## ⓅACIFICLIFE

PACIFIC
INDEX EDGE
A Deferred, Fixed Indexed Annuity


WHY CHOOSE A FIXED INDEXED ANNUITY

A fixed indexed annuity is a long-term contract between you and an insurance company that helps:

- Protect principal.
- Provide the opportunity for growth based on the movement of an index.
- Generate protected lifetime retirement income.

As you plan for retirement, reflect on Pacific Life's icon, the humpback whale, which migrates thousands of miles each year to distant feeding grounds for the purpose of sustaining its life. When you retire, a Pacific Life fixed indexed annuity can help you go the distance by providing a sustainable source of income and strong guarantees. Consider adding a fixed indexed annuity to your retirement strategy today.

All guarantees are subject to the claims-paying ability and financial strength of the issuing insurance company.

## HELP GIVE YOUR RETIREMENT AN EDGE

As you develop your retirement strategy, you may be concerned with how you will grow your assets while ensuring your principal is protected against loss during market downturns. You also may be looking to generate guaranteed income to last your entire life or to secure a financial legacy for loved ones.

Pacific Index Edge is a deferred, fixed indexed annuity and may be right for you if you are looking for:

- Safety of principal.
- Growth potential without being invested in the market.
- Tax deferral.
- Access to your money.
- Lifetime income.
- A death benefit for beneficiaries.


## The Power of Tax Deferral

Because an annuity is tax-deferred, interest will compound without current income tax. Your money grows faster because you don't pay taxes on the interest earned until you withdraw it or it is distributed to you. The graph to the right illustrates the benefits of tax deferral.

A $\$ 100,000$ initial purchase payment, compounded at $5 \%$ annually over 10 and 20 years, grows with taxes deferred. If the full amount is withdrawn after 20 years and taxes are paid on the lump-sum distribution, the amount would be $\$ 212,424$-more than the $\$ 195$, 169 accumulated in a taxable investment over the same time frame.


Tax-deferral assumptions: Hypothetical example for illustrative purposes only. Assumes a nonqualified contract with a cost basis of $\$ 100,000$. After 20 years, the full amount before taxes equals the purchase payments plus interest, $\$ 265,330$. The amount withdrawn after taxes are paid is calculated by taking the full amount and subtracting the cost basis; it is then multiplied by 0.68 ( $32 \%$ ordinary income-tax rate) and adding back in the cost basis, for a total of $\$ 212,424$ after taxes.
Assumes a $32 \%$ ordinary income-tax rate, assessed yearly on the taxable investment and at period-end on the tax-deferred example. Actual tax rates may vary for different taxpayers and assets from that illustrated (e.g., capital gains and qualified dividend income). Actual performance of your investment also will vary. Lower maximum tax rates on capital gains and dividends would make the investment return for the taxable investment more favorable, thereby reducing the difference in performance between the examples shown. Consider your personal investment time horizon and income-tax brackets, both current and anticipated, when making an investment decision. Hypothetical returns are not guaranteed and do not represent performance of any particular investment. If Pacific Index Edge charges were included ( $9 \%$ maximum withdrawal charge), the tax-deferred performance would be significantly lower.
Under current law, a nonqualified annuity that is owned by an individual is generally entitled to tax deferral. IRAs and qualified plans-such as 40I(k)s and 403(b)s-are already tax-deferred. Therefore, a deferred annuity should be used only to fund an IRA or qualified plan to benefit from the annuity's features other than tax deferral. These features include lifetime income and death benefit options.

## SAFETY OF PRINCIPAL WITH GROWTH POTENTIAL

Pacific Index Edge combines the guarantees of a fixed annuity with growth potential linked to a market-based index. It is not a security, and your money is not directly invested in the market. Yet, you have the potential to earn interest based on the performance of an index. The amount of interest credited depends on the option selected.

What this means for the portion of retirement assets you place in this product:
Never lose principal due to market performance. Even during market downturns, your principal will not be affected and you will not lose money.

Lock in earned interest. Any interest gains as a result of index performance are locked in to the contract value and protected from any future market downturns.


