PACIFIC LIFE

# PRINCIPAL PROTECTION AND GROWTH POTENTIAL

Using a Performance-Triggered Index Option

Available with Certain Pacific Life Fixed Indexed Annuities

FAC0761-1021

# GROWTH POTENTIAL
## WITHOUT DOWNSIDE RISK

As you develop your retirement strategy, it's important to determine how you will protect and grow your assets. A fixed indexed annuity (FIA):

- Guarantees you'll never lose money due to market performance because your money is not directly invested in the market.
- Offers several ways to earn interest through options that are linked to an index such as the S&P 500® index or the MSCI EAFE® Index.

### What This Means

When the index rises, your contract earns interest. If the index declines, you will not earn interest, but you will not lose money either. Every dollar used to purchase your annuity and any interest already credited would not be lost.

A FIA may be right for you, as part of your overall retirement strategy, if you are looking for:

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

## Performance-Triggered Index Option

With the Performance-Triggered Index Option, Pacific Life will declare an interest rate at contract issue. A flat or positive index return triggers the declared interest rate to be credited to your contract at the end of each contract year during your initial guaranteed period. If the index return is negative, no interest is credited; the contract value remains the same, and there is no loss.

### How Does It Work?

Let's look at an example that compares how a FIA contract value and a hypothetical investment in the market might grow. The performance of the hypothetical investment and the interest earned on the FIA contract are based on the hypothetical price return of the S&P 500® index.

## Meet Joanne

Joanne is 58, plans to retire in seven years, and considers herself a conservative-to-moderate investor.

