

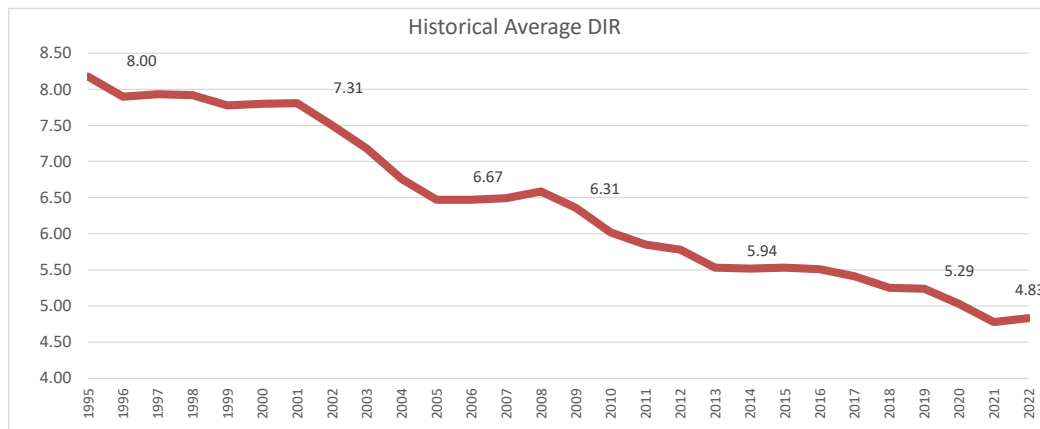
## Life Solutions Competitive Intelligence



The following information details the dividend interest rates for key whole life carriers, announced annually from 1995 through 2022. This information is from public sources deemed reliable from peer group companies. Although every attempt has been made to ensure accuracy, it cannot be guaranteed. This information does not include product details. Each product's features and benefits should be weighed against the cost of insurance products.

	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
<b>Ameritas Life</b>	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	7.13	6.75	6.25	6.25	5.85	5.85	5.85	5.45	5.65	5.45	5.35	5.25	5.25	5.15	5.00	5.00	5.00	5.00	4.75	4.60	
<b>Guardian</b>	8.50	8.00	8.50	8.75	8.75	8.50	8.50	8.00	7.00	6.60	6.75	6.50	6.75	7.25	7.30	7.00	6.85	6.95	6.65	6.25	6.05	6.05	5.85	5.85	5.85	5.65	5.65	5.65	
<b>John Hancock</b>	Issued Before 2/1/2000	8.25	8.25	8.25	7.95	7.80	7.80	7.80	7.80	6.75	6.25	6.25	6.25	6.25	6.25	6.00	6.00	5.30	5.05	5.05	5.05	4.55	4.55	4.25	4.25	4.00	3.25	2.50	
	Issued After 2/1/2000						8.20	8.05	7.90	7.50	7.00	7.40	7.50	7.90	7.60	5.75	5.75	5.55	5.55	5.55	5.30	5.15	5.15	5.00	5.00	4.75	4.25	4.25	
<b>MassMutual</b>	Issued after 1996	n/a	8.40	8.40	8.40	8.40	8.20	8.20	8.05	7.90	7.50	7.00	7.40	7.50	7.90	7.60	7.00	6.85	7.00	7.00	7.10	7.10	7.10	6.70	6.40	6.40	6.20	6.00	6.00
	Issued Before 1996	9.00	8.40	8.40	8.40	8.40	8.30	8.30	8.10	7.90	7.50	7.00	7.55	7.55	7.90	7.45	6.85	6.80	7.00	7.00	7.10	7.10	7.10	6.70	6.40	6.40	6.20	6.00	6.00
	Connecticut Mutual	8.05	7.70	7.70	7.70	7.70	7.65	7.75	7.85	8.00	7.45	6.65	7.25	7.45	7.75	7.40	6.70	6.70	7.00	7.00	7.10	7.10	7.10	6.70	6.40	6.40	6.20	6.00	6.00
<b>Securian</b>	Secure Protector WL	6.50	5.50	6.50	6.50	6.00	7.00	7.00	5.50	5.00	4.25	4.50	5.10	5.30	5.30	5.80	6.00	5.50	5.50	4.50	4.75	5.00	4.75	4.75	4.75	4.50	4.00	4.00	
	Secure Accumulator WL	8.25	7.75	7.75	7.75	7.75	7.75	7.75	7.75	7.25	6.75	6.25	6.25	6.25	6.25	6.25	6.25	6.25	6.00	4.75	5.00	5.25	5.00	5.00	5.00	4.75	4.00	4.00	
<b>National Life VT</b>	8.25	7.75	7.75	7.75	7.75	7.75	7.75	7.75	7.25	6.75	6.25	6.25	6.25	6.25	6.25	6.25	6.25	6.00	5.75	5.75	5.75	5.75	5.75	5.25	5.25	4.50	4.25	4.00	
<b>New York Life</b>	8.25	7.90	7.90	7.90	7.90	7.90	7.90	7.32	6.79	6.79	6.79	6.79	6.79	6.79	6.14	6.11	6.11	5.80	5.90	6.00	6.20	6.20	6.20	6.10	6.00	6.00	5.80	5.80	
<b>Northwestern Mutual</b>	8.50	8.50	8.50	8.80	8.80	8.80	8.80	8.60	8.20	7.70	7.50	7.50	7.50	7.50	6.50	6.15	6.00	5.85	5.60	5.60	5.60	5.45	5.00	4.90	5.00	5.00	5.00	5.00	
<b>Ohio National</b>	8.30	8.30	8.30	8.30	8.30	8.30	8.30	7.70	7.70	7.40	6.90	6.65	6.65	6.65	6.40	6.44	6.15	6.15	6.00	6.00	6.00	6.00	5.75	5.40	5.40	5.20	4.70	4.00	
<b>Penn Mutual</b>	8.50	8.50	8.00	8.00	7.40	7.40	7.40	7.40	6.48	5.74	5.74	6.30	6.30	6.50	6.34	6.34	6.34	6.34	6.34	6.34	6.34	6.34	6.34	6.10	6.10	5.75	5.75	5.75	
<b>Average</b>	8.20	7.92	8.00	8.02	7.92	7.95	7.98	7.71	7.31	6.82	6.49	6.67	6.71	6.86	6.65	6.31	6.23	6.14	5.89	5.92	5.94	5.84	5.67	5.50	5.49	5.29	4.96	4.83	

All dividends rates were established at year end 2021 for the year 2022



Key	DIR decrease of 40+ basis points	DIR remained the same as the previous year
	DIR decrease	DIR increased

**THIS DIVIDEND INFORMATION SHOULD BE USED TO ESTABLISH TRENDS, NOT TO JUDGE OR PREDICT PRODUCT PERFORMANCE**

Using the dividend rate as an indicator of relative product performance is misleading. Higher dividend rates do not necessarily translate into a better performing product. Other factors such as mortality charges, expense factors, dividend crediting and reporting methodologies (e.g. net vs. gross) can impact product performance.

Source: Information from company announcements or provided by the company.

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