## FLEXIBLE CHOICES FOR HOW TO EARN INTEREST

Along with the principal protection Pacific Index Edge provides, it also gives you choices called Interest-Crediting Options to earn interest on your contract.

You may choose to allocate your entire purchase payment to one Interest-Crediting Option or a combination of options. The amount of money you allocate to each option is up to you. Your financial professional can help you customize your contract to fit your unique retirement strategy and help determine the best way to allocate your purchase payment.

## Determine How to Earn Interest—Fixed Account Option and/or Index-Linked Options

The Fixed Account Option earns a guaranteed interest rate for one year. On each contract anniversary, a renewal rate is declared, which is guaranteed to be no less than the minimum guaranteed interest rate specified in your contract.

The Index-Linked Options earn interest based on the movement of:

- The S\&P 500 ${ }^{\circledR}$ Index—Created in 1957, the S\&P $500^{\circledR}$ index has become a standard for measuring U.S. stock-market performance. It offers a market capitalization-weighted index of 500 companies in leading industries of the U.S. economy.

At the end of each contract year, you have the flexibility to reallocate your contract value.
Additional cash purchase payments up to $\$ 100,000$ are permitted within the first 60 days of contract issue. Interest will be credited proportionately based on the index return from the date the additional purchase payment is received to the end of the index term, as well as the length of time the purchase payment is allocated during the first contract year. No interest will be earned or credited on amounts allocated to an index-linked option and withdrawn prior to the end of an index term.

## STRAIGHTFORWARD METHODS FOR CREDITING INTEREST

The following chart helps explain how the various Interest-Crediting Options work, gives an overview of ways in which each may help your contract value grow, and key items to consider for each option.

## Choose the Interest-Crediting Option

## Fixed Account Option

A guaranteed, fixed rate of interest is credited to the contract daily.

## Point-to-Point with Cap Option

When the index return is positive, interest is credited to your contract at the end of each contract year, up to the cap. If the index return is negative, no interest is credited to the contract; contract value remains the same, and there is no loss.
Cap: The maximum rate of interest that can be credited at the end of each contract year.

## Participation Rate with Spread Option

When the index return is positive after the spread is deducted, interest will be credited to the contract at the end of each contract year. If the index return is negative, no interest is credited to the contract; contract value remains the same, and there is no loss.

## (Index Return x Participation Rate) $\boldsymbol{-}$ Spread = Interest Credited

Participation Rate: The set percentage that determines how much of the positive index return will be credited at the end of each contract year.
Spread: A percentage that is deducted from the adjusted index return.
Adjusted Index Return: The amount after the index return is multiplied by the participation rate, minus the spread.

## Performance-Triggered Index Option

When the index return is flat or positive, a declared, fixed interest rate is credited to your contract at the end of each contract year. If the index return is negative, no interest is credited to the contract; contract value remains the same, and there is no loss.

Rates, renewal caps, declared interest rates, participation rates, and spreads will never be set below the minimum or above the maximum stated in the contract. Pacific Life determines, at its discretion, rates, renewal caps, declared interest rates, and participation rates in excess of the minimum guaranteed in the contract, and spreads below the maximum guaranteed in the contract.

## Index Name Considerations

Not Fixed rate of interest, declared at contract issue, and guaranteed for one year. This option is not applicable; tied to index performance.
not based on an index

S\&P $500^{\circledR}$ The participation rate for this option will always be $100 \%$. A cap is applied to the amount of index interest that can be earned, is set at contract issue, and guaranteed for one contract year. This option may provide more interest-rate growth potential than other options during periods of low-to-moderate index growth.

S\&P $500^{\circledR}$
index

The participation rate and spread are set at contract issue and guaranteed for one contract year (the length of the term). You may not receive $100 \%$ of the index return, and returns may have a spread deducted.

This option may provide more interest-rate growth potential than other options during periods of stronger index growth.

S\&P $500^{\circledR} \quad$ A declared, fixed interest rate is credited when triggered by a flat or positive index return index over one contract year. If the index return is negative, no interest is credited, and there would be no loss.

This option may provide more interest-rate growth potential than other options during periods of low-to-moderate index growth.

