



PL PROMISE LIFE INSURANCE PRODUCTS AT-A-GLANCE

Pacific Life Insurance Company is striving to help you and your clients secure a better financial future with simpler, more affordable life insurance options. Explore the PL Promise suite of products to see which may be a good fit for your clients.

| Product Name | PL Promise Term ¹ | PL Promise GUL ² | PL Promise Conversion UL ³ |
|----------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Product Type | Level Premium Term Life Insurance | No-Lapse Guarantee ^{4,5} Universal Life Insurance | Universal Life Insurance with No-Lapse Guarantee ^{4,5} Available Upon Conversion from PL Promise Term |
| Product Features | <ul style="list-style-type: none"> Competitive pricing for Non Tobacco risk classes across all terms, face amounts, ages, and sexes 25-year term Standard Plus risk class \$50K minimum face amount Substandard 20% per table vs. 25% Innovative conversion product Accelerated underwriting process offering up to \$3M in coverage | <ul style="list-style-type: none"> No-Lapse Guarantee rider at an affordable price \$25K minimum face amount Level pay and single pay Shorter guarantees (age 90) No cost return of premium (ROP)^{5,6} and terminal illness riders^{5,7} Chronic illness rider^{5,8} No adverse impact if premiums paid 1 month early or late Up to \$2M in coverage with no medical exams with evidence of physical and labs within past 12 months (ages 18-70, all risk classes) | <ul style="list-style-type: none"> Up to 150% of normal compensation upon early conversion Up to 2 partial conversions Competitive premiums compared to fully underwritten no-lapse guarantee universal life (UL) products ROP feature^{5,6} in policy years 15, 20 and 25 for issue age 30 or above; policy years 25 and 35 for issue age less than 30 \$50K minimum face amount Ability to mine inforce data on the Producer Bay website |
| Issue Ages | Minimum: 18 | 0–80 age nearest birthday | 18–70 age nearest birthday |
| Face Amount | Minimum: \$50,000 | Minimum: \$25,000 | <ul style="list-style-type: none"> Minimum: \$50,000 Up to 2 partial conversions allowed per single PL Promise Term policy |
| Premium Bands | 1: \$50,000–\$99,999.99; 2: \$100,000–\$249,999.99; 3: \$250,000–\$499,999.99; 4: \$500,000–\$999,999.99; 5: \$1,000,000–\$2,999,999.99; 6: \$3,000,000+ | | 1: \$25,000–\$99,999.99 2: \$100,000–\$249,999.99 3: \$250,000–\$499,999.99 4: \$500,000–\$999,999.99 5: \$1,000,000–\$2,499,999.99 6: \$2,500,000.00+ |
| Underwriting Risk Classes | <ul style="list-style-type: none"> Non Tobacco: Super Preferred, Preferred, Standard Plus, Standard Tobacco: Preferred, Standard | | No underwriting required: Policy will convert to an equivalent risk class |

¹PL PROMISE TERM Level Premium Term Life Insurance. Form series P16LYT, S16LYT 10, S16LYT 15, S16LYT 20, S16LYT 25, or S16LYT 30, varies based on level premium period chosen and state of policy issue.

²PL PROMISE GUL Universal Life Insurance. Form series P18PRUL, S18PRUL, varies based on state of policy issue.

³PL PROMISE CONVERSION UL Universal Life Insurance with No-Lapse Guarantee available upon conversion from PL Promise Term Life Insurance. Form #P17LYCUL, varies on state of policy issue. There are circumstances in which converting the client's existing life insurance can benefit the client. As a life insurance producer, it is your responsibility to provide the client with detailed information as to how a conversion may affect the client's plan of insurance. Clients should be advised to make a careful comparison of the costs and benefits of the existing policy and the proposed policy to determine whether conversion is the right decision for the client.

⁴The Lifetime No-Lapse Guarantee Rider (form series R17LYFNL, varies based on state of policy issue) is included in the policy at no additional charge. The no-lapse guarantee, depending on how you structure your policy, has a maximum duration of the insured's lifetime, subject to certain limits. If your net no-lapse guarantee value is zero, the no-lapse feature terminates. If the no-lapse feature terminates, additional premiums would be required to resume the no-lapse guarantee. If policy performance is such that your policy is being maintained solely by the no-lapse guarantee, your policy will not build cash value.

⁵Riders may incur additional charges and are subject to availability, restrictions and limitations. Clients should be shown policy quotes with and without riders to help show the rider's impact on the policy's values. Rider form #s based on state of policy issue. Contact your Pacific Life representative for rider details.

⁶Referred to as the Enhanced Surrender Value Rider in the contract (form series R17LYESV, varies based on state of policy issue). Minimum premium requirements apply for the rider to provide a benefit. Loans and withdrawals may reduce refund amounts.

⁷Referred to as the Accelerated Death Benefit Rider for Terminal Illness in the contract. Benefits paid by accelerating the policy's death benefit may or may not qualify for favorable tax treatment under Section 101(g) of the Internal Revenue Code of 1986. Tax treatment of an accelerated death benefit due to terminal illness depends on the life expectancy of the insured at the time benefits are accelerated. Receipt of accelerated death benefits may affect eligibility for public assistance programs such as Medicaid. Tax laws relating to accelerated death benefits are complex. Pacific Life cannot determine whether the benefits are taxable. Clients are advised to consult with qualified and independent legal and tax advisors for more information.

