face Amount

Computation : Premium Rate × Initial Face Amount / 1000

## **2.2 Sample Computation**

Age of Insured	:	35
Age of Payor	:	35
Plan	:	Peso Single-Pay Comprehensive Variable Life
Face Amount	:	100,000
Basic Rate	=	800
Single Premium	=	800 × 100,000 / 1,000
	=	Ps 80,000.00

## **2.3 Substandard Premiums**

There will be no extra premium for substandard cases. Instead, the company will be collecting extra insurance charge found below to cover the substandard risk.

## **3. CHARGES**

All Charges may be changed by the Company subject to approval of the Insurance Commission.

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### **3.1 Premium Charges**

A Premium Charge is imposed on the Basic Benefit and Rider Premiums upon payment of single premium. The Premium Charge is equal to 4% of the single premium and zero (0) thereafter. For purposes of Premium Charge computation, the Single Premium shall exclude any Top-up Premium.

A 4% Premium Charge is imposed on all Top-up Premiums.

The Premium Charge will be deducted from the Single Premium and Top-up Premium, and the remaining amount of premium will then be allocated to fund/s chosen by the owner in accordance with the Fund Allocation instruction.

### **3.2 Insurance Charge**

An Insurance Charge is imposed monthly in respect of the Basic Benefit starting on the first policy year and in respect of any attached Riders upon its effectiveness.

The Insurance Charge for the Basic Benefit is calculated by multiplying the difference between the Death Benefit and Account Value to the Insurance Rate determined by the Company from time to time applicable to the Life Insured with reference to attained age and risk class of the Life Insured.

The Account Value is the amount in the Guaranteed Fund accruing to the Policyholder as of the due date of the Insurance charge. For the Unitized Variable Funds, the account value is based on the Unit Prices of the relevant Unitized Variable Fund(s) on the due date of the Insurance Charge (if the due date is a Valuation Date of the relevant Investment Fund(s) or otherwise on their Valuation dates immediately before the due date). The account value is the aggregate amounts in the Guaranteed Fund and the Unitized Variable Fund, if applicable.

The Insurance Charge is due monthly in advance on the same day of the calendar month as the Effective Date. It is deducted proportionately from Guaranteed Fund and the Unitized Variable Funds according to your latest fund allocation instruction. For the Guaranteed Fund, the corresponding amount is deducted directly from the Account Value. For the Unitized Variable Funds, units will be cancelled in proportion to the respective values of Units of the relevant Unitized Variable Funds allocated to the Policy based on the latest fund allocation instruction.

For the first deduction of the insurance charge, the deduction from the Guaranteed Fund or the cancellation of units from the Unitized Variable Funds will be made based on the Account Values and unit prices in the Valuation Dates of the relevant Investment Account(s) immediately following the date of receipt of premiums at the Company's Home Office in cleared fund, in accordance with the Company's administrative rules. After the first deduction of the Insurance Charge, the amounts are deducted from the Guaranteed Fund and in case of Unitized Variable Fund, the units are cancelled on the due date for the Insurance Charge (if the due date is a Valuation Date of the relevant Investment Fund(s) or otherwise on their Valuation dates immediately before the due date) in accordance with the Company's administrative rules.

Please see Annex B below for the annual insurance charge for standard risk and extra insurance charges for substandard risks in section 11.4.

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### **3.3 Asset Management Charge**

An Asset Management Charge is imposed on each Investment Fund as determined by the Company from time to time. It is deducted monthly and reflected in the calculation of the net asset value of each Investment Fund in accordance with the Valuation provision.

Investment Fund	Charge
Peso Equity Fund	2.25%
Peso Fixed Income Fund	1.75%
Peso Bond Fund	1.96%
Dollar Bond Fund	1.75%
Guaranteed Fund	0.00%(*)

(\*) interest declared is already net of the management charge

### **3.4 Sample Computation**

For Peso Single-Pay Comprehensive Variable Life

Issue Age :	35
Initial Face Amount :	Ps 100,000.00
Basic Premium:	Ps 80,000.00
Top-up Premium:	Ps 20,000.00
Total Payment:	Ps 100,000.00

#### **Premium Charge**

First Year Premium Charge = 4%  
Top-up Premium Charge = 4%

$$\begin{aligned} \text{Premium Charge for Basic} &= 4\% \times 80,000 = \text{Ps } 3,200.00 \\ \text{Premium Charge for Top-up} &= 4\% \times 20,000 = \text{Ps } 800.00 \\ \hline \text{Total Premium Charge} &= \text{Ps } 4,000.00 = \text{Unallocated Premium} \end{aligned}$$

$$\begin{aligned} \text{Allocated Premium} &= \text{Total Premium} - \text{Unallocated Premium} \\ &= 100,000.00 - 4,000.00 \\ &= \text{Ps } 96,000.00 \text{ (amount to be invested)} \end{aligned}$$

#### **Fund Allocation**

If the Fund Allocation Instruction : 20% Peso Equity Fund  
0% Peso Fixed Income Fund  
0% Peso Bond Fund  
80% Peso Guaranteed Fund

Peso Equity Fund :  $20\% \times 96,000.00 = \text{Ps } 19,200.00$  (rounded to 2 decimal places)  
If unit price = Ps 1.0625/unit (rounded down to 4 decimal places)  
No. of units =  $19,200.00 / 1.0625 = 18,070.5$  (rounded down to 1 decimal place)