Please note: The index is not available for direct investment, and index performance does not include the reinvestment of dividends. Interest-Crediting Options are subject to state and broker/dealer availability. Please work with your financial professional for information about product and feature availability, and refer to the product fact sheet.

## INTEREST-CREDITING OPTIONS IN ACTION

## Meet Stephen and Katherine

- 58-year-old couple planning to retire in seven years.
- Looking for conservative growth. They would like to capture a portion of market gains, but want to ensure their principal is protected against market risk.



## Assumptions

- \$100,000 purchase payment made on December 3I, 2012.
- Stephen and Katherine take no withdrawals for seven years and do not purchase the optional death benefit.
- The assumed caps, declared interest rates, participation rates, and spreads remain unchanged for the entire seven-year period.

A seven-year period is used in these examples, which are for illustrative purposes only, to help demonstrate how the Interest-Crediting Options work in both up and down markets using actual S\&P $500^{\circledR}$ index returns. The hypothetical caps, declared interest rates, participation rates, and spreads in these examples are guaranteed only for the index term and are subject to change. Pacific Index Edge was first available in 2016.

For each of the following examples, it is assumed that the entire $\$ 100,000$ purchase payment is allocated to a single Interest-Crediting Option on day I, and remains unchanged throughout the entire seven-year period. However, as described on page 3, Stephen and Katherine have the ability to allocate their $\$ 100,000$ among one or a combination of Interest-Crediting Options, and they can change their allocations at the end of an index term.

## Interest-Crediting Option: Point-to-Point with Cap Option

## Hypothetical Example Using the S\&P 500 ${ }^{\text {® }}$ Index

This Interest-Crediting Option assumes a $4.5 \%$ cap throughout the entire seven-year period.
$-\square$ - Contract Value
S\&P $500^{\circledR}$ Index Price (End of Year)


## What Happens to Stephen and Katherine's Contract

## Positive Index Return,

 Lower than the CapWhile a positive index return lower than the cap did not occur in the time frame of this example, if the index had returned a hypothetical $3 \%$, Stephen and Katherine would have received the $3 \%$ index return.

Flat or Negative Index Return

At the end of 2018, even though the index returned $-6.24 \%$, Stephen and Katherine's contract value remained steady at $\$ 119,252$, they had no loss, and no interest was credited to the contract.

Positive Index Return, Higher than the Cap

At the end of 2019, the index returned $28.88 \%$, so Stephen and Katherine's contract was credited with $4.5 \%$ interest, which is the cap.

At the end of seven years, Stephen and Katherine's contract value is $\$ 124,618$.

## Interest-Crediting Option: Participation Rate with Spread Option

## Hypothetical Example Using the S\&P 500 ${ }^{\circledR}$ Index

This Interest-Crediting Option assumes a 60\% participation rate and a $2 \%$ spread throughout the entire seven-year period.


## What Happens to Stephen and Katherine's Contract

## Adjusted Index Return Is Negative

When the participation rate and spread are applied, the adjusted index return is negative, and no interest is credited. If the index had returned a hypothetical $2.5 \%$, their contract value would have remained steady and there would be no loss ([2.5\% index return $\times 60 \%$ participation rate] - $2 \%$ spread).

## Flat or Negative

 Index ReturnAt the end of 2018, even though the index returned $-6.24 \%$, Stephen and Katherine's contract value remained steady at $\$ 138,022$, they had no loss, and no interest was credited to the contract.

## Positive Index Return

At the end of 2019 , the index returned $28.88 \%$, so Stephen and Katherine's contract was credited with $15.33 \%$ interest ([28.88\% index return $\times 60 \%$ participation rate] $-2 \%$ spread).

At the end of seven years, Stephen and Katherine's contract value is $\$ 159,176$.

## Interest-Crediting Option: Performance-Triggered Index Option

## Hypothetical Example Using the S\&P 500 ${ }^{\text {® }}$ Index

This Interest-Crediting Option assumes the declared interest rate is $4 \%$ throughout the entire seven-year period.


## What Happens to Stephen and Katherine's Contract

## Negative Index Return

At the end of 2018, even though the index return was $-6.24 \%$ for the year, Stephen and Katherine's contract value remained steady at $\$ 116,986$. No interest was credited to the contract, and they had no loss.

