

# Pacific Life

## The Power to Help You Succeed

You want to reach your financial goals and we're here to help you get there. With **148 years of experience**, hundreds of thousands of individuals, families, and businesses trust Pacific Life to help with their financial future. We have no publicly traded stock — we are an independent company that remains focused on long-term strategies and financial strength so we can make decisions that benefit our policyholders and clients.

### Pacific Life by the Numbers

**\$137B**

company assets

**1<sup>st</sup>**

indexed universal life and universal life insurance sales

**\$2.1B**

paid in insurance and annuity benefits

**11<sup>th</sup>**

variable annuity sales

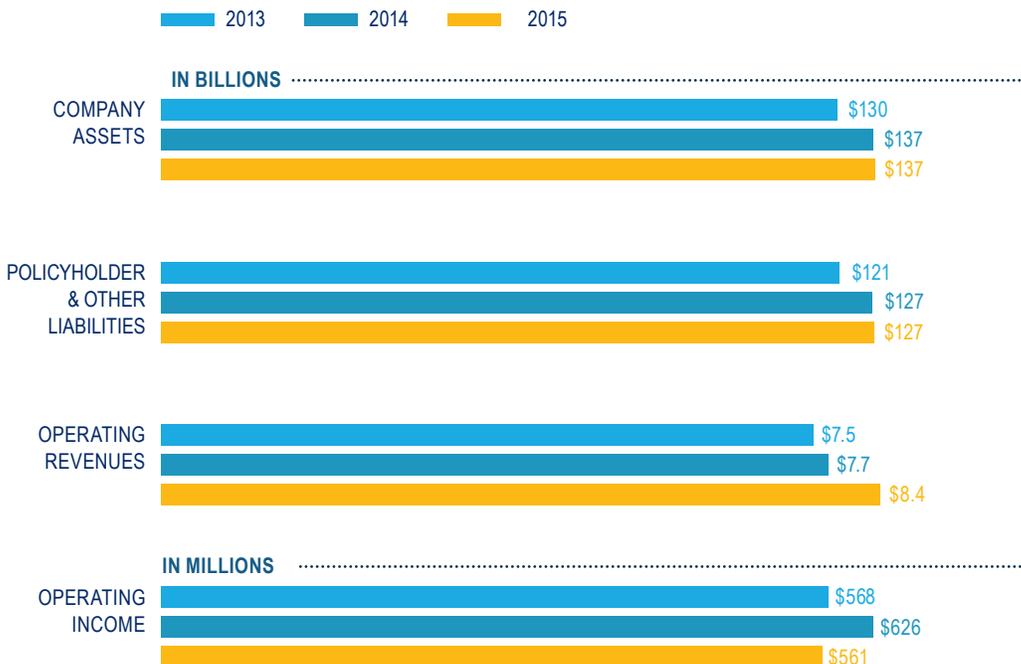
**326<sup>th</sup>**

FORTUNE 500® company

**14<sup>th</sup>**

fixed annuity sales

### Financial Growth



**PACIFIC LIFE**

### Our Expertise

Financial Protection

Income for Life

Retirement Income

Wealth Accumulation

Wealth Preservation

### Our Products

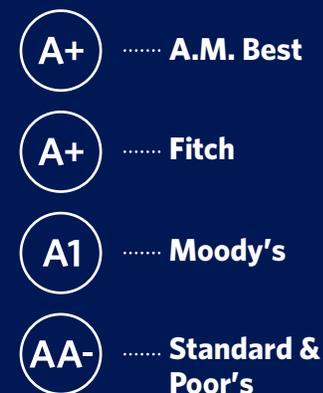
Annuities

Investment Products and Services for Business

Life Insurance

Mutual Funds

### Financial Strength Ratings



# Pacific Life Corporate Social Responsibility

Beyond our business commitments, we strive to improve our communities and environment through philanthropy and volunteerism.

## The Pacific Life Foundation

Established to reflect our commitment to the communities where our employees live and work.

**\$90 million**

donated in the past 31 years

## The Pacific Life Good Guys

Our employee volunteer program encourages community volunteerism. Last year alone, we contributed:

**10,200**

total volunteer hours

**156**

different community projects



**\$3.7B**

Pacific Life has invested \$3.7 billion in assets related to socially responsible efforts in underserved and low-income communities, as well as environmentally-green efforts.

Talk to your financial professional today about life insurance and retirement solutions from **Pacific Life**.

Sources: All data and financial strength ratings as of 12/31/15 unless otherwise specified.

- Financial Growth data is from Pacific Mutual Holding Company, Pacific Life's ultimate parent company. Equity excludes accumulated other comprehensive income and noncontrolling interest. Operating Revenues excludes net realized investment gain (loss) (NRIGL) and other than temporary impairments (OTTI). Operating Income excludes NRIGL (net of an estimate of related amortization of deferred policy acquisition costs [DAC] for variable annuity products and stable value product income), adjustments to variable annuity DAC resulting from true-ups, assumption unlockings and modeling refinements, and OTTI, net of taxes. To view our audited GAAP consolidated financial statements, visit [www.PacificLife.com/Financials](http://www.PacificLife.com/Financials).
- Life insurance sales rankings from LIMRA International, *2015 Confidential Annual Sales Survey of Participating Companies*. Sales rankings for Pacific Life Insurance Company are based on planned recurring premiums as measured against 81 participating companies.
- Variable annuity sales rankings from Morningstar, Inc., *Variable Annuity Sales and Assets Survey*.
- Fixed annuity sales rankings from Beacon Research, *Fixed Annuity Premium Study*.
- *FORTUNE* ranking as of June 2016 is of the top 500 U.S. firms by gross revenue.
- Ratings may change and do not apply to the safety or performance of the underlying variable investment options or the mutual funds. Rating information as of July 28, 2016. For current financial strength ratings and additional rating information, visit [www.PacificLife.com/Ratings](http://www.PacificLife.com/Ratings).

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