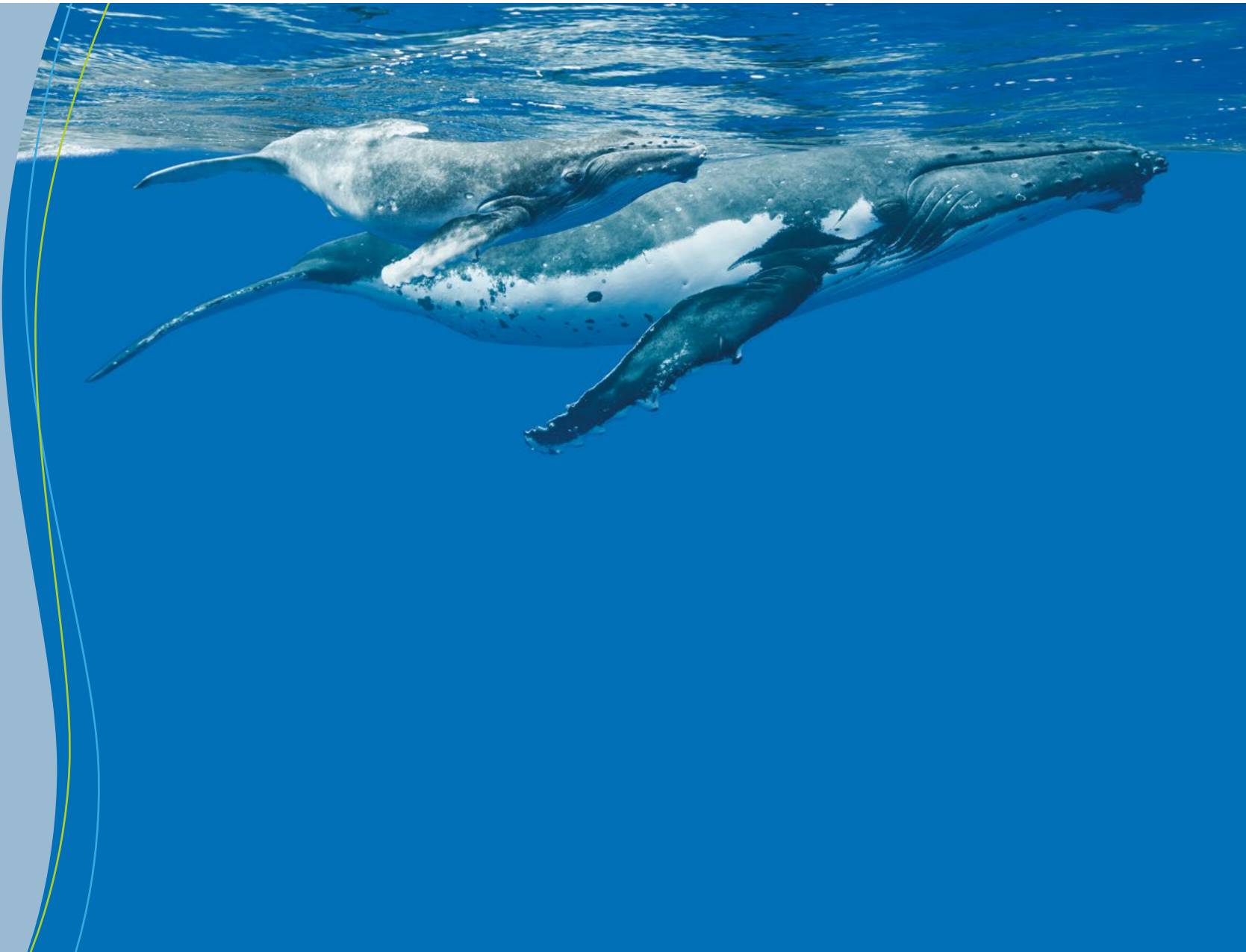




PACIFIC  
INDEX FOUNDATION<sup>®</sup>

Deferred, Fixed Indexed Annuity



51° 20' 7.9" N  
172° 58' 7.5" E

## 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 positive movement of an index.
- Generate guaranteed lifetime 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 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.

