



Sage IUL **Indexed Universal Life Insurance**

featuring interest crediting strategies linked
to iShares® ETFs from BlackRock®

CLIENT GUIDE

[Sagicor.com](https://www.sagicor.com)

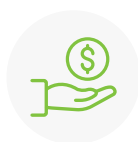


Sagicor®

LIFE INSURANCE COMPANY

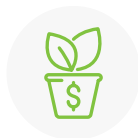
The protection you need today and growth opportunities for tomorrow

Life is what you make it. And with Sage IUL, you can protect what matters most in your life and plan to reach your future goals because your policy offers:



Valuable financial protection

Feel confident that you're protecting what's important — whether you want to ensure that your loved ones will be financially secure, or that your business can continue to prosper — even if you're not there.



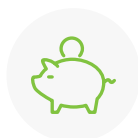
Tax-deferred growth opportunities

Plan to reach your long-term accumulation goals with your choice of crediting strategies, including strategies linked to iShares ETFs from BlackRock.



No market risk

You're never directly invested in any security or market index. Instead, you'll have the opportunity to experience interest crediting linked to the upside potential of the performance of an iShares ETF or the S&P 500® Index — without ever facing market losses.



A tax-efficient cash resource for your future

Look forward to supplementing your retirement income or accomplishing other goals with access to a cash reserve that won't affect your tax bracket, modified adjusted gross income, Social Security benefits or Medicare premiums.



Chronic and terminal illness protection for no additional cost^{1,2}

Be assured that if you would ever need care, your policy provides a cash benefit that can pay for services not covered by Medicare, including care in the comfort of your home.³ The money you receive is federal income tax free,⁴ and you can decide how you want to use it.



Rely on the strength of Sagicor

For more than 65 years, Sagicor Life Insurance Company has continued to help people protect what's important in their lives and create wealth to help them achieve financial goals. Know that your policy is backed by a financial leader dedicated to providing insurance and solutions to meet your needs. Sagicor is rated "A-" or Excellent by A.M. Best Company, which is 4th best of 16 possible ratings.

The power of BlackRock

To bring you growth opportunities to help you accumulate wealth, Sagicor partnered with BlackRock, Inc., a global asset manager and technology provider focused on helping millions of people invest to build savings that serve them throughout their lives. BlackRock is one of the world's largest ETF providers,⁵ and through our partnership, your policy gives you access to interest crediting strategies linked to the performance of iShares ETFs managed by BlackRock.

Most iShares ETFs hold a variety of company stocks or bonds and track the investment results of a benchmark bond or stock market index. The performance of these ETFs serves as criteria for the calculation of interest to be credited to your account.

Interest crediting strategies linked to ETFs offer built-in diversification and growth potential without exposure to market risk. Even though your savings are not directly invested in any iShares ETF, you can easily monitor how the ETF invests.

Plan to meet your accumulation goals

Your Sage IUL policy combines life insurance protection with the opportunity to build cash value over your lifetime as you pay your premiums. Since the premiums are flexible, you can adjust your payments as your life changes. You have the financial freedom to make larger premium payments,⁶ which can help you accumulate more and reach your goals sooner.

On each policy anniversary, you will receive an annual statement detailing the earned interest that's been added to your account value, based on the crediting strategies you've chosen. At this time, you can make adjustments to your crediting strategy allocations should your needs or objectives change.

Experience upside market-linked potential

When you choose an interest crediting strategy linked to an iShares ETF from BlackRock or the S&P 500® Index, this can give more growth opportunities than a fixed rate because you'll have exposure to market upside potential. These strategies track the movement of an ETF or index over a 12-month, point-to-point basis. With any positive change, your account value is credited each year, subject to an interest rate ceiling (Cap) or a Participation rate (Par).

Protection from market losses

If the performance of the S&P 500® Index or the ETF falls into negative territory, you won't lose money. Your account value will never be credited less than 0.00%.

What is a Cap Strategy?

An interest rate Cap is the ceiling or specified limit of the credited interest you will receive that is linked to the performance of the ETF or index, irrespective of the performance of the ETF or index. With a Cap Strategy, when there is positive performance over a given IUL policy year, your account value will receive credited interest up to the Cap rate.



