




# Demonstrating the Value of Pacific Choice<sup>®</sup> 2 with Investment Guard

Once you've purchased Pacific Choice 2 with Investment Guard, this guide can help you easily identify on your quarterly statement the key components that bring value to your retirement plan.

**In this hypothetical statement example, your Investment Guard optional benefit is protecting \$534,500.00 (Protected Base value in section B) with a downside protection amount of \$53,450.00 (Buffer Amount in section B) for a quarterly cost of \$1,269.43 (Total cost in section C).**



P.O. Box 2378 · Omaha, NE 68103-2378

### Variable Annuity Quarterly Statement

Statement Period 07/01/2023 - 09/30/2023

**Prepared For**

JANE A SMITH  
123 MAIN ST  
ANY TOWN CA 14604-1619

**Your Client**

AGENT A  
MODEL OFFICE AGENCY  
123 ANY STREET  
ANY TOWN CA 900000-0000

[Customer Service \(toll free\)](#)  
[Contract Owners \(800\) 722-4448](#)  
[Financial Professionals \(800\) 722-2333](#)  
Mon - Fri, 6 a.m. - 5 p.m. Pacific time

---

**Pacific Choice 2**

---

<p><b>Contract Information</b></p> <p>Contract Number XXXXXXXX Owner XXXXXXXXX Joint Owner none Annuitant XXXXXXXX Joint Annuitant none Plan Type IRA Issue Date 11/07/2022</p>	<p><b>Highlights</b></p> <p>Investment Guard (5 YR) Phone/Electronic Authorization (All)</p>
---	--

---

**Summary Values**

<p><b>Year-to-Date Contract Summary</b></p> <p>Contract Value on 12/31/2022 \$534,675.86 Total Payments \$0.00 Total Withdrawals \$0.00 Surrender Value on 09/30/2023 \$537,942.66 Death Benefit on 09/30/2023 \$572,361.26 GMAB Protected Base on 09/30/2023 \$534,500.00 Contract Value on 09/30/2023 \$572,361.26</p>	<p><b>Historical Contract Summary</b></p> <p>Current Value 09/30/2023 \$572,361.26 GMAB Protected Base on 09/30/2023 \$534,500.00 Last Quarter Value 06/30/2023 \$594,183.62 Surrender Value on 06/30/2023 \$559,765.02 Value 12 Months Prior 09/30/2022 \$0.00 Total Payments Since 11/07/2022 \$534,500.00 Total Withdrawals Since 11/07/2022 \$0.00</p>
--	--

---

**Investor Information**

For more information regarding your contract, Pacific Life, or your contract's Accumulated Unit Value (Daily Unit Value), please visit [www.pacificlife.com](#)

A

## A. Summary Values

In this section, you will find important high-level details about how your annuity is performing. The Year-to-Date Contract Summary section showcases your current values, while the Historical Contract Summary section details past values for comparison.

- **Total Payments:** The historical contract summary section shows the total contributions you've made to your annuity.
- **Total Withdrawals:** The historical contract summary section shows the total withdrawals you've taken from the annuity.
- **Surrender Value:** The amount you would get if you close your annuity.
- **Death Benefit:** The year-to-date contract summary section shows the amount payable to your beneficiaries prior to annuitization upon the death of the contract owner.
- **GMAB Protected Base:** The Guaranteed Minimum Accumulation Benefit (GMAB) value is equal to your purchase payments made in the first year, adjusted for any withdrawals.

Insurance products can be issued in all states, except New York, by Pacific Life Insurance Company or Pacific Life & Annuity Company. In New York, insurance products are only issued by Pacific Life & Annuity Company. Product/material availability and features may vary by state.

**Not bank guarantee • Not a deposit • May lose value  
Not FDIC/NCUA insured • Not insured by any federal government agency**



# Variable Annuity Quarterly Statement

P.O. Box 2378 · Omaha, NE 68103-2378

Statement Period 07/01/2023 - 09/30/2023

Contract Number **VR12345678**  
Owner JANE A SMITH  
Annuitant JANE A SMITH

Contract Owners (800) 722-4448  
Financial Professionals (800) 722-2333

## Optional Benefits (Riders)

See your contract, prospectus and statement of additional information for details about these optional benefits added to your annuity contract by rider.