Insurance products are issued by Pacific Life Insurance Company. Product 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**

# HELP PREPARE FOR A SECURE RETIREMENT

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

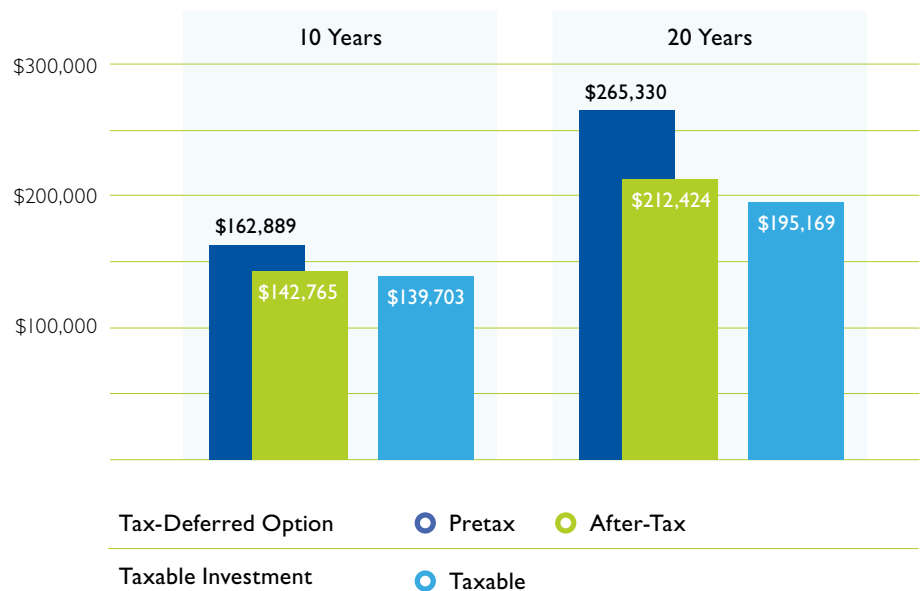
Pacific Index Foundation is a deferred, fixed indexed annuity and may be right for you if you are looking for:

- 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. 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 in 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 Foundation withdrawal 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 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.

# SAFETY OF PRINCIPAL WITH GROWTH POTENTIAL

Pacific Index Foundation guarantees safety of principal like a traditional fixed annuity and combines it with growth potential linked to market-based indexes. It is not a security and does not participate directly in the stock market or any index, and your money is not invested in the market. However, you have the potential to earn interest based on the positive performance of an index. The amount of interest credited depends on the option selected.

## What This Means for You

- **Never lose principal due to market performance.**<sup>1</sup> 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 positive index performance are locked in to the contract value and protected from any future market downturns.
- **Longer guarantees.** While some fixed indexed annuities guarantee rates or caps only for a short term, with Pacific Index Foundation, your guaranteed rates and caps remain the same until the end of your chosen initial guaranteed period.



<sup>1</sup>If you purchase an optional benefit, you may receive less than your principal value due to the deduction of optional-benefit fees. You will never get back less than the Guaranteed Minimum Surrender Value.

# FLEXIBLE CHOICES FOR HOW TO EARN INTEREST

Along with the principal protection and guarantees that Pacific Index Foundation 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.

## Select the Initial Guaranteed Period

One of the first things to do when you purchase Pacific Index Foundation is to select the initial guaranteed period. The initial guaranteed period may be based on your retirement time horizon or when you believe you'll need to access your contract value for retirement. The initial guaranteed period corresponds to the withdrawal charge schedule, and you may select one of two time frames:

- **Five years**
- **Seven years**

### The initial guaranteed period determines:

- The interest rates that will be earned on the Fixed Account Option and potentially earned with the Performance-Triggered Index Option, as well as the time period the rates are guaranteed. More information about the various options can be found below and on the next page.
- The cap applied to the Point-to-Point Option and the time period the cap is guaranteed. A cap is the maximum amount of interest that can be earned for each index term.
- When you'll have access to your contract value without incurring a withdrawal charge or market value adjustment (MVA). More information about the MVA and withdrawal charge schedule can be found on page 9.

Pacific Index Foundation provides you with the certainty that all rates and caps will remain the same throughout the initial guaranteed period.

