

A large humpback whale and its calf are swimming underwater in deep blue water. The adult whale is in the foreground, moving towards the right, with its head and eye visible. The calf is swimming just behind and above the adult's head. The water is clear with some light rays visible.

# Pacific Life Global Funding II

# IMPORTANT NOTICES REGARDING BASIS OF PRESENTATION AND DISCLAIMERS

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The notes may be offered only:

- By the Offering Memorandum, dated March 22, 2022, as supplemented from time to time;
- In the United States to “Qualified Institutional Buyers”, as defined in Rule 144A under the Securities Act; and
- In “Offshore Transactions” to persons other than “U.S. Persons”, each as defined in Regulation S under the Securities Act.

**RBC INFORMATION:** Pacific Life Insurance Company is required to report risk-based capital (“RBC”) data, including its company action level RBC ratio (“RBC Ratio”), to the Nebraska Department of Insurance (“NE DOI”) annually. The RBC Ratio is calculated based on a formula which applies factors to various asset, premium and statutory reserve items and accounts for risk characteristics of the insurer. NE DOI uses RBC data as a regulatory tool to identify possible inadequately capitalized insurers for purposes of initiating regulatory action and not as a means to rank insurers generally. Nebraska law imposes broad confidentiality restrictions against the use and publication of RBC data by those engaged in the insurance business (including insurers, agents, brokers and others) and by the NE DOI. Inclusion of Pacific Life Insurance Company’s RBC Ratio in this presentation is intended solely for informational purposes for investors, prospective investors, banking and other counterparties with respect to institutional products and other commercial transactions and not for the use or disclosure by those engaged in the insurance business.

**FORWARD-LOOKING STATEMENTS:** This presentation contains forward-looking statements that are intended to enhance your ability to assess the Company’s future financial and business performance. These statements are based on the beliefs and assumptions of the Company’s management, and are subject to risks and uncertainties. Generally, statements that are not about historical facts, including statements concerning the Company’s possible or assumed future actions or results of operations, are forward-looking statements. Forward-looking statements include, but are not limited to, statements that represent the Company’s beliefs concerning future operations, strategies, financial results or other developments, and contain words and phrases such as “may,” “believes,” “intends,” “anticipates,” “plans,” “estimates,” “expects,” “projects,” “should” or similar expressions.

Forward-looking statements are made based on management's current expectations and beliefs concerning future developments and their potential effects upon the Company. There can be no assurance that future developments affecting the Company will be those anticipated by management and the Company makes no representation or warranty that any projection, calculation, forward-looking statement, assumption or estimate will be achieved. Actual results could differ materially from the expectations expressed by the forward-looking statements.

The Company does not intend, and is under no obligation, to update any particular forward-looking statement or other information included in this presentation.





# Who We Are

For more than 150 years, Pacific Life has helped millions of individuals and families with their financial needs through a wide range of life insurance products, annuities, and mutual funds, and offers a variety of investment products and services to individuals, businesses, and pension plans. Whether your goal is to protect loved ones or grow your assets for retirement, Pacific Life offers innovative products and services that provide value and financial security for current and future generations. Pacific Life has no publicly traded stock. We are an independent company that remains focused on financial strength and long-term strategies that benefit policyholders and clients.



# Pacific Life Insurance Company

## OUR MISSION

To provide financial security through products and services that stand the test of time.

## OUR CORE VALUES

People; Accountability; Customer Focus; Integrity; Financial Strength; Innovation; Community. We live our core values each and every day. They define us and guide us.

## OUR VISION

To be the company of choice providing financial security and well-being through industry-leading innovation.

**ETHISPHERE®**  
**WORLD'S MOST**  
**ETHICAL**  
**COMPANIES®**  
**2018 - 2022**

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# Issuer & Credit Overview

# Overview of Pacific Life Global Funding II



## Issuer

Pacific Life Global Funding II, a Delaware statutory trust



## Funding Agreement Provider

Pacific Life Insurance Company ("Pacific Life" or "PLIC"), a Nebraska domiciled company



## Type

Funding Agreement-Backed ("FA-Backed") Global Medium-Term Notes



## Program Size

\$15bn



## PLIC Financial Strength Ratings<sup>1</sup>

- Moody's: Aa3 (Stable outlook)
- S&P: AA- (Stable outlook)
- Fitch: AA- (Stable outlook)
- AM Best: A+ (Stable outlook)



## Format

144A / Regulation S



## Listing

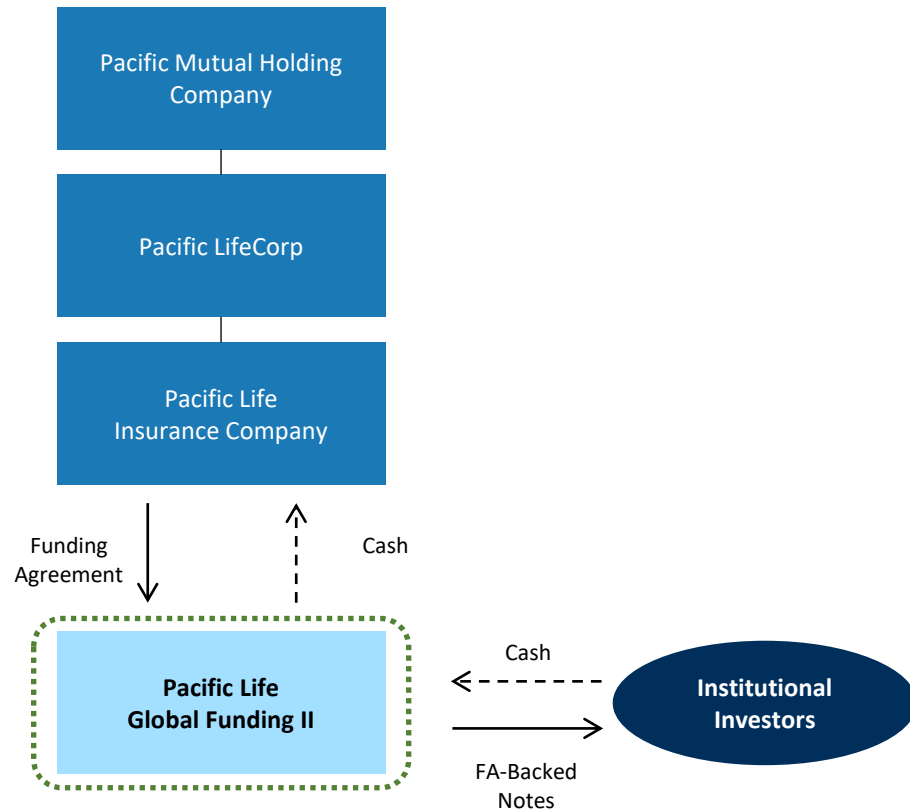
Euronext Dublin



<sup>1</sup> Ratings as of September 6, 2022

# FA-Backed Structure Overview

## Pacific Life Legal Entity Overview



## FA-Backed Note Mechanics

- Pacific Life Global Funding II, a Delaware statutory trust, issues global medium-term notes
- Each series of notes will be secured by one or more Funding Agreements from Pacific Life Insurance Company
- When Pacific Life Global Funding II issues a series of notes, the proceeds from the issuance will be used to purchase a Funding Agreement from Pacific Life Insurance Company, which will in turn use the cash to invest in a portfolio of assets
- The Funding Agreement will mirror Pacific Life Global Funding II's interest and principal payments on the notes
- Under Nebraska statutory law, the funding agreement securing the notes will rank *pari passu* with policyholder claims in the event of an insolvency of Pacific Life Insurance Company
- Pacific Life Global Funding II's FA-Backed Notes program ratings as of September 6, 2022 are:
  - Moody's: Aa3
  - S&P<sup>1</sup>: AA-
  - Fitch: AA-

<sup>1</sup> Rating based on note issuance in July 2022



# Commitment and Consistency



Pacific Life Global Funding II has issued \$6.1B since launching the program in June 2020

- Our \$800M Sustainable Bond issuance is the largest ESG labeled transaction in the US life insurance space to date
- First ever 5-year SOFR FA-Backed issuance
- Debut FA-Backed transactions denominated in CHF, CAD, NOK and HKD
- Program has issued across all tenors between 3-years and 10-years