Flat or Positive Index Return

At the end of 2019 , the index returned $28.88 \%$ for the year, so Stephen and Katherine's contract was credited with $4 \%$, which is the declared interest rate. Even if the index return was less than the declared rate, such as a hypothetical I\% return, the declared rate of $4 \%$ would be credited to the contract.

At the end of seven years, Stephen and Katherine's contract value is $\$ 121,665$.

## ACCESS TO YOUR MONEY

## Full Withdrawals

If you make a full withdrawal of your contract, or upon death or annuitization, you will receive the greater of your contract value or the Guaranteed Minimum Surrender Value. The Guaranteed Minimum Surrender Value is equal to a percentage of your total purchase payments (minus any withdrawals and optional benefit fees, if applicable') accumulated at a fixed interest rate. The rate is declared at contract issue and guaranteed to be no less than the minimum stated in your contract.

## Partial Withdrawals

Because you can never predict the future, you still have the ability to access your money when you need it. Withdrawals may begin as soon as 30 days after contract issue and are available through:

- Systematic withdrawals: Withdraw at least $\$ 500$ either monthly, quarterly, semiannually, or annually.
- Partial withdrawals: Withdraw $\$ 500$ or more at any time.

Because annuities are intended for retirement, if you are younger than age $591 / 2$, an additional $10 \%$ federal tax may apply. Withdrawals of taxable amounts are subject to ordinary income tax. For nonqualified contracts, a $3.8 \%$ federal tax may apply on net investment income. A withdrawal charge and a market value adjustment (MVA) also may apply.

## Withdrawal Charge Period

Withdrawal charges apply only for the withdrawal charge period you select at contract issue, either five or seven years, and will decrease over time.

|  | Contract Year |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | I | 2 | 3 | 4 | 5 | 6 | 7 | 8+ |
| 5 Years (Charge per Withdrawal) | 9\% | 8\% | 8\% | 7\% | 6\% | 0\% |  |  |
| 7 Years (Charge per Withdrawal) | 7\% | 7\% | 7\% | 7\% | 6\% | 5\% | 4\% | 0\% |

In California, the withdrawal charge schedule is as follows:

| 5 Years (Charge per Withdrawal) | 9\% | 8\% | 7\% | 6\% | 5\% | 0\% |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 7 Years (Charge per Withdrawal) | 9\% | 8\% | 7\% | 6\% | 5\% | 4\% | 3\% | 0\% |

All withdrawal charge periods may not be available at all times, at all broker/dealers, or in all states. Withdrawals will reduce the contract value and the value of the death benefit.

## Withdrawals without Charges

You may withdraw amounts up to $10 \%$ of your purchase payments in the first contract year and $10 \%$ of your contract value during the remainder of the withdrawal charge period (based on your contract value from the previous contract anniversary) without a withdrawal charge or market value adjustment (MVA).

Additionally, you may take withdrawals without a charge for the following reasons:

- Required minimum distribution (RMD) withdrawals (only if calculated by Pacific Life).
- Withdrawals after the first contract year (after contract issue in Texas; an MVA may apply) if the owner or annuitant is diagnosed with a terminal illness (life expectancy of 12 months or fewer; 24 months in Kansas). Not available in California.
- Withdrawals after 90 days of contract issue if the owner or annuitant has been confined to an accredited nursing home for 30 days or more and the confinement began after the contract was issued. Not available in California or Massachusetts.
- Withdrawals after 90 days of contract issue if the owner or annuitant has been confined to an accredited facility that provides skilled nursing care and/or long-term care services for 30 days or more, and the confinement began after the contract was issued. Not available in California or Massachusetts.
- Annuity income payments. (Available after first contract year; an MVA may apply.)
- Death benefit proceeds.

Note: For Index-Linked Options, no interest is earned or credited on amounts withdrawn prior to the end of an index term.

## Market Value Adjustments (MVAs)

Withdrawals and contract values annuitized before the end of the withdrawal charge period, in excess of $10 \%$ of the prior anniversary's contract value ( $10 \%$ of purchase payments in the first year), may be subject to an MVA (in addition to any applicable withdrawal charges).

