

# Sun Life Assurance Company of Canada

## An Illustration of Sun Executive UL Life Insurance (2009)

|                   |                                |                        |             |
|-------------------|--------------------------------|------------------------|-------------|
| Client Name       | : Valued Client                | Specified Face Amount: | \$1,071,942 |
| Age/Sex/Class     | : 60/Male/Standard Non-Tobacco | SIA Face Amount:       | \$1,071,943 |
| First Payment     | : \$1,000,000.00               | Total Face Amount:     | \$2,143,885 |
| Premium Frequency | : Annual                       | Death Benefit Option:  | A (Level)   |

### Internal Rate of Return on Surrender Value and Death Benefit Report Based on Current Cost of Insurance Rates and Current Expenses

| Year | Age | Net Annual Outlay | Cumulative Net Annual Outlay | Cash Surrender Value | IRR On Cash Surrender Value | Total Death Benefit | IRR On Death Benefit |
|------|-----|-------------------|------------------------------|----------------------|-----------------------------|---------------------|----------------------|
| 1    | 61  | 1,000,000         | 1,000,000                    | 1,039,687            | 3.97%                       | 2,228,970           | 122.90%              |
| 2    | 62  | 0                 | 1,000,000                    | 1,079,420            | 3.90%                       | 2,248,918           | 49.96%               |
| 3    | 63  | 0                 | 1,000,000                    | 1,119,847            | 3.85%                       | 2,268,585           | 31.40%               |
| 4    | 64  | 0                 | 1,000,000                    | 1,161,523            | 3.81%                       | 2,289,424           | 23.01%               |
| 5    | 65  | 0                 | 1,000,000                    | 1,204,814            | 3.80%                       | 2,312,191           | 18.25%               |
| 6    | 66  | 0                 | 1,000,000                    | 1,249,875            | 3.79%                       | 2,336,984           | 15.20%               |
| 7    | 67  | 0                 | 1,000,000                    | 1,296,227            | 3.78%                       | 2,362,745           | 13.07%               |
| 8    | 68  | 0                 | 1,000,000                    | 1,354,481            | 3.87%                       | 2,408,077           | 11.61%               |
| 9    | 69  | 0                 | 1,000,000                    | 1,415,107            | 3.93%                       | 2,454,804           | 10.49%               |
| 10   | 70  | 0                 | 1,000,000                    | 1,478,325            | 3.99%                       | 2,503,187           | 9.61%                |
| 11   | 71  | 0                 | 1,000,000                    | 1,545,085            | 4.03%                       | 2,554,455           | 8.90%                |
| 12   | 72  | 0                 | 1,000,000                    | 1,615,426            | 4.08%                       | 2,608,719           | 8.32%                |
| 13   | 73  | 0                 | 1,000,000                    | 1,688,904            | 4.11%                       | 2,665,150           | 7.83%                |
| 14   | 74  | 0                 | 1,000,000                    | 1,765,715            | 4.14%                       | 2,724,769           | 7.42%                |
| 15   | 75  | 0                 | 1,000,000                    | 1,846,407            | 4.17%                       | 2,788,075           | 7.07%                |
| 16   | 76  | 0                 | 1,000,000                    | 1,930,810            | 4.20%                       | 2,854,455           | 6.78%                |
| 17   | 77  | 0                 | 1,000,000                    | 2,018,693            | 4.22%                       | 2,923,500           | 6.51%                |
| 18   | 78  | 0                 | 1,000,000                    | 2,110,140            | 4.24%                       | 2,995,190           | 6.28%                |
| 19   | 79  | 0                 | 1,000,000                    | 2,205,381            | 4.25%                       | 3,070,072           | 6.08%                |
| 20   | 80  | 0                 | 1,000,000                    | 2,304,690            | 4.26%                       | 3,148,829           | 5.90%                |
| 21   | 81  | 0                 | 1,000,000                    | 2,404,547            | 4.27%                       | 3,227,043           | 5.74%                |
| 22   | 82  | 0                 | 1,000,000                    | 2,507,958            | 4.27%                       | 3,308,863           | 5.59%                |
| 23   | 83  | 0                 | 1,000,000                    | 2,614,977            | 4.27%                       | 3,394,707           | 5.46%                |
| 24   | 84  | 0                 | 1,000,000                    | 2,725,574            | 4.27%                       | 3,484,135           | 5.34%                |
| 25   | 85  | 0                 | 1,000,000                    | 2,839,935            | 4.26%                       | 3,577,255           | 5.23%                |
| 26   | 86  | 0                 | 1,000,000                    | 2,958,180            | 4.26%                       | 3,674,333           | 5.13%                |
| 27   | 87  | 0                 | 1,000,000                    | 3,080,505            | 4.26%                       | 3,775,926           | 5.04%                |
| 28   | 88  | 0                 | 1,000,000                    | 3,206,591            | 4.25%                       | 3,881,906           | 4.96%                |
| 29   | 89  | 0                 | 1,000,000                    | 3,337,096            | 4.24%                       | 3,993,239           | 4.89%                |
| 30   | 90  | 0                 | 1,000,000                    | 3,472,422            | 4.24%                       | 4,110,410           | 4.82%                |
| 31   | 91  | 0                 | 1,000,000                    | 3,612,719            | 4.23%                       | 4,233,437           | 4.76%                |
| 32   | 92  | 0                 | 1,000,000                    | 3,758,439            | 4.22%                       | 4,362,534           | 4.71%                |
| 33   | 93  | 0                 | 1,000,000                    | 3,909,913            | 4.22%                       | 4,496,289           | 4.66%                |
| 34   | 94  | 0                 | 1,000,000                    | 4,067,617            | 4.21%                       | 4,634,204           | 4.61%                |
| 35   | 95  | 0                 | 1,000,000                    | 4,232,027            | 4.21%                       | 4,775,380           | 4.57%                |
| 36   | 96  | 0                 | 1,000,000                    | 4,404,173            | 4.20%                       | 4,918,686           | 4.52%                |
| 37   | 97  | 0                 | 1,000,000                    | 4,585,622            | 4.20%                       | 5,062,080           | 4.48%                |
| 38   | 98  | 0                 | 1,000,000                    | 4,779,244            | 4.20%                       | 5,200,678           | 4.43%                |
| 39   | 99  | 0                 | 1,000,000                    | 4,989,703            | 4.21%                       | 5,328,260           | 4.38%                |
| 40   | 100 | 0                 | 1,000,000                    | 5,225,899            | 4.22%                       | 5,434,935           | 4.32%                |

