

WHEN DO YOU NEED THE MOST INCOME?

More income now to turn your retirement bucket list into reality.



Optional Benefit with
Pacific Life Variable Annuities:
Enhanced Income Select

WHY A PACIFIC LIFE VARIABLE ANNUITY

A variable annuity is a long-term contract between you and an insurance company that helps you grow, protect, and manage retirement savings in a tax-advantaged way. It can help you:

- **Grow retirement savings faster** through the power of tax deferral.
- **Manage your investment strategy** by transferring among a diverse selection of investment options free of tax consequences.
- **Convert your assets** to reliable, lifetime retirement income.
- **Leave a financial legacy** through a guaranteed death benefit.

Our variable annuities also offer features such as asset allocation and optional benefits that provide principal protection. Optional benefits are available for an additional cost.

Guarantees, including optional benefits, are subject to the issuing company's claims-paying ability and financial strength, and do not protect the value of the variable investment options, which are subject to market risk. The value of the variable investment options will fluctuate so that shares, when redeemed, may be worth more or less than the original cost. 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 tax may apply. A withdrawal charge also may apply. Withdrawals will reduce the contract value and the value of the death benefits, and also may reduce the value of any optional benefits.

Insurance products are issued by Pacific Life Insurance Company in all states except New York and in New York by Pacific Life & Annuity 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**

WHAT'S ON YOUR **BUCKET LIST?**

To realize your retirement dreams,
you may need more income now.

Whether it's travel, hobbies, or dining out,
according to the Bureau of Labor Statistics,¹ the
average household spends significantly more money
in the early retirement years.

Average Annual Household Expenditures²

Ages 55–64

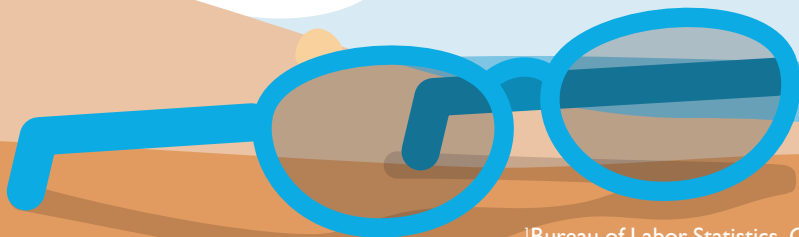
\$64,972

Ages 65–74

\$54,997

Ages 75+

\$41,849



¹Bureau of Labor Statistics, Consumer Expenditure Survey, September 11, 2018.

²Average people per household: ages 55–64 is 2.2; ages 65–74 is 1.9; ages 75+ is 1.6.

Average annual household expenses for ages 55–64 are \$64,972. Here are examples of how expenditures decrease in later retirement years.



BRAVO!

Entertainment spending is 0.3% less at ages 65–74 and 52% less at ages 75+.



BON APPÉTIT!

The annual tab for dining out? 14% less at ages 65–74 and 34% less at ages 75+.



VROOM!

To be on the go, you need to fill up. Gas and oil spending is 26% less at ages 65–74 and 56% less at ages 75+.



TRÈS CHIC!

Going out means dressing up. Footwear spending is 34% less at ages 65–74 and 54% less at ages 75+.

THE WHOLE BUCKET!

Overall, the average household spends 15% less at ages 65–74 and 36% less at ages 75+.



GET MORE INCOME NOW

WITH ENHANCED INCOME SELECT

Enhanced Income Select is an optional benefit available with Pacific Life variable annuities for an additional cost. It was designed to give you more retirement income now—during your early, active “bucket list” years—by providing:

- An enhanced amount of guaranteed annual income that may be withdrawn, beginning as early as age 59½, as long as your contract value is greater than zero.
- Guaranteed lifetime income of 3% if your account value goes to zero.
- Opportunities to increase your income by capturing market gains.

If Enhanced Income Select is purchased at contract issue, your initial purchase payment is the protected payment base and serves as the baseline in determining your annual withdrawal amount. If the optional benefit is purchased on a contract anniversary, your protected payment base is the contract anniversary value at the time the optional benefit was purchased. The maximum percentage that can be withdrawn is based on the age when you take your first withdrawal and whether you purchased the Single Life version providing income for your life, or the Joint Life version providing income for your life and the life of your spouse. The youngest spouse’s age is used to determine the maximum annual withdrawal amount.

Age at First Withdrawal (or First Withdrawal After a Reset)	Enhanced Income Percentage ¹ (Contract Has Value)		Guaranteed Lifetime Income Percentage ¹ (Contract Value = 0)
	Single Life	Joint Life	Single or Joint Life
59½ – 64	5.6%	5.1%	3%
65 – 69	7.6%	7.1%	3%
70+	8.0%	7.5%	3%

The optional benefit fee is an annual percentage of the protected payment base (deducted quarterly).

The protected payment base will increase each time you make an additional purchase payment² or if an automatic reset occurs. Automatic resets will occur on each contract anniversary if your contract value is at least \$1.00 greater than the protected payment base.

When a reset occurs, the protected payment base increases to the contract anniversary value. Your enhanced income amount will be recalculated based on this higher protected payment base. This will increase the maximum amount you can withdraw annually.

A reset must occur to reach a higher age band. Please note that the protected payment base is not a contract value and is not available for a lump-sum withdrawal.

Purchase payments must be allocated according to the investment allocation requirements that the Company has in effect, which are subject to change. Withdrawal restrictions may apply to amounts taken above the allowed percentage. Speak with your financial professional, and see the prospectus for details.



¹This is a percentage of your protected payment base.

²Pacific Life reserves the right to limit additional purchase payments.

Ask your financial professional if Enhanced Income Select
may be appropriate for your financial goals.
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.

This material must be preceded or accompanied by the product prospectus. Contact your financial professional or visit www.PacificLife.com for more information, including product and underlying fund prospectuses that contain more complete information about Pacific Life and a variable annuity's risks, charges, limitations, and expenses, as well as the risks, charges, expenses, and investment goals of the underlying investment options. Read them carefully before investing.

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 include lifetime income, death benefit options, and the ability to transfer among investment options without sales or withdrawal charges.

Only one optional guaranteed minimum withdrawal benefit (GMWB) can be purchased on a variable annuity. Any credit enhancement offered by the variable annuity will not apply to the optional benefits unless a reset occurs.

Enhanced Income Select is named "Guaranteed Withdrawal Benefit XV Rider—Single Life" and "Guaranteed Withdrawal Benefit XV Rider—Joint Life" in the contract rider.

Pacific Life refers to Pacific Life Insurance Company and its affiliates, including Pacific Life & Annuity Company. Insurance products are issued by Pacific Life Insurance Company in all states except New York and in New York by Pacific Life & Annuity Company. Product 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 (Newport Beach, CA) and an affiliate of Pacific Life & Annuity Company, and are available through licensed third parties.

Contract Form Series: ICC12:10-1252, ICC12:10-1253, 10-17800, 10-178OR, ICC11:10-1221, 10-1221OR
(state variations may apply)

Rider Series: ICC16:20-1501, ICC16:20-1502 (state variations may apply)
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