# Pacific Life Insurance Company: Investment Highlights

## 1 Well-established life insurer with a diversified business

- A leading Insurance company with retail Life Insurance and Retirement Solutions businesses
- Strong market position in the affluent market with extensive distribution relationships
- Well-established and growing in our Institutional markets
- Entering the Workforce Benefits market through a dedicated, greenfield business line

## 2 Experienced and seasoned management team

- Senior management has extensive experience in the insurance and investment industry, with ~30 average years of experience

## 3 Robust balance sheet

- Strong capitalization and liquidity
- Risk-based capital ratio<sup>1</sup> of 586% as of December 31, 2021
- Commitment to credit strength and ratings

## 4 High quality, diversified investment portfolio

- Strong performing general account portfolio
- Portfolio mainly composed of investment grade public and private fixed income securities, mortgage loans and contract loans
- Strong commercial mortgage portfolio loan-to-value of 61% as of June 30, 2022

## 5 Well-defined risk management and governance framework

- Strong risk conscious culture that is embedded throughout the enterprise
- Guides capital and risk management decisions
- Robust financial liquidity to meet obligations

## 6 Mutual insurance holding company structure

- Mutual holding company structure provides strong focus on long term policyholder value creation with a thoughtfully managed financial profile that is not subject to public investor expectations of capital return such as stock buybacks

<sup>1</sup> RBC Ratio is not intended for the purpose of ranking any insurance company or for use in connection with any marketing, advertising or promotional activities. See limitations on use in *Important Notices*, on slide 2



# Success by the Numbers

Pacific Life is the 16th largest life insurance company in the U.S. based on statutory admitted assets<sup>1</sup> and has ranked among the top 10 in total life insurance sales for more than 10 years<sup>2</sup>

Key Pacific Life's product U.S. market rankings<sup>2</sup>:

- #2 total life insurance sales
- #1 indexed universal life insurance sales
- #1 universal life insurance sales
- #2 variable universal life insurance sales
- #1 structured settlement annuity sales

***“Ranked One of the Best  
Life Insurance Companies  
of 2021”***

**-Forbes, August 2021**



**LEADER**

Ranked Top Life  
Insurance Carrier in 2021<sup>3</sup>



**STRONG**

Strong Financial Strength Composite  
Score, COMDEX rating 95 out of 100<sup>4</sup>



**ETHICAL**

One of the World's Most Ethical  
Companies – 5th consecutive year<sup>5</sup>



**SERVICE**

Dalbar Insurance Service Award  
Winner – 5th consecutive year<sup>6</sup>

<sup>1</sup> A.M. Best Company, Inc. Best's Statistical Study Top 200 U.S. Life/Health Writers-Total Admitted Assets-2021, data as of July 2022

<sup>2</sup> Based on data from LIMRA International as of June 30, 2022 for structured settlement annuity sales and March 31, 2022 for life insurance sales

<sup>3</sup> Forbes Advisor “Best Life Insurance Companies of 2021”. Published 8/11/21. Forbes Advisor is not an affiliated company of Pacific Life Insurance Company

<sup>4</sup> The COMDEX is a composite score of the four independent raters of financial strength (A.M. Best, Fitch, Moody's, and Standard & Poor's). The COMDEX rates life insurance companies on a scale of 0 to 100, with 100 being the highest rating. As of March 2022. For current ratings, visit [www.PacificLife.com](http://www.PacificLife.com). COMDEX is not an affiliated company of Pacific Life Insurance Company

<sup>5</sup> Ethisphere Institute named Pacific Life one of the 2022 World's Most Ethical Companies based on its compliance and ethics program, corporate citizenship, culture of ethics, corporate governance, and leadership, innovation, and reputation. This marks the fifth consecutive year Pacific Life has been recognized. Ethisphere Institute is not an affiliated company of Pacific Life Insurance Company

<sup>6</sup> Dalbar Insurance Service Award Winner for Consistent focus on improving the policyowner experience for 2017-2021

# Pacific Life Management Team

<b>Darryl Button</b> President & CEO	<ul style="list-style-type: none"> <li>CFO of Pacific Life</li> <li>CFO and member of the Executive Board of Aegon N.V.</li> <li>CFO of Transamerica</li> <li>Joined Pacific Life in 2017</li> </ul>	29 years experience	<b>Tod Nasser</b> EVP & Chief Investment Officer, Pacific Life	<ul style="list-style-type: none"> <li>SVP, Investment Management</li> <li>VP of strategy, municipal bond sales and trading, First Boston Corp.</li> <li>Head strategist, financial futures and options, First Boston Corp.</li> <li>Joined Pacific Life in 1991</li> </ul>	39 years experience
<b>Adrian Griggs</b> EVP & COO	<ul style="list-style-type: none"> <li>CFO</li> <li>SVP, Finance &amp; Risk Management, Retirement Solutions Division</li> <li>Joined Pacific Life in 1994</li> </ul>	33 years experience	<b>Alessandro Papa</b> EVP & Chief Risk Officer, Pacific Life	<ul style="list-style-type: none"> <li>Chief of Staff to the President &amp; CEO, MetLife, Inc.</li> <li>Head of Insurance and Product Risk Management, MetLife, Inc.</li> <li>U.S. Chief Risk Officer, MetLife, Inc.</li> <li>Joined Pacific Life in 2020</li> </ul>	10 years experience
<b>Jay Orlandi</b> EVP & General Counsel	<ul style="list-style-type: none"> <li>EVP, Chief Operating Officer of Transamerica</li> <li>Joined Pacific Life in 2020</li> </ul>	22 years experience	<b>Dawn Behnke</b> EVP, Life Insurance	<ul style="list-style-type: none"> <li>SVP, Product &amp; Strategy Management, Life Insurance Division</li> <li>VP, IT &amp; PMO Operations, Life Insurance Division</li> <li>Joined Pacific Life in 2001</li> </ul>	35 years experience
<b>Vibhu Sharma</b> EVP & CFO	<ul style="list-style-type: none"> <li>EVP, CFO &amp; Treasurer, Thrivent</li> <li>EVP, CFO &amp; Treasurer, Mutual of Omaha</li> <li>CEO, General Insurance Business and Country Head of UK, Zurich Insurance Group AG</li> <li>Joined Pacific Life in 2022</li> </ul>	35 years experience	<b>Joseph Celentano<sup>1</sup></b> EVP, Retirement Solutions	<ul style="list-style-type: none"> <li>SVP &amp; CFO, Retirement Solutions Division</li> <li>Chief Risk Officer</li> <li>Joined Pacific Life in 1992</li> </ul>	36 years experience
<b>Carol Sudbeck</b> EVP & CAO	<ul style="list-style-type: none"> <li>SVP, Corporate</li> <li>VP, Corporate</li> <li>Joined Pacific Life in 1994</li> </ul>	35 years experience	<b>David Howell</b> Chief Executive Officer, Pacific Life Re	<ul style="list-style-type: none"> <li>CEO, Scottish Re Group Limited</li> <li>Chief Pricing Office, Swiss Re</li> <li>Joined Pacific Life Re in 2008</li> </ul>	25 years experience
			<b>Brian Woolfolk</b> EVP, Institutional	<ul style="list-style-type: none"> <li>SVP, Institutional Division</li> <li>SVP, Sales &amp; Marketing, Retirement Solutions Division</li> <li>Joined Pacific Life in 2010</li> </ul>	24 years experience
			<b>Joseph Krum</b> VP, Managing Director, Institutional Capital Markets Group	<ul style="list-style-type: none"> <li>VP, Treasurer</li> <li>Joined Pacific Life in 2002</li> </ul>	31 years experience

<sup>1</sup> In August 2022, the Company announced that it will combine the Life Insurance Division and Retirement Solutions Division into a single, unified organization led by Dawn Behnke, currently the head of the Life Insurance Division. As part of this internal reorganization, Joe Celentano has decided to retire from his role as head of the Retirement Solutions Division at the end of 2022

