

# Prudential SurePath<sup>SM</sup> and SurePath<sup>SM</sup> Income **FIXED INDEXED ANNUITIES**

Strategies to help meet the needs of clients who are:

- Risk averse and uncomfortable investing in equities
- Concerned about losing money, but seek growth potential
- Looking to create guaranteed lifetime income, but protection is a priority

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1/12 SurePath and SurePath Income



# Two fixed indexed annuities from a company committed to you and your clients

Prudential Annuities is pleased to work with your Independent Marketing Organization. We are committed to our relationship and to helping your clients prepare for retirement.

With our **SurePath Fixed Indexed Annuity** and **SurePath Income Fixed Indexed Annuity**, you can meet the needs of your protection-focused clients that are looking for growth opportunity or income as part of their retirement strategy:

	SurePath	SurePath Income
<b>Choice and Flexibility</b> Mix and match indices, crediting methods, and crediting periods to create a customized strategy that helps meet your clients' needs.	X	X
<b>Protection and Growth Opportunity</b> Your clients won't have to choose between asset protection and upside potential.	X	X
<b>Legacy Protection with a Difference</b> Unlike standard death benefits that provide only the greater of account value or Minimum Guaranteed Surrender Value, if your client passes away during their index term, their beneficiaries will also receive a portion of any index growth.	X	X
<b>Guaranteed Lifetime Income Benefit</b> Built-in feature that provides your clients with protected lifetime income that grows every day until they start taking income. They can choose to take income at any time—the longer they wait, the more their income for retirement will grow.		X

## Prudential: Meeting challenges for over 145 years

As you help your clients plan for a more secure tomorrow, you'll want to work with a company you know and trust. Prudential has helped millions of people prepare for their future. With a solid reputation for risk management, product innovation, investment expertise, and financial strength, Prudential continues its commitment to helping Americans meet their financial challenges.

# SurePath and SurePath Income Fixed Indexed Annuities

## Choice and flexibility

**SurePath and SurePath Income** offer two ways to potentially grow your clients' money: an index-based strategy and a fixed rate strategy. Your clients have the flexibility to choose one strategy or the other, or a combination of both.

Funds allocated to the index-based strategy have the potential to grow based on the performance of a stock market index. **SurePath and SurePath Income** currently offer three index-based options, each with a cap rate or participation rate. You and your clients can choose from the available index options, select the term (also referred to as the crediting period) and decide the percentage to allocate to each.

Money allocated to the fixed rate strategy is guaranteed to grow at a predetermined interest rate for a period of one year.

### Choices include:

	Cap Rate		Participation Rate	
	1-Year Term	3-Year Term	1-Year Term	3-Year Term
<b>S&amp;P 500® Index</b>	✓	✓	✓	✓
	A leading gauge of the U.S. equities market, the Standard & Poor's 500 Index includes 500 of the largest companies on the New York Stock Exchange and NASDAQ.			
<b>MSCI EAFE Index</b>	✓	✓	✓	✓
	The MSCI EAFE Index is designed to measure the performance of a selection of stocks in 21 developed markets outside the U.S. and Canada. The oldest international stock index, it is the most common benchmark in the U.S. for foreign stock funds.			
<b>Goldman Sachs Voyager Index</b>	—	—	✓	✓
	The Goldman Sachs Voyager Index was customized for the exclusive use within Prudential's Fixed Indexed Annuities. This proprietary index seeks to achieve growth of capital by investing in a diversified, global mix of assets while providing for a dynamic allocation, enhanced diversification, volatility management, and the potential to better navigate a full market cycle.			

	1-Year Term
	Fixed Rate
<b>Fixed Rate Strategy</b>	✓
	The fixed rate strategy is a fixed rate account that is designed to provide a guaranteed simple fixed interest rate, which is credited daily for a period of one year and renews annually.

The Goldman Sachs Voyager Index includes an annual 0.50% index fee, which accrues daily, meaning that a small portion of the fee is removed from the Index each day. The index fee is included in order to account for index rebalancing, maintenance, and hedging and transaction costs.

It's important to note that any amounts withdrawn during the index terms, including Required Minimum Distributions (RMDs), are not eligible for any interest. Withdrawals taken during the surrender charge period, excluding any RMDs calculated by Prudential, will be subject to any applicable surrender charges and a Market Value Adjustment (MVA).

