

FIXED INDEX UNIVERSAL LIFE INSURANCE

Allianz High Net Worth Foreign National Program

Underwriting Requirement Guide

Qualifications

These requirements apply to the proposed owner and proposed insured (if different).

- Global assets of \$2,000,000 or more
- Annual earned global income of \$100,000 or more
- U.S. checking account open for a minimum of six months from which premiums will be paid
- Valid physical U.S. mailing address
- Acceptable and valid U.S. Visa or conditional Green Card
- Demonstrates a purpose for their presence in the U.S. other than to obtain life insurance
- Previous visit(s) to the U.S. prior to the solicitation of the application
- Substantial U.S. nexus
- Demonstrates a need for U.S.-based life insurance

U.S. Nexus

Allianz Life Insurance Company of North America (Allianz) reserves the right to determine whether a proposed owner and proposed insured has a substantial U.S. nexus.

Acceptable examples include:

- Holds a conditional Green Card
- Owns real estate in the U.S.
- Maintains an investment interest in the U.S.
- Holds primary employment in the U.S. or works for a U.S. company
- Owns a business in the U.S.
- Owns an established foreign company and is actively engaged in transacting business in the U.S. for at least 12 months

- Married to a U.S. citizen or a permanent Green Card holder

None of the following, by themselves, will constitute a substantial U.S. nexus:

- Close family members residing in the U.S.
- Regular visits to the U.S. for business or personal reasons
- Has a U.S.-based Trust or LLC

Note: The solicitation, sale, signing, and delivery of the policy must be in the state in which the proposed owner has a nexus.

Proposed insured status

Allianz defines a permanent U.S. resident as: A U.S. resident with an acceptable Visa¹ or non-conditional Green Card with an intent to remain in the U.S. permanently and has five years continuous U.S. residence or multiple other evidences of permanence, such as owning a home, long-term U.S. employment, marriage to a U.S. citizen, etc.

Proposed insureds who are U.S. citizens or permanent residents (per the above definition) and reside in the U.S. are underwritten under Allianz domestic underwriting guidelines. Depending on the proposed owner and the proposed insured's country of legal citizenship and its respective laws, U.S. ownership may be required. Proposed owners and proposed insureds in any other status must qualify under the Allianz HNWFN program for consideration.

¹Acceptable Visas: E-1, E-2, H-1B, H-4, L-1A, L-1B, L-2, O-1, O-3 & P

Product and feature availability may vary by state and broker/dealer.

This notice does not apply in the state of New York.

Program parameters

Allianz does not accept foreign politically exposed persons (PEPs), individuals in high-risk occupations or avocations, or OFAC specially designated individuals as proposed owners or proposed insureds.

- Proposed insured is between the ages of 18 and 70 years old (juvenile coverage is not available)
- Minimum death benefit: \$1,000,000
- Medical risks through Table 4
- Proposed insured's global earned income determines their financial underwriting
- Proposed insured completes paramedical examinations and lab requirements in the U.S. by an Allianz approved vendor
- A certified translation company or a translator previously approved by Underwriting translates all underwriting requirements into English before the proposed owner submits the application to Allianz. For each translated document, the proposed owner must submit a translator statement of accuracy with reference to unique identifiers on the original document. The proposed owner or producer is responsible for all translation costs.
 - If the proposed owner and proposed insured (if different) needs any materials translated or the meeting interpreted, they must submit this form with their application. You or those who benefit from the sale of the policy may not translate the materials or interpret any meetings.
 - Allianz approves Language Line Solutions as a resource for translation services at 800.752.6096 or www.languageline.com.