### Investment Guard (5 YR)

Effective Date of Term	11/07/2022
Last Day of Term	11/07/2027
Protected Base	\$534,500.00
Buffer Percentage	10%
Buffer Amount	\$53,450.00

On the last day of the term, your contract value may be increased by an additional amount if the contract value is less than the Protected Base. The additional amount will be equal to the lesser of the difference between the contract value and the Protected Base or the Buffer Amount. At the end of the term, your rider will terminate and you may choose to add any optional rider that is available for your Contract. An annual rider fee is deducted quarterly and is assessed on the Protected Base and will be detailed later in the Contract Activity section of this statement. The Protected Base is equal to the contract value at the start of the term and adjusts for purchase payments received within the first year and any withdrawals during the term. The Buffer Percentage is elected at contract issue and is the maximum percentage of the Protected Base that is protected against loss. The Buffer Amount, which is the Buffer Percentage multiplied by the Protected Base, is the maximum amount protected against loss. Investment Guard is called the Guaranteed Minimum Accumulation Benefit (GMAB) in your Contract's Rider. Please refer to the Rider or Product Prospectus for more information.

### Investment Performance

Variable Options	Total Value as of 06/30/2023	Units Held as of 09/30/2023	Unit Value as of 09/30/2023	Total Value as of 09/30/2023	Change in Value since 06/30/2023
AFIS Growth	\$122,709.29	10,153.5142	11.626205	\$118,046.84	\$4,662.45-
AFIS Growth-Income	\$117,262.07	9,929.1454	11.416572	\$113,356.80	\$3,905.27-
T.Rowe Dividend Growth	\$111,780.67	9,952.7159	10.773273	\$107,223.33	\$4,557.34-
MFS Growth	\$123,922.64	10,485.7277	11.420338	\$119,750.55	\$4,172.09-
BR Equity Index	\$118,508.95	10,149.0649	11.230960	\$113,983.74	\$4,525.21-
<b>Total</b>	<b>\$594,183.62</b>			<b>\$572,361.26</b>	<b>\$21,822.36-</b>

Your investments in the variable options have realized an annualized performance of 10.376%. Annualized performance is for the past 10 years or since your contract's issue date, whichever period is shorter.

Your annualized performance only includes money invested in the variable options. Assets in a fixed rate option are not included. Performance and investment values shown reflect all purchase payments, transfers, withdrawals, loans, fees and charges.

### Contract Activity from July 1, 2023, through September 30, 2023

#### Withdrawals / Fees

Date	Activity Type	Investment Options	Number of Units	Unit Value	Transaction Amount
08/07/2023	GPA Fee	AFIS Growth	21.4102-	12.279680	\$262.91-
		AFIS Growth-Income	20.9367-	12.025774	\$251.78-
		T.Rowe Dividend Growth	20.9859-	11.341444	\$238.01-
		MFS Growth	22.1103-	11.924293	\$263.65-
		BR Equity Index	21.4006-	11.825851	\$253.08-
		<b>Total</b>			<b>\$1,269.43-</b>

## B. Optional Benefits (Riders)

In this section, you'll find more details about the optional benefits you've selected.

- The **Protected Base** is equal to the contract value at the start of the term and adjusts for purchase payments received within the first year and any withdrawals during the term.
- **Buffer Percentage** is elected at contract issue and is the maximum percentage of the Protected Base that is protected against loss.
- The **Buffer Amount** is the Buffer Percentage multiplied by the Protected Base and is the maximum amount that is protected against loss.



# Variable Annuity Quarterly Statement

P.O. Box 2378 · Omaha, NE 68103-2378

Statement Period 07/01/2023 - 09/30/2023

Contract Number **VR12345678**  
Owner JANE A SMITH  
Annuitant JANE A SMITH

Contract Owners (800) 722-4448  
Financial Professionals (800) 722-2333

## Optional Benefits (Riders)

See your contract, prospectus and statement of additional information for details about these optional benefits added to your annuity contract by rider.

### Investment Guard (5 YR)

Effective Date of Term 11/07/2022  
Last Day of Term 11/07/2027  
Protected Base \$534,500.00  
Buffer Percentage 10%  
Buffer Amount \$53,450.00

On the last day of the term, your contract value may be increased by an additional amount if the contract value is less than the Protected Base. The additional amount will be equal to the lesser of the difference between the contract value and the Protected Base or the Buffer Amount. At the end of the term, your rider will terminate and you may choose to add any optional rider that is available for your Contract. An annual rider fee is deducted quarterly and is assessed on the Protected Base and will be detailed later in the Contract Activity section of this statement. The Protected Base is equal to the contract value at the start of the term and adjusts for purchase payments received within the first year and any withdrawals during the term. The Buffer Percentage is elected at contract issue and is the maximum percentage of the Protected Base that is protected against loss. The Buffer Amount, which is the Buffer Percentage multiplied by the Protected Base, is the maximum amount protected against loss. Investment Guard is called the Guaranteed Minimum Accumulation Benefit (GMAB) in your Contract's Rider. Please refer to the Rider or Product Prospectus for more information.