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

Now that you've selected the initial guaranteed period, there are two ways to potentially grow your contract value:

- **The Fixed Account Option** earns a guaranteed interest rate for a specified period. The rate is guaranteed to be no less than the minimum stated in your contract.
- **The Index-Linked Options** earn interest based on any positive movement of an index. With Pacific Index Foundation, you can link potential growth to two indexes—one with a U.S. market focus and the other international.
  - **S&P 500® Index:** This index offers a market capitalization-weighted index of 500 companies in leading industries of the U.S. economy.
  - **MSCI EAFE® Index (Europe, Australasia, and the Far East):** This index measures international equity performance and is composed of the MSCI country indexes that represent developed markets outside of North America—Europe, Australasia, and the Far East.



## Choose the Method(s) for Crediting Index-Linked Interest to Your Contract

If you make an allocation to an Index-Linked Option, there are two methods through which any earned interest may be added to your contract.

- Point-to-Point Option:** Interest is credited annually based on the index return over one contract year, up to a maximum called a cap. If the index return is negative, no interest is credited.
- Performance-Triggered Index Option:** A declared, fixed interest rate is credited when triggered by a flat or positive index return over one contract year. If the index return is negative, no interest is credited.

At the end of the contract year, you have the flexibility to reallocate your contract value however you choose or keep the same allocations.

Please note: 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 both the index return and the length of time the additional purchase payment is allocated: from the date the additional purchase payment is received to the end of the index term. This period may be less than the time frames listed below.

The table below summarizes the Interest-Crediting Options and how interest is earned.

	Indexes	How Interest Is Credited	When Interest Is Credited	Length of Time the Initial Interest Rate and/or Cap Is Guaranteed
Fixed Account Option	N/A	Fixed interest rate	Daily	Fixed interest rate is set at contract issue and guaranteed for the five- or seven-year initial guaranteed period.
Index-Linked Options	S&P 500® and MSCI EAFE	Point-to-Point Option (subject to a cap)	Annually at end of the one-year term	Cap is declared at contract issue and guaranteed for the five- or seven-year initial guaranteed period.
		Performance-Triggered Index Option	Annually at end of the one-year term	Fixed interest rate is declared at contract issue and guaranteed for the five- or seven-year initial guaranteed period.

No interest will be earned or credited to Index-Linked Options on amounts withdrawn prior to the end of an index term.

# INTEREST-CREDITING OPTIONS IN ACTION

## Meet Rick and Sara

- Married, both age 60
- Retirement time horizon: Seven years
- Goal: Keep principal protected from market downturns while achieving some growth when the market goes up.

Rick and Sara are married and plan to retire in seven years. They consider themselves conservative-to-moderate investors. They are looking to protect a \$100,000 portion of their overall retirement savings, but since they still have time before they retire, they'd like to have growth of their assets if the markets increase.

By purchasing Pacific Index Foundation, Rick and Sara's \$100,000 principal is guaranteed not to lose value due to negative market performance, but they also can take advantage of any positive movement in an index without actually being invested in the market.



## Assumptions for the following examples:

- Rick and Sara elect to use the S&P 500<sup>®</sup> index and the seven-year initial guaranteed period (which is also the withdrawal charge period).
- Initial purchase payment: \$100,000 on December 31, 2010.
- Rick and Sara do not take any withdrawals and purchase no optional benefits. (Optional benefits are discussed on page 11.)
- Since caps and rates are guaranteed for the entire initial guaranteed period, the assumed caps and rates remain unchanged for the entire seven years.

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<sup>®</sup> index returns and hypothetical rates and caps. Pacific Index Foundation offers a shorter initial guaranteed period, subject to state and broker/dealer availability. This product was first available in 2017.

