

North American Fixed Index Annuity Portfolio

Quick Reference Guide



Products listed are the generic versions used in most states. Please see the product brochures and disclosures for applicable state variations. Check with your financial institution for product availability.

| Product | NAC BenefitSolutions® Series | | | | | NAC IncomeChoice® 7 | | | | | CapitalEliteSM 10 | | | | | North American Charter® Plus Series | | | | | NAC RetireChoice® Series | | | | | Performance Choice® Series | | | | | PrimePath® Series | | | | | | | | | | | | | | | | | | | | | | |
|---|--|----------|---------|---------|---------|--|----------|----------|----------|----------|--|---------|---------|----------|----------|--|----------|----------|----------|-----------|---|----------|----------|---------|---------|---|----------|----------|----------|---|--|----------|----------|---|----------|-----------|----------|----------|----------|----------|----------|----------|---------|---------|---------|----------|----------|----------|----------|----------|----------|-----------|----------|
| Market | Participating Income and/or Legacy | | | | | Participating Income and/or Legacy | | | | | Participating Income and/or Legacy | | | | | Accumulation and/or Legacy | | | | | Accumulation, Income and/or Legacy | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Surrender Charge Periods¹ | 10 | | 14 | | | 7 | | | | | 10 | | | | | 10 | | 14 | | | 10 | | 14 | | | 8 | 8 Plus | | 12 | 12 Plus | | 9 | 12 | | | | | | | | | | | | | | | | | | | | |
| Issue Ages (MAY VARY BY STATE) | 40-79 | | 40-75 | | | 40-85 | | | | | 40-79 | | | | | 0-79 | | 0-75 | | | 0-79 | | 0-75 | | | 0-85 | 0-85 | | 0-75 | 0-75 | | 40-79 | 40-75 | | | | | | | | | | | | | | | | | | | | |
| Minimum Premium | \$20,000 Qualified and Non-qualified; Single Premium | | | | | \$20,000 Qualified and Non-qualified; Flexible Premium | | | | | \$20,000 Qualified and Non-qualified; Flexible Premium | | | | | \$20,000 Qualified and Non-qualified; Flexible Premium (\$50/Month TSA Salary Reduction) | | | | | \$20,000 Qualified and Non-qualified; Flexible Premium | | | | | \$10,000 Non-Qualified \$2,000 Qualified (\$50/Month TSA Salary Reduction); Flexible Premium | | | | | Minimum Initial - \$20,000 (\$50/month TSA Salary Reduction accepted after \$20,000 minimum initial premium requirement) | | | | | | | | | | | | | | | | | | | | | | |
| Premium Bonus² | N/A | | | | | | | | | | 5%: \$20,000-74,999 7%: \$75,000+ on premium received in first 7 years (May be subject to a Premium Bonus Recapture)² | | | | | | | | | | 2% on all premium received in first 5 years (May be subject to a Premium Bonus Recapture)² | | | | | 3% on all premium received in first 5 years (May be subject to a Premium Bonus Recapture)² | | N/A | | 3% on premium received in first 5 years (May be subject to a Premium Bonus Recapture)² | | N/A | | 7% on premium received in first 5 years (May be subject to a Premium Bonus Recapture)² | | N/A | | | | | | | | | | | | | | | | | |
| Surrender Charges¹ (MAY VARY BY STATE) | Y1 10 | Y2 10 | Y3 9 | Y4 9 | Y5 8 | Y1 12 | Y2 12 | Y3 11 | Y4 11 | Y5 10 | Y6 9 | Y7 8 | Y8 7 | Y9 10 | Y10 9 | Y11 8 | Y12 7 | Y13 6 | Y14 5 | Y15+ 4 | Y16 3 | Y1 10 | Y2 10 | Y3 9 | Y4 9 | Y5 10 | Y6 10 | Y7 10 | Y8 10 | Y9 10 | Y10 9 | Y11 8 | Y12 7 | Y13 6 | Y14 5 | Y15+ 4 | Y16 3 | Y1 10 | Y2 10 | Y3 11 | Y4 11 | Y5 10 | Y6 9 | Y7 8 | Y8 7 | Y9 10 | Y10 9 | Y11 8 | Y12 7 | Y13 6 | Y14 5 | Y15+ 4 | Y16 3 |
| Penalty-free Withdrawals³ | Year 2+: 5% Up to 10% Cumulative (maximum) if no withdrawal taken in previous year | | | | | Year 2+: 5% | | | | | Year 2+: 5% | | | | | Year 2+: 10% | | | | | Year 2+: 10% | | | | | | | | | | Years 2+: up to 7% | | | | | | | | | | | | | | | | | | | | | | |
| Waiver of Surrender Charge | 100% for Qualified Confinement | | | | | 10% of Accumulation Value for Qualified Confinement | | | | | 10% of Accumulation Value for Qualified Confinement | | | | | 100% of Accumulation Value for Qualified Confinement | | | | | 10% of Accumulation Value for Qualified Confinement | | | | | | | | | | 100% of the Accumulation Value | | | | | | | | | | | | | | | | | | | | | | |

