# Allianz 🕕

# Allianz Index Advantage Income® Variable Annuity

Lifetime income with a new balance of performance potential and a level of protection



INVESTMENT AND INSURANCE PRODUCTS ARE: • NOT FDIC INSURED • NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY • NOT A DEPOSIT OR OTHER OBLIGATION OF, OR GUARANTEED BY, THE BANK OR ANY OF ITS AFFILIATES • SUBJECT TO INVESTMENT RISKS, INCLUDING POSSIBLE LOSS OF THE PRINCIPAL AMOUNT INVESTED

# Contents

Solutions for retirement realities	PAGE	1
Allianz Index Advantage Income®		
Variable Annuity at a glance	PAGE	3
The role of an index variable annuity as part		
of your overall retirement strategy	PAGE	4
In order to better understand how Index		
Advantage Income® can help, let's take a closer		
look at some of the challenges retirees face.	PAGE	5
Opportunities to grow your income		
without growing your assets	PAGE	6
HYPOTHETICAL CASE STUDY		
Income soon or income later: Susan's story	PAGE	7
Index Advantage Income® offers index		
strategies to help you prepare for retirement.	PAGE	8
Your index allocation options	PAGE	9
Receiving income in retirement	PAGE	10
HYPOTHETICAL CASE STUDY		
Level Income or Increasing Income: Susan's story	PAGE	11
Is Index Advantage Income®		
appropriate for you?	PAGE	12
ABOUT ALLIANZ	BACK COVI	ER



### Solutions for retirement realities

Plan your retirement with the unknowns in mind. Ready to design the retirement lifestyle you want? Create a strategy to help prepare for the outcomes no one can predict.

This material must be preceded or accompanied by a prospectus for Allianz Index Advantage Income® Variable Annuity.

Call your financial professional or Allianz Life Financial Services, LLC, member FINRA, at 800.624.0197 to obtain a prospectus about the AZL<sup>®</sup> Government Money Market Fund. The prospectuses contain details on investment objectives, risks, fees, and expenses, as well as other information about the variable annuity and the AZL<sup>®</sup> Government Money Market Fund, which you should carefully consider. Please read the prospectuses thoroughly before sending money.

All annuity contract and rider guarantees and annuity payout rates are backed by the claims-paying ability of the issuing insurance company. They are not backed by the broker/dealer from which this annuity is purchased, by the insurance agency from which this annuity is purchased, or any affiliates of those entities, and none makes any representations or guarantees regarding the claims-paying ability of Allianz Life Insurance Company of North America (Allianz). Guarantees do not apply to the performance of the variable subaccount, which will fluctuate with market conditions.

Products are issued by Allianz Life Insurance Company of North America and distributed by its affiliate, Allianz Life Financial Services, LLC, member FINRA. Product and feature availability may vary by state and broker/dealer.

This content is general information for educational purposes, and is not intended to constitute fiduciary advice. Please consult your financial professional for a specific recommendation about purchasing this product.



Retirement knowns	Retirement unknowns
Retirements are lasting longer due to increased life expectancies.	The long-term solvency of Social Security and whether that will result in a reduction of current benefit levels
Retirement will cost more due to inflation.	Future inflation and tax rates
Managing your tax burden will be more important than ever.	Future market volatility and its effect on retirement savings

### Solutions for today's retirement

So many uncertainties. But there is a company people turn to for help in creating a level of protection in the retirement years ahead.

At Allianz Life Insurance Company of North America (Allianz), we have a portfolio of index variable annuities which offer different solutions that can help with many retirement concerns and unknowns.

### Allianz Index Advantage Income<sup>®</sup> Variable Annuity

Designed to help reduce uncertainty in retirement through guaranteed lifetime income, Allianz Index Advantage Income® Variable Annuity combines the opportunity to grow your retirement nest egg along with a guaranteed increase in your lifetime income percentage. Simply put: It offers the potential to meet your retirement income goals – and when it's time to start receiving income, you can choose consistent, level income, or increasing income potential to help address the rising cost of living.

It's your retirement. Make it the one you want, with the help of Allianz.

### Allianz Index Advantage Income® Variable Annuity at a glance

Index Advantage Income® is an index variable annuity designed to meet your long-term goals. It can help you address both halves of your retirement strategy:

1. accumulating retirement savings and 2. receiving income in the form of lifetime withdrawals.