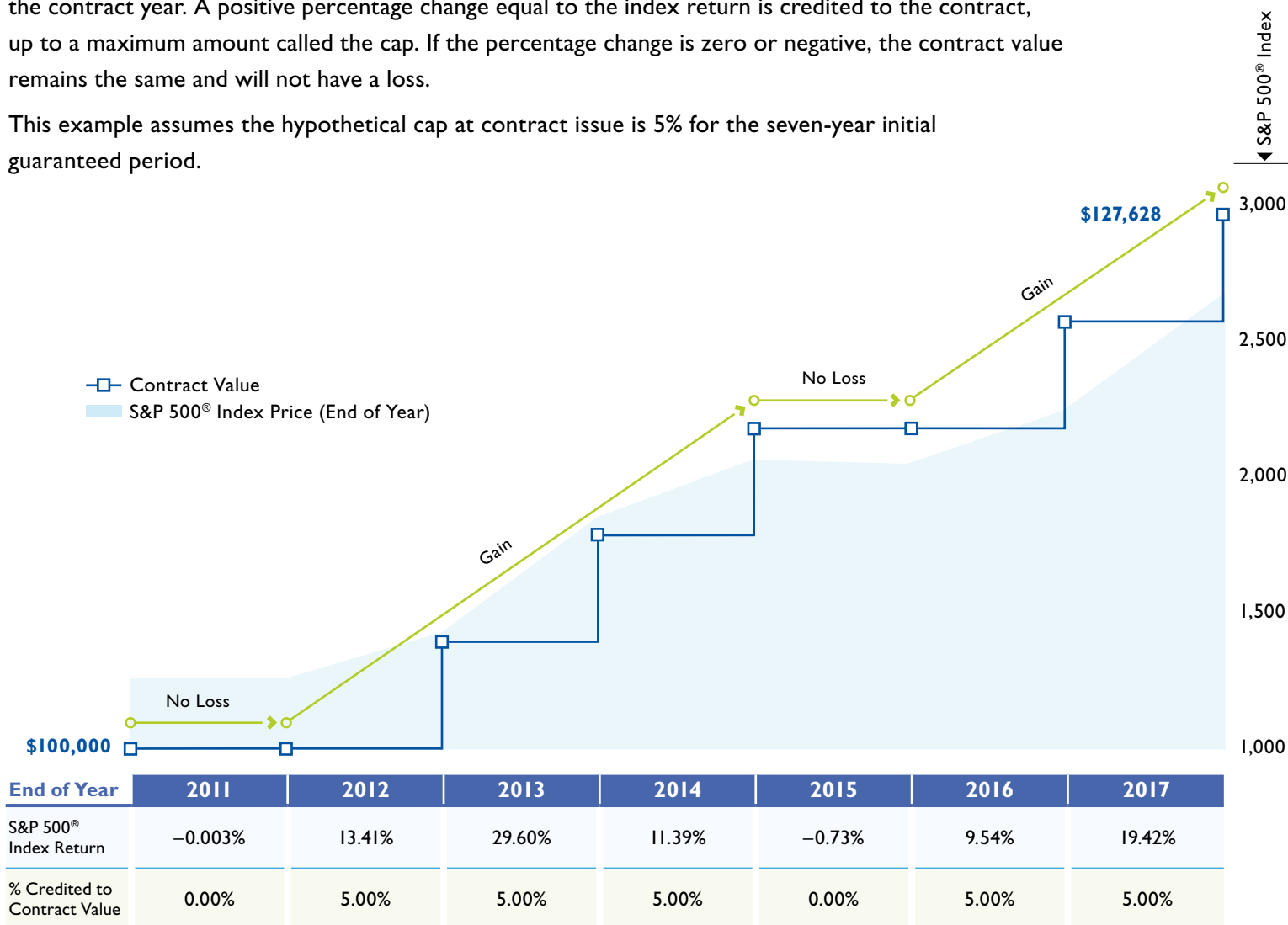
To help demonstrate how the Interest-Crediting Options work, it is assumed that the entire \$100,000 is allocated to the Index-Linked Option on day 1. However, as described on page 3, Rick and Sara have the ability to allocate their \$100,000 among one or a combination of Interest-Crediting Options.

**Let's take a look at how the Interest-Crediting Options work . . .**

## Point-to-Point Option in Action

At the end of each contract year, the price of the index is compared to its price at the beginning of the contract year. A positive percentage change equal to the index return is credited to the contract, up to a maximum amount called the cap. If the percentage change is zero or negative, the contract value remains the same and will not have a loss.

This example assumes the hypothetical cap at contract issue is 5% for the seven-year initial guaranteed period.



