



# Pacific Advisory Fixed Indexed Annuity



THE OFFICIAL SPONSOR  
OF RETIREMENT™

# Prepare for Your Future with Confidence

Pacific Advisory Fixed Indexed Annuity is designed to be a strategic part of your overall financial plan that can help grow retirement savings, while ensuring against the loss of your principal. It also can be used to create a steady flow of income or secure your financial legacy for loved ones or a charitable organization.

## Why Choose Pacific Advisory Fixed Indexed Annuity

Pacific Advisory Fixed Indexed Annuity is a continuing contract between you and Pacific Life that can help grow, protect, and manage retirement savings in a tax-advantaged way. Consider this strategy if you:

- Prefer a conservative investment approach.
- Are interested in growth opportunities without market risk.
- Want the ability to access your money without withdrawal charges.
- Have reached your 401(k) or IRA contribution "limits."

**Pacific Advisory Fixed Indexed Annuity** is specifically designed to address some of the most common risks in retirement.

Retirement Risk	Pacific Advisory Fixed Indexed Annuity offers:
Market Volatility	<b>No Downside Risk.</b> With no direct market participation your money is 100% protected from any losses in the market. In addition, you can lock in any earnings over a period of time.
Low Yields and Inflation	<b>Inflation Protection.</b> The long-term expected interest rates on a fixed indexed annuity may be higher than other types of fixed-interest accounts. This higher interest rate can help grow your savings more than the inflation rate and more than other "safe" money alternatives.
Taxes	<b>Tax-Deferred Growth.</b> Earnings accumulate free from current taxation and you only pay taxes on withdrawals when you decide to make them. This ensures your money continues to compound and stays working for you over time.
Outliving Your Money	<b>Lifetime Income.</b> Create a steady flow of income you can count on through annuitization.

Insurance products are issued by Pacific Life Insurance Company. Product/material availability and features may vary by state.

**No bank guarantee • Not a deposit • May lose value  
Not FDIC/NCUA insured • Not insured by any federal government agency**

# Pacific Advisory Fixed Indexed Annuity

<b>Initial Option Period</b>	<p>5 Years.</p> <p>Pacific Advisory Fixed Indexed Annuity has no withdrawal charges. During the initial option period, a positive or negative Market Value Adjustment (MVA) may apply on certain withdrawals.</p>
<b>How You Earn Interest</b>	<p>Pacific Advisory Fixed Indexed Annuity offers the flexibility to customize your annuity by choosing interest-earning options that reflect your goals. Review the following pages with your financial professional to determine which options could work best for you.</p>
<b>Higher Interest Rate Opportunities</b>	<p>Breakpoints provide the potential to increase the interest earned on your contract value. There are two ways to qualify for a breakpoint:</p> <ul style="list-style-type: none"><li>■ If the total of your purchase payments is \$250,000 or more</li><li>■ If your contract value on a contract anniversary is \$250,000 or more</li></ul> <p>Speak with your financial professional to determine if contributing more to achieve a breakpoint makes sense for your overall financial plan.</p>
<b>Advisory Fee Withdrawals<sup>1</sup></b>	<p>We've designed an advisory fee-friendly structure that ensures allowable fees paid to your financial professional from nonqualified (previously taxed) contracts will not be treated as a taxable distribution and do not negatively impact the determination of index-linked interest credited to your annuity.</p>
<b>Market Value Adjustments (MVAs)<sup>2</sup></b>	<p>MVA only applies during the initial option period. When applied, MVA may result in an increase or decrease to amounts withdrawn from your contract. For more information about the MVA formula, please refer to the MVA endorsement detailed in the contract summary.</p>
<b>Income Options</b>	<p>You may convert your contract into reliable income payments after the first year through fixed annuitization.</p>
<b>Death Benefit</b>	<p>If death of the first owner or the last annuitant occurs before annuity income payments begin, a death benefit equal to the contract value is paid to your beneficiaries.</p>
<b>Minimum Initial Purchase Payment</b>	<p>\$25,000 (nonqualified and qualified)</p> <p>All cash payments and 1035 exchange/transfer requests must be submitted with the application. Subsequent payments up to \$100,000 are permitted within the first 60 days after contract issue.</p>
<b>Age Guidelines</b>	<p>Maximum Annuitant/Owner Issue Age: 85</p> <p>Maximum Annuitization Age: 100</p>

<sup>1</sup>Allowable fees are advisory fee withdrawals that do not exceed an annual rate of 1.50% of the annuity contract's cash value during the calendar year. Withdrawals from the contract to pay advisory fees will reduce the contract value.

