Lincoln Financial Group®

Foreign National Guidelines

And List of Approved Countries for Individual Annuities

As of July 1, 2024

Definition of a Foreign National

For purposes of these guidelines, a Foreign National who may be considered as an applicant is defined as:

- A non-U.S. citizen without a green card, who may or may not reside in the U.S. Must be a citizen of an approved country and reside in an approved country or the U.S. Must provide proof of nexus (see below). No requirements for time spent in the U.S.
- A U.S. citizen or green card holder spending more than 6 months annually outside the U.S. Must live and spend time in approved countries only. US citizenship or permanent residency constitutes sufficient nexus to the U.S.

Nexus

Determination of sufficient nexus for non-U.S. citizens without a green card is based on applicants having a financial interest in the United States.

U.S. interests:

- Non-U.S. citizen must have significant, legitimate U.S. financial interest which connects him or her to the state of solicitation;
- Purpose of being in the state of solicitation must be other than buying the annuity.

U.S financial interest must be demonstrated by one or more of the following:

- Owning a U.S. residence or other type of acceptable U.S. property;
- U.S. business ownership, or legal business interests in the U.S.;
- Primary employment in the U.S.;
- Attending a U.S. university as a full-time student and living in the U.S.;
- EB-5 applicant with sufficient U.S. investment;
- Owning an established foreign company actively engaged in business for the past 12 months with frequent travel to the U.S. to transact business;
- Owing U.S. bank or brokerage accounts with balance over $100,000 at least 90 days prior to application;
- If claiming residency, applicants must meet “Substantial Presence Test” as follows: Reside in the U.S. for more than 31 days during the current year, and for at least 183 days during the three-year period that includes the current year and the two years immediately before.

U.S. assets owned in a foreign entity will not be acceptable as the sole nexus.

Situs

Determination of the contract issue state is its situs and is based on where the application is signed and delivered:

- All solicitation must occur in the U. S. and adhere to Lincoln’s Situs Guidelines;
- Application must be completed and signed in the United States by the Owner(s) and the Annuitant(s);
- When the owner is a Foreign National whose primary residence or employment is in a foreign country, the application process is governed by the state where the owner signs the application; however, the application must be signed in a state where the applicant has the U.S. financial interest;
- The contract must be delivered in the state of situs and any request to use a POA to satisfy this requirement will be reviewed by Lincoln's legal team.

Ownership

Acceptable forms of ownership include:

- Owner must be personal ownership or immediate family member ownership (must have own nexus to the U.S.);
- Trust ownership is not allowed, due to heightened risk of money laundering;
- Owner must have a basic understanding of the English language.

Documents

Owner(s) and Annuitant(s) must provide the following at time of application:

- U.S. social security number (SSN) or U.S. Tax ID number (TIN);
- A copy of the application for an SSN or TIN will not be accepted and these clients should resubmit their application when their SSN or TIN has been issued
- If the client does not have a SSN or TIN, Lincoln would like to see a completed W-8BEN with the client's FTIN.

Products and Premium

All individual annuity products including deferred variable, deferred fixed and fixed indexed annuities, and immediate fixed annuities are available:

- Product-specific issue age and premium requirements apply.
- Standard new business processing policies and procedures apply.
- Lincoln's Monetary Instruments Policy prohibits foreign checks drawn on non-U.S. currency and foreign bank drafts via non-U.S. banks. Checks and bank drafts drawn on United States currency via U.S. Bank affiliates or U.S. affiliates of a foreign bank are the only acceptable payments from foreign nationals.

Lincoln's Foreign National Guidelines do not permit the issuance of a contract to a Foreign National who does not have any valid financial connection to the United States (residence, other property, business or employment as stated above). If there is any indication that the Foreign National may have been solicited outside of the United States, no contract will be issued.

Foreign National – Approved Countries

American Samoa	Cook Islands	Hong Kong	Montserrat	San Marino
Andorra	Costa Rica	Hungary	Morocco	Singapore
Anguilla	Curacao	Iceland	Netherlands	Slovakia
Antigua	Cyprus	India*	Netherlands Antilles	South Korea
Argentina	Czech Republic	Indonesia*	New Caledonia	Spain
Aruba	Denmark	Ireland	New Zealand	Sweden
Australia	Dominica	Israel*	North Mariana Islands	Switzerland
Austria	Dominican Republic	Italy	Norway	Taiwan
Bahamas	Ecuador*	Jamaica	Panama	Thailand
Barbados	Estonia	Japan	Paraguay	Trinidad and Tobago
Belgium	Falkland Islands	Kuwait	Peru	San Marino
Bermuda	Finland	Latvia	Philippines*	Singapore
Brazil	France	Liechtenstein	Poland	Turks and Caicos
British Virgin Islands	French Guiana	Lithuania	Portugal	United Arab Emirates
Brunei	French Polynesia	Luxembourg	Puerto Rico**	United Kingdom
Bulgaria	Germany	Macau	Qatar	U.S. Virgin Islands**
Canada	Greece	Malta	Republic of South Africa	Uruguay
Canary Islands	Greenland	Marshall Islands	Romania	Vatican City
Cayman Islands	Grenada	Martinique	St. Kitts and Nevis	Vietnam
Chile	Guadalupe	Mexico	St. Lucia	
China*	Guam**	Monaco	St. Vincent and the Grenadines	
Colombia*	Guatemala*	Montenegro		

*Residence in only certain cities or regions will be acceptable. See specifics below.

- China – residence in all large cities
- Colombia – excludes border cities of Venezuela
- Ecuador – Guayaquil and Quito only
- Guatemala – Guatemala City only
- India – all cities in India are approved with the exception of Jammu and Kashmir regions
- Indonesia – consideration for Jakarta and Bali
- Israel – residence in any part of Israel except the West Bank and the Gaza strip
- Philippines – Manila, Cebu City, Quezon City areas only

**If an annuity product has been filed and approved for sale in these United States territories, new business is not subject to Foreign National Guidelines.

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