

## Sample International Experience Report (Self-Experienced Account)

ABC COMPANY, LTD.  
30 June 200X



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# ABC COMPANY, LTD.

## International Experience Year Ending 30 June 200X

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The International Experience Report for the period ending 30 June 200X reflects 6 units included in IGP covering 2,627 employees. Experience for this period produced an Accumulated Contribution to the International Account (CIA) of **US\$ 161,420**.

**The following is an overview of experience in recent years:**

<u>Year</u>		<u>Premium</u>	<u>Lives</u>	<u>CIA (Line 14)</u>	<u>Acc. CIA (Line 16)</u>	<u>Int'l Dividend</u>
200X	US\$	625,284	1,627	338,403	161,420	161,420
200X	US\$	576,977	1,605	-153,024	-153,032	-
200X*	US\$	854,785	862	179,929	-	61,046

\* Small Groups Pool account.

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COMPANY ABC LTD is currently a self-experienced account. In order to protect against claims fluctuations should the number of lives in the international account substantially be reduced, a threshold has been established below which the account would automatically join IGP's Small Groups Pool. The threshold for COMPANY ABC LTD is 1,000 lives.

Your IGP representative will be pleased to answer any questions you may have regarding this information.

# ABC COMPANY, LTD.

## International Experience Year Ending 30 June 200X

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### Subsidiaries Included in IGP and IGP Network Partners

<u>Location</u>	<u>Unit</u>	<u>Subsidiary</u>	<u>IGP Network Partner</u>
<b>Australia</b>	7	ABC Australia	AMP Life Limited
<b>Hong Kong</b>	5	ABC Hong Kong	AXA China Region Limited
<b>Malaysia</b>	2	ABC Malaysia	ING Insurance Berhad
<b>Norway</b>	3	ABC Norway	Storebrand Livsforsikring AS
<b>Taiwan</b>	6	ABC Taiwan	Shin Kong Life Insurance Co., Ltd.
<b>UK</b>	4	ABC UK Limited	Canada Life Limited

**ABC COMPANY, LTD.**  
**International Experience Year Ending 30 June 200X**

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**TOTAL RESULTS**

1. No. of lives covered		1,627
2. Annual premium	US\$	625,284
3. Tax paid by employer		824
4. Gross cost (2 + 3)		626,108
5. Investment income		10,723
6. Claims and annuity payments		132,118
7. Change in reserves		11,564
a. Beginning reserves		156,996
b. Ending reserves		168,560
8. Expenses and risk		113,536
9. Commissions		34,209
10. Tax paid by insurer		2,417
11. Local dividend		7,174
12. Subtotal (2+5-6-7-8-9-10-11)		334,989
13. Interest on (12) from policy year end to June 30, 200X		3,415
14. Contribution to the International Account (12 + 13)		338,404
15. Prior margin/adjustment		-176,984
a. Prior margin/deficit		-177,045
b. Currency adjustment		61
16. Accumulated Contribution to the International Account (14 + 15)		<b>US\$ 161,420</b>

**ABC COMPANY, LTD.**  
**International Experience Year Ending 30 June 200X**

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	AUSTRALIA (7)	HONG KONG (5)	MALAYSIA (2)
Policy year ending:	30 Jun 200X	31 Dec 200X	31 Mar 200X
Exchange rate:	US\$ .853985	US\$ .129011	US\$ .296600
1. No. of lives covered	180	173	139
2. Annual premium	US\$ 55,037	US\$ 108,353	US\$ 83,576
3. Tax paid by employer	824	0	0
4. Gross cost (2 + 3)	55,861	108,353	83,576
5. Investment income	1,694	152	815
6. Claims and annuity payments	1,614	48,242	64,333
7. Net increase in reserves	6,668	706	4,268
a. Beginning reserves	18,490	10,129	6,544
b. Ending reserves	25,158	10,835	10,812
8. Expenses and risk	10,284	26,508	15,693
9. Commissions	5,503	7,625	8,358
10. Tax paid by insurer	321	948	0
11. Local dividend	0	0	0
12. Subtotal (2+5-6-7-8-9-10-11)	32,341	24,476	-8,261
13. Interest on (12) from policy year end to 30 June 200X	0	176	-87
14. Contribution to the International Account (12 + 13)	32,341	24,652	-8,348
15. Prior margin/adjustment	0	0	-23,606
a. Prior margin/deficit	0	0	-23,575
b. Currency adjustment	0	0	-31
16. Accumulated Contribution to the International Account (14 + 15)	<b>US\$ 32,341</b>	<b>US\$ 24,652</b>	<b>-US\$ 31,954</b>