## What Happens to Rick and Sara's Contract

### Flat or Negative Index Return

Contract Value Remains the Same (No Loss)

At the end of 2015, even though the index return was -0.73% for the year, Rick and Sara's contract value remained steady. No interest was credited, but there was no loss.

### Positive Index Return—More Than the Cap

Contract Is Credited with the % Cap (Gain)

At the end of 2016, the index returned 9.54% for the year, so Rick and Sara's contract was credited with 5% interest, which is the cap.

### Positive Index Return—Less Than the Cap

Contract is Credited with the % Index Return

While an index return less than the cap did not occur in the time frame of this example, if the index had returned a hypothetical 3%, Rick and Sara's contract would have been credited 3%.

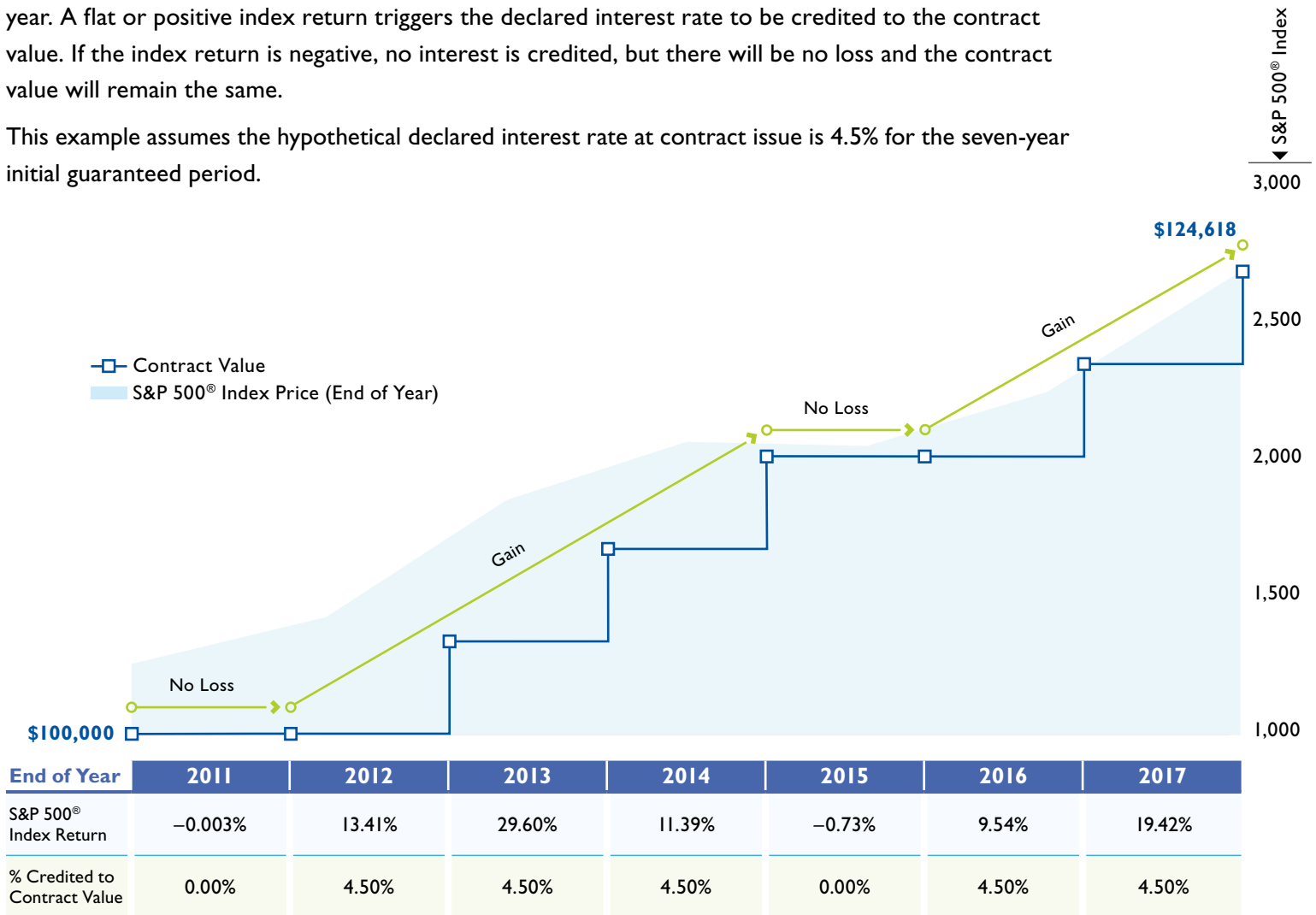
At the end of seven years, Rick and Sara's contract value is \$127,628.