Issue age: 0-	80	Contract maintenance charge: \$50 annually (waived for contract values of \$100,000 or more)Purchase payments: a,b,c Minimum initial: \$10 Minimum subsequent: \$50. Maximum: \$10,0							
Withdrawal charge schedule	e 7%, 6%, 5%, 4%, 0%.   All withdrawals are subject to ordinary income tax and, if taken prior to age 59½, may be								
Product fee	base, w				versary, calculated as a percentage of the charge ct anniversary, adjusted for subsequent purchase				
Income					ersary, calculated as a percentage of the charge : issue and cannot be added to a contract after issue.				
Benefit rider fee	before		the Income Benefit i	s removed, th	ree years while the contract value is positive and ne rider fee is no longer assessed. The Income				
Free withdrawal privilege	On a fu	Ill withdrawal prior free wi	thdrawals may be su	bject to a wit	ortion does not carry over from one year to the next. thdrawal charge as described in the prospectus. The ents or annuity payments begin.				
Death benefit	<ul> <li>Choose between two benefits at issue, both available only during the accumulation phase upon the first death of an owner named at issue:</li> <li>Traditional Death Benefit: greater of contract value, or total purchase payments adjusted for withdrawals</li> <li>Maximum Anniversary Value Death Benefit available for issue ages 0-75 (optional for an additional 0.20% rider fee, accrued daily and deducted on each quarterly contract anniversary, calculated as a percentage of the charge base): greater of contract value or Maximum Anniversary Value (highest contract value on any Index Anniversary prior to age 91 adjusted for subsequent purchase payments and withdrawals)</li> </ul>								
	Multi-Y	is a change in ownership, <b>'ear Term:</b>							
Index options	Index F S&P 5 Russel	Term   3-Year Term Performance Strategy: 00° Index Il 2000° Index year term options are available rticipation Rate.	1-Year Term: Index Performanc Index Precision St Index Guard Strat Index Protection S Index Protection S	rategy egy Strategy with					
	(term). No		option consistently delivers	the most return u	y), the index, and the time period for measuring Index Performance inder all market conditions. <b>Once income payments begin,</b>				
Lifetime Income Percentages	Income begin income payments (after a minimum waiting period of one index year). The initial income percentage and income percentage and income percentage increases are determined on the Index Effective Date. Additional information on the Lifetime Income								
Annuity payments and	<ul><li>Syste</li><li>Requ</li></ul>	Ind contract features: Imatic withdrawals Ired minimum distribution er of withdrawal charge b	• program •	<b>nnuity payo</b> Life Joint and las Refund life	<ul> <li>Life with period certain</li> </ul>				
withdrawals					tract maintenance charge and, if applicable, the death benefit rider fee eive when you allocate money to an index option.				
° Purchase paymen	ts can only	/ move into index options on the li	ndex Effective Date or an I	ndex Anniversar	у.				

<sup>b</sup>Allianz reserves the right to decline any or all purchase payments at any time on a nondiscriminatory basis. We annually limit additional purchase payments as described in the prospectus.

<sup>c</sup> Purchase payments received on days other than the Index Effective Date or an Index Anniversary will be placed in the AZL® Government Money Market Fund. At the Index Effective Date or Index Anniversary, we will transfer the contract value in the AZI® Government Money Market Fund to the applicable index options. Please refer to your product prospectus for state variations on contract features and charges.

Transfers to index options are allowed on every Index Anniversary, which is the anniversary of the Index Effective Date (the first date your money has the opportunity to be allocated to any index option among the index strategies and available indexes). After a Term Start Date, you cannot transfer into an established multi-year Term Index Option until the Term End Date; instead we will add this transfer to a new multi-year Term Index Option with a new Term Start Date.

# The role of an index variable annuity as part of your overall retirement strategy

An index variable annuity is a contract between you and an insurance company that is designed to help you reach your long-term financial goals.

Index variable annuities offer a **unique combination of features**, including indexed return potential with the opportunity for varying levels of protection through multiple crediting methods (also called index strategies), tax deferral<sup>1</sup> with the opportunity to grow your savings faster, a variety of lifetime payout options, and death benefit options.



Tax deferralGrowth potentialLevel of protection

As with any investment vehicle, index variable annuities are subject to risk, including possible loss of principal. Investment returns, index credits, and principal will fluctuate with market conditions so that contract values, upon distribution, may be worth more or less than the original cost.