<sup>2</sup>MVAs may apply to withdrawals during the initial option period in excess of 10% of the prior anniversary's contract value (10% of purchase payments of the first year). There is no MVA assessed on allowable advisory fee withdrawals or withdrawals made after the initial option period has expired. Other MVA waivers may apply.

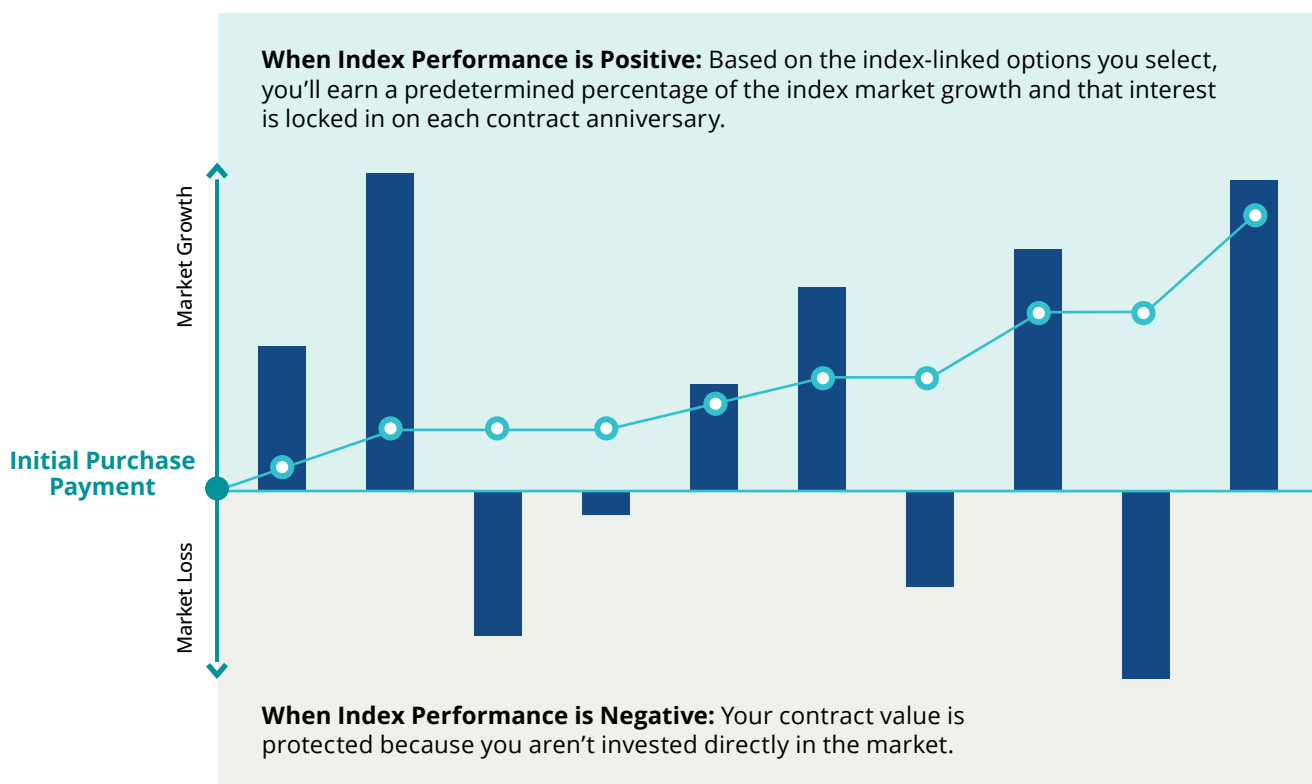
# Principal Protection While Pursuing Growth

As you near retirement or approach other important milestones, you may find that you still need to save more money, but also need financial certainty more than ever. Pacific Advisory Fixed Indexed Annuity can help you work toward your retirement goals with the confidence of knowing your principal is protected.