⁸The PL Promise Chronic Illness Care Rider is an optional rider that may be added at policy issue for a monthly rider charge. This rider is an accelerated death benefit rider for chronic illness. Eligible insureds are age 18 through 75, subject to additional underwriting requirements beyond the life insurance policy's requirements and a one chronic illness rider per insured issue limit. Benefit payments reduce the policy's death benefit and other values under the policy. If the entire death benefit is accelerated, the policy will terminate. Regardless of the monthly election chosen, benefit payments may not exceed 100% of the IRS per diem. Benefits paid by accelerating the policy's death benefit are intended to qualify as death benefits under section 101(g) of the Internal Revenue Code and may be excludable from your income and may not be subject to federal taxation. However, federal, state, and/or local tax rules relating to the payment of accelerated death benefits are complex, will depend on your specific facts and circumstances, and benefits may or may not be taxable. In addition, these payments may affect eligibility for other benefits provided by federal, state, or local government including public assistance programs such as Medicaid. When benefits are received from multiple policies providing long-term care or chronic illness benefits for a given insured, including policies with different owners, all of those benefits must be aggregated to determine their taxability. Consequently, advice and guidance should be obtained from a personal tax advisor for more information. Pacific Life cannot determine whether the benefits are taxable.

No bank guarantee • Not a deposit • May lose value

Pacific Life
Insurance Company

Not FDIC/NCUA insured • Not insured by any federal government agency

| Product Name | PL Promise Term ¹ | PL Promise GUL ² | PL Promise Conversion UL ³ |
|---------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Surrender Charge | Not applicable | Applies upon a full policy surrender and any face amount decrease or withdrawal occurring within the policy's first 19 years (Additional fees may apply) | Applies upon a full policy surrender and any face amount decrease or withdrawal occurring within the policy's first 15 years (Additional fees may apply) |
| Riders⁹ | <ul style="list-style-type: none"> Accelerated Death Benefit (#R16LYTIR) Children's Level Term Insurance (#R18LYCT) Waiver of Premium (#R16LPPW) | <ul style="list-style-type: none"> Accelerated Death Benefit (#R16LYTIR) Children's Level Term Insurance (#R18LYCT) Enhanced Surrender Value (#R17LYESV) Waiver of Monthly Deduction (#R18WMD) Chronic Illness Care (#R18LYCHR) | <ul style="list-style-type: none"> Accelerated Death Benefit (#R16LYTIR) Children's Level Term Insurance (#R18LYCT) Enhanced Surrender Value (#R17LYESV) |

Underwriting At-A-Glance

One process, three pathways. With our streamlined underwriting:

Pacific Accelerated Life+ (PAL+)—applications are intelligently routed for the least invasive underwriting method possible with automatic pivoting throughout. You apply, we do the rest.

Accelerated Underwriting

- Up to \$3M in PL Promise Term death benefit coverage with no medical exams⁹
- Ages 18-60
- Standard or better risk classes

Modified Underwriting

- Up to \$3M in PL Promise Term and \$2M for PL Promise GUL
- Ages 18-70
- All risk classes
- No medical exams with evidence of physical with labs within past 12 months

Traditional Underwriting

- For those that don't qualify for accelerated or modified

Pacific Healthy Rewards

- A holistic, individualized approach focused on delivering our most competitive underwriting decisions
- Available on modified or traditional underwriting processes

eCapabilities At-A-Glance

Digital tools that can make it easier and faster to submit, complete, and manage business.

Drop Ticket—quickly submit for faster processing with less chance of data entry errors

Online Health History Tool—an alternate option for clients to provide health history information

Case Management—focus on the cases that need your attention first using Producer Bay features

eXpress Requirements—allows for faster, easier form collection

ePolicy Delivery—digital signature, payment, and delivery of policy to help complete more quickly

Business Performance Tools—provides direct access to cycle times, placement rates and more

Inforce Management—access to comprehensive data that allows you to mine your book of business

Marketing Toolkits—for product materials, personalized emails, sales strategies and more

Contact us for more information.

(888) 900-9777 or LynInternalSales@PacificLife.com

⁹The issuance of the policy may depend upon answers to the health questions contained in the application.

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 Insurance Company is licensed to issue insurance products in all states except New York. Product/material availability and features may vary by state.

Life insurance is subject to underwriting and approval of the application and may incur monthly policy charges.

Insurance products and their guarantees, including optional benefits and any crediting rates, are backed by the financial strength and claims-paying ability of the issuing insurance company. Look to the strength of the insurance company with regard to such guarantees because these guarantees are not backed by the independent broker/dealers, insurance agencies, or their affiliates from which products are purchased. Neither these entities nor their representatives make any representation or assurance regarding the claims-paying ability of the issuing company.

The primary purpose of life insurance is to provide death benefit protection in the event of the insured's death.

Universal Life Insurance generally requires additional premium payments after the initial premium. If either no premiums are paid, or subsequent premiums are insufficient to continue coverage, it is possible that coverage will expire.

Pacific Life Insurance Company reserves the right to change or modify any non-guaranteed or current elements. The right to modify these elements is not limited to a specific time or reason.

The home office for Pacific Life Insurance Company is located in Omaha, Nebraska.