

Their business market for life insurance includes buy-sell, key-person, executive bonus, GI term, etc., and life insurance plans administered on their BMA platform, trust-owned business if the trustee is a business entity, and affiliated business which includes personal insurance on the business owner and key employees of the business. EVUL/COLI business is also included in Principal's business market production.

**ANNUITIES:** Principal will exit U.S. retail fixed annuities -- discontinuing new sales of its deferred annuities, individual payout annuities, and indexed annuities. It will pursue strategic transactions, including divestiture, of the related in-force blocks.

***Principal has also indicated:***

- Pending applications and contracts will still be processed and honored.
- Changes to future offerings will not impact policies, contracts, or agreements currently in place.
- They will continue to support the needs of their customers.

As they work through this transition, we will be sure to keep you informed – or feel free to contact us directly. Here is an [FAQ](#) on Principal's announcement. Here is an [email template](#) you can use for clients.