# Pacific Life Business Profile

## Products

Life Insurance	Retirement Solutions	Institutional	Reinsurance
<ul style="list-style-type: none"> <li>• Term Life</li> <li>• Universal Life</li> <li>• Indexed Universal Life</li> <li>• Variable Universal Life</li> <li>• Life Insurance with LTC</li> </ul>	<ul style="list-style-type: none"> <li>• Variable Annuities</li> <li>• Fixed Annuities</li> <li>• Structured Settlement Annuities</li> </ul>	<ul style="list-style-type: none"> <li>• Pension Risk-Transfer</li> <li>• Defined Contribution Lifetime Income</li> <li>• Stable Value Products</li> <li>• Capital Markets Spread Lending</li> </ul>	<ul style="list-style-type: none"> <li>• Domestic Retrocession</li> <li>• Longevity Reinsurance</li> </ul>

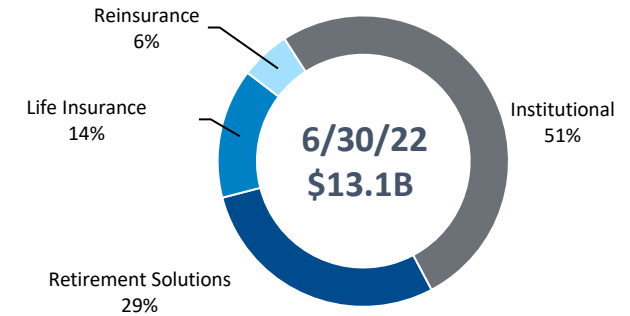
## Target Markets

<ul style="list-style-type: none"> <li>• Individuals and families</li> <li>• Small businesses</li> <li>• Corporations</li> </ul>	<ul style="list-style-type: none"> <li>• Individuals</li> <li>• Small businesses</li> </ul>	<ul style="list-style-type: none"> <li>• Retirement plans</li> <li>• Corporations</li> <li>• Financial institutions</li> <li>• Institutional investors</li> </ul>	<ul style="list-style-type: none"> <li>• Insurance and Reinsurance Companies</li> </ul>
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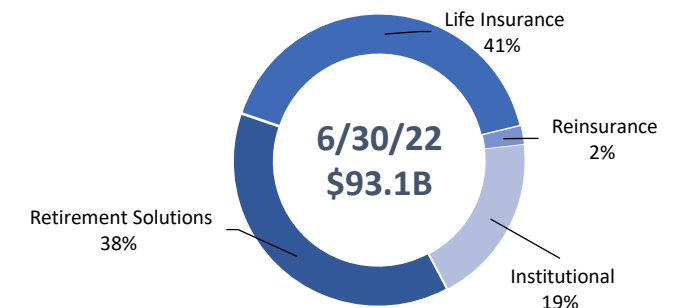
## Distribution

<ul style="list-style-type: none"> <li>• Independent Life Producers</li> <li>• Financial advisory networks</li> <li>• Wirehouses</li> <li>• M Financial <sup>3</sup></li> </ul>	<ul style="list-style-type: none"> <li>• Financial Institutions</li> <li>• RIAs</li> <li>• Regional broker-dealers</li> <li>• Wirehouses</li> <li>• IMOs</li> </ul>	<ul style="list-style-type: none"> <li>• Actuarial and benefit consulting firms</li> <li>• Third-party brokers</li> <li>• Fund management firms</li> <li>• Investment banks</li> <li>• Internal teams</li> </ul>	<ul style="list-style-type: none"> <li>• Insurance Brokers</li> </ul>
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## PLIC Premiums & Deposits<sup>1</sup>



## PLIC Statutory Reserves<sup>2</sup>



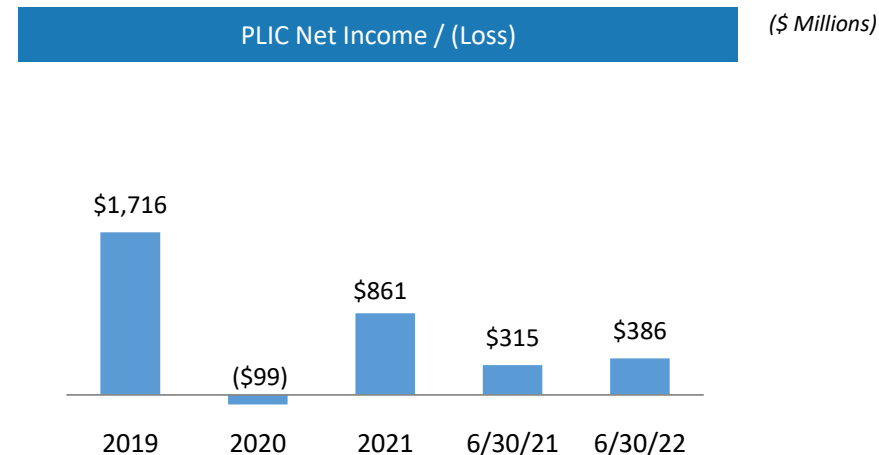
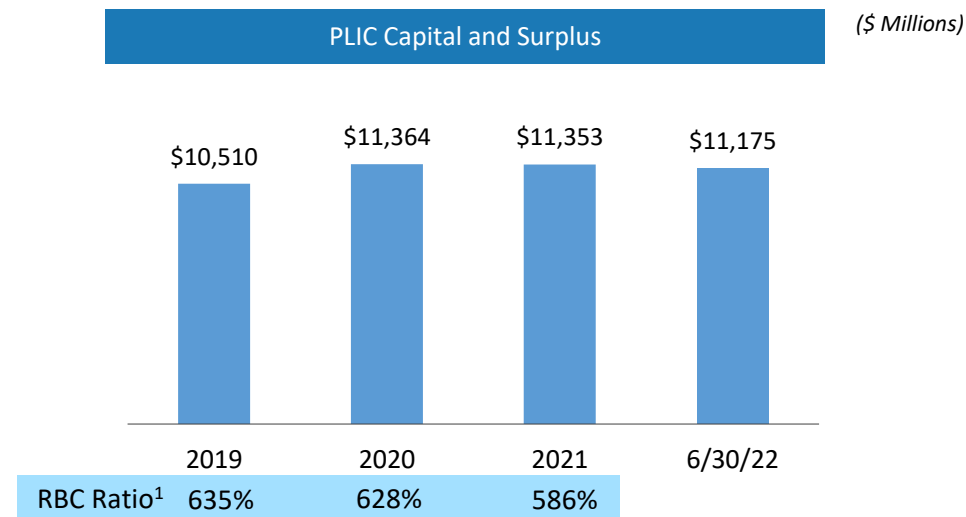
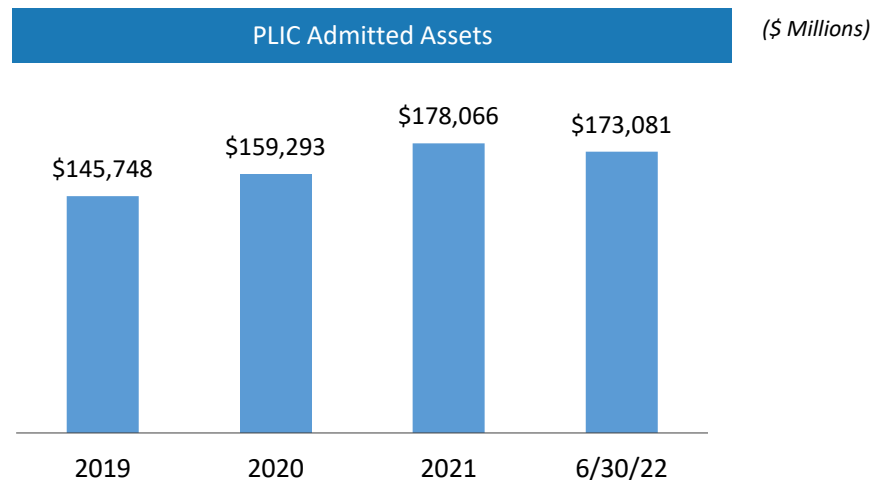
<sup>1</sup> Includes premiums and annuity considerations for life and accident and health contracts and deposits received for deposit-type contracts for the six months ended 6/30/22, net of reinsurance

<sup>2</sup> Total general account annuity and life actuarial reserves and deposit-type contract liabilities as of 6/30/22

<sup>3</sup> M Financial Group is a life insurance distribution, service, and product organization serving high net worth individuals, executives and employers

# Statutory Capital and Admitted Assets

- Capital and Surplus declined from prior year driven by net impact of weaker equity markets and higher interest rates partially offset by private equity gains and core operations
- Company action level risk-based capital ratio (RBC Ratio)<sup>1</sup> of 586% as of December 31, 2021
- Assets decreased \$5B due to decline in separate account values primarily from weak equity markets offset by general account growth from new business
- Net Income of \$386M was driven by core operations offset by net derivative losses as a result of weaker equity markets and higher interest rates.