Country Code	A	B
Best Class Available	Preferred	Standard
Auto Bind Limit	\$10,000,000	\$10,000,000
Jumbo Limit	\$35,000,000	\$35,000,000

- Flat extras for foreign residency or travel based on state law may be available
- Proposed owner and proposed insured (if different) is not a head of state or government or a senior politician; does not hold a senior government position; is not a judicial or military official; is not a senior executive in state-owned corporations; is not an official, family member, or close associate of a political party; is not a Politically Exposed Person (PEP) or a Relative or Close Associate (RCA).
- Proposed owner and proposed insured (if different) is not of foreign missionary; police; domestic or foreign military; is not security personnel or a bodyguard deployed overseas or in a combat zone; is not a professional athlete, journalist, public figure, celebrity, or an arms dealer.
- Proposed owner and proposed insured (if different) is not listed on any Sanctions List or Restricted List, including but not limited to Office of Foreign Assets Control (OFAC), The Financial Crimes Enforcement Network (FinCEN), European Union (EU), etc.

Countries of citizenship and residency

B Albania	A Curacao	B Mexico	A Serbia
B Algeria	A Dominica	B Moldova	B Seychelles
A Andorra	B Dominican Republic	A Monaco	A Singapore ¹
A Antigua and Barbuda	B Ecuador	B Mongolia	A Sint Maarten
B Armenia ¹	B Federated State of Micronesia	A Montenegro	A South Korea ¹
A Aruba	B Fiji	B Morocco	B Sri Lanka
A Australia	A French Polynesia	A North Macedonia	B Suriname
B Azerbaijan ¹	B Georgia	A New Zealand	A Taiwan
A Bahrain	A Grenada	A Oman	B Tonga
A Barbados	A Israel ¹	A Palau	B Trinidad and Tobago
B Bhutan	B Jamaica	B Paraguay	B Tunisia
A Bosnia and Herzegovina	A Japan ¹	B Peru	A Turks/Caicos (GBR)
A Brunei	A Kosovo	A Qatar	B Uzbekistan
B Cabo Verde (aka Cape Verde)	A Kuwait	A Saint Kitts and Nevis	B Vietnam
A Canada ²	A Malaysia	A Saint Lucia	
A Chile	B Maldives	B Samoa	
	A Marshall Islands	A San Marino	A Eligible up to and including Preferred underwriting.
	A Mauritius	B Saudi Arabia	B Eligible up to and including Standard underwriting.

¹With restrictions.

²All provinces except Alberta, British Columbia, and Manitoba.

Age and amount underwriting requirements

Age:	18-39	40-59	60-64	65-69	70
\$1,000,000- \$3,000,000	Paramed Blood/HOS FN Quest MVR* Illustration required	Paramed Blood/HOS FN Quest MVR* Illustration required	Paramed Blood/HOS FN Quest MVR* Illustration required	Paramed Blood/HOS EKG FN Quest MVR* Illustration required	Paramed Blood/HOS EKG Senior Assessment FN Quest MVR* Illustration required
\$3,000,001- \$5,000,000	Paramed Blood/HOS FN Questionnaire MVR* Illustration required	Paramed Blood/HOS FN Quest MVR* Illustration required	Paramed Blood/HOS FN Quest MVR* Illustration required	Paramed Blood/HOS EKG FN Quest MVR* Illustration required	Paramed Blood/HOS EKG Senior Assessment FN Quest MVR* Illustration required
\$5,000,001- \$10,000,000	Paramed Blood/HOS EKG APS FN Quest MVR* IR Third Party Fin Illustration required	Paramed Blood/HOS EKG APS FN Quest MVR* IR Third Party Fin Illustration required	Paramed Blood/HOS EKG APS FN Quest MVR* IR Third Party Fin Illustration required	Paramed Blood/HOS EKG APS FN Quest MVR* IR Third Party Fin Illustration required	Paramed Blood/HOS EKG Senior Assessment APS FN Quest MVR* IR Third Party Fin Illustration required

Legend

Paramed: Paramedical exam

Blood/HOS: Blood chemistry profile and urinalysis

EKG: Electrocardiogram

Senior Assessment: Includes Get Up & Go activity, delayed word recall, and clock drawing

APS: Attending physician statement

FN Quest: Foreign national questionnaire

MVR*: Motor vehicle report will be obtained if available

IR: Inspection report

Third Party Fin: Third party financials

The Underwriting department may also order the proposed insured to provide an APS based on their medical history or case circumstances.