### Get to know the Allianz Index Advantage Income® Variable Annuity.

If you're looking for retirement income with strategies for accumulation before retirement, and receiving guaranteed lifetime income through retirement, Index Advantage Income® Variable Annuity can help. It offers:

- income percentage increases with every year you hold your contract before starting income payments.<sup>2</sup>
- two choices for receiving income payments level income or income that can increase each year.
- competitive performance potential through multiple crediting methods, also referred to as index strategies.
- a level of protection against market losses.
- a cost-effective foundation for lifetime income.

<sup>1</sup>Withdrawals will reduce the contract value and the value of any potential protection benefits. Withdrawals taken within the contract withdrawal charge schedule will be subject to a withdrawal charge. All withdrawals are subject to ordinary income tax and, if taken prior to age 59½, may be subject to a 10% federal additional tax.

<sup>2</sup> Income percentage increases begin once the eligible person, or younger eligible person for joint payments, reaches age 45.

Please note that Allianz Life Insurance Company of North America (Allianz), its affiliated companies, and their representatives and employees do not give fiduciary, legal, or tax advice. You are encouraged to consult your tax advisor or attorney.



In order to better understand how Index Advantage Income<sup>®</sup> can help, let's take a closer look at some of the challenges retirees face.

### How long until you reach your retirement savings goals?

Given the unknowns of retirement expenses and the uncertain future of traditional sources of retirement income, much of the responsibility – and the risk – falls to your individual planning.

Unfortunately, many Americans fear they are falling short of their retirement savings goals altogether.

In a study among those who feel pressured to catch up on saving for retirement, 66% are keeping more money than they should out of the market because they are worried about loss.<sup>1</sup>

If you're unsure whether you'll have adequate savings for retirement, **Allianz Index Advantage Income®** Variable Annuity can help build your assets with a level of protection. What's more, the income percentage increases that occur during accumulation – and before you begin receiving income payments – can help make your assets work harder when it's time to start taking income.

66% of Americans are keeping more money than they should out of the market because they are worried about loss.<sup>1</sup>

# Opportunities to grow your income without growing your assets

# As the adage goes: Good things come to those who wait.

Index Advantage Income® can offer you a level of certainty in the retirement years ahead – even as you're waiting for retirement to begin. With Index Advantage Income®, your Lifetime Income Percentage has the opportunity to increase each year, even if your retirement assets fluctuate.

### How it works:

Beginning at age 45, the annuity provides a guaranteed income percentage increase in each of your Lifetime Income Percentages for each year you wait before beginning income payments. In effect, with Index Advantage Income®, you reward yourself for waiting. See how this could work for Susan on the next page.

This chart compares options for Level Income and Increasing Income. It shows the income percentages and the annual income percentage increases to those percentages based on the payment option and the age on the Index Effective Date. *For more information regarding Level Income and Increasing Income, refer to page 10.* 

	Level I	ncome	Increasin	g Income	Income	
Age	Single Joint		Single	Joint	percentage increase	
50 or less	5.20%	4.70%	3.90%	3.40%	0.25%	
51	5.30%	4.80%	4.00%	3.50%	0.25%	
52	5.40%	4.90%	4.10%	3.60%	0.25%	
53	5.50%	5.00%	4.20%	3.70%	0.25%	
54	5.60%	5.10%	4.30%	3.80%	0.25%	
55	5.70%	5.20%	4.40%	3.90%	0.30%	
56	5.80%	5.30%	4.50%	4.00%	0.30%	
57	5.90%	5.40%	4.60%	4.10%	0.30%	
58	6.00%	5.50%	4.70%	4.20%	0.30%	
59	6.10%	5.60%	4.80%	4.30%	0.30%	
60	6.20%	5.70%	4.90%	4.40%	0.35%	
61	6.30%	5.80%	5.00%	4.50%	0.35%	
62	6.40%	5.90%	5.10%	4.60%	0.35%	
63	6.50%	6.00%	5.20%	4.70%	0.35%	
64	6.60%	6.60% 6.10% 5.30%		4.80%	0.35%	
65	6.70%	6.20%	5.40%	4.90%	0.40%	
66	6.80%	6.30%	5.50%	5.00%	0.40%	
67	6.90%	6.90% 6.40%		5.60% 5.10%		
68	7.00%	6.50%	5.70% 5.20%		0.40%	
69	7.10%	6.60%	5.80%	5.30%	0.40%	
70	7.20%	6.70%	5.90%	5.40%	0.45%	
71	7.30%	6.80%	6.00%	5.50%	0.45%	
72	7.40%	6.90%	6.10%	5.60%	0.45%	
73	7.50%	7.00%	6.20%	5.70%	0.45%	
74	7.60%	7.10%	6.30%	5.80%	0.45%	
75	7.70%	7.20%	6.40%	5.90%	0.50%	
76	7.80%	7.30%	6.50%	6.00%	0.50%	
77	7.90%	7.40%	6.60% 6.10%		0.50%	
78	8.00%	7.50%	6.70%	6.20%	0.50%	
79	8.10%	7.60%	6.80%	6.30%	0.50%	
80	8.20%	7.70%	6.90%	6.40%	0.55%	