**ABC COMPANY, LTD.**  
**International Experience Year Ending 30 June 200X**

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	<b>NORWAY</b> <b>(3)</b>	<b>TAIWAN</b> <b>(6)</b>	<b>UK</b> <b>(4)</b>
Policy year ending:	31 Dec 200X	30 Jun 200X	28 Feb 200X
Exchange rate:	US\$ .156209	US\$ .030960	US\$ 1.635700
1. No. of lives covered	134	262	739
2. Annual premium	US\$ 123,395	US\$ 22,968	US\$ 231,955
3. Tax paid by employer	0	0	0
4. Gross cost (2 + 3)	123,395	22,968	231,955
5. Investment income	7,200	0	862
6. Claims and annuity payments	0	4,310	13,619
7. Net increase in reserves	-7,175	0	7,097
a. Beginning reserves	121,833	0	0
b. Ending reserves	114,658	0	7,097
8. Expenses and risk	15,882	3,997	41,172
9. Commissions	0	3,445	9,278
10. Tax paid by insurer	0	1,148	0
11. Local dividend	0	7,174	0
12. Subtotal (2+5-6-7-8-9-10-11)	121,888	2,894	161,651
13. Interest on (12) from policy year end to 30 June 200X	1,813	0	1,513
14. Contribution to the International Account (12 + 13)	123,701	2,894	163,164
15. Prior margin/adjustment	0	-39	-153,339
a. Prior margin/deficit	0	0	-153,470
b. Currency adjustment	0	-39	131
16. Accumulated Contribution to the International Account (14 + 15)	<b>US\$ 123,701</b>	<b>US\$ 2,855</b>	<b>US\$ 9,825</b>

**ABC COMPANY, LTD.**  
**International Experience Year Ending 30 June 200X**

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**ABC AUSTRALIA**  
**AUSTRALIA (7)**  
**POOLED EXPERIENCE IN AUSTRALIAN DOLLARS**

Policy year beginning:	01 Jul 0X	01 Jul 0X
Policy year ending:	30 Jun 0X	30 Jun 0X
1. Number of lives covered	<b>180</b>	203
2. Annual premium	<b>64,446.72</b>	55,641.12
Lump Sum Death	<b>45,141.12</b>	37,927.56
Temp. Salary	<b>19,305.60</b>	17,713.56
3. Tax paid by employer	<b>965.28</b>	885.68
4. Gross cost (2+3)	<b>65,412.00</b>	56,526.80
5. Investment income	<b>1,983.36</b>	1,154.29
6. Claims and annuity	<b>1,890.01</b>	865.83
Non-pooled Premium	<b>153.23</b>	31.21
Temp. Salary	<b>770.08</b>	0.00
Cost of Continuation Option	<b>966.70</b>	834.62
7. Change in reserves	<b>7,807.69</b>	21,652.30
a. Beginning reserves	<b>21,652.30</b>	0.00
b. Ending reserves	<b>29,459.99</b>	21,652.30
PTD	<b>24,633.59</b>	17,223.91
Temp. Salary	<b>4,826.40</b>	4,428.39
8. Expenses and risk	<b>12,042.02</b>	9,566.57
9. Commissions	<b>6,444.09</b>	5,564.11
10. Tax paid by insurer	<b>375.77</b>	492.11
11. Local dividend	<b>0.00</b>	0.00
12. Margin or deficit (2+5-6-7-8-9-10-11)	<b>37,870.50</b>	18,654.49

**ABC COMPANY, LTD.**  
**International Experience Year Ending 30 June 200X**

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**ABC HONG KONG**  
**HONG KONG (5)**  
**POOLED EXPERIENCE IN H.K. DOLLARS**