## How It Works

To ensure that you never lose any of your principal while pursuing growth, your money does not directly participate in the stock market or any index. Instead, your growth potential is linked to the performance of an index. An index is a hypothetical portfolio of investment holdings that represents a segment of the financial market and uses a standardized methodology to measure performance.

So, you can rest easy knowing that your contract value will not decrease due to market declines, and your contract value can grow tax-deferred until you're ready to begin withdrawals or leave a legacy to loved ones.



## Protected Income and Legacy Options

If you want to know what amount of income to plan for, you can choose to turn your contract value into fixed income payments for a specific time period or for life.

Or, it may be important for you to help provide for your spouse, beneficiaries, or a charitable organization after you pass away. Pacific Advisory Fixed Indexed Annuity provides ways to leave a meaningful legacy, while avoiding the cost and delays of probate, which is a legal process to determine how your assets will begin to be paid to your beneficiaries.

# Flexible Choices for Earning Interest

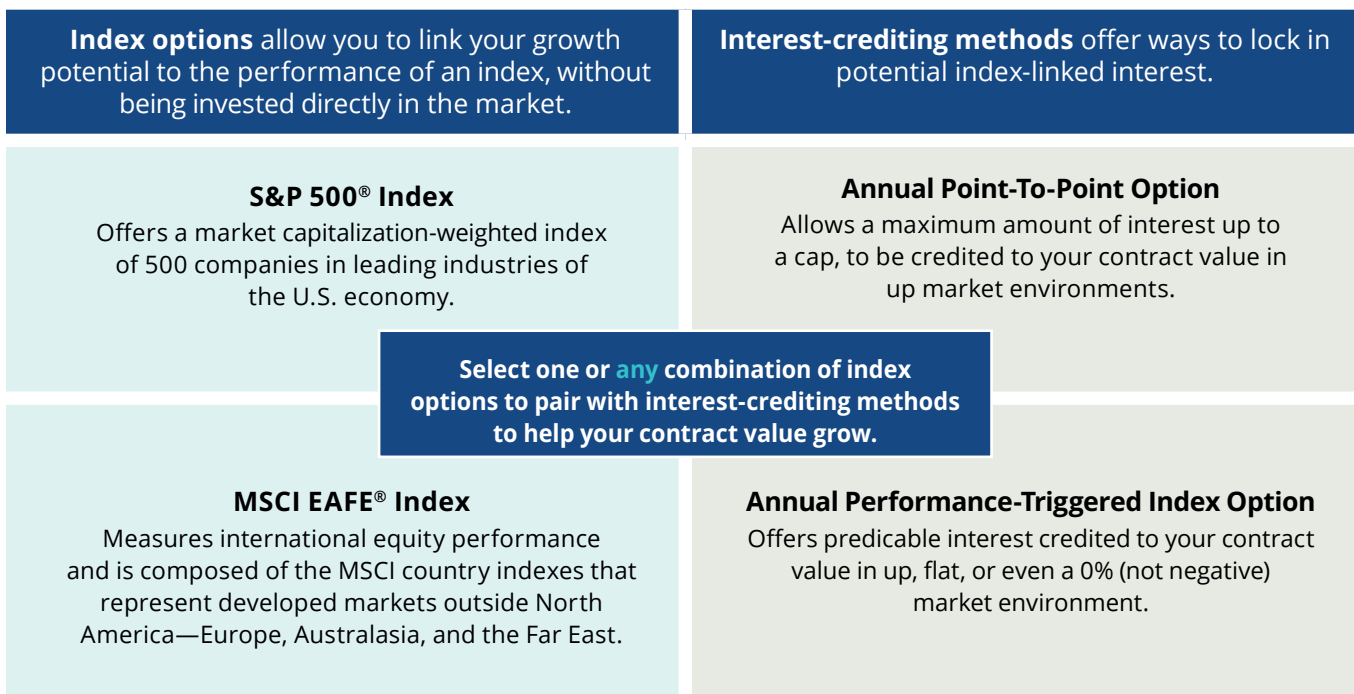
Along with principal protection, you also can customize options to earn interest on your Pacific Advisory Fixed Indexed Annuity contract value.

