

CONTACT INFORMATION

Internal Wholesaler Desk	800-500-7229
New Business / In Force	800-456-6330
New Business Application Fax	205-268-3151
Annuity Customer Service Fax	205-268-6479
Web	myprotective.com

Quick Facts

Product Type	Single premium deferred fixed annuity
Offered By	Protective Life Insurance Company and Protective Life and Annuity Insurance Company
Owner(s) Issue Ages	<ul style="list-style-type: none"> • Ages 0 – 85 when funded by non-qualified funds • Ages 18 – 85 when funded by qualified funds
Return of Premium Guarantee	Provides an option, prior to annuitization, to surrender the contract and receive 100% of the purchase payment, less any prior withdrawals, as applicable. Contracts including this option may earn a lower interest rate than those without it.
Premium Amount	<p>Minimum: \$10,000 Maximum: \$1 million Larger amounts may be allowed with prior home office approval.</p>
Qualified Plans/Rollover	Protective Series Balance Annuity accepts the rollover of 401(k), 403(b), 457(b), IRA, and SEP IRA funds and will be set up as a rollover IRA annuity.
Initial Guarantee Period	After the initial five year guarantee period, the rate is set annually for each contract year.
First Year Interest Rate Bonus	A lump-sum amount is added to the contract value on the issue date equal to the bonus percentage multiplied by the purchase payment amount.
Rate Enhancement	Annuities with contracts valued at \$100,000 or more will generally earn a higher interest rate than those with a value of less than \$100,000.

Withdrawal Charges	CONTRACT YEARS	1	2	3	4	5	6
		7%	7%	7%	6%	5%	0%

Access to Contract Values

- **Partial withdrawals:**¹ The free-withdrawal amount is the amount that may be withdrawn each Contract Year without being subject to the withdrawal charge (described above). The method we use to determine the free-withdrawal amount is set on the Issue Date and will not change. The free-withdrawal amount is equal to 10% of the Contract Value on each Contract Anniversary. During the 1st Contract Year, the free-withdrawal amount is equal to 10% of the Initial Purchase Payment. During a withdrawal charge period the free-withdrawal amount is cumulative. Any portion not used during a Contract Year carries forward to future Contract Years. When the free-withdrawal includes amounts carried forward from a prior year, the free withdrawal amount is limited to the lesser of: a) the total remaining free-withdrawal amount available; or, b) 20% of the Contract Value. Withdrawals that exceed the free-withdrawal amount are subject to the withdrawal charge.
- **Systematic withdrawals:**¹ May be taken annually, semiannually, quarterly, or monthly. The minimum withdrawal amount is \$100 and a minimum account value of \$10,000 must be maintained.
- **Annuitization:** The payment of proceeds option allows the owner of the contract to elect to start receiving a stream of income payments which are fixed at the time the option is elected. Options include Life Only, Life with Period Certain, or Period Certain, subject to IRS limits on qualified money.
- **Terminal condition:**² Covers the owner or the owner's spouse. If either is determined to be terminally ill, the account value may be withdrawn partially or in full without a withdrawal charge.
- **Nursing Facility Confinement:**² Covers the owner or the owner's spouse. If either enters a hospital or nursing facility after the Issue Date and remains there for at least 30 days, the account value may be withdrawn partially or in full without a surrender charge.
- **Unemployment:** Covers the owner or the owner's spouse. If either meets the conditions that they were employed on the issue date, then unemployed for at least 60 consecutive days and still unemployed when a withdrawal is requested, the account value may be withdrawn partially or in full without a withdrawal charge.

Additional information on next page.

For Financial Professional Use Only. Not for Use With Consumers.



Use the information below to help determine if the Protective Series Balance Annuity is a suitable fit for your customer.

TARGET MARKET

Your customer desires the basic traditional annuity features:

- Long-term accumulation vehicle
- Limited need for special features
- Desire to put portion of assets into retirement savings
- Source of funds currently in vehicle with limited access
- Limited need for access to account values
- Opportunity for bonus first-year interest rate

ADDITIONAL FEATURES

Your customer desires access to account values for unanticipated expenses:

- No foreseeable need for access to cover routine health-related expenses
- Comfortable with withdrawal-charge-free access to 10 percent per year and ability to defer that access for up to one year to allow withdrawal-charge-free access to 20% of account values as supplement to meeting liquidity needs

Your customer desires access to account values to help cover expenses in the event of serious illness:

- Significant concern for availability of funds in the event of serious illness
- Has a family member who had a chronic illness late in life
- Has some general health concerns that may develop into a medical condition that may present a need for waiver of withdrawal charges

RETURN OF PREMIUM GUARANTEE

Return of Premium Guarantee is for customers who desire a retirement savings vehicle but are also concerned with losing access to principal (i.e., the single premium payment being made) and want to obtain a refund of premiums paid before end of withdrawal charge period:

- Significant concern with possible need for funds during withdrawal charge period in case of unforeseen emergency or extraordinary expense
- Understands and willingly accepts potential loss of return on premium paid as cost of access to account values
- Likely not to need amount of premium, but not entirely comfortable taking risk of loss of principal in the event that such need arises

¹ Up to 10% of the beginning of the year account value may be withdrawn without withdrawal charges. Withdrawals are subject to tax on any gain in the contract and, if taken before age 59½, may be subject to a 10% federal tax penalty. In addition, withdrawals will reduce the death benefit and account value. Clients should consult a tax advisor regarding financial implications.

² Does not apply to pre-existing conditions. May not be available in all states.

Protective and Protective Life refer to Protective Life Insurance Company (PLICO) and its affiliates, including Protective Life and Annuity Insurance Company (PLAIC). Annuities are issued by PLICO in all states except New York and in New York by PLAIC. PLICO is located in Brentwood, TN. PLAIC is located in Birmingham, AL.

Each company is solely responsible for the financial obligations accruing under the products it issues. Product guarantees are backed by the financial strength and claims-paying ability of the issuing company.

Single premium deferred fixed annuity contracts issued under policy form series LDA-P-2015 (PLICO) and LDA-A-2015 (PLAIC). Policy form numbers, product availability and features may vary by state.

Annuities are long-term insurance contracts intended for retirement planning.

Protective is a registered trademark and Protective Series Balance is a trademark of Protective Life.



myprotective.com

For Financial Professional Use Only. Not for Use With Consumers.

Not a Deposit	Not Insured By Any Federal Government Agency
No Bank or Credit Union Guarantee	Not FDIC/NCUA Insured May Lose Value