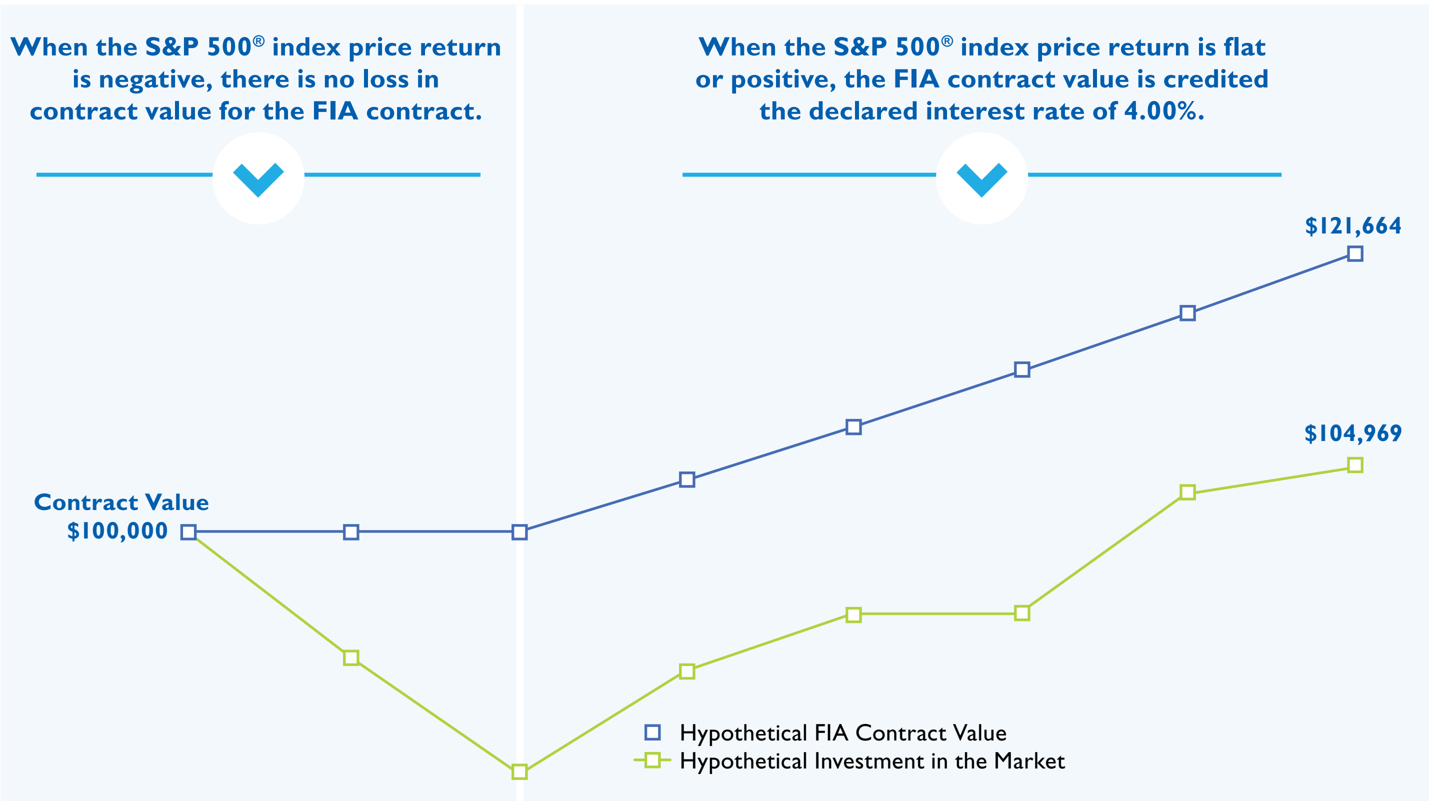
### Her Goals

- Protect $100,000, a portion of her retirement savings.
- Make sure her money grows if there's an increase in the market.
- Lock in any interest earnings.

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

## Assumptions for the Hypothetical Example

- Joanne allocates 100% of her $100,000 purchase payment to the Performance-Triggered Index Option based on the S&P 500® index. The hypothetical declared interest rate set at contract issue is 4%.
- She makes no changes to the contract or the index selected, and takes no withdrawals during the initial guaranteed period of the product (in this example, seven years).




| End of Year | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
|---|---|---|---|---|---|---|---|
| S&P 500® Index Hypothetical Price Return | –10% | –10% | 10% | 5% | 0% | 10% | 2% |
| Account Value of Hypothetical Investment in the Market | $90,000 | $81,000 | $89,100 | $93,555 | $93,555 | $102,911 | $104,969 |
| Interest Credited to the FIA Contract | 0% | 0% | 4% | 4% | 4% | 4% | 4% |
| Hypothetical FIA Contract Value | $100,000 | $100,000 | $104,000 | $108,160 | $112,486 | $116,985 | $121,664 |

**Because Joanne's FIA contract never experienced loss when the index was negative, you can see how the FIA performed compared to an investment in the market.**

All values shown are for illustrative purposes only and are hypothetical. Contract values shown assume no withdrawals are made and no optional benefits are purchased. A seven-year initial guaranteed period is used to help demonstrate how the Performance-Triggered Index Option works in both up and down markets. The index is not available for direct investment and does not include the reinvestment of dividends.

Talk to your financial professional to see if a fixed indexed annuity using the Performance-Triggered Index Option may be right for you, or visit 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.*

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. If withdrawals and other distributions are taken prior to age 59½, an additional 10% federal tax may apply. A withdrawal charge and a market value adjustment (MVA) also may apply. Withdrawals may reduce the value of the death benefit and any optional benefits.

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 and death benefit options.

Fixed indexed annuities are not securities and do not participate directly in the stock market or any index, so it is not an investment. The index used is a price index that tracks performance.

No guaranteed rate will be less than the minimum guaranteed rate stated in the contract. Pacific Life determines, at its discretion, interest rates in excess of the stated minimum guarantee in the contract.

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 "S&P 500® 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® and S&P® are registered trademarks of Standard & Poor's Financial Services LLC ("S&P"); Dow Jones® 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® index.

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 Forms Series: ICC17:30-1700, ICC17:30-1800
Rider Series: ICC17:20-1707
*State variations to contract form series and rider series may apply.*
FAC0761-1021

PACIFIC LIFE

THE OFFICIAL SPONSOR OF RETIREMENT®