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## New Features and Improvements

1. [CL-4687] - Realized IRR to include Sold and Matured cases
2. [CL-4688] - Portfolio Valuation: ability to select A2E settings
3. [CL-4675] - Add AMBest rating and LE report weightings (from Valuation Settings) to Portfolio CSV export
4. [CL-4683] - Case List: New column for blank/owned/matured/sold/surrendered
5. [CL-4677] - Sent/Received Transaction: add Origination (Secondary/Tertiary)
6. [CL-4678] - State Reporting CSV = Add "Highest Bid Origination" column
7. [CL-4676] - Closing Transaction: Show ALL documents on Documents tab (no just Closing docs)
8. [CL-4682] - Cost/Maturity tab: add Proceeds date+amount (Sold/Surrendered), and calculate potential profit
9. [CL-4692] - Cost/Maturity tab: include Fee Payment History in Profit calculations and adjust Maturities Report (CSV/PDF)
10. [CL-4630] - Case Setup Form: add Smoking Status to existing LE Report popup

## Bug

11. [CL-4537] - Building Blocks: Word doesn't list all the ClariNet blocks in Quick Parts dropdown
12. [CL-4691] - Calculate Realized IRR checkbox is missing from Portfolio Valuation page
13. [CL-4694] - Disabled textbox doesn't show tooltip
14. [CL-4696] - Fix issues with Deterministic tab

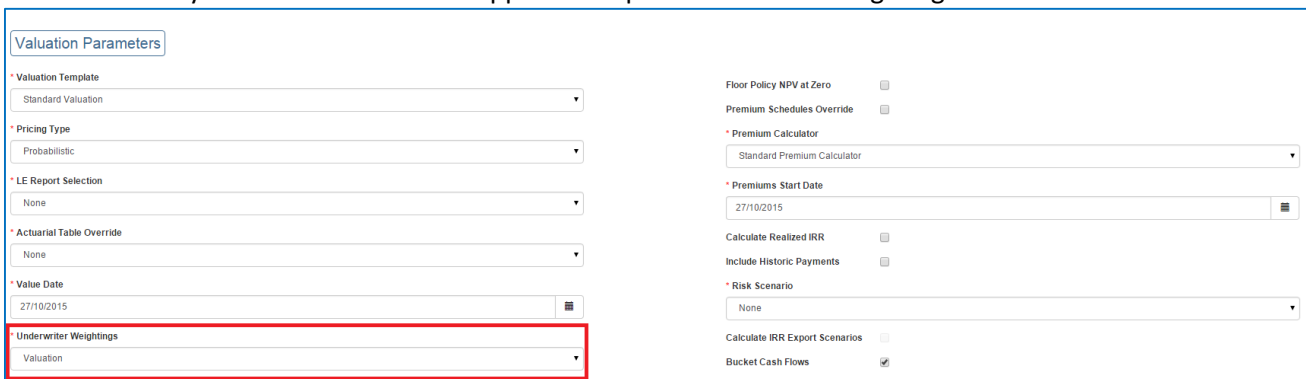
## 1. [CL-4687] - Realized IRR to include Sold and Matured cases

The Realized IRR calculation has been extended to include Cases that have matured (where the maturity payment has been received) and Cases that have been disposed of (i.e., sold or surrendered). For these cases, the Realized IRR is calculated as the return on the cash flows starting from Purchase Date and Purchase Price up to and including the final payment(s) received (e.g., Sale Date and Sale Price).