| Index Account Options (Varies by State) | | | | | | | | Index Ticker KEY: S&P = S&P 500® DJ = DJIA® MID = S&P MIDCAP 400® SX5E = EURO STOXX 50® NDX = NASDAQ-100® HSI = HANG SENG RUT = RUSSELL 2000® GOLD = LBMA AFTERNOON (PM) GOLD PRICE | | | | | | | |
|--|--|--|---|--|---|--|--|---|--|--|--|--|---|--|--|
| Fixed | ✓ | | ✓ | | ✓ | | ✓ | | ✓ | | ✓ | | ✓ | | |
| Annual Point-to-Point (Cap) | S&P | | S&P | | S&P | | S&P | | S&P, DJ, MID, NDX, GOLD | | S&P, DJ, SX5E, RUT MID, NDX, HSI | | S&P | | |
| Annual Point-to-Point (Margin) | S&P 500® Low Volatility Daily Risk Control 5% Index⁹ | | S&P 500® Low Volatility Daily Risk Control 5% Index⁹, S&P Multi-Asset Risk Control 5% Excess Return Index | | S&P 500® Low Volatility Daily Risk Control 5% Index⁹, S&P Multi-Asset Risk Control 5% Excess Return Index | | S&P 500® Low Volatility Daily Risk Control 5% Index⁹ | | S&P 500® Low Volatility Daily Risk Control 5% Index⁹ | | S&P 500® Low Volatility Daily Risk Control 5% Index⁹ S&P Multi-Asset Risk Control 5% Excess Return Index | | S&P 500® Low Volatility Daily Risk Control 5% Index⁹, S&P Multi-Asset Risk Control 5% Excess Return Index, Morgan Stanley Dynamic Balance | | |
| Threshold Participation Strategy | | | S&P 500® Low Volatility Daily Risk Control 5% Index⁹ | | S&P 500® Low Volatility Daily Risk Control 5% Index⁹ | | | | | | S&P 500® Low Volatility Daily Risk Control 5% Index⁹ | | | | |
| 2-Year Point-to-Point (Margin) | | | S&P 500® Low Volatility Daily Risk Control 8% Index⁹ | | S&P 500® Low Volatility Daily Risk Control 8% Index⁹ | | S&P 500® Low Volatility Daily Risk Control 8% Index⁹ | | S&P 500® Low Volatility Daily Risk Control 8% Index⁹ | | | | | | |
| 3-Year Point-to-Point (Margin) | | | | | | | | | | | | | Morgan Stanley Dynamic Balance | | |
| Annual Point-to-Point (P-Rate) | | | S&P | | S&P | | S&P | | | | | | S&P | | |
| Biennial Point to Point with (Cap) | | | | | | | | | S&P | | | | | | |
| Monthly Point-to-Point (Cap) | S&P, NDX | | S&P | | S&P | | S&P, NDX | | S&P, NDX | | S&P, NDX | | S&P | | |
| Monthly Average (P-Rate) | S&P, DJ | | | | | | | | S&P, DJ, MID | | | | | | |
| Inverse Performance Trigger | | | | | | | | | S&P | | S&P | | | | |
| Daily Average (Margin) | | | | | | | S&P | | | | | | | | |