Cap Strategy example calculation

If the Cap rate is 6.00%, and the one-year performance of the ETF or index is 10.00% from point-to-point, your annual interest credit would be 6.00%. If the ETF or index yields -2.00%, you'll earn 0.00%.

Earn up to the interest rate Cap. Never earn less than 0.00%.

What is a Par Strategy?

A Participation rate, or Par, is a percentage of the performance of the ETF or index used to calculate credited interest, if any, to the strategy. A Par Strategy gives you the opportunity to receive credited interest based on positive changes in performance of the ETF or index.



Par Strategy example calculation

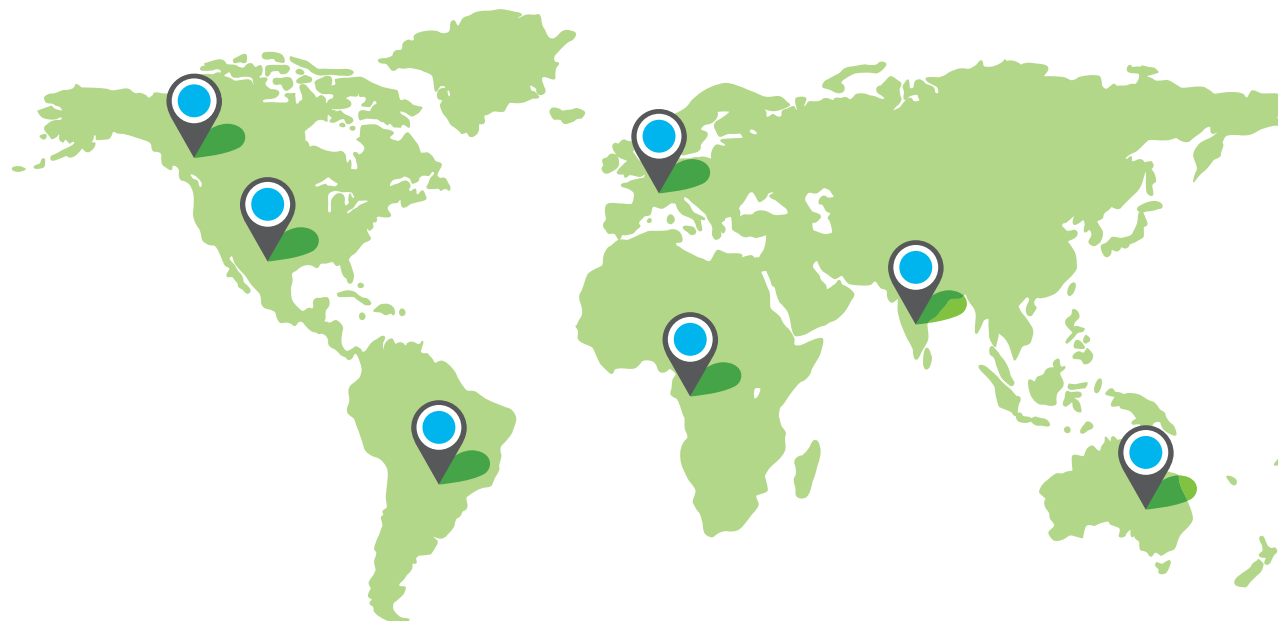
If the Participation rate is 40.00%, and the one-year performance of the ETF or index is 10.00% from point-to-point, your annual interest credit would be 4.00%. If the ETF or index yields -2.00%, you'll earn 0.00%.

Earn a percentage of the ETF or index yield. Never earn less than 0.00%.

Your choice of strategy options

You can select one or more of the following interest crediting strategies based on your preferences and long-term objectives.

Global opportunities with strategies linked to iShares ETFs from BlackRock



If you want interest crediting opportunities and diversification with some international exposure, consider a strategy linked to:

- **iShares MSCI EAFE ETF**

The iShares MSCI EAFE ETF seeks to track the investment results of an index composed of large- and mid-capitalization developed market equities, excluding the U.S. and Canada.

ETF benchmark: MSCI EAFE Index

- **iShares MSCI Emerging Markets ETF**

The iShares MSCI Emerging Markets ETF seeks to track the investment results of an index composed of large- and mid-capitalization emerging market equities.