## 2. [CL- 4688] - Portfolio Valuation: ability to select A2E settings

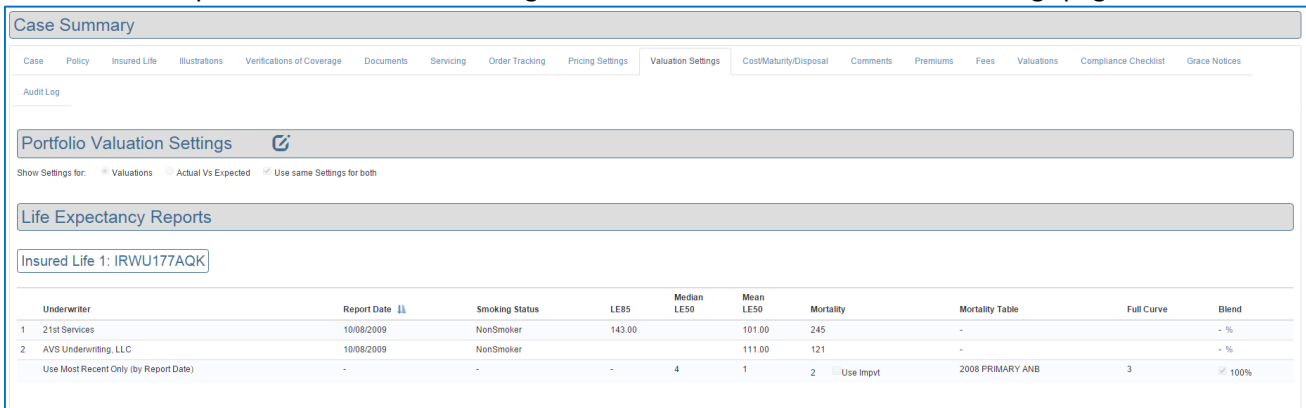
A new drop-down box has been added to the Valuation Parameters section in ClariNet. This appears on the Portfolio Valuation, Monte Carlo and Actual to Expected pages.

This option allows you to select the Underwriter Weightings that have been set as “Actual Vs Expected” in the Portfolio Valuation Settings (in the Case Summary). The idea is that you can have two different sets of Underwriter Weightings for each case and can analyse your portfolio using either set. We expect to extend this functionality in a future release to support multiple Underwriter Weightings.



The screenshot shows the 'Valuation Parameters' section of the ClariNet interface. It includes several dropdown menus and checkboxes. The 'Underwriter Weightings' dropdown is highlighted with a red border and is currently set to 'Valuation'. Other visible options include 'Valuation Template' (Standard Valuation), 'Pricing Type' (Probabilistic), 'LE Report Selection' (None), 'Actuarial Table Override' (None), 'Value Date' (27/10/2015), 'Floor Policy NPV at Zero' (unchecked), 'Premium Schedules Override' (unchecked), 'Premium Calculator' (Standard Premium Calculator), 'Premiums Start Date' (27/10/2015), 'Calculate Realized IRR' (unchecked), 'Include Historic Payments' (unchecked), 'Risk Scenario' (None), 'Calculate IRR Export Scenarios' (unchecked), and 'Bucket Cash Flows' (checked).

The Actual Vs Expected and Valuation settings are set on the Portfolio Valuation Settings page:



The screenshot shows the 'Portfolio Valuation Settings' page. The 'Show Settings for:' section has 'Actual Vs Expected' selected. The 'Use same Settings for both' checkbox is checked. Below this is a table of 'Life Expectancy Reports' for 'Insured Life 1: IRWU177AQK'.

Underwriter	Report Date	Smoking Status	LE85	Median LE50	Mean LE50	Mortality	Mortality Table	Full Curve	Blend
1 21st Services	10/08/2009	NonSmoker	143.00		101.00	245	-		- %
2 AVS Underwriting, LLC	10/08/2009	NonSmoker			111.00	121	-		- %
Use Most Recent Only (by Report Date)	-	-	-	4	1	2	2008 PRIMARY ANB	3	100%

## 3. [CL-4675] - Add AMBest rating and LE report weightings (from Valuation Settings) to Portfolio CSV export

A new column “CarrierRating” has been added to the Portfolio CSV export:

E	F	G	H	I
<b>PolicyNumber</b>	<b>CarrierName</b>	<b>CarrierRating</b>	<b>PolicyDate</b>	<b>LifePolicyType</b>
ABC123	MetLife Insurance Company USA	A+ (Superior)	09/07/2005	UniversalLife
DEF456	John Hancock Variable Life Insurance Company	NR (Not Rated)	08/06/2005	UniversalLife
GHI789	American General Life Insurance Company	A (Excellent)	13/11/2006	UniversalLife

We have also added a “Weighting” column for each LE Report:

AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO
<b>UnderwriterName</b>	<b>ReportDate</b>	<b>Weighting</b>	<b>MortalityFactor</b>	<b>SmokingStatus</b>	<b>Le50</b>	<b>Le50Median</b>	<b>Le85</b>	<b>UnderwriterName</b>	<b>ReportDate</b>	<b>Weighting</b>	<b>MortalityFactor</b>	<b>SmokingStatus</b>
21st Services	13/04/2010	100%	704	NonSmoker	28	24	51					
21st Services	14/12/2009	50%	317	NonSmoker	71	74	102	AVS Underwriting, LLC	08/04/2010	50%	125	NonSmoker
21st Services	22/03/2010		566	NonSmoker	63	63	96	AVS Underwriting, LLC	15/03/2010	50%	175	NonSmoker
	31/05/2012	100% (Most Recent)		NonSmoker	71	62	98					
	04/05/2012	100% (Most Recent)		NonSmoker	75	48	77					

The weighting is taken from the Valuation Settings tab on the Case Summary. It is not using LE Selection and Blending:

**Portfolio Valuation Settings**

Show Settings for:  Valuations  Actual Vs Expected  Use same Settings for both

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**Life Expectancy Reports**

Insured Life 1: IDR463PIJ

Underwriter	Report Date	Smoking Status	LE85	Median LE50	Mean LE50	Mortality	Mortality Table	Full Curve	Blend
1 21st Services	14/12/2009	NonSmoker	102.00	74.00	71.00	317	2008 PRIMARY ANB	<input checked="" type="checkbox"/>	50.00 %
2 Insurance Strategies Services LLC (ISC)	11/03/2010	NonSmoker	119.00		61.00	100		<input type="checkbox"/>	0.00 %
3 AVS Underwriting, LLC	08/04/2010	NonSmoker			74.00	125	2008 PRIMARY ANB	<input checked="" type="checkbox"/>	50.00 %
Use Most Recent Only (by Report Date)									
							-- please select --	<input type="checkbox"/>	100%

If a specific report is set to 100%, then the new column will show “100%”. If however no specific weightings exist and therefore Use Most Recent is selected at 100%, then the new column will show “100% (Most Recent)” to differentiate it.

## 4. [CL-4683] - Case List: New column for blank/ owned/ matured/ sold/ surrendered

A new “Status” column has been added to the Case list.

The possible values are:

- MAT = Matured
- OWN = Owned
- SOLD = Sold
- SURR = Surrendered
- [blank] = Default

Face Amount	Status	Last Status	Status Date ↓
1,666,667	OWN	Closing	02/09/2015
1,500,000	MAT	Closing	02/09/2015
10,000,000	OWN	Closing	02/09/2015
2,000,000	OWN	Closing	02/09/2015
1,300,000	MAT	Maturity Claim Paid	02/09/2015
5,000,000		Active	02/09/2015
10,000,000		Active	02/09/2015

The value is entirely based on the content of the Cost/Maturity/Disposal tab, as follow:

A Case is OWNED if both Purchase Date and Purchase Cost are populated.

If the Policy is owned, and both Maturity Payment Date and NDB Payments are populated, then the Case is MATURED.

Note that this does not consider the Insured’s Date of Death.

If the Case is not owned:

- you’ve entered a Disposal Date and Amount, and set the Type to Surrendered, the Case is SURRENDERED.
- if you set the Disposal Type to Sold, then the Case is SOLD.
- otherwise, the value is BLANK.

In the next release of ClariNet, you will be able to choose the columns displayed in your own Case lists. Furthermore, in a future release of ClariNet, we will clarify the use of the column currently named “Last Status” which can be misleading in some circumstances. Note that “Last Status” (which is Event driven) and the new “Status” columns are not related in any way; the new Status column is solely driven from the data in the Cost/Maturity/Disposal tab.

**Cost/Maturity/Disposal**

**Cost Basis**

Purchase Date	26/02/2008
Purchase Cost	660,000.00 \$
Other Costs	\$

**Maturity Claim**

Payment Date	05/09/2015
Carrier Name	-
Carrier Rating	-
NDB Payment	1,300,000.00 \$
Interest	\$
Return Of Premium	\$
Other Amounts	\$
Maturity Total Amount	1,300,000.00 \$
Premium Payments	0.00 \$
Fee Payments	0.00 \$
Profit	640,000.00 \$

**Disposal**


Disposal Type	Surrendered
Date	01/10/2015
Amount	100,000.00 \$



## 5. [CL-4677] - Sent/Received Transaction: add Origination (Secondary/Tertiary)

If you click the magnifier icon on a Sent or Received Transaction, you can now set the Transaction Origination (Secondary or Tertiary):