# How Cap Rates and Participation Rates Work

## The role of the cap rate and participation rate

With the index-based strategy, **SurePath and SurePath Income** use a point-to-point crediting method that measures the indices' performance from the beginning to the end of your clients' 1- or 3-year term. Clients have the option to allocate money into an index-based option with a cap rate or a participation rate. These are used in calculating the interest that may be credited to your clients' account value at the end of an index term.

- The **cap rate** is the upper limit of interest that can be credited during a specific index term.
- The **participation rate** is the percentage of any index increase used to calculate interest.

## The role of the floor

Your clients' principal and any earnings are protected by the safety of a floor. The floor prevents your clients' annuity from losing value even if the index declines during their term. With **SurePath and SurePath Income**, the floor is 0%, which means your clients will never experience a negative return due to index performance.\*

The following scenarios are possible from the beginning of the index-based strategy term to the end.

### If the Index:

Point-to-Point with a Cap Rate	Index Performance	Cap Rate**	Interest Credited
Increased by an amount equal to or greater than the cap rate, the interest credited is equal to the cap rate.	20%	4%	4%
Increased by an amount less than the cap rate, the credited interest rate will be the same as the index percentage change.	3%	4%	3%
Decreased, the account value loses nothing.	-5%	4%	0%

### If the Index:

Point-to-Point with a Participation Rate	Index Performance	Participation Rate**	Interest Credited
Increased, the amount credited will be determined by multiplying the participation rate by the index performance. Here are two examples of how they work in different markets.	20%	30%	6%
	3%	30%	0.9%
Decreased, the account value loses nothing.	-5%	30%	0%

\* Subject to an annual benefit fee on SurePath Income.

\*\* For illustrative purposes only. Not based on any specific product. Actual cap rate or participation rate may be higher or lower than the rate shown. Please note that all crediting strategies may not be available with all states and with all firms.

## Legacy protection for beneficiaries

**SurePath and SurePath Income** offer a built-in death benefit that is equal to the greater of the account value or the Minimum Guaranteed Surrender Value.\*\*\* If a client passes away before the end of their index term, a proportional amount of interest would be credited to the account value, assuming the index increased in value and subject to the cap rate or participation rate. The amount would be based on the client's time in their selected 1- or 3-year term.

\*\*\* Minimum Guaranteed Surrender Value—A state-required minimum value that the contract owner will receive upon surrender, death, or annuitization. It is equal to 87.5% of premiums, minus any withdrawals, accumulating at a fixed rate equal to at least 1%.

## Combine the power of protection with growth opportunity

Here's a hypothetical example of how an individual would have benefited over 20 years with a premium payment of \$100,000, selecting the S&P 500® index-based strategy at a 6% cap rate or a 30% participation rate with a 1-year term, and not taking any withdrawals.