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| Product | NAC BenefitSolutions® <i>Series</i> | | NAC IncomeChoice® 7 | CapitalEliteSM 10 | North American Charter® Plus <i>Series</i> | | NAC RetireChoice® <i>Series</i> | | Performance Choice® <i>Series</i> | | | | PrimePath® <i>Series</i> | |
|--|---|----|--|---|---|----|--|----|--|--------|----|---------|---|----|
| Surrender Charge Periods¹ | 10 | 14 | 7 | 10 | 10 | 14 | 10 | 14 | 8 | 8 Plus | 12 | 12 Plus | 9 | 12 |
| Death Benefit | Remaining Accumulation Value as lump sum | | Remaining Accumulation Value as lump sum | Remaining Accumulation Value as lump sum | Remaining Accumulation Value as lump sum | | Remaining Accumulation Value as lump sum | | Remaining Accumulation Value as lump sum | | | | Remaining Accumulation Value as lump sum | |
| Guaranteed Lifetime Withdrawal Benefit (GLWB) Rider(s) | Benefits Rider (Built-in Rider) with Cost | | GLWB Rider (Built-in Rider) with No Additional Cost⁷ | GLWB Rider (Built-in Rider) with No Additional Cost⁷ | N/A | | Optional Income Pay® Plus GLWB (Available rider varies by state) (Not available with Performance Choice 8 Plus or 12 Plus) (Minimum Issue Age 40) | | | | | | Benefits Rider (Built-in Rider) with No Additional Cost | |
| Market | Benefit Flexibility and Death Benefit | | Our Highest Potential Income and No Rider Charge⁴ | Top-tier Income Potential and No Rider Charge⁴ | | | Our Highest Guaranteed Income⁴ | | | | | | Benefit Flexibility and Death Benefit | |
| Guaranteed Roll-up Rate | 20% Benefit Base Bonus Year 1⁵ Benefit Base Floor 120% Years 1-5 140% Years 6-10 160% Years 11+ | | 2% of GLWB Value + Stacking Potential (150% of dollar amount of interest credited) | 0.25% of GLWB Value + Stacking Potential (200% of dollar amount of interest credited) | | | Income Pay® Plus | | | | | | 200% of the weighted average interest credit percentage to the Accumulation Value | |
| | | | | | | | 6.00% for 10 Years | | | | | | | |
| Annual Charge | 1.20% | | No Rider Charge | No Rider Charge | | | 1.05% of GLWB Value | | | | | | No Rider Charge | |
| Lifetime Payment Amount (LPA) Increase Feature | No | | Yes | Yes | | | Yes | | | | | | Yes | |
| Nursing Home Multiplier | 2X LPA for up to 5 Years¹⁰ | | No | No | | | 2X LPA for up to 5 Years | | | | | | 2 of 6's ADL's 2X LPA for up to 5 Years | |
| Stacking/Participating Feature | Yes | | Yes | Yes | | | No | | | | | | Yes | |
| LPA Reserve Feature | No | | No | No | | | Yes | | | | | | No | |
| LPA Availability at least age 50 | Immediate At Issue | | After Year 1 | After Year 1 | | | After Year 1 | | | | | | Immediate At Issue | |
| Rider Death Benefit | Benefit Base over 5 year payout⁶ | | No | No | | | No | | | | | | Benefit Base over 5 year payout (before LPAs turned on) | |
| Penalty-free Withdrawal Friendly | Required Minimum Distributions (RMDs) and Penalty-free Withdrawals | | RMDs | RMDs | | | RMDs and Penalty-free Withdrawals | | | | | | Required Minimum Distributions (RMDs) and Penalty-free Withdrawals | |
| Other Rider(s) | N/A | | N/A | N/A | N/A | | Additional Benefits Rider⁸ (Not available if Income Pay® Plus GLWB rider is elected) | | N/A | | | | N/A | |
| Features | N/A | | N/A | N/A | N/A | | • 2.5% Additional Premium Bonus for 10-Year • 5% Additional Premium Bonus for 14-Year • 5% for 10-year and 4% for 14-year Additional Payout Benefit if you elect an annuity payout option after the applicable surrender charge period has elapsed • Return of Premium any time in the third contract year and thereafter (May vary by state) • Enhanced Penalty-Free Withdrawals: 10% of Accumulation Value after the first year. Beginning the third year, withdrawals can increase to 20% (maximum) if no withdrawal was taken in the previous year | | N/A | | | | N/A | |