We establish the income percentages, income percentage increases, and the minimum waiting period on the date we receive your signed application in good order, which may differ from the values stated here. Current rates for new business contracts are available at www.allianzlife.com/indexincomerates. Lifetime income payments can begin on any Index Anniversary once the eligible person reaches age 50, and no later than age 100 after a minimum waiting period of one index year. For joint income payments, the age of the younger eligible person will be used to determine income percentages, income percentage increases, and when income payments begin. If we receive additional purchase payments after the Index Effective Date, the income percentage for those payments is determined by the eligible person's age on the next Index Anniversary that occurs on or after we receive a purchase payment.

6 An eligible person is the contract owner and their spouse as long as the spouse is an owner or sole primary or sole contingent beneficiary as specified in the prospectus.

## Income soon or income later: Susan's story

Susan is 55 years old and wants to determine how soon she can retire. Working with her financial professional, Susan creates a strategy that's appropriate for her financial objectives:

- The potential to grow her retirement savings with a level of protection from market losses.
- Supplement her guaranteed sources of income (e.g., annual Social Security) to help cover her expenses throughout retirement
- Potential to increase her retirement income

As part of her strategy, Susan purchases an Index Advantage Income® Annuity with a single purchase payment and does not take any withdrawals prior to retirement. Because she wants the reassurance of level and dependable income for her life, Susan prefers Level Income payments. She isn't sure when she wants to start receiving income payments, but she likes that her available Lifetime Income Percentages can increase by **0.30%** for every year she waits.

As Susan's financial professional reminds her, each purchase payment is subject to a six-year withdrawal charge. Surrendering could result in the loss of all or part of any returns she's earned, and a partial loss of principal.

Below are the guaranteed Lifetime Income Percentages available to Susan based on when she starts taking income payments (at age 60, 65, or 70). Note: If Susan chose Increasing Income payments instead, the Lifetime Income Percentages would be 1.30% lower. Keep in mind, Susan must wait at least one index year before taking income.

#### Lifetime Income Percentage

<b>Starting %</b>	<b>5-year wait</b>	<b>10-year wait</b>	<b>15-year wait</b>
(Age 55)	(Age 60)	(Age 65)	(Age 70)
5.70%	<b>7.20%</b> <sup>1</sup>	<b>8.70%</b> <sup>2</sup>	<b>10.20%</b> <sup>3</sup>

This hypothetical chart assumes Susan was age 55 on the Index Effective Date and is provided to show how income percentage increases could affect Lifetime Income Percentages under Level Income. It does not predict or project the actual results of a specific client.

### If Susan accumulated \$500,000 by age 65, she could receive \$42,500 in annual income:

\$500,000	× 8.70% =	\$43,500
SUSAN'S	LIFETIME INCOME	INCOME
CONTRACT VALUE	PERCENTAGE	PAYMENT

→ Because her Lifetime Income Percentages are guaranteed and can increase, the longer she waits, the higher Susan's income can be.