## How to Earn Interest

At purchase and on every contract anniversary, you can determine how to grow your contract value and how you wish to earn interest. You have the flexibility to allocate money to any of the options available for earning interest.

There are two options for earning interest to potentially grow your contract value:

- The **Fixed Account option** earns a fixed rate of interest, is guaranteed for one contract year, and is credited on a daily basis. After the initial contract year, a new interest rate will be declared on each contract anniversary and is guaranteed for one contract year. The renewal rate will never be lower than the minimum guaranteed interest rate stated in the contract.
- **Index-linked options** may earn interest based on positive movement of an index during the index term and are credited on an annual basis. Index-linked options are a combination of index options paired with interest-crediting methods to help your contract value grow. Choose any combination below for more flexibility!



## The Benefits of a Fee-Friendly Fixed Indexed Annuity

Regardless of the index-linked options you choose, with Pacific Advisory Fixed Indexed Annuity, the value used to calculate the index-linked interest (ILI) will not be reduced by allowable advisory fee withdrawals during the index term. So, unlike some other fixed indexed annuities, the advisory fees you pay your financial professional will not reduce the ILI that may be credited for the contract year, will not create a taxable event, and your money can continue to grow the way it was meant to.

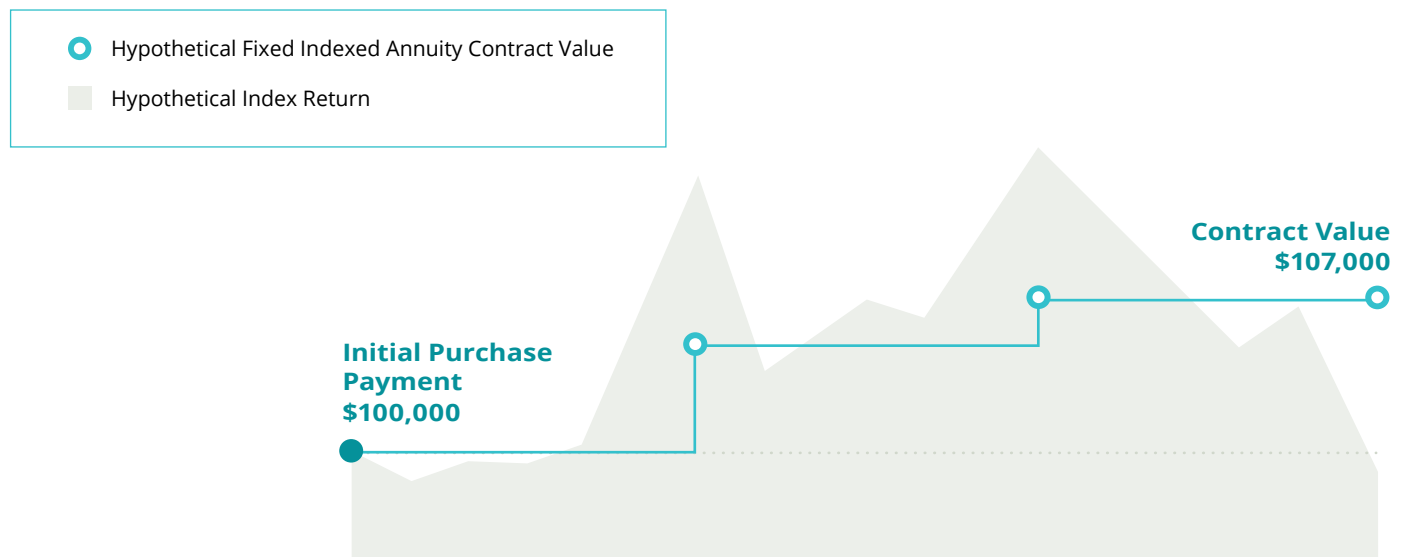
All guarantees are subject to the claims-paying ability and financial strength of the issuing insurance company.