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Fixed Index Annuities are not a direct investment in the stock market. They are long term insurance products with guarantees backed by the issuing company. They provide the potential for interest to be credited based in part on the performance of specific indices, without the risk of loss of premium due to market downturns or fluctuation. Although Fixed Index Annuities guarantee no loss of premium due to market downturns, deductions from the Accumulation Value for additional optional benefit riders could under certain scenarios exceed interest credited to the Accumulation Value, which would result in loss of premium. They may not be appropriate for all clients.

These products are issued by North American Company for Life and Health Insurance®, West Des Moines, IA. Product features, riders and index options may not be available in all states. See product brochures, disclosures and state availability chart for further details, limitations and information on appropriate state variations.

The NAC BenefitSolutions® is issued on form NC/NA1006A/ICC14-NA1006A (certificate/contract).

The NAC IncomeChoice® 7 is issued on form ICC16-NA1009A/NA1007A/NC/NA1004A (certificate/contract).

The CapitalEliteSM 10 is issued on form ICC16-NA1007A.MVA/NA1007A/NC/NA1004A (certificate/contract).

The North American Charter® Plus is issued on form NC/NA1007A/ICC16-NA1007A.MVA (certificate/contract).

The NAC RetireChoice® is issued on form LC/LS160A (certificate/contract).

The Performance Choice® is issued on form LC/LS160A/ICC16-NA1007A.MVA (certificate/contract).

The PrimePath® is issued on form NC/NA1008A (certificate/contract), ICC16-NA1008A.MVA (contract)

The Income Pay® Plus is an optional guaranteed lifetime withdrawal benefit (GLWB) rider available for an additional charge at the time of application on certain fixed index annuities on form AE575A/ICC15-AE575A (rider) and SP575B /ICC15-SP575S (spec page).