## Investment Performance

Variable Options	Total Value		Units Held		Unit Value		Change in Value since 06/30/2023
	as of 06/30/2023	as of 09/30/2023	as of 06/30/2023	as of 09/30/2023	as of 06/30/2023	as of 09/30/2023	
AFIS Growth	\$122,709.29	10,153.5142	11.626205	\$118,046.84	\$4,662.45-		
AFIS Growth-Income	\$117,262.07	9,929.1454	11.416572	\$113,356.80	\$3,905.27-		
T.Rowe Dividend Growth	\$111,780.67	9,952.7159	10.773273	\$107,223.33	\$4,557.34-		
MFS Growth	\$123,922.64	10,485.7277	11.420338	\$119,750.55	\$4,172.09-		
BR Equity Index	\$118,508.95	10,149.0649	11.230960	\$113,983.74	\$4,525.21-		
<b>Total</b>	<b>\$594,183.62</b>			<b>\$572,361.26</b>	<b>\$21,822.36-</b>		

Your investments in the variable options have realized an annualized performance of 10.376%. Annualized performance is for the past 10 years or since your contract's issue date, whichever period is shorter.

Your annualized performance only includes money invested in the variable options. Assets in a fixed rate option are not included. Performance and investment values shown reflect all purchase payments, transfers, withdrawals, loans, fees and charges.

## Contract Activity from July 1, 2023, through September 30, 2023

### Withdrawals / Fees

Date	Activity Type	Investment Options	Number of Units	Unit Value	Transaction Amount
08/07/2023	GPA Fee	AFIS Growth	21.4102-	12.279680	\$262.91-
		AFIS Growth-Income	20.9367-	12.025774	\$251.78-
		T.Rowe Dividend Growth	20.9859-	11.341444	\$238.01-
		MFS Growth	22.1103-	11.924293	\$263.65-
		BR Equity Index	21.4006-	11.825851	\$253.08-
<b>Total</b>					<b>\$1,269.43-</b>

## C. Contract Activity

The GPA Fee in this sample statement is the Investment Guard GMAB rider fee. Any fees shown in the Contract Activity section only reflect the following charges if applicable: withdrawal charges, optional benefit charges, and other charges deducted from the contract value. For more information about applicable fees, please refer to your variable annuity contract or to your variable annuity prospectus at PacificLife.com.

Talk to your financial professional today about your Pacific Choice 2 variable annuity with Investment Guard, or visit our website for more information.  
[PacificLife.com](http://PacificLife.com)

---

Not all products or riders are available at all broker/dealer firms.

*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 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.

***You should carefully consider a variable annuity's risks, charges, limitations, and expenses, as well as the risks, charges, expenses, and investment goals of the underlying investment options. This and other information about Pacific Life are provided in the product and underlying fund prospectuses. These prospectuses are available from your financial professional or at [PacificLife.com](http://PacificLife.com). Read them carefully before investing.***

Investment Guard is named "Guaranteed Minimum Accumulation Benefit" in the contract rider.

Pacific Life refers to Pacific Life Insurance Company and its subsidiary Pacific Life & Annuity Company. Insurance products can be issued in all states, except New York, by Pacific Life Insurance Company and in all states by Pacific Life & Annuity Company. Product/material availability and features may vary by state. Each insurance company is solely responsible for the financial obligations accruing under the products it issues. Insurance product and rider guarantees, including optional benefits and any fixed subaccount crediting rates or annuity payout rates, are backed by the financial strength and claims-paying ability of the issuing insurance company and do not protect the value of the variable investment options. They are not backed by the broker/dealer from which this annuity is purchased, by the insurance agency from which this annuity is purchased, or any affiliates of those entities, and none makes any representations or guarantees regarding the claims-paying ability of the issuing insurance company.

Variable insurance products are distributed by **Pacific Select Distributors, LLC** (member FINRA & SIPC), a subsidiary of Pacific Life Insurance Company and an affiliate of Pacific Life & Annuity Company.

The home office for Pacific Life & Annuity Company is located in Phoenix, Arizona. The home office for Pacific Life Insurance Company is located in Omaha, Nebraska.

Contract Form Series: ICC22:10-1352  
Rider Series: ICC22:20-1356-A, ICC22:20-1357-A, ICC22:20-1358-A, ICC22:20-1359-A, ICC22:20-1360-A, ICC22:20-1361-A  
*State variations to contract form series and rider series may apply.*

VAC2561-0124-1

4 of 4



THE OFFICIAL SPONSOR  
OF RETIREMENT™