<sup>1</sup> RBC Ratio is not intended for the purpose of ranking any insurance company or for use in connection with any marketing, advertising or promotional activities. See limitations on use in *Important Notices*, on slide 2. RBC is only presented on an annual basis.



# Statutory Premiums and Deposits

5-year CAGR<sup>2</sup> of 18% driven by strong growth in our Institutional and Life Insurance divisions

Institutional was formed in 2020

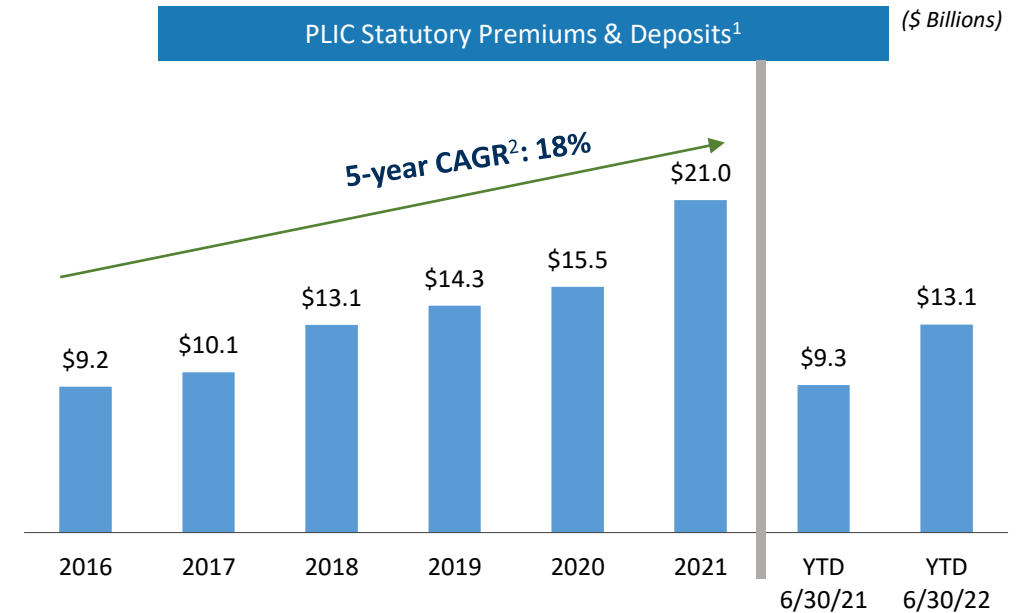
- Pension Risk-Transfer (PRT) business transferred from Retirement Solutions
- Premiums & deposits were \$8.0B in 2021 and \$6.7B YTD Q2 2022

The growth in premiums & deposits as compared to Q2 2021 is driven by strong sales primarily in our Institutional Division

We remain committed to growing our retail, institutional, and reinsurance product lines

<sup>1</sup> Includes premiums and annuity considerations for life and accident and health contracts and deposits received for deposit-type contracts, net of reinsurance

<sup>2</sup> 5-year CAGR calculated using years 2016-2021



# Life Insurance

Our solutions for individuals, families, and businesses help them reach their goals of financial protection and supplemental retirement income through life insurance. We work with leading financial professionals to provide high-quality products and services for the diverse and evolving needs of their clients.

## Strategy & Target Markets

- Deliver exceptional products, services, and experiences that meet the needs of our target markets (individuals, small businesses, corporations)
- Strengthen our industry-leading position in the Affluent Market
- Grow sustainably and profitably in the Broad Market

## Key Products

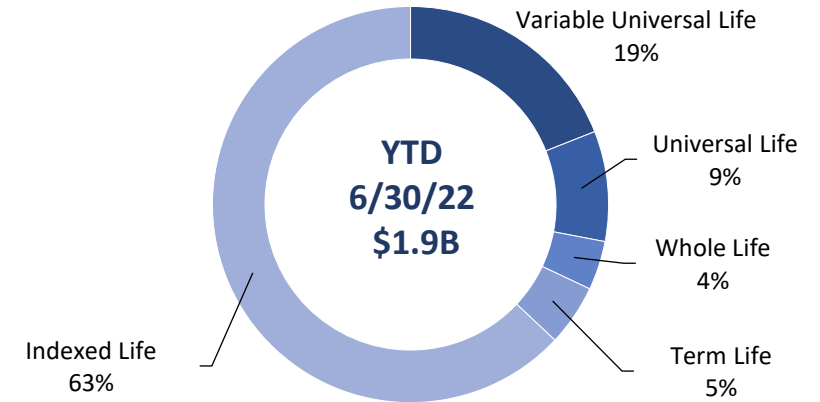
- Our products are centered around customer needs, spanning across financial protection, business planning and continuation strategies, estate planning strategies, and supplemental retirement income
- Key product lines include term, indexed universal life, variable universal life, and life insurance with long-term care benefits

## Distribution Model

- Our differentiated distribution model supported by consultative sales support is central to our go-to market strategy
- Distribution channels include independent financial professionals, producer groups, financial institutions, wirehouses, brokerage general agencies, and direct marketers

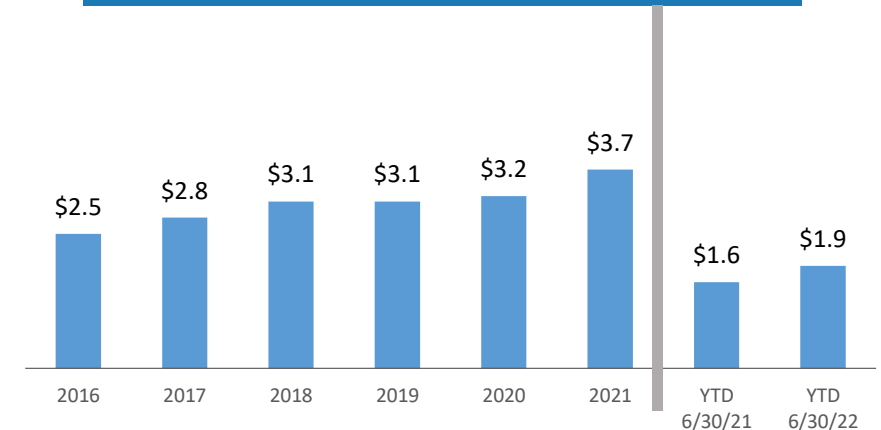
**In August 2022, the Company announced that it will combine the Life Insurance Division and Retirement Solutions Division into a single, unified retail organization**

Business Mix by Premiums & Deposits<sup>1</sup>



Life Insurance Statutory Premiums & Deposits<sup>1</sup>

(\$ Billions)



<sup>1</sup> Includes premiums and annuity considerations for life and accident and health contracts and deposits received for deposit-type contracts, net of reinsurance

# Retirement Solutions

We offer a broad and diversified range of products and solutions designed to help individuals and families achieve asset growth, guaranteed lifetime income, and long-term financial independence.