1. A surrender during the surrender charge period could result in a loss of premium. Surrender charge structure may vary by state.
2. Premium bonus may vary by annuity product, premium band and surrender charge period selected and may be subject to a premium bonus recapture. Products that have premium bonuses may offer lower credited interest rates, lower Index Cap Rates, lower Participation Rates and/or greater Index Margins than products that don't offer a premium bonus. Over time and under certain scenarios the amount of the premium bonus may be offset by the lower credited interest rates, lower Index Cap Rates, lower Participation Rates and/or greater Index Margins. Premium Bonus Recapture may vary by state. Please see product brochure and disclosure for further details. The premium bonus is not recaptured in the event of death of the Annuitant. No premium bonus recapture will occur on any penalty-free withdrawal amount, Required Minimum Distributions (by current Company practice) or under the Nursing Home Confinement Waiver or on any Rider Charge.
3. Withdrawals taken prior to age 59½ may be subject to IRS penalties.
- 4 "Income" or "lifetime income" refers to guaranteed payment of Lifetime Payment Amounts ("LPAs"). It does not refer to interest credited to the contract. Advise clients to consult with their own tax advisor regarding tax treatment of LPAs, which will vary according to individual circumstances.
5. This amount is only applied to the Benefit Base, which is a value used only for determining Lifetime Payment Amounts (LPA) and/or the rider death benefit features. Benefit Base is not the same as the Contract Accumulation Value and may not be used for partial withdrawals, full surrender or as the base contract death benefit.
6. Rider Death Benefit includes option for payments over 5 years based on Benefit Base with 1-yr waiting period. Rider Death Benefit options vary by state. Additional death benefit and other features are explained in the product brochure and disclosure. For product materials, check for variations in your state.
7. While certain included features may have no explicit cost, a product with a built-in GLWB feature may offer lower credited interest rates, lower Index Cap Rates, lower Participation Rates and/or greater Index Margins than products that don't have these built-in features.
8. Optional Additional Benefit Rider has an annual cost of 0.55% for 10-year product and 0.60% for 14-year product.
9. These indexes are managed to a volatility target, and as a result their index performance will not match the performance of any other index or the markets in general since volatility control tends to reduce both the rate of negative performance and positive performance of the underlying index, thereby creating more stabilized performance. The S&P 500® Low Volatility Daily Risk Control 5% and the S&P 500® Low Volatility Daily Risk Control 8% Indexes have been in existence since 8/18/2011. Ending values in years prior to inception are determined by S&P Dow Jones Indices LLC or its affiliates ("SPDJI") using the same methodology as used currently.
10. The Nursing Home Multiplier (also known as LPA Multiplier) is included in form AR281A (Benefits Rider) and PS281B (Benefits Rider spec page) and can double the Lifetime Payment Amount (LPA) if certain conditions are met. The Nursing Home Multiplier can be paid out for a maximum of five annual payments. See the product brochure for further details and limitations. The Nursing Home Multiplier is not Long Term Care Insurance and is not available in all states. This benefit is not available to clients confined at time of issue. The Nursing Home Multiplier cannot be used concurrently with the Nursing Home Confinement Waiver (NHCW). Only one of these features can be exercised at any given time. Beneficiaries can choose the Benefits Rider Death Benefit and receive the Benefit Base paid out over a five year period or choose the Accumulation Value as a lump sum. If no withdrawals (other than rider charges) have been taken, the beneficiary may also choose a lump sum death benefit equal to the premium.

* A feature offered "by current company practice" is not a contractual guarantee of this annuity contract and can be removed or changed at any time.

The "S&P 500®", "S&P Mult-Asset Risk Control 5% Excess Return Index", "S&P 500® Low Volatility Daily Risk Control 5% Index", "S&P 500® Low Volatility Daily Risk Control 8% Index", "S&P MidCap 400®", and "DJIA®", Indices ("Indices") are products of S&P Dow Jones Indices LLC or its affiliates ("SPDJI") and have been licensed for use by North American Company for Life and Health Insurance® ("the Company"). Standard & Poor's® and S&P® are registered trademarks of Standard & Poor's Financial Services LLC ("S&P"); Dow Jones® is a registered trademark of Dow Jones Trademark Holdings LLC ("Dow Jones"); and these trademarks have been licensed for use by SPDJI and sublicensed for certain purposes by the Company. NAC BenefitSolutions, NAC IncomeChoice, NAC Charter Plus, NAC RetireChoice and Performance Choice are not sponsored, endorsed, sold or promoted by SPDJI, Dow Jones, S&P, or their respective affiliates and none of such parties make any representation regarding the advisability of investing in such product(s) nor do they have any liability for any errors, omissions, or interruptions of the Indices.

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The Gold Price Index Option credits interest based on the change in the price of gold per troy ounce in US Dollars as established by the London Bullion Market Association (LBMA) Afternoon (PM) Gold Price and administered by the ICE Benchmark Administration (IBA). The LBMA Afternoon (PM) Gold Price is available at the website <http://www.lbma.org.uk/pricing-and-statistics>. We reserve the right to add, remove or revise availability of the Gold Price Index Option, or to substitute a different widely published benchmark for the price of gold for the use in the Gold Price Index Option. The Gold Price Index Option does not constitute a purchase of or direct investment in gold.

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