



## GLOBAL LIFE UNDERWRITING

3655 Torrance Boulevard, 3rd Floor  
Torrance, California 90503  
Tel: (310) 295-4960 | Fax: (866) 334-5007  
[www.GLULLC.com](http://www.GLULLC.com)

---

## COMPANY OVERVIEW

---

Global Life Underwriting, LLC (GLU) was formed in 2008 to address investor's requirements for more accurate and useful life expectancy reports and policy valuations. GLU pioneered the use of the 2008 VBT and Relative Risk (RR) Tables as well as using the Underwriting Criteria Score (UCS) system for medical underwriting as a long-term methodology for producing standardized, accurate and consistent life expectancy reports (LERs).

GLU's CARAT™ based LERs and Policy Valuations are produced by experienced life insurance underwriters who thoroughly review an insured's medical records to place them into standardized risk categories. Unlike other life expectancy providers who use proprietary multipliers, GLU uses published Relative Risk Tables wherever appropriate to accurately determine the life expectancy and mortality distribution for each life.

GLU LERs provide a comprehensive data set that includes the full range of potential life expectancies, recommended risk category and LE, mortality distribution, risk factor analysis, a complete summary of medical records and an investment summary identifying key risk factors and possible or projected health changes. Policy Valuations provide a matrix of valuations applying multiple IRR's to the RR Tables and SSA Tables, measure price sensitivity for changes in IRR and health status, and easily integrate into a portfolio valuation model.

GLU also provides consulting services to providers and investors that include designing acquisition parameters, underwriting standards, portfolio diversification and optimization, risk measurement, and portfolio appraisal services.

---

## LERs BASED ON A GOLD STANDARD

---

**2008 Relative Risk Tables** published by the Society of Actuaries are based on the most comprehensive study of fully underwritten life insurance policies ever conducted.

- Policies with \$7.4 trillion in death benefits
- 695,000 deaths over a 3 year study period
- All policies were fully underwritten
- Policies were allocated to relative risk tables based on their initial Underwriting Criteria Score (UCS)
- UCS Scoring normalized the medical underwriting differences of 32 participating carriers into 10 Non-smoking and 4 Smoking RR Tables for Males and Females representing standardized risk categories

---

## TRANSPARENT METHODOLOGY

---

**Investors Deserve CARAT™ based LERs.** GLU LERs are Consistent, Accurate, Reliable, Accountable, and Transparent.

**Provide Useful Information to Investors and Sellers.** GLU LERs don't just provide a number (LE), they provide a summary of the medical data reviewed and a description of any key findings related to the RR classification. Where relevant, prior, current or possible future changes to the insured's health and classification are identified.

**Based on Published Mortality Tables.** All LEs are calculated based on the 2008 RR Tables or the Social Security Administration Mortality Tables. LEs are calculated using the standard  $qX$  actuarial formula applied on a monthly basis.

**Standardized Risk Scoring.** GLU uses a combination of UCS risk scores and the Swiss Re underwriting (debit/credit) guidelines to consistently classify and rate medical risk factors which are converted to normalized risk scores.

**Choice of Medical Underwriting or "Wear-off"** . Standard LERs are based on current medical records and reset the duration period. "Wear-Off" (Indicative) LERs are based on the duration from the policy's issue date or the date of the last GLU-based medical underwriting.

**Based on Insured's Actual Age.** LEs are accurate to the insured's actual (month) age at the date of the Certificate.