- <sup>1</sup>5.70% (starting income percentage at age 55) + 1.50% (0.30% income percentage increase x 5 years) = 7.20%
- <sup>2</sup>5.70% (starting income percentage at age 55) + 3.00% (0.30% income percentage increase x 10 years) = 8.90%
- <sup>3</sup> 5.70% (starting income percentage at age 55) + 4.50% (0.30% income percentage increase x 15 years) = 10.20%

# Index Advantage Income® offers index strategies to help you prepare for retirement.

#### Consider your preference for risk and return

- · Choose from a variety of index strategies
- · Each offers unique risk and return objectives
- If your objectives change or markets evolve, you also have the ability to reallocate<sup>1</sup>

Customize your allocations with one or	Index PROTECTION Strategy	Index GUARD Strategy	Index PRECISION Strategy	Index <b>PERFORMANCE</b> Strategy	Index <b>PERFORMANCE</b> Strategy
more of these index strategies to provide the performance potential you want with the level of protection you need. 	<ul> <li><b>1-year term</b></li> <li>Provides the most protection with no losses due to market index returns</li> <li>Offers modest growth potential with a Declared Protection Strategy Credit relative to the other strategies</li> </ul>	<ul> <li><b>1-year term</b></li> <li>Offers upside potential that may be matched or exceeded only by the Index Performance Strategy</li> <li>Provides protection with a 10% floor which means you assume the first 10% negative index loss and no more</li> <li>This strategy may be more favorable in a strong market with protection from large index losses</li> </ul>	<ul> <li><b>1-year term</b></li> <li>Offers the same level of protection and 10% buffer as the Index Performance Strategy</li> <li>Credits an annual predetermined Precision Rate if the change in the annual index value is zero or positive</li> <li>This strategy may be more favorable in a low-growth environment with protection from smaller index losses</li> </ul>	<ul> <li><b>1-year term</b></li> <li>Provides greater performance potential, based on a cap, among 1-year term strategies</li> <li>Provides a level of protection with a buffer that absorbs the first 10% of negative index performance</li> <li>This strategy may be more favorable in a strong market with protection from smaller index losses</li> </ul>	<ul> <li>10% Buffer</li> <li>20% Buffer</li> <li>3-year term</li> <li>6-year term</li> <li>6-year term</li> <li>A longer term provides the greatest performance potential</li> <li>Provides a level of protection with a buffer that absorbs a certain percentage of negative index performance</li> <li>These strategies, also with a Participation Rate, may be more favorable in a longer period of market growth with protection from index losses</li> </ul>
·	MORE POTENTIAL PI	ROTECTION		MORE PERFO	RMANCE POTENTIAL
	← Conservati	ve <	— Moderate —		ightarrow Growth $ ightarrow$
			INVESTOR PROFILE		

### **Index strategies**

R

To learn how each strategy works and about the Performance Lock feature that is available on certain index strategies, refer to the individual index strategy inserts.



### Your index allocation options

### Indexes available with the Index Advantage Income® Strategies

Because indexes may perform differently under similar market conditions, Allianz Index Advantage Income<sup>®</sup> Variable Annuity offers five index options before you begin to receive lifetime income payments.

#### S&P 500<sup>®</sup> Index

A large-cap American stock market index based on market capitalizations of 500 companies. Often considered one of the best overall representations of the U.S. stock market.

#### Russell 2000® Index

A small-cap stock market index of the smallest 2,000 companies in the Russell 3000<sup>®</sup> Index. A common benchmark for companies that identify as small-cap based on market capitalization.

#### Nasdaq-100® Index

A large-cap market index that includes 100 of the largest domestic and international nonfinancial securities listed on the Nasdaq Stock Market.

### iShares® MSCI Emerging Markets ETF

An exchange-traded fund that seeks to track the investment results of the MSCI Emerging Markets Index, which is designed to measure equity market performance in the global emerging markets. The underlying index may include large- and mid-capitalization companies.

#### EURO STOXX 50®

An international stock market index that provides a blue-chip representation of supersector leaders in the Eurozone. The index covers 50 stocks from 11 Eurozone countries.



FOR INFORMATION on current caps and rates offered, please consult your financial professional or visit www.allianzlife.com/indexincomerates.

Rates will vary by index option. Caps cannot be less than 10% for a 6-year term and 5% for a 3-year term. Index Performance Strategy and Index Guard Strategy caps, and Index Precision Strategy Precision Rates cannot be less than 3% for a 1-year term. Index Protection Strategy caps and DPSCs cannot be less than 0.50%. Participation Rates cannot be less than 100%. For current rates, please refer to www.allianzlife.com/indexincomerates.

Each index option is the combination of an index strategy, the index, and the time period for measuring Index Performance (term). These unmanaged indexes are not intended to represent specific mutual funds. Investors cannot invest directly in an index. The S&P 500° Index and Russell 2000° Index are the only available indexes with the Index Performance Strategy 6-Year Term and Index Performance Strategy 3-Year Term index options.