# Sun Life Assurance Company of Canada

## A Composite Illustration of Sun Executive UL Life Insurance

Initial Face Amount: \$2,812,477  
 Initial Total Outlay: \$1,000,000

### Composite Underwriter's Worksheet

Prepared for 10 Participants  
 Prepared by: Agent's Name Here

| #            | Name          | Age | Sex  | Risk Class | Product            | DB Option | Initial Face Amount | Initial Annual Outlay | Initial Target Premium | Table Rating | Initial Flat Extra /1000 |
|--------------|---------------|-----|------|------------|--------------------|-----------|---------------------|-----------------------|------------------------|--------------|--------------------------|
| 1            | Valued Client | 45  | Male | Std NT     | Sun Exec UL (2009) | A         | 343,363             | 100,000               | 8,079                  | None         | 0.00                     |
| 2            | Valued Client | 46  | Male | Std NT     | Sun Exec UL (2009) | A         | 332,188             | 100,000               | 8,085                  | None         | 0.00                     |
| 3            | Valued Client | 47  | Male | Std NT     | Sun Exec UL (2009) | A         | 321,463             | 100,000               | 8,090                  | None         | 0.00                     |
| 4            | Valued Client | 48  | Male | Std NT     | Sun Exec UL (2009) | A         | 311,168             | 100,000               | 8,095                  | None         | 0.00                     |
| 5            | Valued Client | 50  | Male | Std NT     | Sun Exec UL (2009) | A         | 291,573             | 100,000               | 8,111                  | None         | 0.00                     |
| 6            | Valued Client | 52  | Male | Std NT     | Sun Exec UL (2009) | A         | 273,334             | 100,000               | 8,133                  | None         | 0.00                     |
| 7            | Valued Client | 54  | Male | Std NT     | Sun Exec UL (2009) | A         | 256,538             | 100,000               | 8,162                  | None         | 0.00                     |
| 8            | Valued Client | 56  | Male | Std NT     | Sun Exec UL (2009) | A         | 241,207             | 100,000               | 8,196                  | None         | 0.00                     |
| 9            | Valued Client | 58  | Male | Std NT     | Sun Exec UL (2009) | A         | 227,254             | 100,000               | 8,234                  | None         | 0.00                     |
| 10           | Valued Client | 60  | Male | Std NT     | Sun Exec UL (2009) | A         | 214,389             | 100,000               | 8,285                  | None         | 0.00                     |
| <b>Total</b> |               |     |      |            |                    |           | <b>2,812,477</b>    | <b>1,000,000</b>      | <b>81,470</b>          |              |                          |

The Composite Ledger Values shown in this Composite Illustration represent the sum of the corresponding values shown in the accompanying individual illustrations for each of the participants listed in the Composite Underwriter's Worksheet. For this purpose, values based on current charge rates have been used. On request, we will provide you with a Composite Illustration that is based on guaranteed maximum charge rates, which would generally show lower values.

The accompanying individual illustrations also set forth other assumptions used in deriving the values set forth therein and certain caveats and limitations you should be aware of in considering those values. Those other assumptions, caveats and limitations also apply to this Composite Illustration.