Peso Fixed Income Fund :  $0\% \times 96,000.00 = \text{Ps } 0.00$  (rounded to 2 decimal places)  
If unit price = Ps 1.0545/unit (rounded down to 4 decimal places)  
No. of units =  $0.00 / 1.0545 = 0.0$  units (rounded down to 1 decimal place)

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Peso Bond Fund :  $0\% \times 96,000.00 = \text{Ps } 0.00$  (rounded to 2 decimal places)  
If unit price = Ps 1.05/unit (rounded down to 4 decimal places)  
No. of units =  $0.00 / 1.05 = 00.0$  units (rounded down to 1 decimal place)

Peso Guaranteed Fund :  $80\% \times 96,000.00 = \text{Ps } 76,800.00$  (rounded to 2 decimal places)

#### **Net Amount at Risk (NAAR) for Basic Plan**

$$\text{NAAR} = \max(\text{Death Benefit} - \text{Account Value}, 0)$$

where:

$$\text{Death Benefit} = \max(\text{Face Amount}, \text{Account Value})$$

Note that in computing NAAR, Death Benefit used in the formula is gross of any indebtedness.

Then,

$$\begin{aligned}\text{Face Amount} &= \text{Initial Face Amount} + 125\% \text{ of all Top-up Premiums} \\ &\quad - 125\% \text{ of all Partial Withdrawals} \\ &= 100,000 + (125\% \times 20,000) - (125\% \times 0) \\ &= 100,000 + 25,000 - 0 \\ &= 125,000\end{aligned}$$

**Account Value** is based on actual fund performance. For illustration purposes, we will assume that Account Value is equal to Ps 100,886.10.

$$\begin{aligned}\text{NAAR} &= \max(125,000 - 100,886.10, 0) \\ &= \text{Ps } 24,113.90\end{aligned}$$

#### **Insurance Charge**

Annual Insurance Charge rate for Age 35 (per 1000 of Net Amount at Risk)  
Basic = 2.79

$$\begin{aligned}\text{Insurance Charge for Basic Plan for the 1}^{\text{st}} \text{ month} &= \frac{2.79 \times 24,113.90}{1000} \\ &= \text{Ps } 5.61\end{aligned}$$

If there are two funds: 20% Peso Equity Fund and 80% Peso Guaranteed Fund (deducted proportionately according to latest fund allocation instruction)

Peso Equity Fund :  $20\% \times 5.61 = \text{Ps } 1.12$  (rounded to 2 decimal places)

If unit price = Ps 1.0812/unit (rounded down to 4 decimal places)  
No. of units to be cancelled =  $1.12 / 1.0625$   
= 1.1 unit (rounded up to 1 decimal place)

Peso Guaranteed Fund :  $80\% \times 5.61 = \text{Ps } 4.49$  (rounded to 2 decimal places)

Total units to be cancelled	(Unitized Fund)
Insurance Charge	= 1.1 units
Remaining units	= 18,069.4 units

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Total Guaranteed Fund	
Insurance Charge	= Ps 4.49
Remaining Guaranteed Fund	= Ps 77,369.21 (plus accrued interest)

#### **4. COOLING OFF PERIOD**

If the Policyholder is not completely satisfied with the Policy, he may return it, together with a letter signed by him signifying his intention to cancel his coverage, within 15 days from the date of receipt of the Policy.

The Policy will then be cancelled starting on the Effective Date, as stated in the Policy Data Page and we will refund to the owner the total Premium Charges and Insurance Charges paid and the Account Value.

The Account Value is the total value of the Guaranteed Fund and the value of Unitized Variable Funds based on the Unit Price as computed on the effective Valuation Date covering the effectiveness of the cancellation. The Units of the relevant separate variable funds will be cancelled and the appropriate values together with the Guaranteed Fund value, if any, will be refunded on the Valuation Dates immediately following the date that we receive at our Home Office the written request for policy cancellation.

The cooling off period will commence at the date that the Policy was received by the owner or any of his authorized representatives.

Under this period no refund will be made if a claim has been admitted.

#### **5. FUNDS**

The Contract offers choices from among one Guaranteed Fund and a number of Unitized Variable Funds. The Policyowner may choose to allocate its premium net of premium charges to any one or more of the Investment Funds available through the Fund Allocation Instruction submitted to us.

##### **5.1 Unitized Variable Funds – Units**

Each Investment Fund is divided into equal value known as Units. It is segregated from the Company's life funds and individually managed for the exclusive interest of its unit holders. Investment Funds and all assets in the Investment Funds are solely, legally and beneficially owned by the Company at all times. The allocation of Units in the Investment Funds to the Policy is notional and is solely for the purpose of determining the Account Value.

###### **5.1.1 Creation of Units**

While the policy is inforce, Units of an Investment Fund are created using the Unit Price of the Investment Fund on the relevant Valuation Date immediately following the date of receipt of premiums at the Company's office in cleared funds. An amount equal to the number of Units created multiplied by the Unit Price on such Valuation Date is added to the Investment Fund accordingly.

No Unit of an Investment Fund may be created other than on a Valuation Date of the Investment Fund.

Units are created when premiums are paid, top-up premiums are made and loyalty bonus accrues to the Policyholder.