The product, including available index options, may vary by state and broker/dealer. Consult your financial professional for index options available in your state.

### Receiving income in retirement

Create a strategy for the long term. Your primary objective throughout retirement is to identify a source of dependable income you can rely on for the rest of your life – no matter how long that lasts. It also helps to have an investment strategy that provides additional financial stability and protection for as long as you live.

### **INDEX ADVANTAGE INCOME® offers choices to help you in retirement.**

Protecting your principal becomes more important as you take income. That's why Index Advantage Income® only offers the **Index Protection Strategy with cap and the Index Protection Strategy with DPSC while receiving income.** These combined strategies offer the most protection with no losses due to market index returns and some growth potential. When it's time to start receiving income (after at least one index year), the amount you receive is determined by your current contract value and one of two income payment options to suit your income needs. With Index Advantage Income®, you can choose:

### IIII) Level Income

Level Income is consistent, dependable income for life. This may be a good choice if you want the reassurance of knowing exactly how much income you'll receive annually and if you want a guaranteed stream of income that you can't outlive.<sup>1</sup>



Increasing Income is guaranteed income for life<sup>1</sup> – plus an opportunity for payment increases. This offers a smaller payment up front, with the potential to increase each year by credits earned by your selected index options.

The charts to the right compare both **Level Income** and **Increasing Income** payment options. They show the lifetime income percentages and the annual increases to those percentages, based on the payment option and the eligible person's age on the Index Effective Date.

<sup>&</sup>lt;sup>1</sup>Assumes you don't take more than the annual maximum income payment. Once established, the annual maximum income payment can only decrease if you take an excess withdrawal. Excess withdrawals reduce your contract value, income payments, and any guaranteed death benefit value, and may end your contract.

# Level Income or Increasing Income: Susan's story

### Based on the two options, it's up to Susan to decide which one could fit her needs: Level Income or Increasing Income

Continuing with our prior example, Susan is now age 65 and has a current contract value of \$500,000, which is what her initial income would be based on.

Both of these hypothetical examples below (Level Income and Increasing Income) show how Index Advantage Income® might work in different market environments and assume no change in the hypothetical cap of 3.00%. They do not predict or project the actual performance of the Allianz Index Advantage Income® Variable Annuity with the Index Protection Strategy with cap: 1-Year Term. The performance credits reflected for each would be based on an index return up to the hypothetical 3.00% cap.

### Level Income example

Level Income example						Income payments		
	Annual maximum income payment	\$43,500	\$43,500	\$43,500	\$43,500	\$43,500	\$43,500	continue for life
	Age	65	66	67	68	69	70	<b>Age:</b> 65
	Performance credit	0.0%	3.0%	3.0%	0.0%	2.50%	0.0%	Initial income payment: \$43,500
	Lifetime Income Percentage	8.70%					(\$500,000 x 8.70%).	

<b>Age:</b> 65
Initial income
payment: \$43,500
(\$500,000 x 8.70%).

						+2.50%	
				+3.0%			
Increasing Income example			+3.0%				Income payments
Annual maximum income payment	\$37,000	\$37,000	\$38,110	\$39,253	\$39,253	\$40,234	continue for life
Age	65	66	67	68	69	70	Every time you get
Performance credit	0.0%	3.0%	3.0%	0.0%	2.50%	0.0%	an increase, <b>it's</b>
Lifetime Income Percentage			7.4	0%			guaranteed for the rest of your life.

### LET'S DO THE MATH:

Age 65	Susan's initial income payment with the Increasing Income option would be \$37,000 (\$500,000 × 7.40%).
Age 66	<b>Susan's income payment would remain the same \$37,000.</b> The previous year's performance credit was 0.0% due to a negative index return when the market was down (\$37,000 x 0% = \$37,000).
Age 67	<b>Susan's income payment increases to \$38,110.</b> In the previous year, Susan had a 3.0% performance credit because the index return exceeded the hypothetical cap of 3.00%. This means her income payment would also go up by 3.0% (\$37,000 x 3.0% = \$1,110 and \$37,000 + \$1,110 = \$38,110).
Age 68	<b>Susan's income payment increases to \$39,253.</b> Again, the example assumes an index return that exceeds the cap. Susan would have had a 3.0% performance credit the previous year so her income would increase 3.0% (\$38,110 x 1.03 = \$39,253).
Age 69	<b>Susan's income payment remains \$39,253.</b> Assuming a negative index return and the performance credit was 0.0% the previous year, Susan's income payment would not increase (\$39,253).
Age 70	<b>Susan's income payment increases to \$40,234.</b> The previous year assumes an index return of 2.50%. Because the index return is less than the hypothetical cap, Susan would have realized a performance credit equal to the index return. As a result, Susan would get a 2.50% increase in her income payment (\$39,253 x 1.025 = \$40,234). This payment would continue for life and never go down. It could only go up again if Susan had another positive performance credit.