ETF benchmark: MSCI Emerging Markets Index

If you want interest crediting opportunities and exposure to U.S. companies that have higher environmental, social, and governance (ESG) qualities, consider a strategy linked to:

- **iShares ESG Aware MSCI USA ETF**

The iShares ESG Aware MSCI USA ETF seeks to track the investment results of an index composed of U.S. companies that have positive ESG characteristics as identified by the index provider while exhibiting risk and return characteristics similar to those of the parent index.

ETF benchmark: MSCI USA Extended ESG Focus Index

U.S. opportunities with interest crediting strategies linked to the S&P 500® Index

If you believe in the strength of the U.S. economy, consider a strategy linked to the performance of the S&P 500® Index. The Index tracks 500 of the largest U.S. publicly-traded corporations in the nation's foremost industries.

A Declared Rate Strategy

If you are looking for the assurance of a declared fixed rate and a guaranteed minimum rate for peace of mind, consider this option. You'll earn interest credited daily, based on a fixed rate declared by Sagikor, which is guaranteed to never be less than the guaranteed minimum declared rate.



Declared Rate Strategy example calculation

If the declared fixed rate for the year is 2.50%, your account value will be credited that rate.

Receive a minimum of 1.00% — guaranteed.

Earn an interest rate bonus

Starting policy year 11, you'll receive an additional 0.75% interest enhancement, which will be added to the crediting interest rate applied to your account values.⁷

0.75%
INTEREST RATE BONUS

Learn more about the available crediting strategies

Get a more in-depth perspective. Scan the QR code or visit sagicorlife.co/creditingstrategies5 to view additional information and download PDFs of the Sagikor Indexed Life Insurance Allocation Guide and the latest quarterly fact sheets.



Access cash value

Whether you want to supplement your retirement income or accomplish other long-term financial goals, you can tap into your policy's cash value through policy loans and withdrawals. Choose from fixed or variable loan options. What's best of all is that the money you receive is federal income tax free.⁸

Fixed loans

If you're relying on a steady source of supplemental income, a fixed policy loan may give you the consistency you're looking for. The loan rate does not change, so you'll always know the amount you will be charged. Preferred loans are available beginning policy year 11, which means the charge on the borrowed money is equal to the interest credited to your policy's cash value, resulting in a zero-cost loan. The maximum fixed loan amount is the cash surrender value less anticipated charges and loan interest from the date of the loan to the next policy anniversary.

Variable loans

With a variable loan, the amount you borrow has the opportunity to earn interest, based on the ETF- or index-linked crediting strategies you've chosen. The loan rate will fluctuate over time, which means you may earn more or less in credited interest than the interest rate charged on the money you borrow. The maximum variable loan amount is the account value of the ETF- and index-linked strategies. The accumulated value less the variable loan amount must exceed the anticipated charges and loan interest from the date of the loan to the next policy anniversary.

Withdrawals

After the first policy year, you can take withdrawals from your accumulated cash value. While there is a limit of one withdrawal per year, you can withdraw up to the net surrender value of your policy less \$500. There is a \$25 service fee for each withdrawal, and the minimum withdrawal plus the service fee must amount to at least \$500.

Protection if you need care

While it's hard to predict what the future may bring, it's good to know that you have financial protection should you ever need care. The natural process of aging could lead to a chronic condition that inhibits your ability to perform Activities of Daily Living independently. As a result, you may need assistance with bathing, eating, dressing, toileting, maintaining continence and getting in and out of a chair or bed.

Benefits without restrictions

Even though Sage IUL is not long-term care insurance, the policy provides a cash benefit if you develop a chronic or terminal illness and need help with two of the Activities of Daily Living.⁹ The death benefit would be accelerated to give you an income tax-free¹⁰ financial resource to use for whatever you'd like. This money can help you pay for health-related expenses not covered by Medicare. Because there are no restrictions, you could receive professional in-home care or compensate a loved one to assist you. And you'll never have to send Sagicor a medical receipt for reimbursement.