## Strategy & Target Markets

- Deliver exceptional customer experience and financial solutions that meet the needs of our target markets (individuals, families & small businesses)
- Grow core markets, broaden distribution, drive operational excellence, and enhance the customer experience

## Key Products

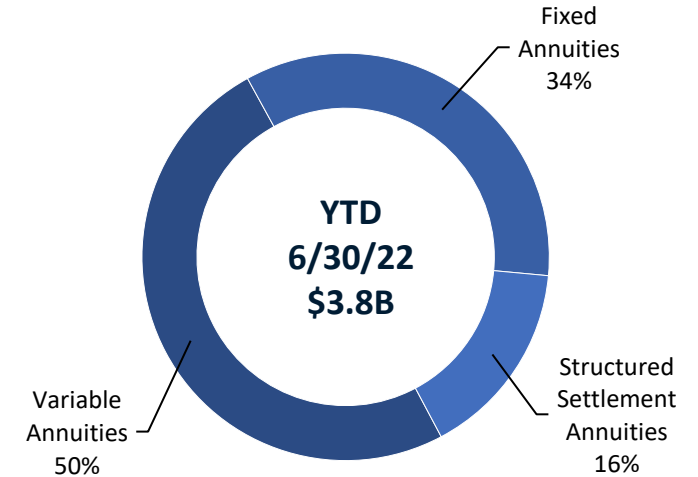
- We offer a broad and diversified range of products and solutions designed to help individuals and families achieve financial security, wealth accumulation, and guaranteed lifetime income
- Key product lines include Variable Annuities, Fixed Annuities and Structured Settlement Annuities

## Distribution Model

- Distribution channels include independent financial professionals, financial institutions, wirehouses, independent marketing organizations, brokerage general agencies, and registered investment advisors

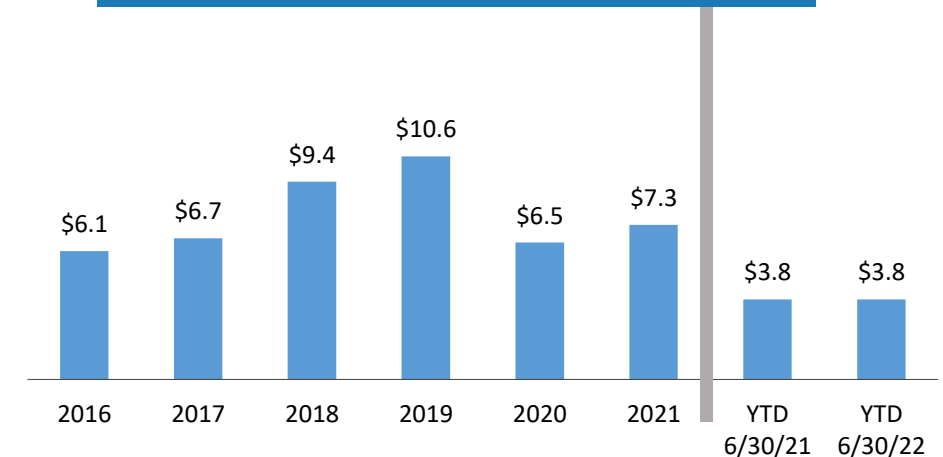
**In August 2022, the Company announced that it will combine the Life Insurance Division and Retirement Solutions Division into a single, unified retail organization**

Business Mix by Premiums & Deposits<sup>1</sup>



Retirement Solutions Statutory Premiums & Deposits<sup>1,2</sup>

(\$ Billions)



<sup>1</sup> Includes premiums and annuity considerations for life and accident and health contracts and deposits received for deposit-type contracts, net of reinsurance

<sup>2</sup> PRT business was transferred to Institutional effective 1/1/20. All prior periods presented include PRT business in Retirement Solutions

# Institutional

We offer a spectrum of risk mitigating and financing solutions to meet the needs of our clients. We have a dedicated team of experts that specialize in institutional markets.

## Strategy & Target Markets

- Grow our institutional business by exceeding customer expectations, driving new business growth, improving operational efficiency, and expanding our analytical capabilities

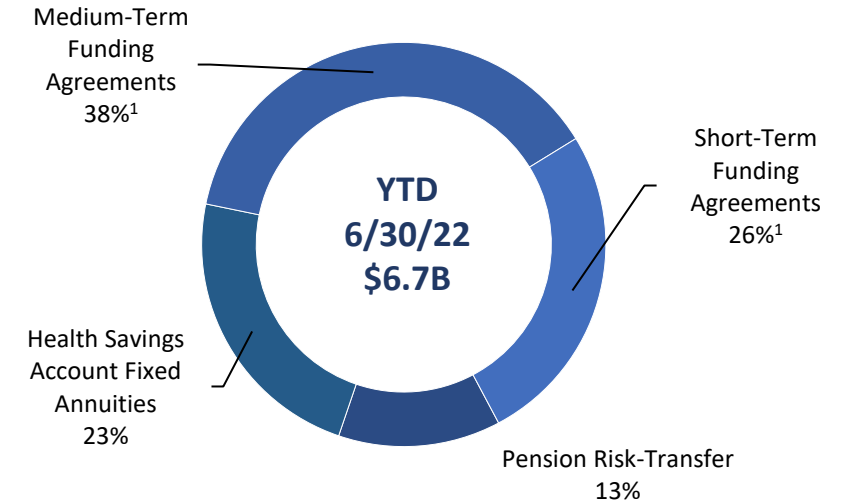
## Key Products

- Key product lines include Pension Risk-Transfer, Stable Value Wrap, FA-Backed Notes, FA-Backed Commercial Paper, Federal Home Loan Bank Advances and Health Savings Account Fixed Annuities
- Emerging product offerings include Defined Contribution Lifetime Income

## Distribution Model

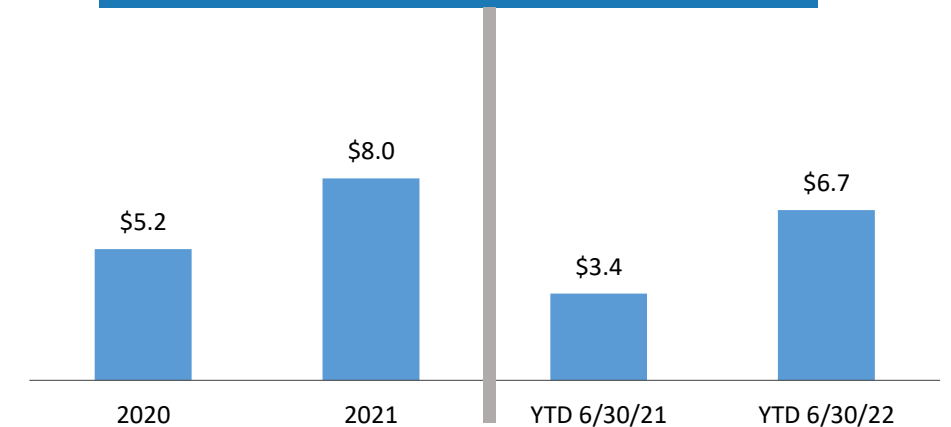
- Our Pension and Stable Value products are offered through plan sponsors, consultants, and investment partnerships while our funding agreements are offered to institutional investors

Business Mix by Premiums & Deposits<sup>2</sup>



Institutional Statutory Premiums & Deposits<sup>2</sup>

(\$ Billions)



<sup>1</sup> Short-term funding agreements include funding agreements with maturities less than 12 months. Medium-term funding agreements have maturities greater than 12 months

<sup>2</sup> Stable Value Wrap fee income is not included in the table above as Stable Value Wrap fees are recorded in miscellaneous income



# Workforce Benefits

We are expanding upon our core mission of providing financial security and well-being by entering the workforce benefits market as a new channel to customers and growth. We will deliver a comprehensive suite of contemporary workforce benefit protection solutions to employers and employees across the U.S.