General Information

Transaction Origination  
 Secondary


Bid History + - 

29/10/2014  

Bid Accepted →

\$375,000.00

Payment Information +

Recipient Type	Payment Type	Date	Amount \$	Go
		22/07/2014	375,000.00	 -

## 6. [CL-4678] - State Reporting CSV = Add "Highest Bid Origination" column

The new field Transaction Origination (for Sent or Received Transaction) is now included in the State Reporting CSV:

AZ	BA	BB	BC	BD	BE	BF	BG	BH
Highest Bid Counter Party	Highest Bid Placed On	Highest Bid Amount	Highest Bid Origination	Closing Counter Party	Case Submitted On	Bid Placed On	Bid Amount	Transaction Origination
CompanyA	29/10/2014	375000	Secondary	nv1 Inc.	29/10/2014	29/10/2014	375000	
Bla Inc.	10/10/2012	89000		Bla Inc.	10/10/2012	10/10/2012	89000	Secondary

Please note that the four “Highest Bid” fields (Counter Party, Placed On, Amount and Origination) refer to the Sent Transaction with the highest bid, regardless of whether it has been accepted or withdrawn. The fields starting with “Closing Counter Party” (column BD onwards) are taken from the latest Closing Transaction, regardless of the Highest Bid.

## 7. [CL-4676] - Closing Transaction: Show ALL documents on Documents tab (no just Closing docs)

The Documents tab on the Closing Transaction page was showing only Closing documents. It is now showing all Case Documents, such as Policy, Illustration or Insureds Documents:

**Case Closing Transaction**

Closing Summary
Price Allocation
Case Participants
Contract Package
Document Verification
Closing Checklist
Documents

**Documents**

**Case Documents**

Date	Type	Linked Entity	Source	Description	File Name	U	R
-	Life Settlement Application (Broker)		External	-	Life Settlement Eval Form.pdf		
-	Other (Case)		Provider	Illustration	Illustration 1 b.PDF		
-	Life Settlement Application (Broker)		Provider	Application	Application Form.pdf		

**Illustration Documents**

Date	Type	Linked Entity	Source	Description	File Name	U	R
-	Illustration	23/01/2013	External	-	Illustrations 1 b.PDF		
-	Illustration	23/01/2013	External	-	Illustrations 1.PDF		
-	Illustration	23/01/2013	External	-	Illustrations 2 a.PDF		

**Primary Insured Documents**

Date	Type	Linked Entity	Source	Description	File Name	U	R
-	HIPAA Release	Primary Insured	Provider	HIPPA	HIPAA.pdf		
-	HIPAA Release	Primary Insured	External	-	HIPPA .pdf		
-	Life Expectancy Report	Primary Insured: 21st 11/04/2013	External	-	21st Services .pdf		
-	Life Expectancy Report	Primary Insured: AVS 05/04/2013	External	-	AVS L E .pdf		

## 8. [CL-4682] - Cost/Maturity tab: add Proceeds date+amount (Sold/Surrendered), and calculate potential profit

The Cost/Maturity tab is now called Cost/Maturity/Disposal. We have added three new fields:

Disposal

Disposal Type

Sold ▼

Date

01/10/2015 📅

Amount

500,000 \$

Also, we now show a POTENTIAL Profit figure in the Maturity Claim section if the Case is in Maturity Claim Pending (the appropriate number of Insureds are deceased). The Profit figure is calculated once the NDB Payment amount is entered. The Potential Profit figure is calculated using the Policy Face Amount.

Maturity Claim	
Payment Date	-
Carrier Name	Security Mutual Life Insurance Company of New York
Carrier Rating	-
NDB Payment	\$
Interest	\$
Return Of Premium	\$
Other Amounts	\$
Maturity Total Amount	0.00 \$
Premium Payments	15,000.00 \$
Fee Payments	10,220.58 \$
<b>POTENTIAL Profit</b>	<b>719,529.42 \$</b>
<small>Policy Face Amount - Purchase Cost - Other Costs - Total Premium Payments To Date - Total Fees To Date</small>	

## 9. [CL-4692] - Cost/Maturity tab: include Fee Payment History in Profit calculations and adjust Maturities Report (CSV/PDF)

The Profit figure now includes the sum of all Fees paid as entered in the Fee Payment History on the Fees tab of the Case Summary:

