

# Using the Index Lock feature to capture potential interest

There are many reasons to consider adding a fixed index annuity (FIA) to your retirement portfolio. FIAs from Allianz Life Insurance Company of North America (Allianz) offer a unique combination of benefits that can help you meet your long-term goals. All FIAs protect your principal and credited interest from market downturns, provide tax deferral, and offer the potential to earn interest based on changes in an external market index.

**And now, select Allianz FIAs also offer you the ability to react to the market in times of volatility.**

The Index Lock feature gives you the opportunity to lock in an index value on an indexed interest allocation at any point during the crediting period. By locking in your index value, you are assured a positive index credit, no matter what happens in the market during the remainder of the crediting period.

**How does it work?** Once during each crediting period, you can request an Index Lock on your selected indexed interest allocation. The index value will remain locked until the end of the crediting period. Depending on market fluctuation, you may receive more or less indexed interest than you would have received had you not elected the Index Lock. Index Lock is available on select indexed interest allocation options.<sup>1</sup>

## LET'S LOOK AT AN EXAMPLE: WHAT HAPPENS IF TOM AND MARY USE THEIR INDEX LOCK?



In this hypothetical example, Tom and Mary (not actual Allianz clients) want to accumulate assets for retirement income. Because they want an opportunity to accumulate indexed interest while having protection from market downturns, Tom and Mary's financial professional recommends an Allianz fixed index annuity with a variety of indexes and crediting methods, including the multi-year point-to-point crediting method with a participation rate over a two-year time frame. They decide to allocate 100% of the premium in their Allianz FIA to an indexed interest allocation with this crediting method.

- Married couple in their 50s
- Wants to accumulate assets for retirement income
- Needs protection from market downturns
- Decided to use the Index Lock feature



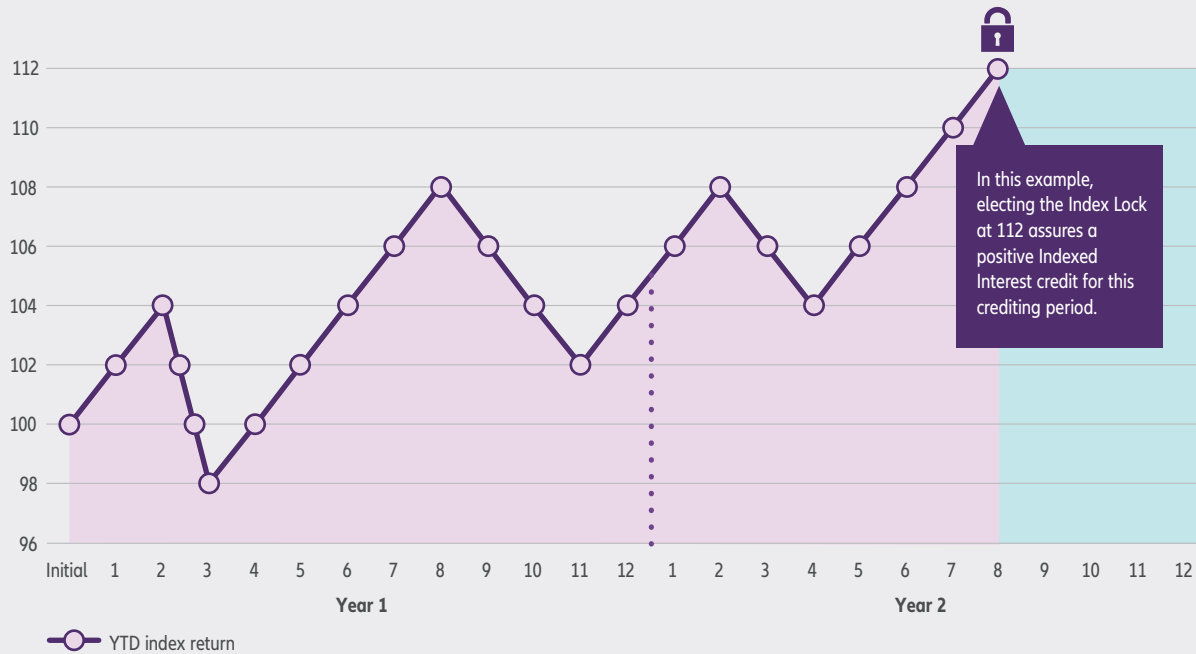
Must be accompanied by the appropriate fixed index annuity consumer brochure.

<sup>1</sup>Refer to your Allianz FIA consumer brochure or Index Allocation Options Guide (M-7214) for additional information.

