CANNEX FIA Analysis

WHAT IS IT?

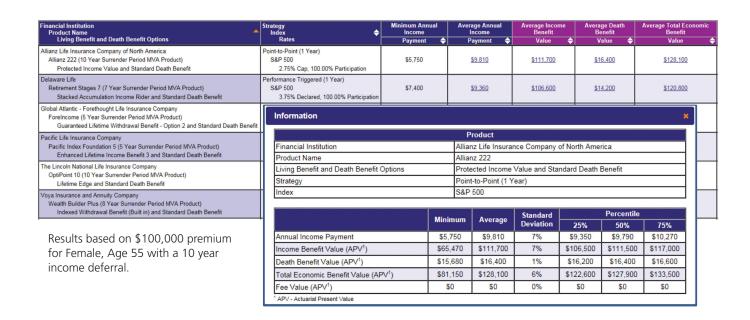
The **CANNEX FIA Analysis** is a patent pending tool that evaluates fixed indexed annuity (FIA) products in a common framework. Users can rank products across a number of components, including:

- » Income Benefit
- » Death Benefit
- » Total Economic Benefit
- » Fees Paid

The **CANNEX FIA Rate Table** service is also available to complement FIA Analysis. FIA rates are maintained and updated in the service, and are guaranteed to be accurate by participating carriers.

HOW DOES IT WORK?

- » The formulae, rates and parameters specific to each contract are programmed and maintained within the service which, in turn, feeds comprehensive testing of annuity features on an apples-to-apples basis.
- » A present value analysis helps create a common metric that is applied across all product types and designs. This forms the fundamental basis for ranking products across each component of the contract because it more accurately represents the real value of each benefit.
- » The results are based on a specific investor profile and intended use of the contract and show specific combinations of riders available with a base contract.
- » Results highlight the average performance of each component of the contract based on a Monte Carlo analysis of capital markets and actuarial assumptions. Minimum contractual guarantees are also provided to help demonstrate the "bottom line" performance in the event that markets never contribute during the life of the contract.
- » All contracts have a set of CANNEX-generated summaries. In addition, supplemental material and support documentation from the carrier are provided alongside hypothetical results. These can include product brochures, specimen documents, forms, and links to websites or videos.



WHY USE THIS METHOD OF COMPARISON?

Until now, advisors have had to rely heavily on qualitative disclosures of fees and rates. Though valuable in its own right, this practice does not provide a complete picture of which product would be the most appropriate for a specific investor. In some cases, the product with higher fees may provide the best economic benefit to the investor. This is especially important when an annuity is allocated into a broader financial plan or portfolio and is intended to meet a specific need.

HOW CAN YOU USE IT?

The CANNEX FIA Analysis allows the advisor to assess a variety of contracts and benefits to help determine if they will suit the client need. This quantitative process can also support other planning, education and recommendation processes. Ultimately, the CANNEX FIA Analysis provides another layer of support to address suitability and regulatory requirements as part of a compliance process.

Users can access the service either directly through the CANNEX service portal or through other third-party tools used in the planning, sales or new business processes. In other words, the results can be used within any format or service the advisor or firm chooses.

FIA RATE TABLE SERVICE

Participating carriers also maintain and update FIA rates and parameters directly with CANNEX. These updates also feed the FIA Analysis tool. These tables are available separately within the CANNEX suite.

Financial Institution / Product	Minimum Premium	Strategy	Index	Fixed / Declared Rate	Cap Rate	Spread Rate	Participatio Rate
Ilianz Life Insurance Company of North America							
Allianz 222 10 Year Surrender Period MVA Current rates effective: NOV-06-2017 at 00:00 ET Not available in: GU, NY, PR, VI		Fixed (1 Year Guarantee)	-	1.50%	-	-	-
		Average (Monthly)	Blended(Proprietary)	-	15	2.50%	100.00%
	\$10,000.00	Point-to-Point (1 Year)	Blended(Proprietary)	-	3.25%	15	100.00%
		Point-to-Point (1 Year)	Bloomberg US Dynamic Balance	-	3.50%	19	100.00%
		Point-to-Point (1 Year)	Bloomberg US Dynamic Balance	-	-	2.95%	100.00%
		Point-to-Point (1 Year)	Nasdaq 100	-	2.75%	19	100.00%
		Point-to-Point (1 Year)	Russell 2000	-	2.75%	-	100.00%
		Point-to-Point (1 Year)	S&P 500	-	2.75%	-	100.00%
		Point-to-Point (1 Year)	PIMCO Tactical Balanced Index	-	-	2.85%	100.00%
		Point-to-Point (1 Year)	PIMCO Tactical Balanced Index	-	3.25%	14	100.00%
		Sum (Monthly)	Nasdaq 100	-	1.60%	ne ne	100.00%
		Sum (Monthly)	Russell 2000	-1	2.00%	Tie Tie	100.00%
		Sum (Monthly)	S&P 500	-1	1.60%	1-	100.00%
Allianz 360 10 Year Surrender Period MVA Current rates effective: NOV-06-2017 at 00:00 ET Not available in: GU, NY, PR, VI	\$10,000.00	Fixed (1 Year Guarantee)	-	1.90%	-	-	-
		Average (Monthly)	Blended(Proprietary)	-	-	2.00%	100.00%
		Point-to-Point (1 Year)	Blended(Proprietary)		4.25%	-	100.00%
		Point-to-Point (1 Year)	Bloomberg US Dynamic Balance	-	4.60%	-	100.00%
		Point-to-Point (1 Year)	Bloomberg US Dynamic Balance	-	-	1.95%	100.00%
		Point-to-Point (1 Year)	Nasdaq 100	-	3.75%	-	100.00%
		Point-to-Point (1 Year)	Russell 2000	-	3.75%	-	100.00%
		Point-to-Point (1 Year)	S&P 500	-	3.75%	-	100.00%
		Point-to-Point (1 Year)	PIMCO Tactical Balanced Index	-	4.35%	-	100.00%
		Point-to-Point (1 Year)	PIMCO Tactical Balanced Index	-	-	1.85%	100.00%
		Sum (Monthly)	Nasdaq 100	-	2.00%	-	100.00%
		Sum (Monthly)	Russell 2000	-	2.10%		100.00%
		Sum (Monthly)	S&P 500	-	2.00%	-	100.00%

WHY CANNEX?

- » Experienced quantitative and actuarial support team
- » Unique operation that works directly with its carrier partners
- » Flexible service that can be deployed within any application or process