# Is Index Advantage Income® appropriate for you?

If you're concerned about saving enough for retirement – and you want lifetime income payments with an opportunity for increases – consider Index Advantage Income<sup>®</sup> as part of your strategy.

Remember, it can be a valuable part of your overall retirement strategy with:

**income percentage increases** every year you wait to begin income payments,

growth potential based on changes in an external market index,

**a level of protection** from market loss while providing the opportunity for tax-deferred growth, and

**several income options** – including income payments for life with the opportunity to increase.



Talk to your financial professional. Ask whether Index Advantage Income® may be a good fit for your overall retirement strategy.

The following\*, 1, and 2 disclosures apply to the  $\mathsf{AZL}^{\otimes}$  Government Money Market Fund.

- \* You could lose money by investing in the Fund. Although the Fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. An investment in the Fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The Fund's sponsor has no legal obligation to provide financial support to the Fund, and you should not expect that the sponsor will provide financial support to the Fund at any time.
- <sup>1</sup>The AZL® investment options are managed by an affiliate of Allianz Life Insurance Company of North America and Allianz Life Financial Services, LLC. All are affiliated companies.
- <sup>2</sup> This investment option is subadvised. The subadvisor may have a public mutual fund with an investment objective that is similar to that of this investment option. These are separate portfolios that will have different performance due to differing fees, expenses, relative cash flows, portfolio sizes, and other factors.

The S&P 500 $^\circ$  Index is comprised of 500 stocks representing major U.S. industrial sectors.

S&P° is a registered trademark of Standard & Poor's Financial Services LLC ("S&P"). This trademark has been licensed for use by S&P Dow Jones Indices LLC and its affiliates. S&P° and S&P 500° are trademarks of S&P. These trademarks have been sublicensed for certain purposes by Allianz Life Insurance Company of North America ("Allianz"). The S&P 500 is a product of S&P Dow Jones Indices LLC and/or its affiliates and has been licensed for use by Allianz. Allianz products are not sponsored, endorsed, sold, or promoted by S&P Dow Jones Indices LLC, Dow Jones, S&P, or their respective affiliates and neither S&P Dow Jones Indices LLC, Dow Jones, S&P, or their respective affiliates make any representation regarding the advisability of investing in such product.

The NASDAQ-100 Index<sup>®</sup> includes 100 of the largest domestic and international non-financial securities listed on The NASDAQ Stock Market<sup>®</sup> based on market capitalization.

NASDAQ®, and Nasdaq-100 Index®, are registered trademarks of Nasdaq, Inc. (which with its affiliates is referred to as the "Corporations") and are licensed for use by Allianz Life Insurance Company of North America. The Product(s) have not been passed on by the Corporations as to their legality or suitability. The Product(s) are not issued, endorsed, sold, or promoted by the Corporations. **THE CORPORATIONS MAKE NO WARRANTIES AND BEAR NO LIABILITY WITH RESPECT TO THE PRODUCT(S).** 

The Russell 2000° Index is an equity index that measures the performance of the 2,000 smallest companies in the Russell 3000° Index, which is made up of 3,000 of the biggest U.S. stocks. The Russell 2000° Index is constructed to provide a comprehensive and unbiased small-cap barometer and is completely reconstituted annually to ensure larger stocks do not affect the performance and characteristics of the true small-cap index.