### A Protection in volatile markets

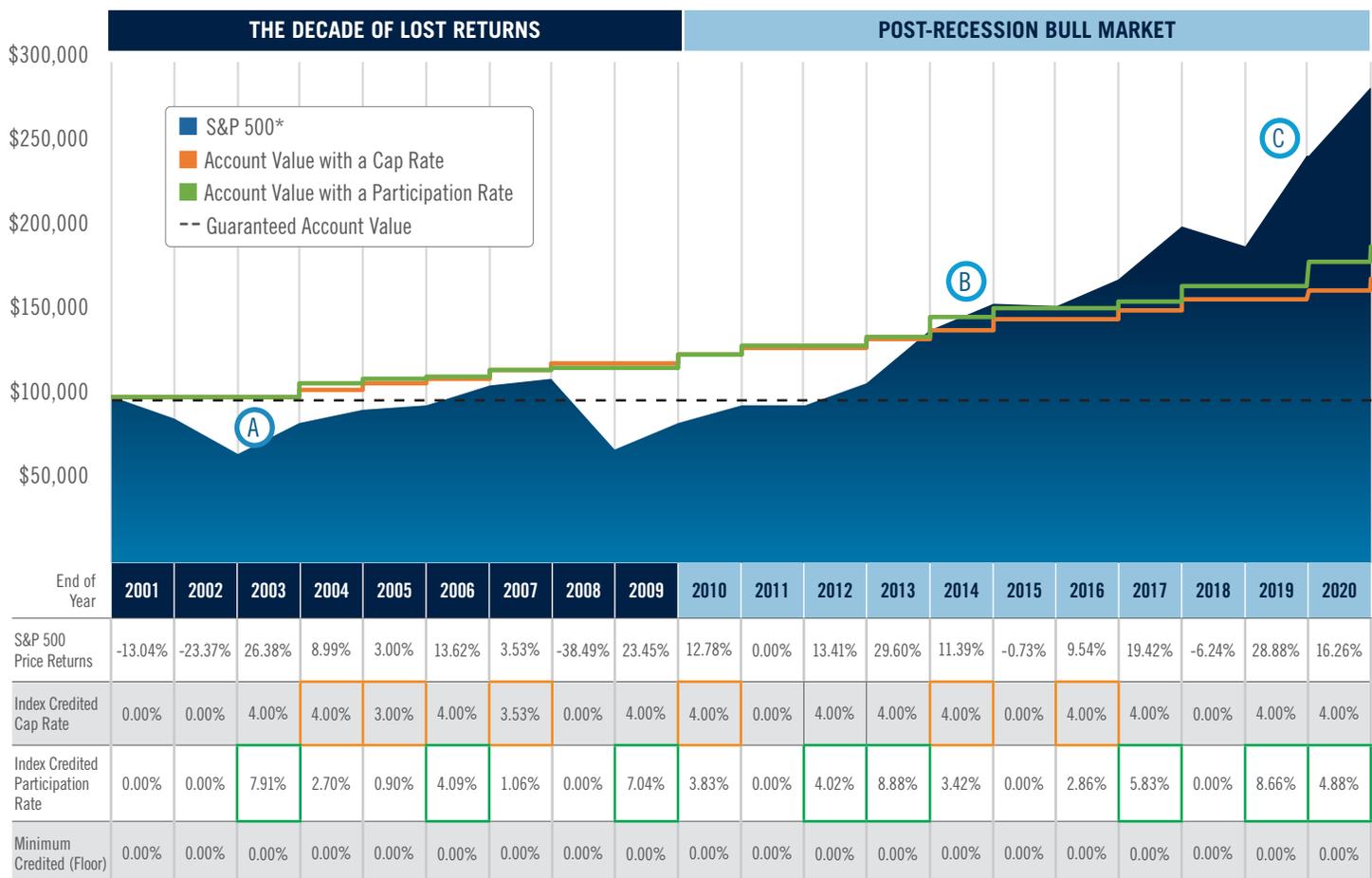
In years when the S&P 500 suffered steep declines, the account value would have been 100% protected from market losses. There would be no need to decide to get out of the market or stay – the rough patches would be safely navigated.

### B Growth opportunity in up markets

In years when the S&P 500 performed well, allocation to the Indexed-Based Strategy option would have helped the Account Value grow. This opportunity would have been missed if the individual got out before the upturn.

### C Preparation for whatever the future holds

No matter how the S&P 500 performs in the future, any interest that's been credited is 100% safe. With a fixed indexed annuity, your clients are protected from loss in bad times and have the opportunity to continue to grow their account value in good times.



Source: S&P 500 Price Returns, provided by Morningstar Direct.

The example above is for illustrative purposes only. It does not reflect a specific annuity or actual account value. Returns assume no reinvestment of dividends. The actual cap rate and participation rate may be higher or lower than those shown. Different index-based strategies, as well as different time periods, may have different cap rates and participation rates and may produce different results. Any withdrawals taken from either scenario during the surrender charge period will reduce the account value, and surrender charges and a Market Value Adjustment (MVA) may apply.

\* Please note that it is not possible to invest directly in an index.

\*\* It is important to note that, although the values here are approximately the same, they are not designed or intended to approximate the performance of any index. Actual results will vary.

# SurePath Income Fixed Indexed Annuity

## Guaranteed lifetime income with SurePath Income

**SurePath Income** provides the same protection and growth opportunities as **SurePath** with the added benefit of creating guaranteed income for your clients.

## Start your clients off with an Income Bonus and let them take income when they're ready

When your clients purchase **SurePath Income**, we create an Income Benefit Base (IBB). Initially, the Income Benefit Base is equal to your clients' total premium, plus an Income Bonus that is based on a percentage of their total premium.

Example:

$$\begin{matrix} \$100,000 & + & 5\% & = & \$105,000 \\ \text{Total Premium} & & \text{Income Bonus} & & \text{Income Benefit Base} \end{matrix}$$

The Income Benefit Base is separate from the account value and is not available as a lump sum withdrawal.

## Retirement income grows every day

Your clients can choose to take income any time. If they choose to delay taking income, their Income Benefit Base will immediately begin growing at an annual 6% simple interest roll-up rate. And unlike other products that credit interest annually, **SurePath Income** credits interest daily. So if your clients choose to take income before the end of their contract year, their Income Benefit Base would reflect interest up to that point. The longer your clients wait to take income, the more their income for retirement will grow.