The individual's age shown is current as of the Plan Effective Date of 5/26/2009

Prepared by: [Please Enter Advisor Name]

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Prepared on: 5/26/2009

*Not valid without compliance ledgers dated 5/26/2009.*

# Sun Life Assurance Company of Canada

## A Composite Illustration of Sun Executive UL Life Insurance

Initial Face Amount: \$2,812,477  
 Initial Total Outlay: \$1,000,000

Prepared for 10 Participants  
 Prepared by: Agent's Name Here

### Internal Rate of Return on Surrender Value Report Based on Current Cost of Insurance Rates and Current Expenses

| Year         | Net Annual Outlay | Death Benefit Paid | Total Net Annual Outlay | Cumulative Net Annual Outlay | Cash Surrender Value | IRR On Cash Surrender Value |
|--------------|-------------------|--------------------|-------------------------|------------------------------|----------------------|-----------------------------|
| 1            | 1,000,000         | 0                  | 1,000,000               | 1,000,000                    | 1,039,938            | 3.99%                       |
| 2            | 0                 | 0                  | 0                       | 1,000,000                    | 1,080,211            | 3.93%                       |
| 3            | 0                 | 0                  | 0                       | 1,000,000                    | 1,121,621            | 3.90%                       |
| 4            | 0                 | 0                  | 0                       | 1,000,000                    | 1,164,416            | 3.88%                       |
| 5            | 0                 | 0                  | 0                       | 1,000,000                    | 1,208,659            | 3.86%                       |
| 6            | 0                 | 0                  | 0                       | 1,000,000                    | 1,254,227            | 3.85%                       |
| 7            | 0                 | 0                  | 0                       | 1,000,000                    | 1,299,838            | 3.82%                       |
| 8            | 0                 | 0                  | 0                       | 1,000,000                    | 1,359,400            | 3.91%                       |
| 9            | 0                 | 0                  | 0                       | 1,000,000                    | 1,421,844            | 3.99%                       |
| 10           | 0                 | 0                  | 0                       | 1,000,000                    | 1,487,228            | 4.05%                       |
| <b>Total</b> | <u>1,000,000</u>  | <u>0</u>           | <u>1,000,000</u>        |                              |                      |                             |
| 11           | 0                 | 0                  | 0                       | 1,000,000                    | 1,556,710            | 4.11%                       |
| 12           | 0                 | 0                  | 0                       | 1,000,000                    | 1,629,663            | 4.15%                       |
| 13           | 0                 | 0                  | 0                       | 1,000,000                    | 1,705,926            | 4.19%                       |
| 14           | 0                 | 0                  | 0                       | 1,000,000                    | 1,785,756            | 4.23%                       |
| 15           | 0                 | 0                  | 0                       | 1,000,000                    | 1,869,211            | 4.26%                       |
| 16           | 0                 | 0                  | 0                       | 1,000,000                    | 1,956,272            | 4.28%                       |
| 17           | 0                 | 0                  | 0                       | 1,000,000                    | 2,047,081            | 4.30%                       |
| 18           | 0                 | 0                  | 0                       | 1,000,000                    | 2,141,839            | 4.32%                       |
| 19           | 0                 | 0                  | 0                       | 1,000,000                    | 2,240,764            | 4.34%                       |
| 20           | 0                 | 0                  | 0                       | 1,000,000                    | 2,344,105            | 4.35%                       |
| <b>Total</b> | <u>1,000,000</u>  | <u>0</u>           | <u>1,000,000</u>        |                              |                      |                             |
| 21           | 0                 | 0                  | 0                       | 1,000,000                    | 2,448,510            | 4.36%                       |
| 22           | 0                 | 0                  | 0                       | 1,000,000                    | 2,556,890            | 4.36%                       |
| 23           | 0                 | 0                  | 0                       | 1,000,000                    | 2,669,550            | 4.36%                       |
| 24           | 0                 | 0                  | 0                       | 1,000,000                    | 2,786,493            | 4.36%                       |
| 25           | 0                 | 0                  | 0                       | 1,000,000                    | 2,907,870            | 4.36%                       |
| 26           | 0                 | 0                  | 0                       | 1,000,000                    | 3,033,896            | 4.36%                       |
| 27           | 0                 | 0                  | 0                       | 1,000,000                    | 3,164,508            | 4.36%                       |
| 28           | 0                 | 0                  | 0                       | 1,000,000                    | 3,299,706            | 4.36%                       |
| 29           | 0                 | 0                  | 0                       | 1,000,000                    | 3,439,921            | 4.35%                       |
| 30           | 0                 | 0                  | 0                       | 1,000,000                    | 3,585,207            | 4.35%                       |
| <b>Total</b> | <u>1,000,000</u>  | <u>0</u>           | <u>1,000,000</u>        |                              |                      |                             |

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