ANNUITY PRODUCT TYPES

There are several different types of annuities available to consumers. While all have tax deferral in common, the differences between each type can be substantial. The below chart defines annuity product types and the client characteristics in which they are often applied.

Lower — FLEXIBILITY — Greater

Greater — GUARANTEES — Lesser

Annuity Type	Definition	Client Characteristics
Single Premium Immediate Annuity (SPIA)	A SPIA is funded with a lump sum and begins income within 12 months of purchase. SPIAs are irrevocable and generally illiquid.	• Desire for maximum immediate income guarantees • Conservative investor • Low liquidity needs
Deferred Income Annuity (DIA)	A DIA is funded with a lump sum and begins income 1 or more years after purchase. DIAs are irrevocable and generally illiquid.	• Desire for maximum income guarantees at a specified time in the future • Conservative investor • Low liquidity needs
Fixed Deferred Annuity (FDA)	An FDA is funded with a lump sum which is invested in a fixed account, earning a fixed rate of return annually.	• Accumulation objective • Desire for fixed rate of return, no market risk • Conservative investor
Fixed Indexed Annuity (FIA)	An FIA is funded with a lump sum where account value growth is linked to indexes. There is full downside protection and limited upside potential.	• Accumulation objective • Desire for some market-based participation with full downside protection • Conservative to moderate investor
Structured Annuity (Buffer/Hybrid)	A Structured Annuity is funded with a lump sum where account value growth is linked to indexes. There is limited downside protection (via floor or buffer)[1] and limited upside potential.	• Accumulation objective • Desire for market-based participation with some downside protection • Moderate investor
Variable Annuity (VA)	A VA can be funded with multiple deposits which are invested in a variety of variable subaccount options. There is full upside potential and unlimited downside risk.	• Desire for full market participation • Ability to add income, death benefit, or principal protection features • Moderate to aggressive investor

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Disclosures

[1]Buffer – The maximum negative index performance that the insurance carrier will absorb before applying a negative credit to the investor's account value. Can also be known as a "shield." Buffers generally have greater exposure to downside risk compared to Floors.
Floor – The maximum negative index performance that the investor will absorb.

Flexibility on the above graphic refers to the choice of investment options, ability to access funds after purchase and to add additional benefit riders to a contract to achieve a certain objective, such as an income or death benefit rider. Greater flexibility means more access to account values and more rider choices available.
Guarantees on the above graphic refers to the amount of guaranteed income or account value downside protection provided by the annuity.
Generally, there is an inverse relationship between flexibility and guarantees; the greater the amount of income or account value guarantees, the lower the flexibility of investment and rider options.

Indices are unmanaged and do not incur fees, one cannot directly invest in an index.

The information provided has been derived from sources believed to be reliable, but is not guaranteed as to accuracy and does not purport to be a complete analysis of the material discussed.

The material contained in the herein is for informational purpose only and is not intended to provide specific advice or recommendations for any individual, nor does it take into account the particular investment objectives, financial situation or needs of individual investors. Consult your financial professional before making any investment decision.

The principal value and rate of return in a variable annuity will fluctuate due to market conditions. Therefore, at any point in time, the value of the annuity contract may be worth more or less than the owner's actual investment in the contract. Guarantees are based on the claims-paying ability of the issuing company. For more information about the variable annuity, including its product features, charges, and expenses, please read the prospectus. Please consider the charges, risks, expenses, and investment objectives carefully before investing.