

**[Name of Insurer with trademark logo]**  
**Illustration of Benefits for [name of plan]**  
**Prepared for [name of prospective life assured]**

**Basic Details:**

[Name of life assured], [Date of birth or age], [Expected Commencement date], [Proposal /Policy /Reference number]

**Coverage Details:**

[Currency of plan], [Mode of premium payment], [Level/Indexed Basis - Simple/Compound]  
 [Name of Plan], [Sum Assured], [Coverage Term], [Premium Paying Term, if different], [Premium]  
 [Name of Supplementary Rider], [Sum Assured], [Coverage Term], [Premium Paying Term, if different], [Premium]  
[Total premium]

**Illustrative Values:**

Policy Year	Cumulative Main Plan Premium Paid	[a]% unit growth rate / rate of return		[b]% unit growth rate / rate of return		[c]% unit growth rate / rate of return	
		Main Plan Death Benefit	Cash / Surrender Value	Main Plan Death Benefit	Cash / Surrender Value	Main Plan Death Benefit	Cash / Surrender Value
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
15							
20							
and so on							
[Maturity year]							

*(where [a], [b] and [c] are the prescribed rates under three scenario)*

**Notes:**

- *{for unit linked plans}* [Unit allocation percentage table by policy year]
- [Details of all charges on the policy, preferably in a tabular format]
- An age based mortality charge applies for the life insurance risk each year and is dependant on the sum at risk. No charge applies in years where there is no sum at risk.
- Administrative Charge: [Administrative Charge at current level]  
For determining the illustrative values mentioned above, the Administration Charge is increased every year by [ ]% which is the average rate at which the Company has increased its Administrative Charge in the last five years.
- All charges mentioned in the above notes are reviewable at the discretion of the Company.
- [Brief note on each supplementary rider and its benefits]
- [If Main Plan Death Benefit is not payable as a lump sum on death, give details of the death benefit feature]
- The "Cumulative Main Plan Premium Paid", mentioned in the table above, is net of the supplementary rider premium charges which are deducted from the total main plan premium as mentioned in the "Coverage Details" section.
- *{specially for with profits plans}* The Illustrative Values shown above include the cash values for the main plan sum assured and the cash value of projected reversionary bonuses. The maturity value includes the amount of projected Terminal Bonus.
- *{specially for with profits anticipated endowment plans}* The plan provides for payment of [ ]% of the main plan sum assured every [ ] policy years. The values shown in the table above are net of the anticipated payouts. The details of anticipated payouts are as follows:

Policy Year	Amount of Anticipated Payment
<i>{only mention policy years in which anticipated payment is due}</i>	

- *{specially for with profits anticipated endowment plans}* The Cash/Surrender Values shown in the table above show a decrease in policy years [ mention all policy years in which anticipated payments are due ] due to the anticipated payments mentioned in the note above

\_\_\_\_\_  
 Signature of Client  
 Name of Client: \_\_\_\_\_  
 Date: \_\_\_\_\_

\_\_\_\_\_  
 Signature of Sales Representative  
 Name of Sales Representative: \_\_\_\_\_  
 Date: \_\_\_\_\_

- *{In case policy loan is selected}* The illustrated values above are net of policy loan of [mention amount of policy loan] and interest at a rate of [mention rate of interest]%.  
*{If a company intends to show the impact of top up premiums, the following note may be added}*
- The plan has an option to pay top up premiums. The top up premium payments are as follows:

Policy Year	Amount of top up premium
<i>{only mention policy years in which top up premiums are paid}</i>	

The total Illustrative Values after including the top up premiums are as follows:

Policy Year	Cumulative Top up Premium Paid	[a]% unit growth rate / rate of return		[b]% unit growth rate / rate of return		[c]% unit growth rate / rate of return	
		Top up Premium Cash/ Surrender Value	Regular Premium <i>plus</i> Top up Premium Cash / Surrender Value	Top up Premium Cash/ Surrender Value	Regular Premium <i>plus</i> Top up Premium Cash / Surrender Value	Top up Premium Cash/ Surrender Value	Regular Premium <i>plus</i> Top up Premium Cash / Surrender Value
5							
10							
15							
20							
and so on							
[Maturity Year]							

- The Illustrative Values above do not take into account any partial surrenders.
- The unit growth rates / rate of return assumptions mentioned in the table(s) above are before deduction of the Fund Investment Management charges. These charges have been deducted from the unit growth rates / rate of return assumptions prior to determining the Illustrative Values in the table(s) above.
- *{for with profits plans}* The bonuses used in determination of the total Cash/Surrender Values in the table above assume that in future the Company will declare a reversionary bonus of [ ]% of the Sum Assured per year and a terminal bonus of [ ]% of the Sum Assured xx% per year.
- The Cash/Surrender Values given above are based on assumptions. The actual values can be higher or lower than the ones illustrated above depending upon the performance of the underlying investments of the Company.
- *{for with profits plans}* The Cash/Surrender Values given above are based on assumptions. The actual values can be higher or lower than the ones illustrated above depending upon the performance of the underlying investments, expense and mortality experience of the Company
- *{For unit linked plans}* The underlying investments of the plan are in [name of unit fund(s)]
- Cash/Surrender Values given above are net of all charges.
- This is an approved illustration of the Company. Any other illustration which contradicts this illustration should not be given any consideration and should be reported to the Company.

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#### **Declarations:**

##### **Declaration by Sales Representative:**

I confirm that I have not made any verbal, written or electronic presentation which is in contradiction to this illustration. I also confirm that I have not misled or deceived the prospective client in any way. In case of any misconduct on my part, the Company and I shall be responsible for any loss to the prospective client, In such circumstances, SECP shall have the authority to take any action in light of the Insurance Ordinance 2000

Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
Name and code: \_\_\_\_\_  
Designation: \_\_\_\_\_

##### **Declaration by Client:**

I have studied the above illustration and notes carefully and understood them fully. I also confirm that no other illustration verbal, written or electronic in contradiction to this illustration has been given to me.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
CNIC #: \_\_\_\_\_  
SC: Format of Illustration Report