



## Structured Settlements

### Financials (For the year ended December 31, 2010)

#### Pacific Life Insurance Company statutory financial and investment information:

- Assets = \$99.4 billion
- Statutory Surplus & Asset Valuation Reserve = \$6.1 billion
- General Account Investment Mix:
  - Bonds = 59%
  - Contract Loans = 16%
  - Mortgages = 15%
  - Other Invested Assets = 7%
  - Cash & Short-Term Investments = 3%

#### 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.

#### Corporate Structure

Pacific Life  
Insurance  
Company

##### — The Annuity Issuer

- Offers a wide range of insurance, institutional, and investment products
- Issues contracts that provide funding for owners' periodic payment obligations
- Domiciled in Nebraska

Pacific Life  
& Annuity  
Services, Inc.

##### — The Third-Party Assignee

- Assignment company for qualified structured settlements
- Wholly-owned, non-insurance subsidiary of Pacific LifeCorp
- Domiciled in Colorado

Pacific  
LifeCorp

##### — The Guarantor of PLASI Obligations

- Issues Statement of Irrevocable Guarantee for assigned structured settlement annuities
- Stock holding company

Pacific Life refers to Pacific Life Insurance Company and its affiliates, including Pacific Life & Annuity Company. For New York cases, please refer to the Pacific Life & Annuity Company Financial Sheet. Pacific Life & Annuity Company will issue annuity policies if ANY of the following occurs inside the state of New York: solicitation, sales, court/legal action, claimant/payee residence, or insurer/defendant residence. Insurance products are issued by Pacific Life Insurance Company in all states except New York and in New York by Pacific Life & Annuity Company.

This material may be used only in connection with the solicitation of Pacific Life Insurance Company products in those states where the product solicited has been approved. Product features and availability may vary by state.

# Financial Sheet

### Derived from Pacific LifeCorp consolidated GAAP<sup>1</sup> financial information as of and for the year ended December 31, 2010:

- Assets = \$116 billion
- Equity = \$7 billion<sup>2</sup>
- Operating Revenues = \$5.8 billion<sup>3</sup>
- Operating Income = \$587 million<sup>4</sup>
- Net Income = \$482 million

<sup>1</sup> GAAP = generally accepted accounting principles.

<sup>2</sup> Excludes accumulated other comprehensive income/loss and noncontrolling interest.

<sup>3</sup> Excludes net realized investment gains/losses, other than temporary impairments.

<sup>4</sup> Excludes net realized investment gains/losses, other than temporary impairments.

### Financial Strength Ratings (Ratings as of December 2011) for Pacific Life Insurance Company

**A.M. Best  
A+ (Superior)**  
Second highest of 16 ratings  
Outlook: Stable  
Ratings range: **A++ to S**  
(Superior to Suspended)

**Standard & Poor's  
A+ (Strong)**  
Fifth highest of 21 ratings  
Outlook: Negative  
Ratings range: **AAA to R**  
(Extremely Strong to Regulatory Action)

**Fitch Ratings Ltd.  
A+ (Strong)**  
Fifth highest of 21 ratings  
Outlook: Stable  
Ratings range: **AAA to C**  
(Exceptionally Strong to Very Weak)

**Moody's Investors Service  
A1 (Good)**  
Fifth highest of 21 ratings  
Outlook: Stable  
Ratings range: **Aaa to C**  
(Exceptional to Lowest)

For current financial strength ratings, visit [www.PacificLife.com](http://www.PacificLife.com).

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