Policy year beginning:	<b>01 Jan 0X</b>	01 Jan 0X
Policy year ending:	<b>31 Dec 0X</b>	31 Dec 0X
1. Number of lives covered	<b>173</b>	168
2. Annual premium	<b>839,870.53</b>	785,175.60
Lump Sum Death	<b>66,668.31</b>	63,749.95
AD&D	<b>37,255.81</b>	35,624.95
Medical	<b>735,946.41</b>	685,800.70
3. Tax paid by employer	<b>0.00</b>	0.00
4. Gross cost (2+3)	<b>839,870.53</b>	785,175.60
5. Investment income	<b>1,178.16</b>	1,177.76
6. Claims and annuity	<b>373,932.72</b>	395,504.55
Medical	<b>373,932.72</b>	395,504.55
7. Change in reserves	<b>5,469.49</b>	78,517.56
a. Beginning reserves	<b>78,517.56</b>	0.00
b. Ending reserves	<b>83,987.05</b>	78,517.56
Medical	<b>83,987.05</b>	78,517.56
8. Expenses and risk	<b>205,477.11</b>	213,539.77
9. Commissions	<b>59,102.71</b>	55,260.42
10. Tax paid by insurer	<b>7,348.87</b>	0.00
11. Local dividend	<b>0.00</b>	0.00
12. Margin or deficit (2+5-6-7-8-9-10-11)	<b>189,717.79</b>	43,531.06

**ABC COMPANY, LTD.**  
**International Experience Year Ending 30 June 200X**

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**ABC MALAYSIA  
MALAYSIA (2)  
POOLED EXPERIENCE IN RINGGIT**

Policy year beginning:	<b>01 Apr 0X</b>	01 Apr 0X	01 Apr 0X
Policy year ending:	<b>31 Mar 0X</b>	31 Mar 0X	31 Mar 0X
1. Number of lives covered	<b>139</b>	137	141
2. Annual premium	<b>281,780.63</b>	200,967.59	153,379.75
Lump Sum Death	<b>38,759.66</b>	53,869.10	37,827.12
Medical	<b>243,020.97</b>	147,098.49	115,552.63
3. Tax paid by employer	<b>0.00</b>	0.00	0.00
4. Gross cost (2+3)	<b>281,780.63</b>	200,967.59	153,379.75
5. Investment income	<b>2,748.88</b>	829.21	1,290.73
6. Claims and annuity	<b>216,901.90</b>	222,562.20	92,798.13
Group Dread Disease	<b>25,000.00</b>	0.00	0.00
Medical	<b>191,901.90</b>	222,562.20	92,798.13
7. Change in reserves	<b>14,388.38</b>	4,731.88	17,332.89
a. Beginning reserves	<b>22,064.77</b>	17,332.89	0.00
b. Ending reserves	<b>36,453.15</b>	22,064.77	17,332.89
Medical	<b>36,453.15</b>	22,064.77	17,332.89
8. Expenses and risk	<b>52,912.43</b>	42,424.27	32,761.92
9. Commissions	<b>28,178.06</b>	20,096.76	15,337.97
10. Tax paid by insurer	<b>0.00</b>	0.00	0.00
11. Local dividend	<b>0.00</b>	0.00	0.00
12. Margin or deficit (2+5-6-7-8-9-10-11)	<b>-27,851.26</b>	-88,018.31	-3,560.43