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### **5.1.2 Unitized Variable Fund Options**

The following funds will be available for peso plans:

#### **5.1.2.1 Peso Fixed Income Fund**

The Peso Fixed Income Fund seeks to provide regular interest income, consistent with its policy to preserve capital and to maintain liquidity of its investments, through a diversified portfolio of high grade bonds and/or evidences of debt of the Philippine government to government-controlled and owned corporations or solvent corporations and institutions.

#### **5.1.2.2 Peso Equity Fund**

The Peso Equity Fund seeks to maximize income consistent with its policy to preserve capital and to maintain liquidity of its investments through a diversified portfolio of high-quality listed equity issues – blue chips and growth stocks listed in the Philippine Stock Exchange.

#### **5.1.2.3 Peso Bond Fund**

The Peso Bond Fund seeks to provide regular interest income, consistent with its policy to preserve capital and to maintain liquidity of its investments, through a diversified portfolio such as Treasury Notes/Bills, Certificates of Indebtedness issued by the Bangko Sentral ng Pilipinas and other government securities or bonds and other evidences of indebtedness or obligations, the servicing and repayment of which are fully guaranteed by the Republic of the Philippines or any of its instrumentalities.

For Dollar plans, only the Dollar Bond Fund is currently available

#### **5.1.2.3 Dollar Bond Fund**

The fund shall be invested primarily on dollar-denominated fixed-income instruments ranging from debentures, money market instruments and government securities (mostly but not limited to sovereign debts of the Philippine Government issued abroad).

### **5.2 Guaranteed Fund**

This account provides fixed-rate earnings based on the rate declared by the company. The company's interest rate is based on the performance of the fund.

Every interest-resetting date, the Company declares the interest rate to be credited to the Guaranteed Fund for a given period. The Company also declares the initial rate of interest to be applied to the new premium allocated to the Guaranteed Fund Option. The allocated amount to the Guaranteed Fund and all interest accrues to the Policyholder less any amount transferred or withdrawn from the Guaranteed Fund including all applicable fees and charges on each valuation date.

The premium allocated to the Guaranteed Fund is invested in a portfolio of investments approved by the Insurance Commission. The Guaranteed Fund is guaranteed to earn at an interest rate not lower than 0.5% for Peso Guaranteed Fund and 2% for existing Dollar Guaranteed Fund.

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### **5.3 Fund Allocation**

- 5.3.1 The owner may choose to invest his premium or top-up premium payments in any of the given fund above by accomplishing the Fund Allocation Instruction Form.
- 5.3.2 The minimum allocation percentage to a fund is 5%, if the specific fund is chosen by the policyowner. The policyowner may choose to invest only (or 100%) to one fund except for Guaranteed Fund, which has a ninety percent (90%) maximum allocation.

Fund Type	Minimum Allocation Percentage
Peso Fixed Income Fund	5%
Peso Equity Fund	5%
Peso Bond Fund	5%
Peso Guaranteed Fund	5%
Dollar Bond Fund	5%
Dollar Guaranteed Fund	5%

- 5.3.3 The fund allocation instruction is to be used not only for premium payments but also for the following transactions :
  1. for canceling units to pay insurance charge
  2. for canceling units to pay premium charge when deducted from the account value
  3. for allocating Loyalty Bonus, and
  4. for partial withdrawal when the owner did not specify the source fund.

### **5.4 Fund Additions and Closures**

We may establish additional Unitized Variable Fund(s) to be made available for the Policy. All Provisions of the Policy will apply to the additional Unitized Variable Fund(s) unless stated otherwise.

We have the right at any time to close any Unitized Variable Fund. We will give the Policyholder not less than three (3) months written notice of our intention to close an Investment Fund. We will cease to allow the Policyholder to create or cancel Units in the closing the Unitized Variable Fund after its closure.

Upon the closure of a Unitized Variable Fund, Units in the closing Unitized Variable Fund allocated to the Policy will be cancelled on the last Valuation Date of the closing Unitized Variable Fund. The Policyholder must notify the Company in a form prescribed by us to be sent to the Company's Home Office before the date specified in the written notice given by the Company, the Investment Fund he wishes to replace the closing Variable Fund. The Investment Fund that will replace the closing Unitized Variable Fund may be the Guaranteed Fund or any other Unitized Variable Fund. Upon receipt of such valid notification from the Policyholder at the Company's Home Office before the date specified in the written notice given by the Company, we will replace the closing fund with the Investment Fund the Policyholder selected by, in case of transfer to Guaranteed Fund, by allocating the net proceeds to the Guaranteed Fund or by creating Units in the replacing Variable Unitized Funds for allocation to the Policy, with proceeds from the cancellation of Units in the closing Investment Fund, on the Valuation Dates of the replacing Investment Fund(s) immediately following the date of closure of the closing Unitized Variable Funds.

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If we have not received the valid notification from the Policyholder at the Company's Home Office before the date specified in the written notice given by the Company, we will select the Guaranteed Fund to replace the closing Investment Fund on the Policyholder's behalf.

## **5.5 Valuation**

### **5.5.1 Valuation of Unitized Fund**

The Company will determine the Net Asset Value and the Unit Price of an Investment Fund at the Valuation Date of the Investment Fund. Daily valuation will be used.

