



Financial Sheet

Financials (For the year ended December 31, 2017)

Pacific Life & Annuity Company statutory financial and investment information:

- Assets = \$7.1 billion
- Statutory Surplus and Asset Valuation Reserve = \$555 million
- General Account Investment Mix:
 - Bonds = 84%
 - Mortgages = 11%
 - Cash and Short-Term Investments = 2%
 - Other Invested Assets = 3%

Derived from the Pacific Mutual Holding Company audited, consolidated GAAP¹ financial statements as of and for the year ended December 31, 2017:

- Assets = \$157.9 billion
- Equity = \$11.3 billion²
- Operating Revenues = \$9.4 billion³
- Operating Income = \$774 million⁴
- Net Income = \$1.4 billion

¹GAAP = generally accepted accounting principles. ²Excludes accumulated other comprehensive income and noncontrolling interest. ³Excludes net realized investment gain (loss) (NRIGL) and other than temporary impairments (OTTI). ⁴Operating income is utilized by management to measure the profitability generated by the operations of the company. Operating income excludes NRIGL, other than stable value product income. It also excludes OTTI, aircraft impairments/sales, and deferred policy acquisition cost (DAC) amortization and adjustments related to variable annuity derivatives.

Pacific LifeCorp Guarantee

Pacific LifeCorp, under the Statement of Irrevocable Guarantee, shall fulfill the obligations assumed by Pacific Life & Annuity Services, Inc. (PLASI), and shall make payments on its behalf as and when due in the event PLASI fails to make any payments under a qualified structured settlement assignment.

Financial-Strength Ratings (Ratings as of May 1, 2018)

For Pacific Life & Annuity Company

A.M. Best A+ (Superior)	Standard & Poor's® AA- (Very Strong)	Fitch Ratings Ltd. A+ (Strong)	Moody's Investors Service A1 (Good)
Second highest of 16 ratings Financial Size Category is Class XV Largest of 15 size categories Outlook: Stable Ratings range: A++ to S (Superior to Suspended)	Fourth highest of 21 ratings Outlook: Stable Ratings range: AAA to R (Extremely Strong to Regulatory Action)	Fifth highest of 21 ratings Outlook: Stable Ratings range: AAA to C (Exceptionally Strong to Very Weak)	Fifth highest of 21 ratings Outlook: Stable Ratings range: Aaa to C (Exceptional to Extremely Poor)

Ratings are not guarantees of the future financial strength and/or claims-paying ability of a company. Ratings may change. For more information and current financial-strength ratings, please visit www.PacificLife.com.

Corporate Structure

Pacific Life & Annuity Company (The Annuity Issuer)	Pacific Life & Annuity Services, Inc. (The Third-Party Assignee)	Pacific LifeCorp (The Guarantor of PLASI Obligations)
<ul style="list-style-type: none"> ■ Offers a wide range of insurance, institutional, and investment products ■ Issues contracts that provide funding for owners' periodic payment obligations ■ Domiciled in Arizona ■ Subsidiary of Pacific Life Insurance Company 	<ul style="list-style-type: none"> ■ Assignment company for qualified structured settlements ■ Wholly-owned, non-insurance subsidiary of Pacific LifeCorp ■ Domiciled in Colorado 	<ul style="list-style-type: none"> ■ Issues Statement of Irrevocable Guarantee for assigned structured settlement annuities ■ Stock holding company ■ Subsidiary of Pacific Mutual Holding Company

Pacific Life & Annuity Company will issue the annuity if ANY of the following occurs inside the state of New York: solicitation, sales, negotiation of settlement, court/legal action, or claimant/payee residence. Insurance products are issued by Pacific Life & Annuity Company in the state of New York. Insurance products are backed by the financial strength and claims-paying ability of the issuing company.

This material may be used only in connection with the solicitation of Pacific Life & Annuity Company products in New York.

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