

## GUARANTEED WHOLE OF LIFE HISTORIC PRICING COMPARISON – COST PER YEAR FOR £1 MILLION COVER SEPTEMBER 2023

The pricing of Guaranteed Whole of Life policies has come down significantly over the last 2 years and can offer attractive internal rates of return. A summary of current and historical pricing is provided below supported by a comparison of implied internal rates of return.

JOINT LIFE SECOND DEATH COST PER YEAR					
AGE	September 2021	September 2022	September 2023		
30	£6,231	£5,967	£5,122		
40	£8,379	£9,050	£7,034		
50	£12,885	£12,953	£9,459		
60	£17,058	£15,212	£12,869		
70	£24,818	£23,094	£19,959		
80	£47,823	£41,740	£38,686		

SINGLE LIFE COST PER YEAR					
AGE	September 2021	September 2022	September 2023		
30	£7,081	£7,485	£6,347		
40	£10,225	£10,679	£8,822		
50	£15,229	£14,517	£12,273		
60	£21,256	£17,913	£16,794		
70	£34,838	£30,056	£28,138		
80	£67,827	£60,613	£54,960		

## JOINT LIFE SECOND DEATH - NET IMPLIED INTERNAL RATE OF RETURN

AGE 60				
		September	September	
		2021	2023	
Annual Premium		£17,058	£12,869	
AGE AT DEATH	82	9.4%	11.7%	
	87	6.1%	7.9%	
	90	4.0%	5.6%	
	95	2.7%	4.1%	
AC	100	1.8%	3.0%	

Age 70				
		September	September	
		2021	2023	
Annual Premium		£24,818	£19,959	
AGE AT DEATH	82	17.7%	20.8%	
	87	9.0%	11.1%	
	90	6.3%	8.1%	
	95	3.5%	5.0%	
	100	1.8%	3.1%	

## SINGLE LIFE – NET IMPLIED INTERNAL RATE OF RETURN

AGE 60				Age 70				
		September	September				September	September
1		2021	2023				2021	2023
Annual Premium		£21,256	£16,794		Annual Premium		£34,838	£28,138
AGE AT DEATH	82	7.6%	9.5%		AGE AT DEATH	82	12.9%	15.9%
	87	4.6%	6.2%			87	5.6%	7.7%
	90	2.8%	4.1%			90	3.3%	5.2%
	95	1.6%	2.8%			95	1.0%	2.6%
	100	0.8%	1.8%			100	0.3%	1.1%

The Net Implied Internal Rate of Return (Net IRR) represents the potential annual returns on premiums paid required to generate a sum exactly equal to the sum assured of £1 million assuming death at various ages. The Net IRR does not take any account of Inheritance Tax, Income Tax, Capital Gains Tax or investment management charges.

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