## Strategy & Target Markets

- Leverage the Company's position of strength as a leading insurer to build an innovative business delivering personalized and digitally-connected benefits experiences
- Focused on serving the needs of U.S. small-and-medium sized businesses (SMBs)
- Win by delivering a personalized, tailored, efficient, and friction-free customer experience from quote-to-claim, exceeding the expectations of customers
- Grow and scale using data, analytics, and operational excellence to win in a competitive market

## Key Products

- We will deliver a comprehensive set of workforce benefits products and offerings, launching with Dental, Vision, and Life Insurance
- Other products anticipated to follow the initial release

## Distribution Model

- We will distribute our products through brokers focused on the SMBs, including local and regional brokers
- We will leverage the Company's extensive retail distribution network where there are advisers offering group benefits solutions as well

## KEY ANTICIPATED MILESTONES

- **2H22** – Senior leadership team fully onboarded
- **2H23** – Initial Products in market for sale
- **1H24** – Initial policy sales effective
- **2H24** – Second wave of products in market

# Pacific Life Insurance Company's Ratings

MOODY'S

S&P Global

FitchRatings



**Aa3**

**Excellent**

Stable Outlook<sup>1</sup>

**AA-**

**Very Strong**

Stable Outlook<sup>2</sup>

**AA-**

**Very Strong**

Stable Outlook<sup>3</sup>

**A+**

**Superior**

Stable Outlook<sup>4</sup>

**Favorable Business Profile**

**Strong Market Positions**

**Diversified Earnings**

**Very Strong Capitalization**

**Excellent Liquidity**

<sup>1</sup> Moody's rating upgraded and outlook revised to stable in July 2021

<sup>2</sup> S&P outlook and rating reaffirmed in December 2020

<sup>3</sup> Fitch outlook and rating reaffirmed in April 2022

<sup>4</sup> AM Best outlook and rating reaffirmed in June 2021

Ratings as of September 6, 2022

# Strong Enterprise Risk Management





# Investment Strategy Starts with our Liabilities

- The general account is segmented into product portfolios with characteristics determined by liability needs
- Investment decisions are based on both top-down views and bottom-up analysis
- We seek to optimize among yield, risk, capital efficiency, and relative value
- We continually reassess risk-adjusted return across investment opportunities, including by sector, geography, and rating
- Investment pace is influenced by projected cash flows and market opportunities
- As the economic environment evolves, we re-evaluate all of our holdings in terms of value, suitability, and credit fundamentals



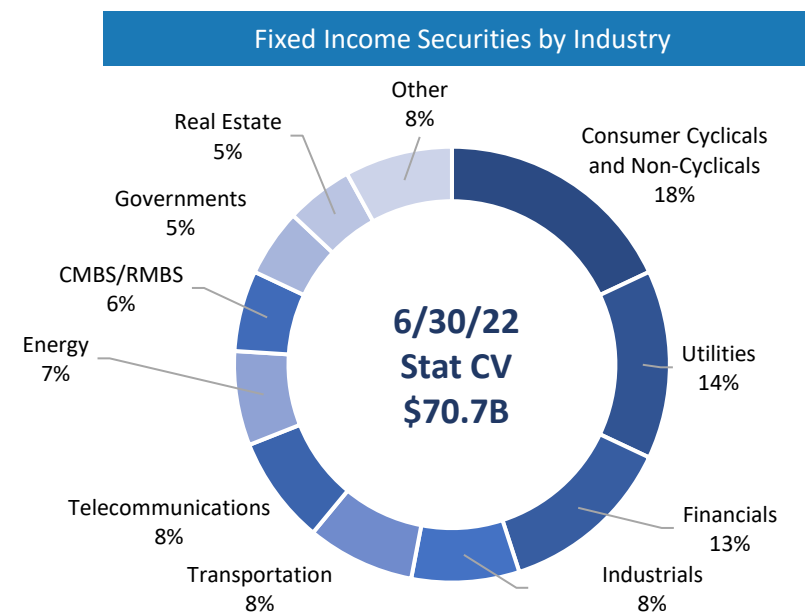
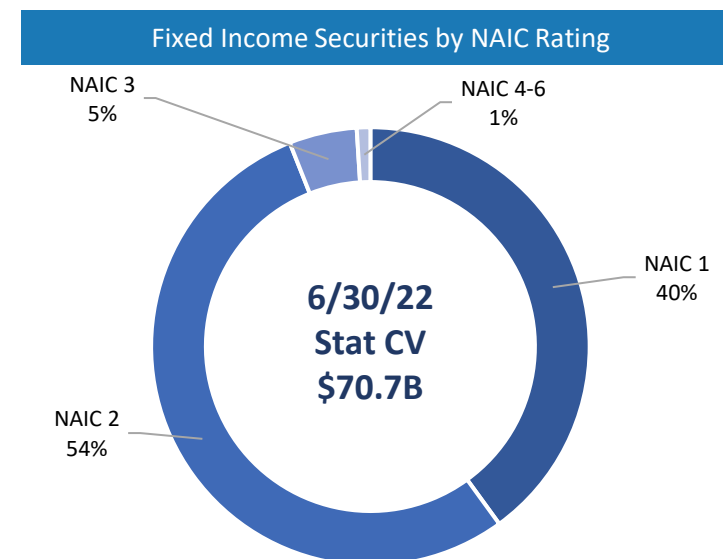
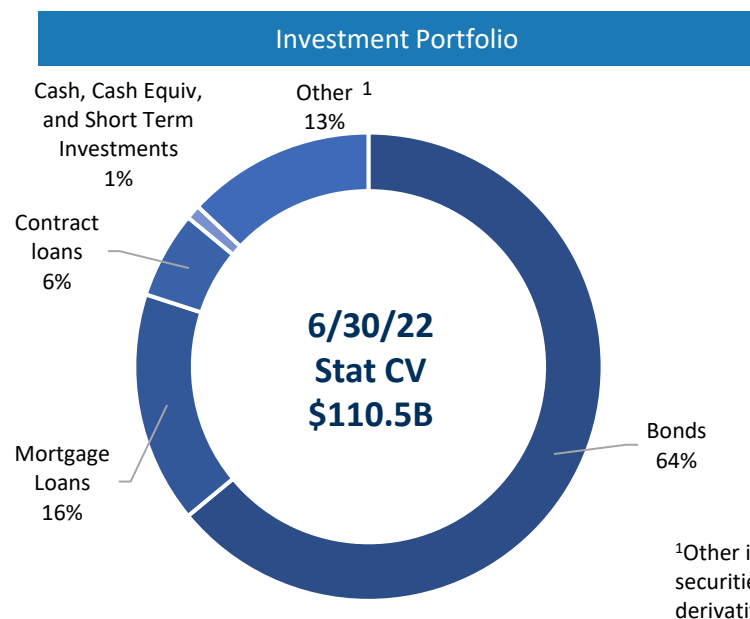
# Pacific Life Investment Portfolio Highlights

## Total investment portfolio

- Investment portfolio consists primarily of investment grade public and private fixed income securities, mortgage loans and contract loans

## Fixed income profile

- Net unrealized losses in the fixed income portfolio were \$5.2B as of June 30, 2022
- As of June 30, 2022, 94% of our fixed maturity securities were rated as investment-grade. We have not experienced any material changes in the credit quality of our portfolio since December 31, 2021
- Fixed income portfolio performance continues to be strong



# Pacific Life Mortgage Loan and Real Estate Portfolio Highlights

## Portfolio strategy

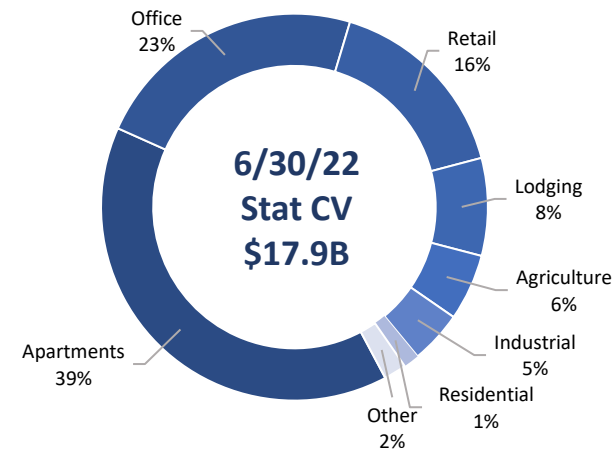
- Mortgage loan and real estate emphasis is on properties in high “barrier to entry” locations and regions exhibiting strong demographic and economic trends
- Loan underwriting at origination emphasizes high debt coverage ratio and low loan-to-value