Allianz will conduct an Anti-Money Laundering (AML) review of the proposed owner and proposed insured's (if different) status among various government and security databases, and may also request a foreign background check on a case-by-case basis.

Acceptable forms of third-party financials

Depending on case circumstances, the Underwriting department may modify the requirements below.

- Supporting documentation with attorney signature
- Verified* and signed CPA statement with supporting documentation
- Audited CPA statement
- Broker/dealer statement
- Tax return
- Tax assessment or appraisal
- Verified* and signed personal banker statement with supporting documentation

Financial underwriting guidelines on the proposed insured

Age:	18-39	40-59	
Personal needs multiplier	Age bracket • 18-35 • 36-60 • 61-65 • 66-70 • 71 and up	Earned income factor: 40x Subtract current age from 70 for your multiplier, minimum of 12x 10x 5x Individual consideration	Average annual bonuses and average share of business dividends may be included in the multiplier. Generally, passive income (such as pension dividends, interest royalties, lottery winnings, capital gains, and rental income) should not be considered in the multiplier. They may, however, be considered with other assets to assess total needs.
Estate preservation	Growth projections of U.S. assets only. Growth percentage will vary: typically 5%-8% is allowed. Allow up to 55% of projected net worth based on the following: <ul style="list-style-type: none"> • Up to age 40: 20 years of growth • Ages 41-60: 15 years of growth • Ages 61-70: 10 years of growth 	<ul style="list-style-type: none"> • Include a cover letter outlining the estate planning needs. • If assets are growing at a rate greater than the typical 5%-8% allowed, provide valid documentation for possible individual consideration. 	
Secondary wage-earner/non-employed spouse without substantial U.S. connection	Must be submitted concurrently with application on spouse with a substantial U.S. connection. The amount available would be limited to the lesser of the amount of coverage on the spouse with a substantial U.S. connection or \$2,500,000 (U.S.).	If the application submitted on the spouse with the substantial U.S. connection is declined, closed, or withdrawn, no offer will be made on the application submitted on the spouse without a substantial U.S. connection.	

*The CPA statement or Personal Banker statement should include how the client is known to the CPA or banker and what financial documents were reviewed by the CPA or banker to verify the income, assets, and liabilities of the client. The financial documents reviewed should be submitted with the Personal Banker-signed statement and may be required for the CPA-signed statement at the underwriter's discretion.