Case Summary

Case Policy Insured Life Illustrations Verifications of Coverage Bid History

Valuation Settings Cost/Maturity/Disposal Comments Premiums Fees Valuations

Fees

Fee Payment History

Payment Date	Payment Amount \$	Comment
01/01/2013	5,200.00	
01/01/2014	1,320.00	
01/01/2015	3,700.58	

The Maturities Report has therefore been adjusted to show the Fees amount for each Case, in both CSV and PDF formats:

Maturity Claim Paid										
Case Reference	Primary Insured LE at Maturity	Secondary Insured LE at Maturity	Face Amount	Maturity Total Amount	Purchase Cost	Premiums Paid	Fees Paid	Other Costs	Profit	Realized IRR
-----	Error pricing		1,000,000.00	1,000,000.00	438,833.00	0.00	0.00		561,167.00	8.97%
<b>TOTAL</b>			<b>1,000,000.00</b>	<b>1,000,000.00</b>	<b>438,833.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>561,167.00</b>	

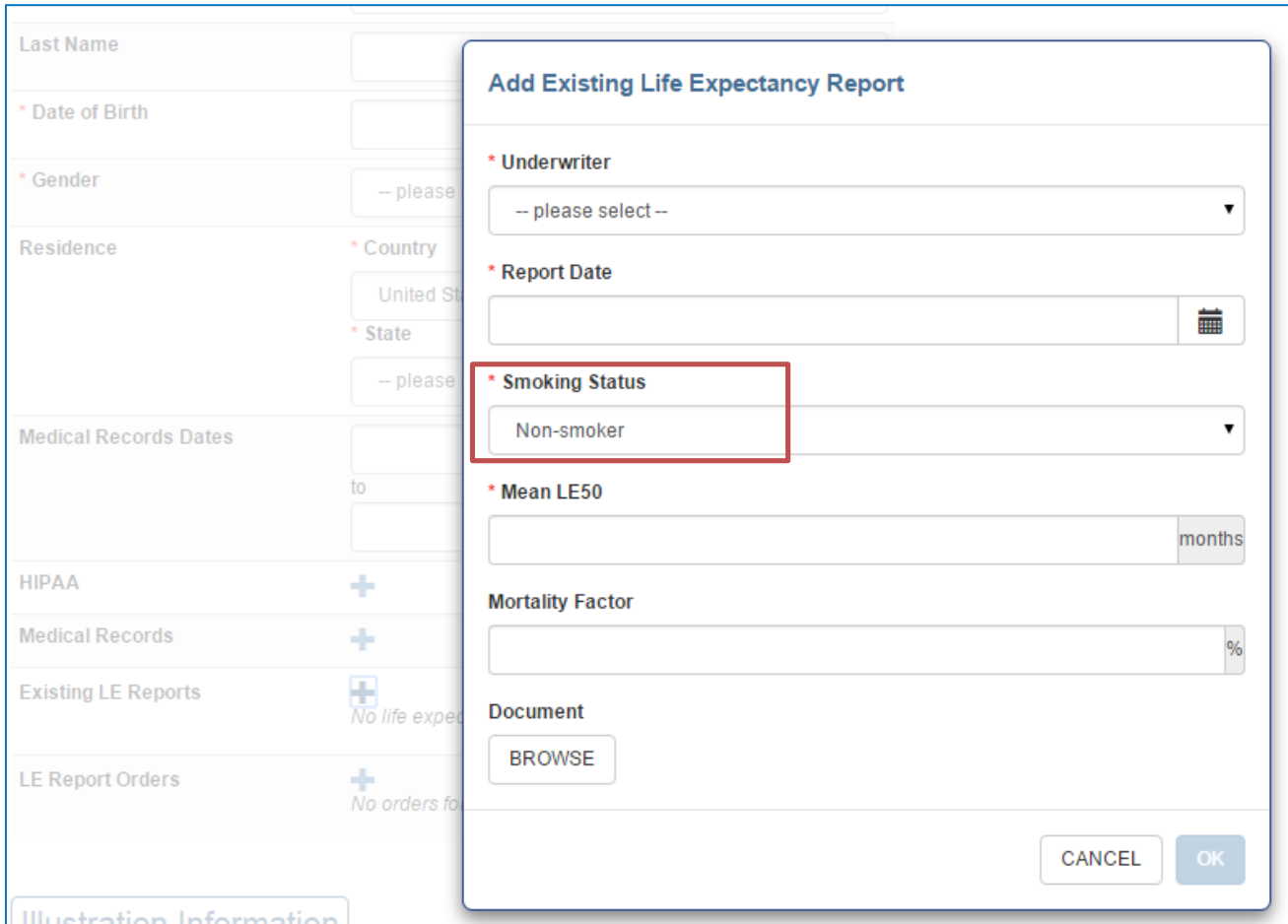
The PDF format has also been rotated into Landscape to allow for the numerous columns.



