

Building a stronger investment portfolio with Equimax® Whole Life (supplemental)

Case Study: A closer look at the numbers.

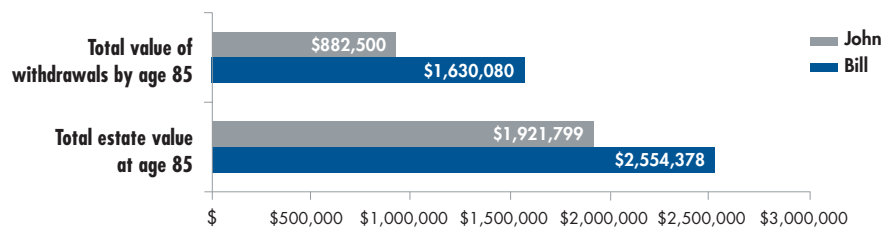
MEET JOHN AND BILL

John and Bill are both 45 years old. They are looking for a tax-efficient way to leave an inheritance to their heirs and build wealth they can access to supplement their retirement income. They have maximized their registered investments and currently have \$750,000 in non-registered savings. They can afford to spend \$30,000 annually for the next 20 years to help them achieve their financial goals.

	John's plan		Bill's plan	
	<ul style="list-style-type: none"> • Life insurance: \$1 million term 20 policy which will not be renewed.¹ • Investment: Deposits \$28,280 annually to his existing non-registered investment. 		<ul style="list-style-type: none"> • Life insurance: \$750,000 permanent life insurance with a \$250,000 term 20 rider. The term rider will not be renewed.² • Investment: Deposits \$4,875 annually to his existing non-registered investment. 	
End of year value ...				
	Non-registered investment ³	Life insurance total death benefit	Non-registered investment ³	Life insurance total death benefit ⁴
Year 1	\$796,569	\$1,000,000	\$772,615	\$1,002,678
Year 5	\$994,050	\$1,000,000	\$868,517	\$1,036,917
Year 10	\$1,268,157	\$1,000,000	\$1,001,629	\$1,129,297
Year 15	\$1,576,021	\$1,000,000	\$1,151,134	\$1,275,980
Year 20	\$1,921,799	\$1,000,000	\$1,319,052	\$1,479,433
Annual withdrawals to supplement retirement income for 20 years ⁵				
	\$44,125 (withdraws interest only before death at age 85)		\$81,504 (withdraws all his savings before death at age 85)	
Age 66	\$1,921,799	\$0 ⁶	\$1,266,631	\$1,276,327 ⁶
Age 75	\$1,921,799	\$0	\$735,781	\$1,772,621
Age 85	\$1,921,799	\$0	\$0	\$2,554,378

The results:

By age 85, Bill will have received **\$747,580** (85%) more for retirement than John; and the value of his estate will be about 33% higher than John's.



¹ Term 20 policy not renewed. Premiums paid for 20 years only. Male, age 45, standard non-smoker rates as of August 12, 2023. Exact premium is \$1,720.22. ² Equimax Estate Builder®, 20 pay. Paid-up additions dividend option. Exact annual premium including the Term 20 rider is \$25,124.45 based on male, age 45, standard non-smoker rates as of August 12, 2023. The term rider is not renewed and premiums are paid for 20 years only. ³ Assumes an average annual rate of return of 5% in an interest only investment and a marginal tax rate of 53%. Assumes no withdrawals from the non-registered savings before age 65. ⁴ Illustrated values are for a male, age 45, standard non-smoker rates effective August 12, 2023 and the dividend scale at that time remaining unchanged for the life of the policy. It was neither a projection nor a prediction of future performance. Dividends are not guaranteed and are paid at the sole discretion of the Board of Directors. Dividends may be subject to taxation. Dividends will vary based on the actual investment returns in the participating account as well as mortality, expenses, lapses, claims experience, taxes, and other experience of the participating block of policies. Your advisor can show you alternate dividend scale reports to help highlight the potential impact possible decreases in the dividend scale interest rate can have on the values in your policy. Those reports are not a prediction of the largest dividend scale change that could occur over the life of your policy. ⁵ The rate of return on the taxable investment during the withdrawal years is 5%. ⁶ John's term 20 policy and Bill's term 20 rider are not renewed.

Flexibility to enjoy your retirement ... **your way**

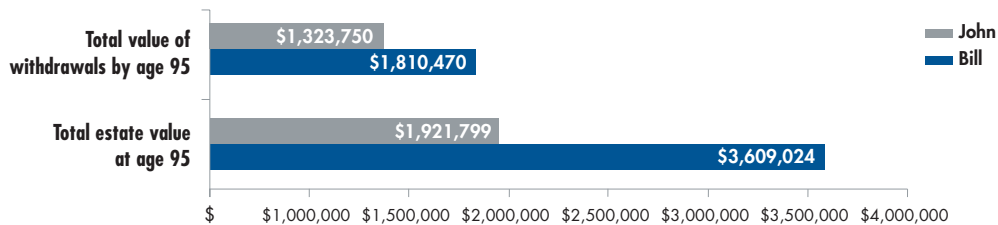
What if Bill takes less money to supplement his retirement income to make it last for 30 years?

If Bill withdraws \$60,349 each year for 30 years rather than \$81,504 for 20 years, how would the total value of his withdrawals and estate value compare to John's?

	John's plan		Bill's plan	
Value at end of year 20				
	Non-registered investment ³	Life insurance total death benefit	Non-registered investment ³	Life insurance total death benefit ⁴
	\$1,921,799	\$1,000,000	\$1,319,052	\$1,479,433
Annual withdrawals to supplement retirement income for 30 years ⁵				
	\$44,125 (withdraws interest only before death at age 95)		\$60,349 (withdraws all his savings before death at age 95)	
Age 66	\$1,921,799	\$0 ⁶	\$1,288,282	\$1,276,327 ⁶
Age 75	\$1,921,799	\$0	\$976,690	\$1,772,621
Age 85	\$1,921,799	\$0	\$544,808	\$2,554,378
Age 95	\$1,921,799	\$0	\$0	\$3,609,024

The results:

By age 95, Bill will have received **\$486,720** or (37%) more for retirement than John; and the value of his estate will be **\$1,687,225** (88%) higher.



What if Bill wants more money to supplement his retirement income?

In addition to the withdrawals Bill is making from his non-registered investments, he can use the cash surrender value of his life insurance policy as collateral for a bank loan or as collateral to borrow money from Equitable Life (called a policy loan).

	Bill's plan	
End of year value ...		
	Non-registered investment (assuming an annual withdrawal of \$81,504)	Cash value of life insurance ⁴ (available for collateral loan or policy loan)
Age 66	\$1,266,631	\$746,414
Age 75	\$735,781	\$1,262,653
Age 85	\$0	\$2,125,340

The results:

Bill can receive more income per year and/or for a longer period of time by borrowing against the cash value of his policy. At death, his estate value will be decreased by any outstanding loan balance.

Adding a participating whole life policy to your financial plans gives you more options to address the "what ifs".

Contact your financial advisor to find out more.

Based on current tax legislation and may change. This information does not constitute legal, tax, investment, or other professional advice. The case study in this document is for illustration purposes only. Actual results will vary. Illustrated values are based on the dividend scale in effect at August 12, 2023 remaining unchanged for the life of the policy. Your advisor can show you alternate dividend scale reports to help highlight the potential impact possible decreases in the dividend scale interest rate can have on the values in your policy. ® denotes a trademark of The Equitable Life Insurance Company of Canada.