The Russell 2000<sup>®</sup> Index (the "Index") is a trademark of Frank Russell Company ("Russell") and has been licensed for use by Allianz Life Insurance Company of North America ("Allianz"). Allianz products are not in any way sponsored, endorsed, sold or promoted by Russell or the London Stock Exchange Group companies ("LSEG") (together the "Licensor Parties") and none of the Licensor Parties make any claim, prediction, warranty or representation whatsoever, expressly or impliedly, either as to (i) the results to be obtained from the use of the Index (upon which the Allianz product is based), (ii) the figure at which the Index is said to stand at any particular time on any particular day or otherwise, or (iii) the suitability of the Index for the purpose to which it is being put in connection with the Allianz product. None of the Licensor Parties have provided or will provide any financial or investment advice or recommendation in relation to the Index to Allianz or to its clients. The Index is calculated by Russell or its agent. None of the Licensor Parties shall be (a) liable (whether in negligence or otherwise) to any person for any error in the Index or (b) under any obligation to advise any person of any error therein.

The EURO STOXX 50°, Europe's leading blue-chip index for the Eurozone, provides a blue-chip representation of supersector leaders in the Eurozone. The index covers 50 stocks from 11 Eurozone countries: Austria, Belgium, Finland, France, Germany, Ireland, Italy, Luxembourg, the Netherlands, Portugal, and Spain.

The EURO STOXX 50° is the intellectual property (including registered trademarks) of STOXX Limited, Zurich, Switzerland ("STOXX"), Deutsche Börse Group or their licensors, which is used under license. Allianz products are neither sponsored nor promoted, distributed or in any other manner supported by STOXX, Deutsche Börse Group or their licensors, research partners or data providers and STOXX, Deutsche Börse Group and their licensors, research partners or data providers do not give any warranty, and exclude any liability (whether in negligence or otherwise) with respect thereto generally or specifically in relation to any errors, omissions or interruptions in the EURO STOXX 50 or its data.

The iShares® MSCI Emerging Markets ETF is distributed by BlackRock Investments, LLC. iShares<sup>®</sup>, BLACKROCK<sup>®</sup>, and the corresponding logos are registered trademarks of BlackRock, Inc. and its affiliates ("BlackRock") and are used under license. These trademarks have been licensed for certain purposes by Allianz Life Insurance Company of North America ("Allianz") and its wholly-owned subsidiaries. Products offered by Allianz or its wholly-owned subsidiaries are not sponsored, endorsed, sold or promoted by BlackRock, and purchasers of such products do not acquire any interest in the iShares® MSCI Emerging Markets ETF nor enter into any relationship of any kind with BlackRock. BlackRock makes no representations or warranties, express or implied, to the owners of any products offered by Allianz or its wholly-owned subsidiaries, or any member of the public regarding the advisability of purchasing a product from Allianz or its wholly-owned subsidiaries. BlackRock has no obligation or liability for any errors, omissions, interruptions or use of the iShares MSCI Emerging Markets ETF or any data related thereto, or with the operation, marketing, trading or sale of any products or services offered by Allianz and its wholly-owned subsidiaries.

# True to our promises so you can be true to yours®

Products are issued by:

### Allianz Life Insurance Company of North America

5701 Golden Hills Drive Minneapolis, MN 55416-1297

Products are distributed by:

Allianz Life Financial Services, LLC

5701 Golden Hills Drive Minneapolis, MN 55416-1297

www.allianzlife.com | 800.624.0197 Member FINRA

This content does not apply in the state of New York.

All annuity contract and rider guarantees, or annuity payout rates, are backed by the claims-paying ability of the issuing insurance company. They are not backed by the broker/dealer from which this annuity is purchased, by the insurance agency from which this annuity is purchased, or any affiliates of those entities, and none makes any representations or guarantees regarding the claims-paying ability of Allianz Life Insurance Company of North America. Guarantees do not apply to the performance of the variable subaccounts, which will fluctuate with market conditions. A leading provider of annuities and life insurance, Allianz Life Insurance Company of North America (Allianz) bases each decision on a philosophy of being true: **True to our strength** as a key part of a leading global financial organization. **True to our passion** for making wise investment decisions. **True to building a culture** where everyone feels welcomed, included, and valued. And **true to the people we serve**, each and every day.

Through a line of innovative products and a network of trusted financial professionals, and with 3.7 million contracts issued, Allianz helps people as they seek to achieve their financial and retirement goals. Founded in 1896, Allianz is proud to play a vital role in the success of our global parent, Allianz SE, one of the world's largest financial services companies.

While we are proud of our financial strength, we are made of much more than our balance sheet. By being true to our commitments and keeping our promises, we believe we make a real difference for our clients. It's why so many people rely on Allianz today and count on us for tomorrow – when they need us most.