DAY 1	DAY 2	DAY 3	DAY 4	DAY 5
AV: \$100,000 IBB: \$105,000	AV: \$100,000 IBB: \$105,017	AV: \$100,000 IBB: \$105,034	AV: \$100,000 IBB: \$105,051	AV: \$100,000 IBB: \$105,068

For illustrative purposes only. Assumes the fixed rate strategy is not chosen. Please refer to the current rate sheet. Please note the Income Base values have been rounded down for illustrative purposes.

## Calculating lifetime income

Based on a client's age at the time of purchase, a Withdrawal Percentage is assigned. The Withdrawal Percentage is used to calculate how much guaranteed income your clients will receive annually for the rest of their lives.

$$\begin{matrix} \text{Income} & & \text{Withdrawal} & & \text{Guaranteed} \\ \text{Benefit Base} & \times & \text{Percentage} & = & \text{Income Amount} \\ \text{(IBB)} & & & & \text{(GIA)} \end{matrix}$$

## Income now or more income later

The following example illustrates how much guaranteed income your clients could receive if they chose to take income immediately, and several examples of how their income would increase if they delayed taking income.



For illustrative purposes only. In this example, we are assuming a \$100,000 total premium plus a 5% Income Bonus, growing at a 6% simple interest roll-up rate with a 5% Withdrawal Percentage. Your clients' initial Guaranteed Income Amount could be more or less, depending on their total premium, applicable Withdrawal Percentage, or any non-lifetime withdrawals. Please note some of the values have been rounded down for illustrative purposes. Rates are subject to change. Please refer to the current rate sheet.

Your clients may qualify for a step-up if their account value (after all interest is credited, less any withdrawals and prior to applying the benefit charge) is greater than their Income Benefit Base. Either way, they will continue to receive uninterrupted income throughout their lifetime, or their spouse's if electing the spousal option.

Keep in mind withdrawals that are above your clients' Guaranteed Income Amount are withdrawals of excess income. Withdrawals of excess income proportionately reduce the Income Benefit Base and the Guaranteed Income Amount for future years.

# SurePath and SurePath Income product specifications

Features	Specifications							
Minimum Premium Payment	Initial: \$25,000 / Subsequent: Not permitted							
Issue Ages	<b>SurePath</b>			<b>SurePath Income</b>				
	Minimum: none / Maximum: 85			Minimum: 45 / Maximum: 85				
Latest Annuity Date	Contracts may not be issued on or after the 86th birthday of the oldest of all owners and annuitants No later than the first contract anniversary on or after the oldest owner's or annuitant's 95th birthday							
Living Benefits	N/A			The SurePath Income Benefit provides guaranteed lifetime income for a fee of 1.00% Maximum fee 2.50% (Rider may be canceled after 5 years)				
Crediting Strategies & Terms	<b>Cap Rate</b> <b>Participation Rate</b>							
		<b>Strategies</b>	<b>1-Year Term</b>	<b>3-Year Term</b>	<b>1-Year Term</b>	<b>3-Year Term</b>		
	Index-Based Strategy Point-to-Point Crediting	S&P 500® Index	✓	✓	✓	✓		
		MSCI EAFE Index	✓	✓	✓	✓		
		Goldman Sachs Voyager Index	—	—	✓	✓		
	<b>1-Year Term</b>							
	<b>Fixed Rate Account</b>							
	Fixed Rate Strategy	✓						
Minimum Renewal Cap, Participation & Fixed Rates	<b>INDEX-BASED STRATEGIES</b>							
	<b>SurePath</b>			<b>SurePath Income</b>				
	<b>Surrender Period</b>	<b>Minimum Period</b>	<b>Cap Rate</b>	<b>Participation Rate</b>	<b>Surrender Period</b>	<b>Minimum Period</b>	<b>Cap Rate</b>	<b>Participation Rate</b>
	7 and 10 Years	During Surrender	2%	10%	10 Years	During Surrender	2%	10%
		After Surrender	1%	5%		After Surrender	1%	5%
<b>FIXED RATE STRATEGY</b>								
Minimum renewal fixed rate during the surrender charge period 1.00%; after surrender charge period 0.05%								
Surrender Charge Options <sup>1</sup>	7 years: 9%, 9%, 8%, 7%, 6%, 5%, 4%			10 years: 9%, 9%, 8%, 7%, 6%, 5%, 4%, 3%, 2%, 1%				
Market Value Adjustment (MVA)	<ul style="list-style-type: none"> <li>Withdrawals in excess of the Free Withdrawal Amount, with the exception of Required Minimum Distributions calculated by Prudential, are subject to an MVA during the surrender charge period.</li> <li>This adjustment may either increase or decrease the amount withdrawn and is determined by a formula that is tied to an external index; MVA may not apply in all states.</li> </ul>							
Free Withdrawals	After the 1st contract year, clients may withdraw up to 10% of the account value (based on the previous contract anniversary, after all index/interest credits are applied) without surrender charges or MVA.			10% of total premium allowed in the first contract year. After the first contract year, clients may withdraw up to 10% of the account value (based on the previous contract anniversary, after all index/interest credits are applied) without surrender charges or MVA.				