### **5.5.2 Valuation of Guaranteed Fund**

The value of the Guaranteed Fund at the valuation date is equal to the total amount allocated to the Guaranteed Fund plus any amount transferred from the Unitized Variable Fund to the Guaranteed Fund plus all interest accruing in the Guaranteed Fund based on the appropriate interest rates declared by the Company less any amount transferred or withdrawn from Guaranteed Fund, including all the applicable fees and charges.

## **5.6 Cancellation of Units**

While the policy is inforce, Units of an Investment Fund are cancelled using the Unit Price of the Investment Fund on the Valuation Date on which the Units are cancelled. An amount equal to the number of units cancelled multiplied by the Unit Price is deducted from the Investment Fund accordingly.

No Unit of an Investment Fund may be cancelled other than on a Valuation Date of the Investment Fund.

Units may be cancelled when insurance charge is due, upon partial/full withdrawal and when premiums are in default beyond the allowable grace period, in which case, premium charges are paid by cancelling units from the fund. Units are cancelled at the maturity date or when the death benefit becomes payable.

## **5.7 Fund Switching**

While the policy is inforce, the owner may apply to switch Units of one Investment Fund allocated to the Policy to another Investment Fund subject to the following conditions:

1. A valid written application in the form prescribed by the company is furnished; and
2. The amount to be switched must not be less than Php 10,000.00 for Peso Single Pay Comprehensive Variable Life Plan and \$1,000.00 for Dollar Comprehensive Variable Life Plan ; and
3. Balance of the source fund after switching must not be less than Php 20,000.00 for Peso Comprehensive Variable Life Plan and \$1,000.00 for Dollar Comprehensive Variable Life Plan ; and
4. Also after the fund switching, the number of Investment Funds for which Units are allocated to the Policy must not be more than the maximum number of Investment Funds for allocation to the Policy determined by the Company from time to time, subject to a minimum allocation percentage in each Investment Fund determined by the Company from time to time; and

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5. The amount to be switched from are cancelled on the Valuation Date of the Investment Fund immediately following the date we receive and approve the owner's application for fund switching (See Table 2 below); and
6. Amounts to be switched to are created for allocation to the Policy, with the proceeds from the withdrawal of amounts in the case of switching from Guaranteed Fund or cancellation of Units of the Investment Fund switched from, on the Valuation Date immediately following the date we receive and approve the owner's application for fund switching; and
7. In case of fund switch from a Unitized Variable Fund to Guaranteed Fund, the amount switched will accrue interest from the time of switch based on the initial rate of interest determined by the Company during the period; and
8. If the balance of the source fund will be less than the minimum balance above, all units must be switched out; and
9. A fund switching fee of 1% of the amount switched will be charged. It is deducted from the proceeds of the source fund before units from the target fund are bought. However, he will be given a chance to switch fund twice in a policy year for free.

#### **5.8 Loyalty Bonus**

A loyalty bonus will be credited to owner's fund at the end of the 10<sup>th</sup> Policy Anniversary and every 5 years thereafter, based on 1% of the average monthly fund balance of the past 5 years prior to the bonus payout. The amount of bonus will be determined by the company from time to time but is currently set at 1%.

No loyalty bonus will be allocated if all withdrawals made exceed all Top-up premiums paid.

#### **5.9 Partial Withdrawal**

The Owner may apply to withdraw part of the Account Value by specifying the amount or the number of Units to be withdrawn and the Investment Fund(s) from which such amount or Units shall be withdrawn. The owner's application for withdrawal must be filed with, and received by, us at the Company's office in the form prescribed by us.

The amount of withdrawal is the aggregate of the amount withdrawn from the Guaranteed Fund and the amount from the Unitized Variable Fund, the latter is determined based on the number of outstanding Units of the Investment Fund(s) to be withdrawn multiplied by the respective Unit Prices on the Valuation Date on which the Units are cancelled. If there are more than one Investment Funds and the owner does not specify the Investment Fund(s) from which the amount requested is to be withdrawn, then the same shall proportionately be taken from each Investment Fund based on latest fund allocation instruction. The Units of the relevant Investment Fund(s) will be cancelled on the relevant Valuation Date immediately following our approval of the owner's application. No withdrawal will be allowed if the amount of withdrawal or the resultant Account Value of the Policy after withdrawal will be less than the minimum amounts set by the Company from time to time.

##### **5.9.1 Minimum Amount of Withdrawal/Minimum Balance**

The withdrawal amount must not be less than Php 10,000.00 for Peso Comprehensive Variable Life Plan and \$500.00 for Dollar Comprehensive Variable Life Plan. No

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withdrawal will be allowed if the resultant Account Value of the Policy after withdrawal will be less than Php20,000.00 for Peso Comprehensive Variable Life Plan and \$1,000.00 for Dollar Comprehensive Variable Life Plan.

**5.9.2 Withdrawal Charges**

Should the owner opt to withdraw, he may do so but the following charges will apply depending on the fund he chooses. This withdrawal charge schedule is also applicable to Full Withdrawal transactions. The withdrawal charge is outright deducted from the withdrawal proceeds.

**A. Unitized Fund(s)**

Policy Year	Withdrawal Charge
1 <sup>st</sup> Year	3% of amount withdrawn
2 <sup>nd</sup> Year	2% of amount withdrawn
3 <sup>rd</sup> Year	2% of amount withdrawn
4 <sup>th</sup> Year onwards	1% of amount withdrawn in excess of 1 free withdrawal per year

**B. Guaranteed Fund**

Withdrawal charges are based on the duration the amount invested is held in relation to the end of the guarantee period where the corresponding interest is applied.