Guarantees are backed by the financial strength and claims-paying ability of the issuing company.

Product and feature availability may vary by state and broker/dealer.

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This example represents hypothetical performance, used to show how a multi-year crediting method and Index Lock feature function within an Allianz FIA. It does not represent an actual Allianz FIA and does not guarantee future results. Although the changes in an external index may affect how much interest is credited to your annuity, you cannot buy, directly participate in, or receive dividend payments from any index through your annuity contract.

In our example, the value of the hypothetical index when Tom and Mary's contract was issued was 100. The external index experienced volatility throughout the crediting period. On the eighth month of the second year, the external index rose to a high of 112.

Worried about future volatility and lower index returns with only a few months left in the two-year crediting period, Tom and Mary decided to use the Index Lock feature to lock in and capture the current index value. Their financial professional explained that by electing the Index Lock at 112, they were assured a positive credited interest amount for that crediting period – no matter what happened with the external index performance during the remaining months. If the 2-year crediting period ended lower than 112 – or even if it ended higher – Tom and Mary would receive indexed interest based on their locked value of 112.

If Tom and Mary had chosen not to activate the Index Lock, they may have found that the external index continued to rise during the last four months of the crediting period. A higher index value would have meant a higher indexed interest credit. Or, it could have lost value in that time. With a lower ending index value, the indexed interest credit would have been lower, but in no event lower than zero because of the contract guarantee.

Ultimately, Tom and Mary decided to use the Index Lock to lock in the index value at an earlier point in the crediting period, rather than to wait and see if the index value might increase any further at the end of the crediting period. With the added control the Index Lock provided, they were able to ensure they would receive an interest credit they could be comfortable with for that crediting period.

The indexes available within the contract are constructed to keep track of diverse segments of the U.S. or international markets, or specific market sectors. These indexes are benchmarks only. Indexes can have different constituents and weighting methodologies. Some indexes have multiple versions that can weight components or may track the impact of dividends differently. Although an index may affect your interest credited, you cannot buy, directly participate in, or receive dividend payments from any of them through the contract.

# Questions and answers

**Q: Can I elect Index Lock on multiple indexed interest allocations?**

**A:** Yes. If you have chosen more than one indexed interest allocation that offers the Index Lock feature, you can initiate a lock on each indexed interest allocation. Different indexes can be locked at different times.

**Q: When is the indexed interest credit applied to my contract?**

**A:** The indexed interest credit is applied at the end of the crediting period based on your locked index value. Even if you elect the Index Lock halfway through the crediting period, the indexed interest credit will not be applied until the end of the crediting period.

**Q: I elected the Index Lock and the external index value has increased. Can I lock in the higher value?**

**A:** No. You can only elect the Index Lock on each indexed interest allocation once per crediting period. Once the index value is locked, it cannot be unlocked until the beginning of the next crediting period.

**Q: Will my Index Lock value be the beginning value for the next crediting period?**

**A:** No. If you choose to lock in a credited rate, the beginning index value for the next crediting period will be the index value at the end of the previous crediting period (not the locked-in index value). For example, in the scenario above, Tom and Mary activated the Index Lock when the external index rose to 112. If the index value at the end of the two-year crediting period was 110, the starting index value for the second crediting period would be 110, not the locked-in value of 112.

**Q: If I request an Index Lock, when will the index value be locked?**

**A:** If you request an Index Lock prior to 4:00 p.m. Eastern time on a business day, the index will lock at the ending index value of that day. If you request the lock after 4:00 p.m. Eastern time on a business day, the index will lock at the ending index value at the end of the following business day. Your locked index value is the index value at the end of the business day on the day the index is locked. Therefore, the index value actually locked may be higher or lower than at the time of the request. A business day is defined as each day on which the New York Stock Exchange (NYSE) is open for trading. Our business day closes when regular trading on the NYSE closes.

**Q: Can I cancel my Index Lock request?**

**A:** Your Index Lock request can only be cancelled by calling our service team at 800.950.1962 before 4:00 p.m. Eastern time on the day the index value will be locked.



**To learn more about the Index Lock feature and the Allianz FIAs that offer it, contact your financial professional.**

Guarantees are backed solely by the financial strength and claims-paying ability of Allianz Life Insurance Company of North America. Product and feature availability may vary by state and broker/dealer.

• Not FDIC insured • May lose value • No bank or credit union guarantee  
• Not a deposit • Not insured by any federal government agency or NCUA/NCUSIF

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