The MVA is based on a formula designed to respond to interest-rate movements. As a general rule, if interest rates have stayed the same or risen since the contract was issued, the MVA can reduce the amount withdrawn. If interest rates have fallen, the MVA can increase the amount withdrawn, up to a specified maximum. In no event will an MVA cause total amounts withdrawn to be less than the Guaranteed Minimum Surrender Value.

There is no MVA assessed on withdrawals made after the withdrawal charge period has expired.
The MVA does not apply in California.

## CREATE THE INCOME YOU NEED

Pacific Index Edge can help you generate protected lifetime income.

## Annuity Income Payments

After the first contract anniversary, you may elect to receive annuity income payments for your life, the lifetime of you and a spouse, or for a specific time period. You may annuitize the greater of the contract value or the Guaranteed Minimum Surrender Value. Partial annuitization is not available. Annuity income payments may be received monthly, quarterly, semiannually, or annually. Amounts will differ based on the payout option and period selected. Usually, the longer the payout period, the lower the periodic payment amount. Choose from the following payout options:

Life Only-Periodic payments for life are guaranteed.
Life with Period Certain'—Periodic payments will be made for life and guaranteed for a minimum period of 5 to 30 years. If you die before the end of the period, your beneficiary will receive the remaining income. If you live longer than the period certain, you will continue to receive the income until you die.
Joint and Survivor Life-Periodic payments are guaranteed over your lifetime (as the primary annuitant) and the lifetime of another person (as the secondary annuitant). The secondary annuitant need not be a spouse.

- Period Certain ${ }^{1}$ —Periodic payments will be made over a specific period, from 10 to 30 years. Other periods may be available.


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If annuity income payments begin during an index term, you do not lose out on potential interest crediting for the year in which income payments begin. You may receive an adjusted amount of interest based on the change in index price from the beginning of the term to the time you start income payments.

## HELP PROVIDE FOR YOUR SPOUSE AND HEIRS

While you're probably focusing on how to enjoy your retirement savings, it's important to think ahead and plan ways to provide for your loved ones when you die. Pacific Index Edge can help you pass on your financial legacy to your beneficiaries.

## For Your Spouse

You may wish to base your annuity contract on the lives of both you and your spouse. This way, no matter who dies first, income payments will continue for the life of the surviving spouse. With the Joint and Survivor Life annuitization option, periodic payments are made during the lifetime of the primary annuitant. After the primary annuitant dies, periodic payments will be made for the remainder of the surviving spouse's life.

## For Your Heirs

The standard death benefit can help protect an amount for your beneficiaries and may avoid the cost and delays of probate. If death occurs before you begin taking income payments, the standard death benefit, which is equal to the greater of the contract value or the Guaranteed Minimum Surrender Value, will pass directly to your designated beneficiaries. Additionally, if you die during an index term, your heirs do not lose out on potential interest crediting. They may receive an adjusted amount of interest based on the change in index price from the beginning of the term to the day Pacific Life receives, in satisfactory form, proof of death and instructions regarding payment.

The death benefit is not life insurance and is considered ordinary taxable income to your beneficiaries when paid.

## Optional Death Benefit

If you would like the opportunity to enhance the financial legacy you leave loved ones when you pass away, you may be able to purchase an optional enhanced death benefit for an additional cost, subject to state and broker/dealer availability and variations.

Talk to your financial professional about the optional death benefit offered with Pacific Index Edge.

## Key Parties in an Annuity Contract

It's important to know who the key parties are in an annuity contract.

| Owner | Annuitant | Beneficiary |
| :--- | :--- | :--- |
| The owner makes the decisions | The owner and the annuitant | If the owner or annuitant dies |
| about the annuity, such as | may or may not be the same | before annuity payments begin, |
| how much money to put into | person. Either way, it's the <br> annuitant's life expectancy that | generally, the beneficiary is the <br> one who may have the right to <br> the contract. The owner <br> is used to set the dollar amount <br> receive the death benefit. |
| of future annuity income. |  |  |
| and the beneficiaries. |  |  |

There may be one or more owners, annuitants, and beneficiaries.


## WHY PACIFIC LIFE

Pacific Life has more than I50 years of experience, and we remain committed to providing quality products, service, and stability to meet your needs today and throughout your lifetime.