Duration	Withdrawal Charge
Less than or within 25% of the Guarantee Period	75% of the Interest Earned
Greater than 25% but within or less than 75% of the Guarantee Period	50% of the Interest Earned
Greater than 75% but less than 100% of the Guaranteed Period	25% of the Interest Earned
100% of the Guaranteed Period	0% of Interest Earned

**5.10 Full Withdrawal**

The owner may fully withdraw his Account Value, less any withdrawal charges, and surrender the Policy subject to the receipt of the following by Us at the Company's Home Office:

1. a valid written application in the form prescribed by Us;
2. the Policy Contract;
3. identification Card of Owner; and
4. identification card of irrevocable beneficiaries.

The effective date of full withdrawal or surrender is the date that we receive and approve the owner's request for full withdrawal. Once the Account Value is fully withdrawn, it will no longer be eligible for reinstatement.

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Under this provision, the Account Value is calculated with the respective Unit Price of the relevant Investment Fund(s) on their Valuation Dates on which outstanding Units allocated to the Policy are cancelled. The units will be cancelled on the Valuation dates of the relevant Investment Funds immediately following the date on which our approval of the owner's full withdrawal is dated and signed in the Company's Home Office.

#### **5.11 Change of Fund Allocation Instruction**

The owner may provide the Fund Allocation Instruction to us at the time of application for the policy.

The Fund Allocation Instruction shall comply with the minimum allocation percentage in an Investment Fund and maximum number of Investment Funds to which the premiums may be allocated as determined by us from time to time. While the policy is inforce, the owner may apply to change his Fund Allocation Instruction. The owner's application for change of Fund Allocation Instruction must be filed with, and received by us at the Company's Home Office in the form prescribed by us. Such change will be effective on the Valuation Date immediately following the date of our approval of his application.

### **6. GRACE PERIOD**

The Policy Data Sheet shows the date of the owner's premium due, the amount of premium and the frequency of premium payments. He must pay us the premiums within thirty-one (31) days of the date they are due.

We will send the owner a notice when his premium is due. However, he must ensure that his premiums are paid on time even if he does not receive the notice.

We will send the owner a reminder notice if his premium is not received by a particular date. However, he must ensure that his premiums are paid within thirty-one (31) days after they are due even if he does not receive the reminder notice.

If the total Account Value in the Guaranteed Fund and the Unitized Variable Funds is insufficient to cover the relevant charges due, including any outstanding policy debt becoming due at the end of the no-lapse guarantee period, the Policyholder is allowed a grace period of 31 days from the due date to pay for the relevant Charges. The Policy will continue to be in effect during the grace period.

In any event, the Account Value will be reduced by the relevant Charges due or becoming due in accordance with the terms of the Policy so that the Policy will be in effect for the longest possible period.

Any overdue Insurance Charges will be deducted from the Death Proceeds and other benefits payable under the Policy.

### **7. NO-LAPSE-GUARANTEE FOR THE FIRST 2 POLICY YEARS**

If at any time within the first two (2) years that the Policy is inforce, the Account Value becomes insufficient to meet the monthly charges due on that date, the insurance coverage equal to the Face Amount under the Policy continues provided:

1. all premiums due were paid by the owner; and
2. the sum of all the withdrawals made is not greater than the sum of all Top-up Premiums paid.

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In this case, we will create a policy debt corresponding to the unpaid monthly charges which will accumulate in the owner's account without interest. Such policy debt shall be paid off from his Account Value as soon as there are units in his account by canceling the number of units allocated to the Policy equal in value to the amount of the debt. Any policy debt will be deducted from the Death Proceeds and other benefits payable under the policy.

## **8. TERMINATION**

The Policy will automatically terminate on the earliest of the following events:

1. when the Account Value is fully withdrawn or the Policy is surrendered;
2. on the death of the insured;
3. at the end of the grace period during which the relevant Premium Charges and Insurance Charges can no longer be covered by the Account Value in accordance with the Grace Period Provision except under No-Lapse-Guarantee period; and
4. on the Expiry Date of the Policy as shown in the Policy Data Sheet

## **9. REINSTATEMENT**

Subject to the approval of the Company, the Policy and/or Riders, and/or endorsements, if any, may be reinstated at any time within three (3) years from the date when the Account Value becomes insufficient to cover the relevant Insurance Charges due in accordance with the Grace Period provision, provided:

1. the Account Value has not been fully withdrawn in accordance with the Full Withdrawal provision;
2. a written application for reinstatement is submitted to the Company together with evidence of insurability of the Life Insured satisfactory to the Company; and
3. all amounts necessary to put the Policy in force are received by the Company.

Any reinstated Policy will only cover loss occurring after the effective date of the last reinstatement, subject to Incontestability Provision of the Policy.

Kindly refer to VL reinstatement guidelines of the Company for details.

## **10. NEW BUSINESS**

### **10.1 Validation of Applications**

10.1.1 The following application requirements must be submitted before any Comprehensive Variable Life (VL) application can be evaluated:

- a. Completed Application Form
- b. Complete Full Modal Premium Payment
- c. Signed Comprehensive Variable Life Proposal
- d. Signed Acknowledgement of Variability Form
- e. Additional Underwriting Requirements (as applicable)

10.1.2 The application form should be submitted together with the proof of complete payment and the signed proposal. All documents will be returned to the agents if submission of any of the above is incomplete.