**ABC COMPANY, LTD.**  
**International Experience Year Ending 30 June 200X**

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**ABC NORWAY**  
**NORWAY (3)**  
**POOLED EXPERIENCE IN KRONER**

Policy year beginning:	01 Jan 0X	01 Jul 0X
Policy year ending:	31 Dec 0X	31 Dec 0X*
1. Number of lives covered	<b>134</b>	140
2. Annual premium	<b>789,935.00</b>	890,982.00
PTD	<b>789,935.00</b>	890,982.00
3. Tax paid by employer	<b>0.00</b>	0.00
4. Gross cost (2+3)	<b>789,935.00</b>	890,982.00
5. Investment income	<b>46,089.00</b>	25,064.00
6. Claims and annuity	<b>0.00</b>	0.00
7. Change in reserves	<b>-45,931.00</b>	779,936.00
a. Beginning reserves	<b>779,936.00</b>	0.00
b. Ending reserves	<b>734,005.00</b>	779,936.00
Life Coverage	<b>734,005.00</b>	779,936.00
8. Expenses and risk	<b>101,665.00</b>	136,110.00
9. Commissions	<b>0.00</b>	0.00
10. Tax paid by insurer	<b>0.00</b>	0.00
11. Local dividend	<b>0.00</b>	0.00
12. Margin or deficit (2+5-6-7-8-9-10-11)	<b>780,290.00</b>	0.00

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\* Long Policy Period – July to December of the following year.

**ABC COMPANY, LTD.**  
**International Experience Year Ending 30 June 200X**

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**ABC TAIWAN**  
**TAIWAN (6)**  
**POOLED EXPERIENCE IN N.T. DOLLARS**

Policy year beginning:	<b>01 Jun 0X</b>	01 Jun 0X
Policy year ending:	<b>30 Jun 0X</b>	31 May 0X
1. Number of lives covered	<b>262</b>	262
2. Annual premium	<b>741,877.00</b>	696,783.00
Lump Sum Death	<b>200,650.00</b>	183,106.00
AD&D	<b>82,010.00</b>	84,104.00
Medical	<b>459,217.00</b>	429,573.00
3. Tax paid by employer	<b>0.00</b>	0.00
4. Gross cost (2+3)	<b>741,877.00</b>	696,783.00
5. Investment income	<b>0.00</b>	0.00
6. Claims and annuity	<b>139,224.00</b>	179,301.00
Medical	<b>139,224.00</b>	179,301.00
7. Change in reserves	<b>0.00</b>	0.00
a. Beginning reserves	<b>0.00</b>	0.00
b. Ending reserves	<b>0.00</b>	0.00
8. Expenses and risk	<b>129,086.60</b>	121,240.25
9. Commissions	<b>111,281.55</b>	104,517.45
10. Tax paid by insurer	<b>37,093.85</b>	34,839.15
11. Local dividend	<b>231,714.50</b>	169,090.50
12. Margin or deficit (2+5-6-7-8-9-10-11)	<b>93,476.50</b>	87,794.65

# ABC COMPANY, LTD.

## International Experience Year Ending 30 June 200X

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### ABC UK LIMITED UNITED KINGDOM (4) POOLED EXPERIENCE IN POUNDS STERLING

	01 Mar 0X	01 Jun 0X	01 Jun 0X
Policy year beginning:	01 Mar 0X	01 Jun 0X	01 Jun 0X
Policy year ending:	28 Feb 0X	29 Feb 0X	31 May 0X
1. Number of lives covered	739	644	647
2. Annual premium	141,807.57	132,673.51	158,055.35
Lump Sum Death	141,807.57	132,673.51	158,055.35
3. Tax paid by employer	0.00	0.00	0.00
4. Gross cost (2+3)	141,807.57	132,673.51	158,055.35
5. Investment income	527.13	-3,212.45	1,721.91
6. Claims and annuity	8,325.93	204,414.16	54,936.01
Lump Sum Death	0.00	195,590.04	28,637.52
Non-pooled Premium	8,325.93	20,724.24	26,298.49
Non-pooled Claims	0.00	-11,900.12	0.00
7. Change in reserves	4,339.00	0.00	0.00
a. Beginning reserves	0.00	0.00	0.00
b. Ending reserves	4,339.00	0.00	0.00
Claim Stabilization Reserve	4,339.00	0.00	0.00
8. Expenses and risk	25,170.76	20,318.77	23,806.10
9. Commissions	5,672.30	5,306.94	6,322.21
10. Tax paid by insurer	0.00	0.00	0.00
11. Local dividend	0.00	0.00	0.00
12. Margin or deficit (2+5-6-7-8-9-10-11)	98,826.71	-100,578.81	74,712.94