<sup>1</sup> In California, surrender charges vary. Please see the California Important Disclosure Statement or fact card for surrender charges.

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## REQUEST A CUSTOMIZED ILLUSTRATION FOR YOUR CLIENTS TODAY.

Show your clients how they can protect their money and have growth opportunities with **SurePath**. And if they're looking for a predictable income stream, show them how **SurePath Income** grows their income every day without sacrificing principal protection from down markets.

Call the National Sales Desk at 800-513-0805.

# Choose a company you know and trust

- Prudential Annuities is a business of Prudential Financial, Inc., and an innovative leader in the financial services industry.
- We are comprised of several insurance companies, some of which are authorized to issue annuity contracts in the United States, including Pruco Life Insurance Company.
- We built our reputation by being steadfastly committed to insight that drives innovation; a comprehensive approach to risk management; and sustaining financial strength.

## PRUCO LIFE INSURANCE COMPANY CORPORATION RATINGS

A.M. Best Company	Fitch Ratings	Standard & Poor's	Moody's
<b>A+</b> (2nd category of 16) Superior ability to meet ongoing obligations to policyholders	<b>AA-</b> (4th category of 19) Very strong capacity to meet policyholder and contract obligations	<b>AA-</b> (4th category of 23) Very strong financial security characteristics	<b>Aa3</b> (4th category of 21) High quality and very low credit risk

Pruco Life Insurance Company and Pruco Life Insurance Company of New Jersey (in New York) are members of the Prudential Financial family of companies and are the issuers of variable annuities. Each is solely responsible for its own financial obligations. All are highly rated by the major independent rating agencies for their ability to meet financial obligations. Pruco Life Insurance Company of New Jersey is not rated by Moody's. All ratings are as of [8/3/2021]. Ratings are intended to reflect the financial strength or claims-paying ability of the issuer and are not intended to reflect the investment performance or financial strength of the variable accounts, which are subject to market risk. The above ratings are subject to change and do not reflect any subsequent rating agency actions. We make every effort to update our literature as soon as possible after a ratings change. Please visit our investor relations site, [www.investor.prudential.com](http://www.investor.prudential.com), for the most current ratings information.

## Prudential Financial, Inc., a legacy of stability and leadership

- With over \$1.6 trillion in assets under management,<sup>1</sup> Prudential Financial, Inc. is one of the most recognized and respected names in the financial services industry. Our Rock® symbol is an icon of strength, stability, expertise, and innovation that has stood the test of time.
- Prudential has been meeting financial challenges for more than 145 years, creating innovative products and strategies that have helped individuals and institutions reach their financial goals.
- Prudential maintains its strength by spreading risk across a diversified mix of businesses including life insurance, annuities, retirement-related services, mutual funds, investment management, and commercial property services.

<sup>1</sup> December 29, 2020

# Prudential's History

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## 1875

The Prudential Friendly Society, founded by John Fairfield Dryden, opened for business. It was the first company in the United States to make life insurance available to working-class people.

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## 1896

The Rock of Gibraltar was used as a company symbol for the first time in advertising that read, "The Prudential has the strength of Gibraltar." Today, the "Rock" is widely recognized and continues to represent the strength of Prudential.

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## 1932

Prudential's innate conservatism protected the company from the harsher ravages of the Great Depression. Although employee salaries were cut in 1932, not one Prudential employee lost his or her job because of the economic conditions.

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## WWII

Claims of more than \$70 million were paid on nearly 100,000 policies as a result of casualties during World War II.

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## 1970

Prudential became the first major insurance company to market an individual retirement income solution called a "variable annuity" to help individuals save money for their retirement.

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## 2001

Prudential Annuities introduced its first formula-based living benefit available with variable annuities, designed to provide guaranteed lifetime income for retirees.