## 10. [CL-4630] - Case Setup Form: add Smoking Status to existing LE Report popup

The Smoking Status was missing from the Case Setup Form, leading to problem when trying to price a Case immediately after creating it. It was necessary to go into Case Summary and edit the LE Report to add this information.

The Smoking Status field has been added:



The screenshot shows a web application interface with a background form and a foreground popup. The background form includes fields for 'Last Name', 'Date of Birth', 'Gender', 'Residence' (Country, State), 'Medical Records Dates', 'HIPAA', 'Medical Records', 'Existing LE Reports', and 'LE Report Orders'. The foreground popup is titled 'Add Existing Life Expectancy Report' and contains the following fields:

- \* Underwriter: -- please select --
- \* Report Date: [calendar icon]
- \* Smoking Status: Non-smoker (highlighted with a red box)
- \* Mean LE50: [input field] months
- Mortality Factor: [input field] %
- Document: BROWSE

Buttons for CANCEL and OK are located at the bottom right of the popup.

## 11. [CL-4537] - Building Blocks: Word doesn't list all the ClariNet blocks in Quick Parts dropdown

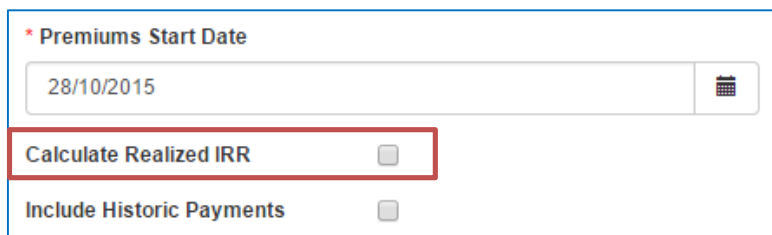
Our old master Word Template called “Clarinet Building Blocks.dotx” (with tables with blue headers) is now deprecated. Please delete the file from anywhere on your hard disks. In particular, remove it from C:\Users\{user}\AppData\Roaming\Microsoft\Document Building Blocks\. We are replacing it with two files:

- A Building Blocks “glossary”, which contains all the Building Blocks, and is used by Word to populate the content of the dropdown list in the Insert ribbon, Quick Parts. The file is called “ClariNet Building Blocks.dotx” (its content is very different from the old one). You must place this file in the folder C:\Users\{user}\AppData\Roaming\Microsoft\Document Building Blocks\. Word will automatically read this file when you access the Insert/Quick Part dropdown list. If you were to open this file directly in Word, the document page will be almost empty. The Building Blocks are hidden.
- A sample user Template with ALL Building Blocks. This file is created as if a user had inserted all the Building Blocks using the Insert/Quick Parts menu in Word. This document contains several pages, showing all the Building Blocks with place holders such as {Policy Face Amount}. You could upload this file in Admin/Contract Package Defaults, and use it to test the population of a document in the Closing Transaction.

Both files are available from the Templates page under the Help menu.

## 12. [CL-4691] - Calculate Realized IRR checkbox is missing from Portfolio Valuation page

The checkbox to calculate the Realized IRR was missing from the Portfolio Valuation page. It has been added in the Valuation Parameters section:



\* Premiums Start Date  
28/10/2015

Calculate Realized IRR

Include Historic Payments

## 13. [CL-4694] – Disabled or Read-only textbox doesn't show tooltip

Numerous tooltips were only shown when the textbox was enabled, but never shown when a page is simply being viewed, like the Case Summary. All tooltips are now shown as expected:

Maturity Total Amount	0.00 \$
Premium Payments	15,000.00 \$
Fee Payments	Sum of all Premiums paid from the Premiums tab

## 14. [CL-4696] - Fix issues with Deterministic tab

There are two bug fixes:

- Handle situations where the break-even date was not being calculated. We do this by solving in two steps. If the first step fails, we decrease the accuracy of the solver to only 1% of IRR and try again; and
- Remove rows in the table of Years/IRR that show “NaN”.