## Mortgage loan and real estate profile

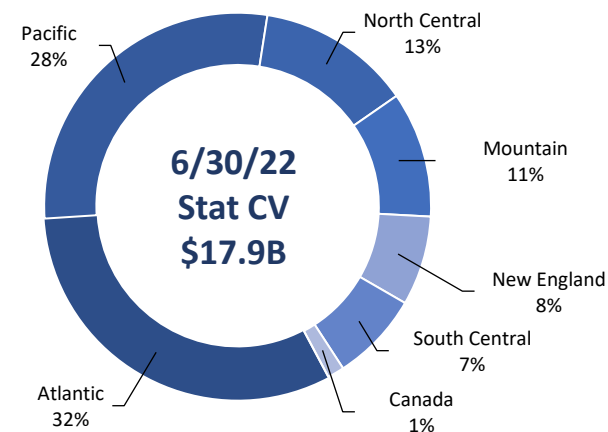
- As of June 30, 2022, total carrying value of mortgage loans and real estate was \$17.9B. Mortgage loans primarily consist of commercial mortgage loans
- Overall portfolio loan-to-value remains strong at 61% as of June 30, 2022, a slight decrease from 63% at year end 2021
- The real estate mortgage portfolio is backed by high quality assets that are operated by owners with proven track records. As of June 30, 2022,
  - 4.5% of the mortgage portfolio loans are engaged in deferral of scheduled principal amortization
  - All mortgage payments are current
  - No mortgage loan losses year to date

<sup>1</sup> Regions consistent with the American Council of Life Insurers (ACLI) geographic regions

Property Type



Geographic Region<sup>1</sup>



# Liquidity Summary

(\$ Billions)	6/30/22
Cash and Cash Equivalents <sup>1</sup>	\$0.3
High Quality Liquid Assets (HQLA) <sup>2</sup>	\$1.7
<b>Total Cash and HQLA</b>	<b>\$2.0</b>
<b>Revolving Credit Facility (RCF)<sup>3</sup></b>	<b>\$1.0</b>
<b>Total Contingent Facilities<sup>4</sup></b>	<b>\$1.5</b>
<b>Total Available Liquidity<sup>5</sup></b>	<b>\$4.5</b>

- PL has adequate liquidity with Cash and HQLA of \$2.0B
- We have no material pre-funding needs in the next decade
- Additionally, we have \$1.0B in an undrawn revolving credit facility provided by a diversified set of top tier global and US banks
- PL also has \$1.5B in unencumbered contingent liquidity facilities, with the majority being capable of providing same day funding
- Total available liquidity of \$4.5B represents a subset of our total available liquidity at the consolidated group level

<sup>1</sup> Excludes bilateral cash collateral pledged or received, including associated deposits and restricted funds

<sup>2</sup> HQLA includes U.S. Treasury securities, obligations of other U.S. government authorities and agencies, and publicly traded US Investment Grade bonds that are either close to maturity (duration < 3 months) or on the run securities (issued in the last 31 days)

<sup>3</sup> PLC and PLIC co-borrowed RCF matures in June 2026

<sup>4</sup> Contingent facilities include estimated borrowing capacity against Federal Home Loan Bank (FHLB) eligible collateral ring-fenced for PLIC liquidity, commercial paper program and securities lending cash release capacity

<sup>5</sup> Represents management's internal measure of liquidity. Includes liquidity sources within PLC and readily available to PLIC



# ESG & Sustainable Bond Framework



# Pacific Life's Principles for Responsible Investing



**Environmental**



**Social**



**Governance**

Our mission is to deliver superior risk-adjusted investments that provide flexible, scalable, and value-added solutions to our clients. We strive to generate sustainable, long-term returns in a balanced, responsible manner. With this in mind, we acknowledge the evolving materiality of environmental, social, and governance factors (ESG) and are increasingly integrating them into our investment decision making. Investing responsibly ties to Pacific Life's Core Values of Accountability for our actions, Integrity to do the right thing, and making a positive impact on our Community.

As a long-term investor, we note that the success of our investments will increasingly be tied to the degree to which they reflect ESG principles. Future profitability, asset values, and creditworthiness are optimized by acting responsibly. We recognize that the integration of ESG principles into our investment processes leads to more informed investment decisions. By doing so, we should ultimately experience higher sustainable portfolio returns in line with our responsibilities to our employees, policyowners, community, and other stakeholders.

# Pacific Life Corporate Social Responsibility

Pacific Life is committed to creating a meaningful future for our stakeholders. This extends beyond the current generation, which is why our corporate social responsibility initiatives create lasting, positive impact for our people, our communities, our customers, and our environment.



## People

Our mission to help clients achieve financial security can only be accomplished if we have a great culture that attracts top talent who feel engaged and supported at work.



## Communities

We are all stronger when the communities in which we live, and work thrive. Pacific Life has a long history of building better communities through investments in low-income housing, volunteerism, disaster relief, and programs to support underserved and underrepresented individuals.



## Customers

Our strong ethics, investment, and privacy programs represent our commitment to the highest standards and help ensure we're able to meet the promises we make to our policyholders. Our investment options within our product portfolios provide choice and flexibility, including investment funds focused on ESG principles.



## Environment

In our more than 150-year history, Pacific Life has never been more committed to having a positive impact on our environment. Today, we are working to protect oceans, reduce our environmental footprint, and identify investment opportunities that create a positive impact for the planet.

# Pacific Life Corporate Social Responsibility

## People



### Action for Diversity & Inclusion

Signatory of the CEO Action for Diversity & Inclusion pledge, with more than 2,000 CEOs from other companies, associations, and universities, focusing on advancing diversity and inclusion within the workplace

**\$660k\***

in matching grants supporting employee contributions made through Matching Gifts and United Way programs in 2021

**95/100**

2022 score on the Corporate Equality Index issued by the Human Rights Campaign



### PL Connections Groups

Designed to create a more diverse and inclusive workplace from the ground up, offering employees a place to build community, connection, camaraderie, and a sense of belonging. Groups so far include:

- AAPI@PL for Asian-Americans and Pacific Islanders
- ALAs@PL for Latino/Hispanic Americans
- Developing Professionals@PL
- Pride@PL for LGBTQ+ employees
- Women@PL
- Veterans@PL

## Communities



**\$7.5M**

contributions from Pacific Life and the Pacific Life Foundation benefiting more than 465 nonprofits and schools in 2021

**\$2M\***

committed to improving food security over the next five years, with \$400,000 donated in 2021



**\$96M**

invested in assets supporting community development

**\$1.5M\***

committed to the Boys & Girls Clubs of Central Orange Coast's College Bound program to ensure Orange County high school students from underserved populations graduate on time and go to college with scholarship opportunities

**\$1M\***

grant to the American College Center for Economic Empowerment and Equality to narrow the wealth gap among underserved communities and promote economic justice through collective, community-focused solutions

# Pacific Life Corporate Social Responsibility

## Customers



**5**

consecutive years named as one of the World's Most Ethical Companies by the Ethisphere Institute



## Privacy

Pacific Life takes the security of personal information very seriously and ensuring sound and secure data protection is our top priority



**18**

consecutive years awarded DALBAR Financial Intermediary Service Award, including 9th consecutive year ranked #1 among annuity companies, and 5th consecutive year for Insurance Service Award

## Supplier Diversity

Pacific Life is committed to maintaining a supplier base that is representative of the communities in which we live and work. In pursuing supplier diversity in our procurement practices, we seek to provide business opportunity for enterprises owned or employing underrepresented communities.