It's essential for you to choose a strong and stable company that can help you achieve your future income needs. Since I868, individuals and their families have relied on the strength of Pacific Life to help protect their financial security.

- Pacific Life Insurance Company is organized under a mutual holding company structure and operates for the benefit of its policyholders and contract owners.
- We have achieved ongoing recognition' for high-quality service standards.
- We offer products that address market environments during all stages of your life.
- Pacific Life is designated as one of the 2020 World's Most Ethical Companies ${ }^{\circledR 2}$ by the Ethisphere Institute, a global leader in defining and advancing the standards of ethical business practices.
- We maintain strong financial-strength ratings from major independent rating agencies.

Ratings may change. For more information and current financial-strength ratings, please visit PacificLife.com.

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'Recipient of multiple DALBAR Service Awards since 1997. Refer to www.DALBAR.com for more information regarding awards, certifications, and rankings.
${ }^{2}$ Based on the Ethisphere Institute's Ethics Quotient ${ }^{\circledR}$. "World's Most Ethical Companies" and "Ethisphere" names and marks are registered trademarks of Ethisphere LLC. Pacific Life is unaffiliated with Ethisphere Institute.
While ratings can be objective indicators of an insurance company's financial strength and can provide a relative measure to help select among insurance companies, they are not guarantees of the future financial strength and/or claims-paying ability of a company. The independent third party from which this annuity is purchased, including the broker/dealer, the insurance agency from which this annuity is purchased, and any affiliates of those entities, make no representations regarding the quality of the analysis conducted by the rating agencies. The rating agencies are not affiliated with the above-mentioned entities nor were they involved in any rating agency's analysis of the insurance companies.

# AWARD-WINNING CUSTOMER SERVICE 

Pacific Life provides support to help you achieve your retirement goals.

## Personal Customer Service

(800) 722-4448

Call our toll-free number to access account information via our automated line or to speak directly with an annuity specialist.

## Website

## PacificLife.com

Go online and under the heading "Login," select "Annuities." To view your account information, select "Client Annuities."

# Discuss with your financial professional if Pacific Index Edge is appropriate for you as part of your overall retirement strategy. PacificLife.com 

Pacific Life, its affiliates, their distributors, and respective representatives do not provide tax, accounting, or legal advice. Any taxpayer should seek advice based on the taxpayer's particular circumstances from an independent tax advisor or attorney.
Pacific Life is a product provider. It is not a fiduciary and therefore does not give advice or make recommendations regarding insurance or investment products.
The "S\&P $500^{\circledR}$ index" is a product of S\&P Dow Jones Indices LLC or its affiliates ("SPDJI"), and has been licensed for use by Pacific Life Insurance Company. Standard \& Poor's ${ }^{\circledR}$ and $S \& P^{\circledR}$ are registered trademarks of Standard \& Poor's Financial Services LLC ("S\&P"); Dow Jones ${ }^{\circledR}$ is a registered trademark of Dow Jones Trademark Holdings LLC ("Dow Jones"). Pacific Life's product is not sponsored, endorsed, sold or promoted by SPDJI, Dow Jones, S\&P, their respective affiliates, and none of such parties make any representation regarding the advisability of investing in such product(s) nor do they have any liability for any errors, omissions, or interruptions of the S\&P $500^{\circledR}$ index.

Pacific Index Edge is named "Individual Limited Premium Deferred Fixed Annuity" in the contract. In some states, Interest Enhanced Death Benefit is named "Optional Death Benefit Rider" in the contract rider.
Pacific Life Insurance Company (Newport Beach, CA) is licensed to issue insurance products in all states except New York. Product availability and features may vary by state. Fixed annuity products are available through licensed third parties.

Contract Form Series: ICCI6:30-I503, 30-I503MA, 30-I503ID (state variations may apply) Rider Series: ICCI5:20-I406, 20-I406, ICCI5:20-I500, 20-I500ID, 20-I500, ICCI5:20-I404,


[^0]:    'For qualified contracts, the maximum length of time for the Period Certain options may be less than 30 years, if necessary, to comply with RMD regulations for annuities.

