

# Two new enhancements to Allianz 222 that work great together

We're committed to offering you and your clients sustainable benefits in any economic environment. That's why we're adding the new Allocation Charge rider and **INCREASED PAYOUT RATES** to the Allianz 222<sup>®</sup> Annuity.

Enhancement #1 Allocation Charge rider	Enhancement #2 Increased Withdrawal Percentages																														
<p><b>Beginning March 3, the ALLOCATION CHARGE RIDER will be included on Allianz 222<sup>®</sup> Annuity new business contracts.</b></p> <p>We're committed to offering you and your clients sustainable benefits in any economic environment. That's why we've added the new <b>Allocation Charge rider</b><sup>1</sup> to annual point-to-point and 2-year point-to-point crediting methods on Allianz 222.</p> <p>The current charge for this rider is 0%.</p> <p><b>VALUE:</b> We can offer a stronger value proposition now because the Allocation Charge provides us the flexibility to address the potential for extreme economic environments in the future.</p> <p><b>TRANSPARENCY:</b> We will specify when and how we can change the rider charge on inforce contracts. We can only change the charge amount when specific published criteria are met (by the way, they've never happened before).</p> <p><b>FLEXIBILITY:</b> If your clients would prefer not to choose an allocation option with a potential charge, we have maintained allocation options that are not subject to one, ever.</p>	<p><b>Beginning March 3, Allianz 222 Annuity withdrawal percentages will be INCREASED BY 25 bps across all age bands.</b></p> <p>Because of the addition of the Allocation Charge rider, we are able to increase Allianz 222 withdrawal percentages in all states except New Jersey and California. California has approved the rider, although not in time for our March 3 launch. <b>Because of this, California will launch on April 7, 2020.</b></p> <table border="1" data-bbox="824 1039 1469 1243"> <thead> <tr> <th colspan="3">In all states with the new Allocation Charge rider (all states except CA and NJ)</th> </tr> <tr> <th>Age</th> <th>Single Lifetime Withdrawal Percentage</th> <th>Joint Lifetime Withdrawal Percentage</th> </tr> </thead> <tbody> <tr> <td>60-69</td> <td>4.75%</td> <td>4.25%</td> </tr> <tr> <td>70-79</td> <td>5.25%</td> <td>4.75%</td> </tr> <tr> <td>80-100</td> <td>5.75%</td> <td>5.25%</td> </tr> </tbody> </table> <table border="1" data-bbox="824 1327 1469 1501"> <thead> <tr> <th colspan="3">In all states without the new Allocation Charge rider (CA and NJ)</th> </tr> <tr> <th>Age</th> <th>Single Lifetime Withdrawal Percentage</th> <th>Joint Lifetime Withdrawal Percentage</th> </tr> </thead> <tbody> <tr> <td>60-69</td> <td>4.50%</td> <td>4.00%</td> </tr> <tr> <td>70-79</td> <td>5.00%</td> <td>4.50%</td> </tr> <tr> <td>80-100</td> <td>5.50%</td> <td>5.00%</td> </tr> </tbody> </table>	In all states with the new Allocation Charge rider (all states except CA and NJ)			Age	Single Lifetime Withdrawal Percentage	Joint Lifetime Withdrawal Percentage	60-69	4.75%	4.25%	70-79	5.25%	4.75%	80-100	5.75%	5.25%	In all states without the new Allocation Charge rider (CA and NJ)			Age	Single Lifetime Withdrawal Percentage	Joint Lifetime Withdrawal Percentage	60-69	4.50%	4.00%	70-79	5.00%	4.50%	80-100	5.50%	5.00%
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**IMPORTANT NOTE:** These changes will **require that new NAIC training be completed** to continue to sell Allianz 222 beginning March 3, 2020.

In addition to these enhancements, the guaranteed minimum participation rate for both annual and 2-year point-to-point will change from 10% to 5% on Allianz 222 new business beginning March 3, 2020.

## Sustainability in any economic environment

We are committed to the fixed index annuity (FIA) market, your clients, and YOU the financial professional. That's why we have taken action now to ensure we have sustainable and attractive products for you to offer clients in any economic environment. We've worked hard to develop a solution that combines consumer value, transparency, and flexibility while strengthening our product structure in an effort to meet the challenges of an unpredictable economic environment.

This new Allocation Charge rider (at the current 0% charge) achieves these goals by allowing us to better manage investment risk in extremely challenging economic environments and pass the value of that flexibility on to your client through higher payout rates.

Thank you for your business and your continued support. Finally, please remember that with Allianz, a promise is a promise.

Please call your Allianz representative if you have questions.

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<sup>1</sup> Amounts allocated to Allianz 222 Annuity annual point-to-point and 2-year point-to-point crediting methods are subject to an Allocation Charge that is deducted annually from the accumulation value and guaranteed minimum value. The current Allocation Charge Percentage is 0%.

Distributions are subject to ordinary income tax and, if taken prior to age 59½, a 10% federal additional tax.