# Annual Point-to-Point Option

Interest is credited annually at the end of the index term based on the index return during one contract year, up to a maximum called a cap. At the end of the contract year, the price of the index is compared to its price at the beginning of the contract year. If the index return is positive, interest in the form of a percentage equal to the index return is credited to the contract, up to the cap. If the index return is zero or negative, no interest will be credited, and you will not lose any of your contract value.

## Annual Point-to-Point Option in Action

This example assumes a hypothetical \$100,000 initial purchase payment and a 5% cap annually.



End of Year	Year 1	Year 2	Year 3
	<b>Positive Index Return More Than the Cap</b> Hypothetical Index Return: 15%	<b>Positive Index Return Less Than the Cap</b> Hypothetical Index Return: 2%	<b>Flat or Negative Index Return</b> Hypothetical Index Return: -15%
Account Value if Invested Directly in the Market	\$115,000	\$117,300	\$99,705
Percentage of Interest Credited to Fixed Indexed Annuity Contract Value	5%	2%	0%
Fixed Indexed Annuity Contract Value	\$105,000	\$107,000	\$107,000

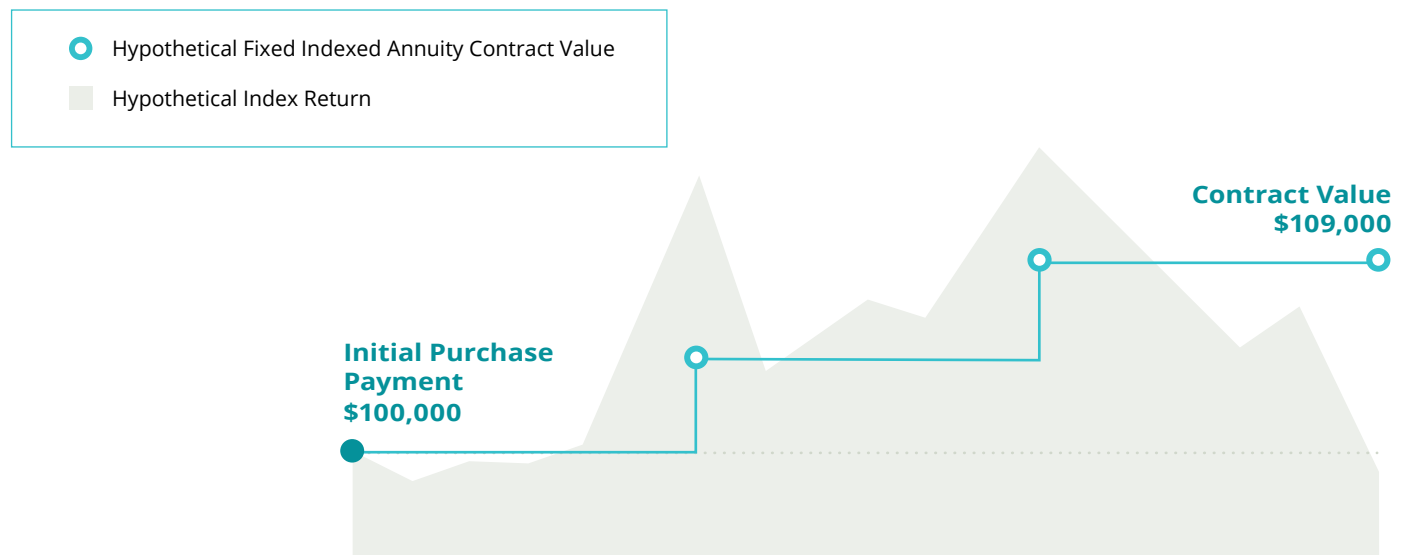
As demonstrated above, in order to earn the maximum amount of interest that can be credited to your contract value, the index return should be equal to or greater than your cap. Consider the annual point-to-point option if index market trends point to **rising or consistently positive returns**.