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- 10.1.3 Only VL licensed agents are allowed to solicit and service Comprehensive Variable Life policies. Submitted applications with servicing agents that are not licensed to sell Comprehensive Variable Life Plan should be forwarded to the concerned Unit or Agency Managers for assignment to a qualified agent.

### **10.2 Policy Effective Date**

- 10.2.1 The policy effective date shall be the underwriting approval date of application.
- 10.2.2 Approved application takes effect upon completion of all the underwriting requirements and payment-clearing period, whichever is later.
- 10.2.1 Backdating and forward dating of the effective shall not be allowed.

### **10.3 Premium Payment**

- 10.3.1 For peso-denominated policies, premium payment in cash or check will be accepted.
- 10.3.2 For US dollar-denominated policies, premium payments must be in cash dollar, foreign demand drafts or through the Philippine Domestic Dollar Transfer System (PDDTS)
- 10.3.3 Payment of CVL premiums through credit card is not allowed.
- 10.3.4 Partial payments are not allowed.
- 10.3.5 Premium payment should match the premium amount indicated in the application form and CVL proposal.
- 10.3.6 No premium tolerance limit for CVL policies. The exact premium amount as indicated in the application form and CVL proposal must be paid.
- 10.3.7 Currency of the premium payment must match the currency of the chosen CVL plan. Peso payments will not be accepted for dollar-denominated plans and vice-versa.
- 10.3.8 No agent's commission netting is allowed.

## **11. UNDERWRITING**

### **11.1 Issue Ages**

Premiums are available for issue ages 1 to 70 for both Peso Single Pay and Dollar Single Pay plans. Issue ages are based on the Insured's age nearest birthday.

### **11.2 Underwriting Requirement**

All applicants shall be underwritten on an individual basis. The existing non-medical and medical limits shall apply depending on the age nearest birthday and the amounts to be underwritten for each application based on the initial face amount or the top up premium paid, as follows:

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- a. For Single-Pay, 25% of the Face Amount
- b. For Top-up, 25% of the Top-up Premium

### **11.3 Substandard Classification**

Substandard risks (Ratings from A to P) can be accepted based on the issue age of the insured subject to the following maximum substandard classifications :

Issue Age	Maximum Risk Class
1 – 50	P
51 – 55	L
56 – 60	F
61 – 65	D
66 – 70	A

### **11.4 Substandard Premiums**

For the allowable risk class, no additional premium is necessary.

Extra Cost of Insurance Rate will be applied to Insurance Charge (InsChrg) in case of substandard risks.

Table	Rate (% of InsChrg)
A	125%
B	150%
C	175%
D	200%
E	225%
F	250%
H	300%
L	400%
P	500%

### **11.5 Beneficiary**

The usual rules on beneficiary designation shall apply.

### **11.6 Misstatement of Age**

If the age of the Insured has been misstated, we shall adjust the Face Amount, Account Value and other benefits payable under the Policy to any amount which the premiums paid would have purchased if the correct age had been given.

The Account Value and insurance charge will be recomputed from the effective date of the policy.

However, if according to the correct age of the Insured, he is not eligible for coverage under the Policy or its Riders, the liability of the Company shall be limited to the refund of the total Premium Charges and Insurance Charges paid and the Account Value. The Account Value is calculated in accordance with the Death Benefit provision.

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### **11.7 Cancellation of Application**

#### 11.7.1 Two kinds of Cancellation

##### 11.7.1.1 Requested by applicant

An applicant has to submit a "Request of Cancellation of VL Application" duly signed by the proposed insured and/or owner.

##### 11.7.1.2 Due to non-fulfillment of requirement

Failure to comply with requirements within 120 days from the date of the application will make the application cancelled.

#### 11.7.2 Premium refund shall be done equal to payments made by proposed insured or owner, without interest, less any expenses.

#### 11.7.3 The following cancellation fees are charged to the agent:

<b>Plan</b>	<b>Cancellation Fee</b>
Peso-denominated	PHP 300
US dollar-denominated	USD 10

#### 11.7.4 All paid commissions will be clawed back from the agent and his managers.

### **11.8 Incontestability**

After the Policy or Rider, if any which forms part of the Policy has been in force during the lifetime of the Insured for two years from its Effective Date or date of last reinstatement, we cannot contest the Policy, except for non-payment of Premium Charges and Insurance Charges or any other grounds recognized by law or jurisprudence.

The two-year contestability period also applies for increase in the death benefit due to any payment of Top-up Premiums from the effective date of such increase.

Where the death benefit is not payable, we will only pay the total Premium Charges and Insurance Charges paid and the Account Value.

### **11.9 Suicide**

Suicide committed by the Insured within the first two (2) years from the Effective Date of the Policy or of its last reinstatement, if any, is not compensable. However, suicide committed in the state of insanity shall be compensable regardless of the date of commission.

Suicide committed by the Insured within the first two (2) years from the Effective date of any increase in death benefit due to any payment of Top-up premiums is not compensable. However, suicide committed in the state of insanity shall be compensable regardless of the date of commission.

Where the suicide is not compensable, the liability of the Company shall be limited to the refund of the total Premium Charges and Insurance Charges paid and the Account Value.