## Performance-Triggered Index Option in Action

At contract issue, an interest rate is declared and guaranteed for the initial guaranteed period chosen. At the end of each contract year, the price of the index is compared to its price at the beginning of the year. A flat or positive index return triggers the declared interest rate to be credited to the contract value. If the index return is negative, no interest is credited, but there will be no loss and the contract value will remain the same.

This example assumes the hypothetical declared interest rate at contract issue is 4.5% for the seven-year initial guaranteed period.



## What Happens to Rick and Sara's Contract

### Negative Index Return

Contract Value Remains the Same (No Loss)

At the end of 2015, even though the index return was  $-0.73\%$  for the year, Rick and Sara's contract value remained steady. No interest was credited to the contract, and they had no loss.

### Flat or Positive Index Return

Triggers the Declared Interest Rate to Be Credited to the Contract

At the end of 2016, the index returned  $9.54\%$  for the year, so Rick and Sara's contract was credited with  $4.5\%$ , which is the declared interest rate. Even if the index return was less than the declared rate, such as a hypothetical  $1\%$  return, the declared rate of  $4.5\%$  would be credited to the contract.

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

# ACCESS TO YOUR MONEY

## Full Withdrawals

If you make a full withdrawal of your contract value, 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 91% of your total purchase payments (minus any withdrawals) accumulated at a fixed interest rate. The interest 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 (\$100 for electronic funds transfer) 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 59½, an additional 10% federal tax may apply on withdrawals. Withdrawals of taxable amounts are subject to ordinary income tax. For nonqualified contracts, a 3.8% federal tax may apply on net investment income. Withdrawal charges and an MVA also may apply.



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## Market Value Adjustments (MVAs)

If either of the following occur during the withdrawal charge period, an MVA may apply,<sup>1</sup> in addition to any applicable withdrawal charge fees:

- Withdrawals in excess of 10% of the prior anniversary's contract value (10% of purchase payments in the first year).
- Annuitization of the contract value.

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 may not apply in all states.

## Withdrawal Charge Schedule

As described on page 3, you may select one of two withdrawal charge schedules that corresponds to your initial guaranteed period. Withdrawal charges apply only during the initial guaranteed period when the amounts withdrawn are more than those discussed under the "Withdrawals without Charges" section below. Withdrawal charges will decrease over time.

Withdrawals will reduce the contract value and the value of the death benefit. See the product fact sheet accompanying this brochure for the withdrawal charge schedule, as these may vary by state.

## 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 MVA.

In addition, the withdrawal charge and the MVA will be waived for:<sup>1</sup>

- Required minimum distribution (RMD) withdrawals (only if calculated by Pacific Life).
- Withdrawals after the first contract year if the owner or annuitant is diagnosed with a terminal illness (life expectancy of 12 months or fewer).
- 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.
- Annuity income payments. (Available after first contract year; an MVA may apply.)
- Death benefit proceeds.
- Withdrawals up to the Lifetime Annual Withdrawal Amount under the optional guaranteed minimum withdrawal benefit, if elected. For more information about the benefit, please refer to the product fact sheet.

<sup>1</sup>In California, MVAs do not apply on withdrawals. Waivers for nursing home and terminal illness are not available.

# CREATE THE INCOME YOU NEED

## Annuity Income Payments

After the first contract anniversary, you may elect to receive annuity income payments for your life, the lifetime of you and another person, 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**<sup>1</sup>—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**<sup>1</sup>—Periodic payments will be made over a specific period, from 10 to 30 years. Other periods may be available.
- **Single Life or Joint Life with Cash Refund**—Periodic payments are made for life. If the entire annuitized amount is not paid out prior to your death, the remaining unpaid amount will be paid to your spouse or beneficiary as a lump sum.
- **Single Life or Joint Life with Installment Refund**—Similar to Life with Cash Refund, periodic payments are made for life. If the entire annuitized amount is not paid out prior to your death, the remaining unpaid amount will be paid to your spouse or beneficiary in installments.