## Environment



**\$7.6B**

invested in assets related to socially responsible efforts in underserved and low-income communities, as well as environmentally green efforts

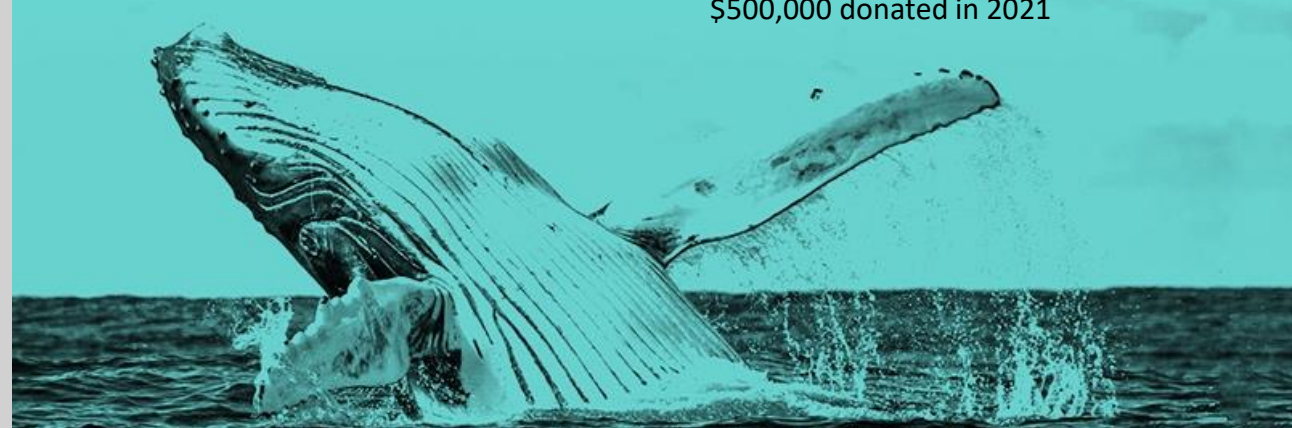
- \$1.4B commitment toward renewable energy investments, including hydro, renewable natural gas, solar, wind, and geothermal

**\$800M**

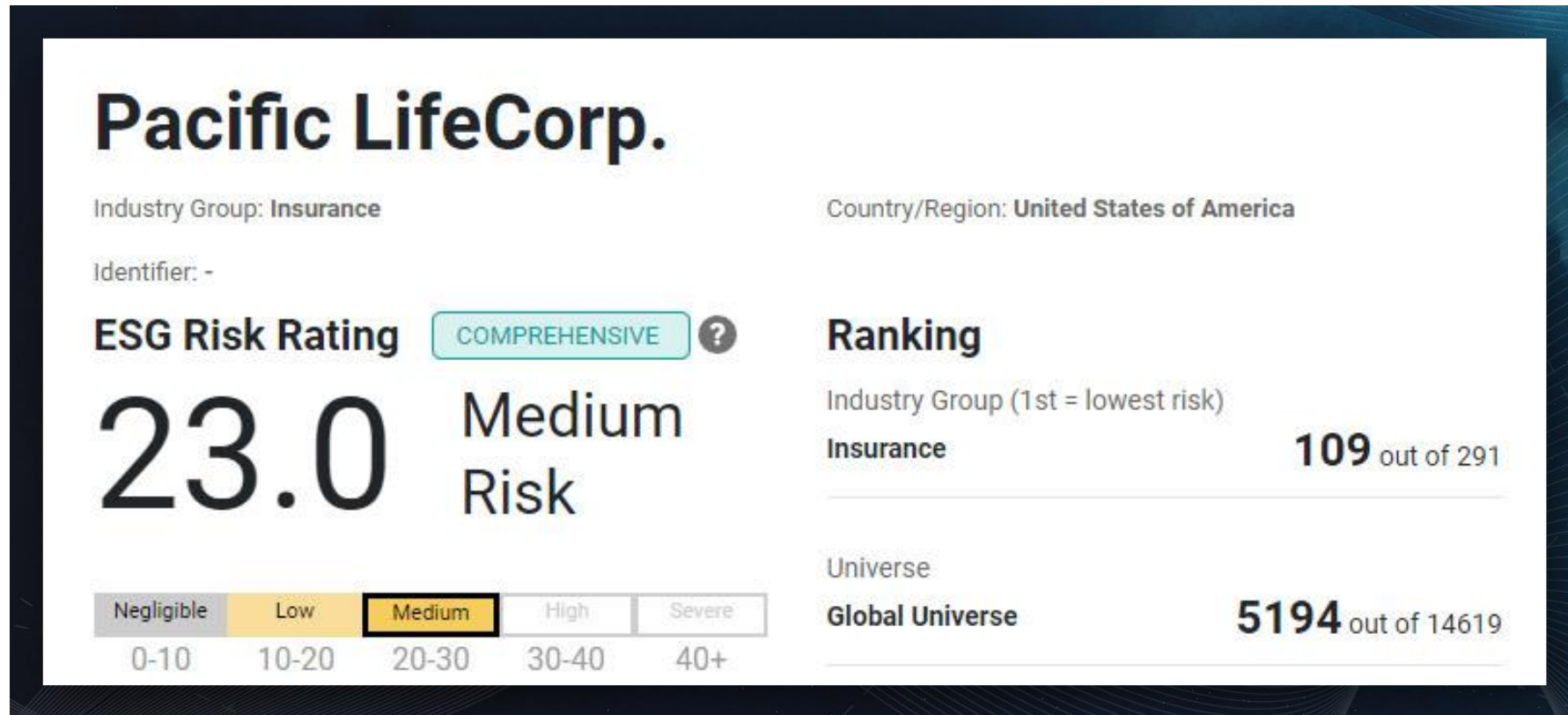
sustainability bond introduced by Pacific Life, the largest sustainable funding agreement backed issuance in the insurance sector at time of issuance

**\$16.6M**

invested for the preservation and conservation of marine mammals and the health of our oceans, including \$500,000 donated in 2021



# Pacific Life ESG Risk Rating



Last Update: April 7, 2022





# Pacific Life Sustainable Bond Framework

*In alignment with the four components of the Sustainability Bond Guidelines-2018 (SBG), the Green Bond Principles-2018 (GBP) and the Social Bond Principles-2020 (SBP)*

## Use of proceeds

- **An amount equal to the net proceeds will be allocated to existing or future investments in or financings of Eligible Projects that meet Pacific Life's Sustainable Bond Framework Eligibility Criteria:**
  - Green Buildings, Renewable Energy, Energy Efficiency, Sustainable Water and Wastewater Management, Terrestrial and Aquatic Biodiversity Conservation, Clean Transportation, Access to Essential Services – Education, Affordable Housing

## Process for project evaluation and selection

- Pacific Life's Sustainable Bond Steering Committee is comprised of members from the Institutional Capital Markets Group, Investment Management, Commercial Real Estate, Law Department, Corporate Affairs, and/or Brand Management, and is responsible for the review and selection of the green and social projects that will qualify as Eligible Projects for the final approval of Pacific Life's Institutional Capital Markets Group

## Management of proceeds

- Pacific Life tracks allocations using its internal recording system
- Pacific Life intends to allocate an amount equal to the net proceeds in the first 36 months after issuance

## Reporting

- Pacific Life has posted the Annual Review (dated February 25, 2022) on Pacific Life's website specifying the 1) Use of Proceeds 2) Eligibility Criteria and 3) Associated KPIs for our inaugural sustainable bond issuance

*Pacific Life has posted on its website a Second Party Opinion from a consultant with recognized environmental and social expertise that provides an opinion on the environmental and social benefits of Pacific Life's Sustainable Bond Framework as well as the alignment to the SBG, GBP and SBP*





## Additional Information

(\$ millions)

## Key Financial Highlights

	Six Months Ended June 30		Years Ended December 31		
<b>Selected Income Statement Data</b>	<b>2022</b>	<b>2021</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>
Premiums and annuity considerations	\$6,837	\$5,766	\$13,984	\$11,760	\$13,441
Net investment income	1,729	1,530	3,276	3,206	3,845
Total revenues	9,040	7,693	18,235	15,617	18,006
Total benefits and expenses	7,922	8,015	18,776	15,849	17,187
Realized capital gains (losses), net of taxes	(581)	724	1,612	(64)	847
Net income (loss)	386	315	861	(99)	1,716
<b>Selected Balance Sheet Data</b>					
Total invested assets	\$110,478	\$97,216	\$103,873	\$92,897	\$86,276
Total general account assets	114,413	100,852	107,624	96,010	88,481
Aggregate reserves	76,910	72,849	76,028	71,367	67,687
Liability for deposit-type contracts	16,215	8,581	11,198	6,281	4,118
Surplus notes	1,675	1,674	1,675	1,674	1,730
Total capital and surplus	11,175	11,525	11,353	11,364	10,510
Separate account assets / liabilities	58,668	67,600	70,442	63,283	57,267



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