### **11.10 Child Lien**

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In the event of the Insured's death prior to attaining age 6, the amount payable under the Policy shall be the Account Value plus the following:

<b>Age Upon Death</b>	<b>Amount Payable</b>
One (1) Year or less	10% x (Death Benefit – Account Value)
Two (2) Years	20% x (Death Benefit – Account Value)
Three (3) Years	40% x (Death Benefit – Account Value)
Four (4) Years	60% x (Death Benefit – Account Value)
Five (5) Years	80% x (Death Benefit – Account Value)

## **12. AGENTS COMPENSATION**

- 12.1 The basic commission for Single Premium and Top-up Premium shall be 1.5%.
- 12.2 Commissions and overrides paid on a policy that is cancelled within the cooling-off period shall be subject to clawback regardless of the policy's refund value.
- 12.3 No commission and overrides shall be paid for policies on grace period.
- 12.4 Commissions are not subject to clawback on partial and full withdrawals.
- 12.5 No commission netting shall be allowed.
- 12.6 For Single Premium and Top-up Premiums, overrides and production credits will follow the current schedule and compensation guidelines in effect and subject to specific rules of contests and drives.
- 12.7 Partial withdrawal does not affect the production credit
- 12.8 Production credits earned from cancelled applications within the cooling-off period shall be deducted in full.
- 12.9 Persistency

The same guidelines for Collection Efficiency Ratio (CER) as traditional. Top-up premiums are not included in the computation of CER.

## **13. INVESTMENT ACCOUNTING**

- 13.1 Technistock Fund Administration System shall handle the investment accounting and generate all the investment reports essential to the Investment & Treasury Department of the Company.
- 13.2 For unitized funds, in case the valuation day falls on holiday or a non-working day, the dealing day is the next business day.
- 13.3 Approval of application is not allowed on a non-working day.
- 13.4 The Net Asset Valuation report will be provided on a daily basis on unitized funds.

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**ANNEX A. PESO SINGLE PAY COMPREHENSIVE VARIABLE LIFE PLAN AND US DOLLAR SINGLE PAY COMPREHENSIVE VARIABLE LIFE PLAN**

The premiums are set at 800 per 1000 of Face Amount for all issue ages.

**ANNEX B. COST OF INSURANCE (ANNUALIZED)  
FOR BASIC PLAN (PER 1000 OF NET AMOUNT AT RISK)**

Issue Age	COI per 1000	Issue Age	COI per 1000	Issue Age	COI per 1000
01	1.65	40	3.34	80	113.67
02	1.65	41	3.56	81	128.47
03	1.65	42	3.80	82	145.73
04	1.65	43	4.07	83	162.61
05	1.65	44	4.39	84	175.01
06	1.65	45	4.71	85	188.00
07	1.65	46	5.08	86	201.62
08	1.65	47	5.46	87	215.99
09	1.65	48	5.87	88	231.29
		49	6.34	89	247.87
10	1.65	50	6.85	90	266.16
11	1.67	51	7.43	91	286.73
12	1.74	52	8.10	92	310.25
13	1.82	53	8.84	93	337.52
14	1.92	54	9.68	94	369.44
15	2.03	55	10.57	95	409.78
16	2.13	56	11.52	96	467.32
17	2.21	57	12.47	97	569.82
18	2.27	58	13.45	98	779.51
19	2.31	59	14.48	99	1,000.00
20	2.36	60	15.60		
21	2.40	61	16.84		
22	2.44	62	18.24		
23	2.53	63	19.82		
24	2.64	64	21.61		
25	2.70	65	23.65		
26	2.77	66	25.91		
27	2.82	67	28.49		
28	2.81	68	31.31		
29	2.79	69	34.51		
30	2.75	70	38.14		
31	2.71	71	42.22		
32	2.68	72	46.94		
33	2.68	73	51.89		
34	2.71	74	58.29		
35	2.79	75	64.76		
36	2.93	76	72.56		
37	3.09	77	80.19		
38	3.10	78	89.88		
39	3.28	79	100.93		

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**Table 1: FOR PAYMENTS OF PREMIUM AND TOP-UP**

Premium Payment (Regular or Top-Up)	Day 1	Day 2	Day 3	Day 4	Day 5	Day 6	Day 7	Day 8	Day 9
a. Cash	received, with cashier cleared	invest(*) using price of Day 2	release Transaction Confirmation						
b. Cheques									
1. Local Cheque (Approx. 3 banking days)	with cashier	collected by bank	clearing period	cheque cleared	invest(*) using price of Day 5	release Transaction Confirmation			
2. Regional Cheque (Approx. 6 banking days)	with cashier	collected by bank	***** *****	** clearing period **	***** *****	***** *****	cheque cleared	invest(*) using price of Day 8	release Transaction Confirmation

(\*) invest means create units, net of premium charges already.