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.

## Taxation

When you begin taking annuity income payments under one of the above payout options, each payment is composed of money that you've paid into the annuity plus any interest. For qualified contracts, taxes will generally be due on the entire payment. For nonqualified contracts, taxes will be due only on the interest portion. A formula unique to annuities determines the nontaxable portion of each payment until all the money you put into the contract has been taken out. Due to the formula, nonqualified income payments are tax-advantaged, which means that your tax liability is spread out over time. The actual tax impact will depend on the payout option, term, and age at which the payout option is selected.

<sup>1</sup>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.

# HELP PROVIDE FOR YOUR SPOUSE AND HEIRS

## 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 secondary annuitant's life.

## For Your Heirs

For no additional cost, 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 Benefits

Optional benefits may be available for an additional cost. Refer to the product fact sheet for more details.

### Key Parties in an Annuity Contract

#### **Owner**

The owner makes the decisions about the annuity, such as how much money to put into the contract. The owner also names the annuitants and the beneficiaries.

#### **Annuitant**

The owner and the annuitant may or may not be the same person. Either way, it's the annuitant's life expectancy that is used to set the dollar amount of future annuity income.

#### **Beneficiary**

If the owner or annuitant dies before annuity payments begin, generally, the beneficiary is the one who may have the right to receive the death benefit.

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



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## WHY PACIFIC LIFE

Pacific Life has more than 150 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 1868, 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<sup>1</sup> for high-quality service standards.
- We offer products that address market environments during all stages of your life.
- 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](http://PacificLife.com).

<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, certification, and rankings.

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.

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### **Website**

**PacificLife.com**

Go online and select “Annuities” under the heading “Client Account Sign-In” to view your account information.

Discuss with your financial professional if Pacific Index Foundation 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.*

Guaranteed rates and caps will never be set below the minimum stated in the contract. Pacific Life determines, at its discretion, guaranteed rates and caps in excess of the minimum guaranteed in the contract.

Pacific Index Foundation guarantees rates and caps for the entire initial guaranteed period. It is important to note that indexed annuity contracts commonly allow the insurance company to change the cap rates on a periodic—such as annual—basis. Such changes could adversely affect your return. No single index crediting method will provide the highest interest credit in all market scenarios. The guaranteed minimum cap rates are established when the annuity is purchased and disclosed in the annuity contract. Read your contract carefully to determine what changes the insurance company may make to these features.

The Product and its MSCI EAFE<sup>®</sup> 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<sup>®</sup> index is a product of S&P Dow Jones Indices LLC (“SPDJI”), and has been licensed for use by Pacific Life Insurance Company. Standard & Poor’s<sup>®</sup>, S&P<sup>®</sup>, and S&P 500<sup>®</sup> are registered trademarks of Standard & Poor’s Financial Services LLC (“S&P”); Dow Jones<sup>®</sup> is a registered trademark of Dow Jones Trademark Holdings LLC (“Dow Jones”); and these trademarks have been licensed for use by SPDJI and sublicensed for certain purposes by Pacific Life. Pacific Life’s product is not sponsored, endorsed, sold, or promoted by SPDJI, Dow Jones, S&P, or 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<sup>®</sup> index.

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

Pacific Index Foundation is named “Limited Premium Deferred Fixed Annuity Contract with Index-Linked Interest Options” in the contract.

Insurance product and rider guarantees, including optional benefits and any fixed crediting rates or annuity payout rates, are backed by the financial strength and claims-paying ability of the issuing insurance company. They are not backed by the independent third party from which this annuity is purchased, including the broker/dealer, 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.

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: ICC17:30-1800 (state variations may apply)  
Rider Series: ICC17:20-1704, ICC17:20-1707 (state variations may apply)  
Endorsement Series: ICC16:15-1403, ICC17:15-1825 (state variations may apply)

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Mailing address:

Pacific Life Insurance Company  
P.O. Box 2378  
Omaha, NE 68103-2378  
(800) 722-4448 • [www.PacificLife.com](http://www.PacificLife.com)

