

# Pacific Life

## The Power To Help You Succeed

You want to reach your financial goals and we are here to help you get there. For more than 150 years, Pacific Life has helped millions of individuals and families with their financial needs through a wide range of life insurance products, annuities, and mutual funds, and offers a variety of investment products and services to individuals, businesses, and pension plans. Pacific Life has no publicly traded stock. We are an independent company that remains focused on financial strength and long-term strategies that benefit policyholders and clients.

## Pacific Life by the Numbers

### \$191 billion

company assets

### 1st

indexed universal life and  
universal life insurance sales

### \$3 billion\*

insurance and annuity  
benefits paid in 2020

### 2nd

structured settlement  
sales

### 269th

FORTUNE 500® company  
by total revenue

### \$9.3 billion\*\*

retirement solutions  
sales



## PACIFIC LIFE

### OUR EXPERTISE

- Financial Protection
- Income for Life
- Retirement Income
- Wealth Accumulation
- Wealth Preservation

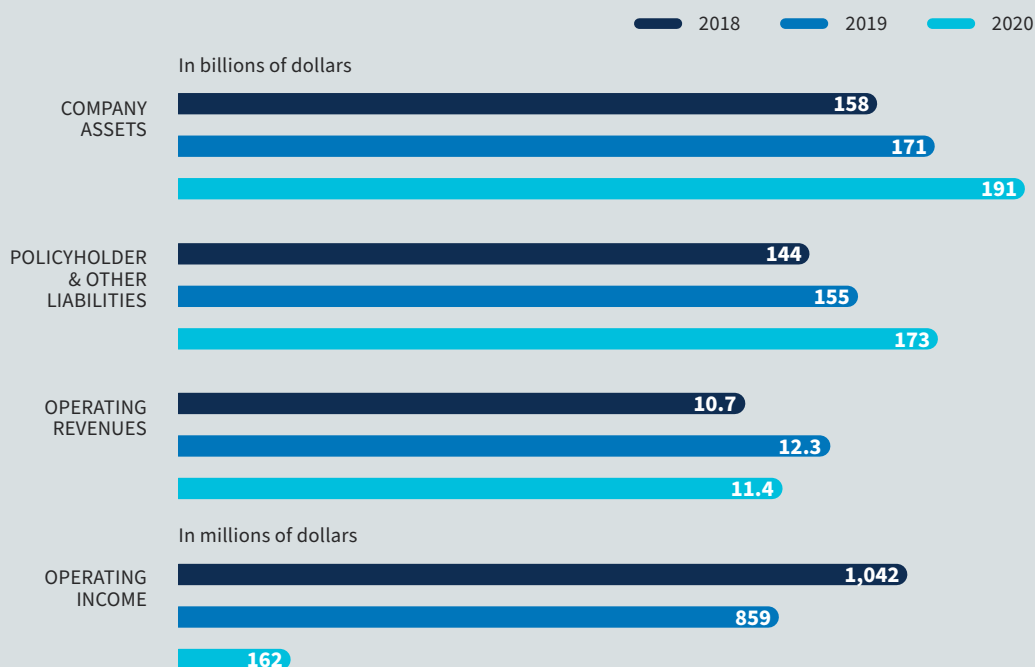
### OUR PRODUCTS

- Annuities
- Investment Products and Services for Business
- Life Insurance
- Mutual Funds
- Pension risk-transfer strategies

### FINANCIAL STRENGTH RATINGS

- AA-** ..... S&P Global
- A+** ..... A.M. Best
- A1** ..... Moody's
- AA-** ..... Fitch

## Financial Summary



# Pacific Life Corporate Responsibility

We strive to improve  
our communities  
and environment  
through philanthropy  
and volunteerism.



## THE PACIFIC LIFE FOUNDATION

Established to reflect our commitment to the communities where our employees live and work.

**\$123 million**

given to community  
nonprofits in the  
past 36 years

**\$8.25 million**

in company and foundation  
charitable contributions

## THE PACIFIC LIFE GOOD GUYS

Our employee and family volunteer program encourages community volunteerism. In 2020:

**25,000**

families in homeless shelters  
received vital hygiene kits that  
were assembled by Pacific Life  
employees and family members

**2,000+**

U.S.-based employees  
and family members  
volunteered

**Achieved a  
score of  
95 out of 100**

on the 2021 Human Rights  
Campaign's Corporate  
Equality Index

**\$7.3 billion**

invested by Pacific Life in assets related to socially responsible efforts in underserved and low-income communities, as well as environmentally green efforts. We have also made commitments of an additional \$1.2 billion toward future investments. Investing responsibly ties to Pacific Life's core values of doing what's right. Learn more at [PacificLife.com/ESG](https://PacificLife.com/ESG).

Talk to your financial professional today about life insurance and retirement solutions from **Pacific Life**.

Sources: All data and financial strength ratings as of December 31, 2020 unless otherwise specified.

- Financial growth data is from Pacific Mutual Holding Company, Pacific Life's ultimate parent company. Operating revenues include discontinued operations of our aircraft leasing business and excludes other than temporary impairments (OTTI) and net realized investment gain (loss), other than stable value product income. Operating income is utilized by management to measure the profitability generated by the operations of the company. Includes discontinued operations of our aircraft leasing business and excludes net realized investment gain (loss), other than stable value product income. It also excludes OTTI, aircraft impairments/sales, gain on sale of our aircraft leasing business, and deferred policy acquisition cost amortization and adjustments related to variable annuity derivatives.
- Life insurance rankings are from the 2020 *Confidential Sales Survey of Participating Companies* by LIMRA. Pacific Life Insurance Company sales are based on planned recurring premiums as measured against 70 participating companies. Structured settlement sales ranking from U.S. *Individual Annuities Sales Survey* by LIMRA, as of December 31, 2020.
- FORTUNE ranking as of June 2020 is of the top 500 U.S. firms by total revenue.
- Ratings may change and do not apply to the safety or performance of the underlying variable investment options or the mutual funds. For current financial strength ratings and additional rating information, visit [www.PacificLife.com/ratings](https://www.PacificLife.com/ratings).

Pacific Life Insurance Company, an indirect wholly owned subsidiary of Pacific Mutual Holding Company, is licensed in all states except New York. In New York, individual life insurance and annuity products are available through Pacific Life & Annuity Company, a subsidiary of Pacific Life Insurance Company. Securities distributed by **Pacific Select Distributors, LLC** (member FINRA & SIPC).

\*Reflects the combined results of Pacific Life Insurance Company and its insurance subsidiaries on a statutory basis and primarily includes death and annuity benefits paid.

\*\*Includes retail mutual funds sales distributed by Pacific Global Asset Management.