# Annual Performance-Triggered Index Option

Interest is credited annually at the end of the index term based on the index return during one contract year. At the end of the contract year, the price of the index is compared to its price at the beginning of the year. If the index return is flat or positive, interest is “triggered,” and it is credited to the contract. If the index return is negative, no interest will be credited, and you will not lose any of your contract value.

## Annual Performance-Triggered Index Option in Action

This example assumes a hypothetical \$100,000 initial purchase payment and an interest rate of 4.50% annually.



End of Year	Year 1	Year 2	Year 3
	<b>Positive Index Return More Than the Cap</b> Hypothetical Index Return: 15%	<b>Positive Index Return Less Than the Cap</b> Hypothetical Index Return: 2%	<b>Flat or Negative Index Return</b> Hypothetical Index Return: -15%
Account Value if Invested Directly in the Market	\$115,000	\$117,300	\$99,705
Percentage of Interest Credited to Fixed Indexed Annuity Contract Value	4.50%	4.50%	0%
Fixed Indexed Annuity Contract Value	\$104,500	\$109,000	\$109,000

As demonstrated above, even if the index return isn't as high as the interest rate or even if your return is 0% (not negative), you still receive the maximum amount of interest credited to your contract value. Consider the annual performance-triggered index option if index market trends point to **flat or low returns**.

**Talk to your financial professional today about  
Pacific Advisory Fixed Indexed Annuity or visit PacificLife.com.**

**Award-Winning<sup>1</sup> Customer Service: (800) 722-4448**

Pacific Life provides support to help you achieve your retirement goals. Access contract information via our automated line or to speak directly with an annuity specialist.

**Website: PacificLife.com**

Select "Annuities" under "Login." To view your account information, select "Client Annuities."

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<sup>1</sup>Recipient of multiple DALBAR Service Awards since 1997. Refer to [www.DALBAR.com](http://www.DALBAR.com) for more information regarding awards, certifications, and rankings.

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*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.*

Pacific Advisory Fixed Indexed Annuity is not a security and does not participate directly in the stock market or any index, so it is not an investment.

Under current law, a nonqualified annuity that is owned by an individual is generally entitled to tax deferral. IRAs and qualified plans—such as 401(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, death benefit options, and the ability to transfer among investment options without sales or withdrawal charges.

Annuity withdrawals and other distributions of taxable amounts, including death benefit payouts, will be subject to ordinary income tax. For nonqualified contracts, an additional 3.8% federal tax may apply on net investment income. If withdrawals and other distributions are taken prior to age 59½, an additional 10% federal income tax may apply. A market value adjustment (MVA) also may apply. Withdrawals will reduce the contract value and the value of the death benefit.

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The Product and its MSCI EAFE® Index-Linked Options referred to herein are not sponsored, endorsed, or promoted by MSCI, and MSCI bears no liability with respect to any such Products or any index on which such Products are based. The Policy Contract contains a more detailed description of the limited relationship MSCI has with Pacific Life Insurance Company and any related products.

The indexes are not available for direct investment, and index performance does not include the reinvestment of dividends.

Pacific Advisory Fixed Indexed Annuity is named "Individual Limited Premium Deferred Fixed Annuity Contract with Index-Linked Interest Options" in the contract.

Pacific Life Insurance Company is licensed to issue insurance products in all states except New York. Product/material availability and features may vary by state.

The home office for Pacific Life Insurance Company is located in Omaha, Nebraska.

Contract Form Series: ICC20:30-1045, ICC20:30-1045-CS

Rider Series: ICC20:20-1047, ICC20:20-1046

Endorsement: ICC20:15-1407

*State variations to contract form series, rider series, and endorsement may apply.*

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**PACIFIC LIFE**

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