Preferred criteria

Issue ages	Preferred Plus Nontobacco 18-80	Preferred Nontobacco 18-80	Standard Nontobacco 18-80	Preferred Tobacco 18-75	Standard Tobacco 18-75
Tobacco	None in past three years	None in past two years	None in past year	Tobacco use okay	Tobacco use okay
Blood pressure	Treatment okay Ages <45 ≤135/80 or ≤140/75 Ages 45-64 ≤140/85 or ≤145/80 Ages 65+ ≤145/90 or ≤150/85	Treatment okay Ages <45 ≤140/90 Ages 45-64 ≤145/90 Ages 65+ ≤150/90	Treatment okay Normal guidelines (up to Table 2)	Treatment okay Ages <45 ≤140/90 or ≤145/85 Ages 45-64 ≤145/92 or ≤150/85 Ages 65+ ≤150/92 or ≤155/85	Treatment okay Normal guidelines (up to Table 2)
Build	See chart	See chart	See chart	See chart	See chart
Cholesterol	Treatment okay Ages ≤40 ≤200 Ages 41-61 ≥130 and ≤220 Ages 62+ ≥130 and ≤235	Treatment okay Ages <62 ≤260 Ages 62+ ≥130 and ≤270	Treatment okay Normal guidelines (up to Table 2)	Treatment okay Ages <62 ≤230 Ages 62+ ≥130 and ≤245	Treatment okay Normal guidelines (up to Table 2)
CHOL/HDL	≤5.0	≤7.0	Normal guidelines (up to Table 2)	≤6.5	Normal guidelines (up to Table 2)
Medical history	No history of heart or vascular disease, cancer (except certain skin cancers), diabetes, and no ratable conditions	No history of heart or vascular disease and no ratable conditions	Normal guidelines (up to Table 2)	No history of heart or vascular disease, diabetes, or cancer in past 15 years (except certain skin cancers), then only a single cancer with no history of radiation treatment. No ratable conditions.	Normal guidelines (up to Table 2)
Family history ^{1,2}	No death prior to age 60 from heart disease or familial cancer in parents or siblings ²	No more than one death prior to age 60 from heart disease or familial cancer in parents or siblings ²	Normal guidelines	No death prior to age 60 from heart disease or familial cancer in parents or siblings ²	Normal guidelines
Alcohol/drugs	No history of alcohol or substance abuse in past 10 years	No history of alcohol or substance abuse in last five years	Normal guidelines (up to Table 2)	No history of alcohol or substance abuse in past seven years	Normal guidelines (up to Table 2)
Driving history	No DUI in last seven years, no history of multiple DUIs in last 10 years, no more than one violation in last three years	No DUI in last two years, no more than two violations in last two years Flat extra available	Normal guidelines Flat extra available	No DUI in last three years, no more than two violations in last three years	Normal guidelines Flat extra available

¹This criteria does not apply if proposed insured is age 70 or above.

²Examples of familial cancer include colon, ovarian, melanoma, breast, and prostate.

Preferred criteria (continued)

Issue ages	Preferred Plus Nontobacco 18-80	Preferred Nontobacco 18-80	Standard Nontobacco 18-80	Preferred Tobacco 18-75	Standard Tobacco 18-75
Residency	Must be U.S. resident for one year with Green Card or minimum of three years with Visa	Normal guidelines Flat extra available	Normal guidelines Flat extra available	Must be U.S. resident for one year with Green Card or minimum of three years with Visa	Normal guidelines Flat extra available
Avocation	Nonrated avocations only	Normal guidelines Flat extra available	Normal guidelines Flat extra available	Nonrated avocations only	Normal guidelines Flat extra available

Approved paramedical facilities

Allianz will arrange paramedical requirements for the proposed insured. For exceptions, Allianz approves the paramedical facilities listed below.

Our preferred vendor is:

Portamedic (Hooper Holmes)/APPS 877.644.1264

Other approved vendors:

Examination Management Services, Inc. (EMSI) 800.872.3674
ExamOne 800.768.2061

NOTE: If flat extra is required, best risk classification would be Preferred Nontobacco/Standard Tobacco.

Tobacco is defined as any use of tobacco, such as cigarettes, cigars, chewing tobacco, snuff, pipe smoking, nicotine patch, nicotine gum, betel nuts, or other products containing nicotine or nicotine byproducts.

Final classification will be determined by underwriting.



HAVE QUESTIONS? Contact the Allianz Underwriting Team  800.950.7372

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A leading provider of annuities and life insurance, Allianz Life Insurance Company of North America (Allianz) bases each decision on a philosophy of being true: **True to our strength** as a key part of a leading global financial organization. **True to our passion** for making wise investment decisions. **True to building a culture** where everyone feels welcomed, included, and valued. And **true to the people we serve**, each and every day.

Through a line of innovative products and a network of trusted financial professionals, and with 3.7 million contracts issued, Allianz helps people as they seek to achieve their financial and retirement goals. Founded in 1896, Allianz is proud to play a vital role in the success of our global parent, Allianz SE, one of the world's largest financial services companies.

While we are proud of our financial strength, we are made of much more than our balance sheet. By being true to our commitments and keeping our promises, we believe we make a real difference for our clients. It's why so many people rely on Allianz today and count on us for tomorrow – when they need us most.

Products are issued by:

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