**ABC COMPANY, LTD.**  
**International Experience Year Ending 30 June 200X**

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**ABC AUSTRALIA**  
**AUSTRALIA (7)**  
**PENSION FUND EXPERIENCE IN AUSTRALIAN DOLLARS**

Policy year beginning:	<b>01 Jul 0X</b>	01 Jul 0X
Policy year ending:	<b>30 Jun 0X</b>	30 Jun 0X
1. Number of lives covered	<b>182</b>	203
2. Annual premium	<b>1,183,301.34</b>	1,369,658.76
Pension Fund	<b>1,183,301.34</b>	1,369,658.76
3. Tax paid by employer	<b>0.00</b>	0.00
4. Gross cost (2+3)	<b>1,183,301.34</b>	1,369,658.76
5. Investment income	<b>-617,287.62</b>	-501,192.22
6. Claims and annuity	<b>1,597,285.80</b>	2,350,921.50
Pension Fund	<b>1,597,285.80</b>	2,350,921.50
7. Change in reserves	<b>-1,041,843.80</b>	-1,497,305.75
a. Beginning reserves	<b>4,097,628.68</b>	5,594,934.50
b. Ending reserves	<b>3,055,784.88</b>	4,097,628.75
Pension Fund	<b>3,055,784.88</b>	4,097,628.75
8. Expense Charges	<b>10,571.72</b>	14,850.79
9. Commissions	<b>0.00</b>	0.00
10. Tax paid by insurer	<b>0.00</b>	0.00
11. Local dividend	<b>0.00</b>	0.00
12. Margin or deficit (2+5-6-7-8-9-10-11)	<b>0.00</b>	0.00

# GENERAL EXPLANATORY NOTES

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## Premium

Premiums paid to the Network Partner for the policy year as shown. In some instances, estimates may be used; an adjustment is then reflected in the following year's report. Premium payments to unallocated pension funds are excluded.

## Taxes Paid by the Employer

Taxes paid by the employer in addition to the premiums.

## Investment Income

Interest earned on any reserves held by the Network Partner. Where applicable, interest may be credited (debited) on premium float depending on the mode of premium payment and the size of the margin (deficit). Investment income is credited based on actual earnings as determined by the Network Partner for the applicable line of business.

## Claims

Claims paid for the policy year shown may include lump sum death benefits, survivor annuities, disability benefits, retirement annuities, health benefits, conversion options, termination refunds and premium refunds. Claims may also include pooled claim charges to reinsure individual insurance amounts above IGP pooling limits and/or portfolio reinsurance charges.

## Reserves

Reserves are established (released) in each policy year in accordance with the actuarial principles of the Network Partner, or in compliance with legal requirements applicable in each country.

Reserves may be established for accrued liabilities for old age pensions, for old age, disability and survivors' annuity benefits in course of payment, for incurred and unreported health and disability claims and, in countries where local dividends are not paid in the year they are earned, for future local dividends.

## Expenses & Risk

The charge for the Network Partner's and John Hancock's expenses associated with the administration and operation of the plan and their allowance for contingencies, profit and risk.

## Commissions

Payments made by the Network Partner, as directed by the policyholder or dictated by legal requirements, for services rendered by local brokers, agents, other professional advisors or social services institutions.

# GENERAL EXPLANATORY NOTES

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## **Taxes Paid by the Insurer**

Taxes and stamp duties included in the premium which are paid by the insurer.

## **Local Dividend**

The amount of dividend determined in accordance with local policy provisions and paid or credited by the Network Partner to the local policyholder. The amount of local dividend is not reduced on account of the policy's inclusion in IGP.

## **Interest**

Interest credited on margins or charged on deficits by the Network Partner from each Policy Year-End to International Year-End, at rates established by the Network Partner.

## **Prior Margin/Deficit Currency Adjustment**

Any margins or deficits carried forward from prior years, adjusted to include interest. Any currency adjustment which arose during the settlement of the prior International Experience Year is also reflected here. Currency adjustments reflect any difference between the U.S. Dollar amounts reported in the prior year and the amounts actually received by John Hancock from the Network Partner.