Note :

1. The schedule above assumes the policy is settled, i.e. the application is approved and the cash/cheque is cleared.
2. If the application is approved after the cash/cheque is cleared, investment into the funds will be on the day after such application is approved.
3. Clearing of cheque payments and counterfeit US\$ bills will depend on the no. of banking days as required by the bank.
4. All unit price is assumed to be the closing Net Asset Value (NAV) for the day.
5. Approval Date = Clearing Date

**Table 2: INSURANCE CHARGES, CANCELLATION OF UNITS AND FUND SWITCHING**

Insurance Charges	Day 1	Day 2	Day 3	Day 4
a. Insurance Charge (IC)				
1. First IC - Single Pay	Cleared funds (whether cash or cheque)	cancel units using day 2 price (note that investment is also done here)		
2. First IC - Regular Pay	Cleared funds (whether cash or cheque)	create policy debt since no fund invested		
3. After first IC	Due Date cancel units using Net Asset Value (NAV) of Day 1			
b. Cancellation of Units	application filed at the company's office (approval can also be done here)	application is approved	cancel units using price of Day 3 (corresponding to amount withdrawn)	Release Withdrawal (net of withdrawal charges) with Transaction Confirmation Advice
c. Fund Switching	application filed at the company's office (approval can also be done here)	application is approved	cancel units using price of Day 3 of fund 1  proceeds from cancellation (net of switching fee) be invested using price of Day 3 of fund 2	- release Transaction Confirmation Advice

Note :

1. All unit price is assumed to be the closing Net Asset Value (NAV) for the day.
2. Cancellation of units would be applicable for both partial and full withdrawal and for cooling-off.
3. Approval Date = Clearing Date
4. ASSET MANAGEMENT CHARGE - NO NEED TO CANCEL UNITS, already in NAV

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## GLOSSARY

**Account Value** is the sum of the values in the Policyholder's Guaranteed Fund and the Unitized Variable Funds as of the relevant valuation dates. The value in the Unitized Variable Funds is the aggregate of the number of outstanding Units of each Investment Fund allocated to the policy multiplied by their respective Unit Prices on the relevant Valuation Date. The value of the Guaranteed Fund at the valuation date is equal to the total amount allocated to the Guaranteed Fund plus any amount transferred from the Unitized Variable Fund to the Guaranteed Fund plus all interest accruing to the Guaranteed Fund based on the appropriate interest rates declared by the Company less any amount transferred or withdrawn from Guaranteed Fund, including all the applicable fees and charges.

**Asset Management Charge** is the charge imposed by the Company for managing the Investment Fund/s as determined in accordance with the Asset Management Charge provision.

**Basic Premium** is the premium for the Basic Benefit including any extra premium and is shown in the Policy Data Sheet.

**Beneficiary** is the person who is entitled to receive the Death Proceeds at the Life Insured's death.

**Class** means the risk class of the Life Insured and is shown in the Policy Data Sheet. The Class is special if the premium is more than the standard due to an extra risk. Otherwise, the Class is standard.

**Death Proceeds** is the aggregate of the death benefit for the Basic Benefit as determined in accordance with the Death Benefit provision and benefits payable to the Beneficiary in respect of the Life Insured's death under the attached Riders, if any.

**Effective Date** is the month, day and year the policy takes effect.

**Face Amount** is the insurance coverage for the Basic Benefit and is shown in the Policy Data Sheet. It is usually adjusted by all partial withdrawals and top-ups made subject to minimum death benefit specified in the Death Benefit Provision. The amounts for the Riders, if any, are shown separately in the Policy Data Sheet.

**Fund Allocation Instruction** is your written instruction regarding how you would like your premiums, after deducting the Premium Charge, to be allocated to the various Investment Funds offered under the Policy.

**Guaranteed Fund** is an account that provides fixed-rate earnings, as declared by the company while invested in the company's identified and segregated portfolio of investments.

**Insurance Charge** is the charge for providing insurance coverage, including coverage for Riders, if any, in the Policy as determined in accordance with the Insurance Charge provision.

**Investment Fund** means one of the investment accounts, can be the Guaranteed Fund option or one or more of the Unitized Variable Fund/s, we offer under the policy where you may invest your premiums in accordance with the Investment Fund provision.

**Life Insured** is the person whose life is insured under the policy.

**Policy Anniversary** means the same day and month each year as the Effective Date.

**Policy Owner or Owner** is the person who may exercise the rights of ownership while the Life Insured is living.

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**Policy Year** means a twelve-month period ending on a Policy Anniversary.

**Premium Charge** is the charge imposed in respect of premiums payable under the Policy in accordance with the Premium Charge provision.

**Single Premium** means the Basic Premium and the Riders, if any, and is shown in the Policy Data Sheet.

**Termination Date** is the date the policy terminates in accordance with the Termination provision.

**Top-up Premium** is the premium paid in respect of the policy in addition to Single Premium.

**Unit** means a notional allocation of premium in the Unitized Variable Funds used for the purpose of determining the Account Value. A fraction of less than one tenth of a Unit will not be created or will be cancelled.

**Unit Price** of a Unitized Variable Fund is the price for creating or canceling a Unit of the Unitized Variable Fund as determined in accordance with the Valuation provision.

**Unitized Variable Fund** is one of the segregated asset accounts established by the Company where you may invest your premiums in accordance with the Investment Account provision.

**Valuation Date** is the day on which the net asset value of the Unitized Variable Fund or the value of the Guaranteed Fund is determined in accordance with the Valuation provision.

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21-12-2006	Modified by RBM – for release
03-04-2007	Modified by JCF
20-06-2007	Modified by JCF and JRC
21-06-2007	Modified by JRC
05-03-2008	Modified by CLF
01-16-2013	Modified by AGS
02-06-2015	Modified by HAL
04-01-2020	Modified by NAG
	- Changed Minimum Guaranteed Interest Rate from 3% to 0.5% (Applicable to Policies Issued on and after April 1, 2020)