We make the process of filing a claim easy for your spouse, children and other family members. Since we know how important your benefits are to you and the ones who care about you, you'll receive a cash payout upon qualification of your claim.

Did you know?



The risk of developing a chronic illness increases with age.¹¹



Most Americans who celebrate their 65th birthday will need care at some point in their lives.¹²



Medicare does not cover most long-term care services.¹³



The pandemic raised concerns about the safety of nursing homes, shedding light on the importance of having a plan for care.¹⁴



87% of Americans believe it's more crucial than ever to receive in-home care.¹⁵

Customize your policy

Add features that offer advantages for you and your family. Select from the following optional riders, available for an additional cost, to meet your specific needs.¹⁶

Accidental Death Benefit Rider

This rider can ensure that beneficiaries receive an additional death benefit if the insured's death is due to a covered accident.

Children's Term Rider

If you want the assurance of having coverage for your children, this rider provides term protection, which can be converted to an eligible permanent life insurance policy for up to five times the original amount — regardless of their health.

Guaranteed Insurability Option (GIO) Rider

Keep your options open with the opportunity to purchase additional protection in the future without having to qualify for coverage. This rider can be beneficial if your health status changes or if you would need more life insurance in the years ahead.

Waiver of Monthly Deductions Rider

This rider can give you the security of knowing that your coverage will continue should you, as the primary insured, become totally disabled. The rider waives all monthly deductions due on your policy and any attached riders.¹⁷

Put your policy to work for you

Sage IUL offers you two death benefit options: a Level Death Benefit and an Increasing Death Benefit. These options can give you cost efficiencies and tax advantages, depending on your individual circumstances and objectives. Discuss your goals and your options with your life insurance agent.

Maintain legacy control

You can decide if you want your beneficiary to receive an income stream. If not, your beneficiary will have the choice to receive a lump sum or an income stream, based on the value of your death benefit.

Know that you have coverage protection

Your policy is designed with two built-in features to help ensure that your coverage will not lapse.

- **A No Lapse Guarantee**, which guarantees the death benefit for a specific duration, providing required premiums are paid.
- **An Over Loan Protection Rider**, which can help you avoid policy lapse and potential tax consequences if you're supplementing your retirement income or using Sage IUL for other funding needs.



An easy way to get the coverage you need

Sagicor offers a hassle-free way to purchase life insurance. You may be able to qualify for a policy with no labs or medical exams based on your age and coverage amount.¹⁸ And, even if we need more information, we make it convenient for you.

Feel confident about the future. Ask your agent how Sage IUL can help you meet your goals.

^{1,9}Not long-term care insurance.

²Chronic illness protection is not available in CA.

³The amount you receive will be less any withdrawals, indebtedness, and benefit payments.

^{4,10}This assumes the insured is the policyowner and that the amount of benefit collected is less than the per diem or actual expenses, whichever is greater.

⁵<https://www.ishares.com/us/about-us>

⁶Subject to maximum premium limits set by the IRS.

⁷The bonus is guaranteed if the current declared crediting rate being offered is greater than the guaranteed minimum declared crediting rate in the policy. The bonus will not be credited to the loan collateral account.

⁸Loans and withdrawals from non-Modified Endowment Contract (MEC) life insurance policies are a tax-free return of basis, and are not taxed as distributions for so long as the contract stays in force. MEC policies are taxed differently. Consult your tax advisor.

¹¹American Action Forum, "[Chronic Disease in the United States: A Worsening Health and Economic Crisis](#)."

¹²LongTermCare.gov, "[Who Needs Care?](#)"

¹³Medicare.gov, [Long-term care](#).

^{14,15}Insurancenewsnet.com, "[Americans More Worried About LTC Plans Due To Pandemic: Survey](#)."

¹⁶Not all riders/features may be available.

¹⁷Monthly deductions include policy expense charges, cost of insurance charges and costs or charges for all other benefits added to the policy by rider, endorsement or amendment.

¹⁸Issuance of the policy may depend upon answers to health questions in the application.

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Sagicor is rated "A-" (Excellent) by A.M. Best Company (4th best out of 16 possible ratings), affirmed as of October 20, 2023. Rating and guarantees based on the claims-paying ability of Sagicor Life Insurance Company.

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