Prudential goes public.

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## 2012

The Prudential Insurance Company of America closed two major pension risk transfer transactions with the retirement plans of General Motors and of Verizon Communications, securing pensions for hundreds of thousands of workers.

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Issuing company is located in Newark, NJ (main office). Pruco Life Insurance Company, a Prudential Financial company, is solely responsible for its own financial condition and contractual obligations. Prudential Annuities is a business of Prudential Financial, Inc.

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Prudential Annuities and its distributors and representatives do not provide tax, accounting, or legal advice. Please have your clients consult their own attorney or accountant.

Withdrawals and distributions of taxable amounts are subject to ordinary income tax and, if made prior to age 59½, may be subject to an additional 10% federal income tax penalty, sometimes referred to as an additional income tax. Withdrawals reduce the account value and death benefits. Withdrawals taken during the surrender charge period, excluding any Required Minimum Distributions (RMDs) calculated by Prudential, will be subject to any applicable surrender charges and a Market Value Adjustment (MVA).

All references to guarantees are backed by the claims-paying ability of the issuing insurance company.

S&P 500® Index and Dow Jones® US Real Estate Index: S&P 500® Index and Dow Jones® U.S. Real Estate Index: The "S&P 500® Index" and "Dow Jones® U.S. Real Estate Index" are products of S&P Dow Jones Indices LLC, a division of S&P Global, or its affiliates ("SPDJI"), and have been licensed for use by Pruco Life Insurance Company. Standard & Poor's® and S&P® are registered trademarks of Standard & Poor's Financial Services LLC, a division of S&P Global ("S&P"); Dow Jones® is a registered trademark of Dow Jones Trademark Holdings LLC ("Dow Jones"). Pruco Life Insurance Company's Product(s) is 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 S&P 500® Index and Dow Jones® U.S. Real Estate Index. MSCI EAFE Index: The annuity contract referred to herein is not sponsored, promoted or endorsed by MSCI, and MSCI bears no liability with respect to any such annuity contract or any index referred to by any such annuity contract. The Disclosure Statement contains a more detailed description of the limited relationship MSCI has with Pruco Life Insurance Company and any related annuity contracts.

Goldman Sachs Voyager Index: This fixed indexed annuity is not sponsored, endorsed, sold, guaranteed, underwritten, distributed or promoted by Goldman Sachs & Co. LLC or any of its affiliates, (including Goldman Sachs Asset Management, L.P.), with the exception of any endorsement, sales, distribution or promotion of this product that may occur through its affiliates that are licensed insurance agencies (excluding such affiliates, individually and collectively, "Goldman Sachs"). Goldman Sachs makes no representation or warranty, express or implied, regarding the advisability of investing in annuities generally or in fixed indexed annuities or the investment strategy underlying this fixed indexed annuity particularly, the ability of the Goldman Sachs Voyager Index to perform as intended, the merit (if any) of obtaining exposure to the Goldman Sachs Voyager Index or the suitability of purchasing or holding interests in this fixed indexed annuity. Goldman Sachs does not have any obligation to take the needs of the holders of this fixed indexed annuity into consideration in determining, composing, or calculating the Goldman Sachs Voyager Index. GOLDMAN SACHS DOES NOT GUARANTEE THE ACCURACY AND/OR COMPLETENESS OF THE GOLDMAN SACHS VOYAGER INDEX OR OF THE METHODOLOGY UNDERLYING THE INDEX, THE CALCULATION OF THE INDEX, OR ANY DATA SUPPLIED BY IT FOR USE IN CONNECTION WITH THIS FIXED INDEXED ANNUITY. GOLDMAN SACHS EXPRESSLY DISCLAIMS ALL LIABILITY FOR ANY SPECIAL, PUNITIVE, INDIRECT OR CONSEQUENTIAL DAMAGE EVEN IF NOTIFIED OF THE POSSIBILITY OF SUCH DAMAGES.

There is no guarantee that the index will not underperform some or all of the underlying assets. In particular, the index may have a significant weight in one of those assets at the time of a sudden drop, or no exposure to one of those underlyings at a time it has a strong performance, or a significant weight to the cash component. Different indices with a different set of underlying assets may significantly outperform the selected index. The index is not actively managed and Goldman Sachs does not exercise discretion in constructing, calculating or executing the strategy. For further information and disclosure about the strategy, including relevant risk factors, please refer to the related transaction documentation. The index was launched on June 7, 2019.

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