

# Competitive Edge

New Policies April 1, 2022

## Single Premium Indexed Annuities<sup>1</sup>

### Current Rates<sup>2</sup> in Effect for New Policies issued on or after the Rate Effective Date

|                           | Rate<br>Effective<br>Date* | Declared<br>Rate | S&P 500 <sup>®</sup>                          |                              |                                       |                              | Global Balanced                      |                              | US Fundamental<br>Balanced           |                              |               |
|---------------------------|----------------------------|------------------|---|------------------------------|---------------------------------------|------------------------------|--------------------------------------|------------------------------|--------------------------------------|------------------------------|---------------|
| Product                   |                            |                  | Point-to-Point<br>Annual Cap<br>100% Par Rate |                              | Monthly Sum Monthly Cap 100% Par Rate |                              | Point-to-Point<br>Par Rate<br>No Cap |                              | Point-to-Point<br>Par Rate<br>No Cap |                              | Rider         |
|                           |                            |                  | Standard                                      | Rate<br>Booster <sup>3</sup> | Standard                              | Rate<br>Booster <sup>3</sup> | Standard                             | Rate<br>Booster <sup>3</sup> | Standard                             | Rate<br>Booster <sup>3</sup> |               |
| <b>FIT Horizon Growth</b> | 04/01/2022                 | 2.00%            | 4.00%   | 6.00%                        | 1.70%                                 | 2.50%                        | 100%                                 | 150%                         | 100%                                 | 150%                         | LDBR optional |
| FIT Focus Growth          | 04/01/2022                 | 1.25%            | 2.50%   | 4.50%                        | 1.25%                                 | 2.00%                        | 70%                                  | 115%                         | 70%                                  | 115%                         | LDBR optional |
| FIT Horizon Income        | 04/01/2022                 | 2.25%            | 4.25%   | 6.25%                        | 2.00%                                 | 2.75%                        | 115%                                 | 165%                         | 115%                                 | 165%                         | GLIR required |
| FIT Focus Income          | 04/01/2022                 | 1.75%            | 3.25%   | 5.25%                        | 1.50%                                 | 2.25%                        | 90%                                  | 140%                         | 90%                                  | 140%                         | GLIR required |

### Flexible Premium Indexed Annuities\*

#### Current Rates<sup>2</sup> in Effect for New Policies issued on or after the Rate Effective Date\*

| Product           | Rate<br>Effective<br>Date* | Declared<br>Rate | S&P 500 <sup>®</sup> |                              |                            |                              | Global Balanced            |                              | US Fundamental<br>Balanced |                              |               |
|-------------------|----------------------------|------------------|----------------------|------------------------------|----------------------------|------------------------------|----------------------------|------------------------------|----------------------------|------------------------------|---------------|
|                   |                            |                  | Annual Cap           |                              | Monthly Sum<br>Monthly Cap |                              | Point-to-Point<br>Par Rate |                              | Point-to-Point<br>Par Rate |                              | Rider         |
|                   |                            |                  | 100% Par Rate        |                              | 100% Par Rate              |                              | No Cap                     |                              | No Cap                     |                              |               |
|                   |                            |                  | Standard             | Rate<br>Booster <sup>3</sup> | Standard                   | Rate<br>Booster <sup>3</sup> | Standard                   | Rate<br>Booster <sup>3</sup> | Standard                   | Rate<br>Booster <sup>3</sup> |               |
| FIT Secure Growth | 04/08/2022                 | 1.50%            | 2.75%                | 4.75%                        | 1.25%                      | 2.00%                        | 75%                        | 125%                         | 75%                        | 125%                         | n/a           |
| FIT Select Income | 04/08/2022                 | 2.00%            | 4.10%                | 6.10%                        | 1.75%                      | 2.55%                        | 105%                       | 155%                         | 105%                       | 155%                         | GLIR required |

| NAIC Index Minimum Guaranteed Interest Rate | April 2022 | May 2022 |
|---|------------|----------|
| For the policy issue month of:              | 1.00%      | 1.00%    |

<sup>1</sup> Single Premium Indexed Annuities are issued only on the 7<sup>th</sup>, 14<sup>th</sup>, 21<sup>st</sup> and 28<sup>th</sup> day of each month.

## Products issued by: Life Insurance Company of the Southwest®

Information is for AGENT USE ONLY. Consult policy materials for details.

<sup>2</sup> The Par Rate, Cap and Declared Rate used for interest crediting are the higher of the rate shown or the contractual minimum guarantees.

<sup>3</sup> A charge of 1% will be assessed for the Rate Booster option.

<sup>\*</sup>These annuity rates will be applicable for all premiums received on or after the dates indicated on the annuity products shown. Premium received after 12 p.m. (Central Standard Time) will have an effective date of the following day and will receive the rate effective on that date. If the effective date for rates is a Saturday, Sunday, or a recognized national holiday, premium must be received by 12 p.m. Central Time the business day immediately preceding. Not all annuity products are approved in all states. Please check the State Approvals for each annuity product for availability. Rates are subject to change.



# Competitive Edge

**New Policies** 

April 1, 2022

"Standard & Poor's®", "S&P<sup>®</sup>", "S&P 500<sup>®</sup>", "Standard & Poor's 500", and "500" are trademarks of The McGraw-Hill Companies, Inc. and have been licensed for use by Life Insurance Company of the Southwest. The products are not sponsored, endorsed, sold, or promoted by Standard & Poor's and Standard & Poor's makes no representation regarding the advisability of purchasing the products.

The PIMCO US Fundamental Balanced Index (the "Index") is a trademark of Pacific Investment Management Company LLC ("PIMCO") and has been licensed for use for certain purposes by National Life Insurance Company (the "Company") with respect to this annuity ("the Product"). The Index is the exclusive property of PIMCO and is made and compiled without regard to the needs, including, but not limited to, the suitability, appropriateness or needs, as applicable, of the Company, the Product, or any Product owners. The Product is not sold, sponsored, endorsed or promoted by PIMCO or any other party involved in, or related to, making or compiling the Index. It is not possible to directly invest in the Index. PIMCO does not make any warranty or representation as to the accuracy, completeness, or availability of the Index or information included in the Index and shall have no responsibility or liability for the impact of any inaccuracy, incompleteness, or unavailability of the Index or such information. Neither PIMCO nor any other party involved in, or related to, making or compiling the Index makes any representation or warranty, express or implied, to the Product owner, the Company, or any member of the public regarding the advisability of purchasing annuities generally or the Product particularly, the legality of the Product under applicable federal or state securities, state insurance and any tax laws, the ability of the Product to track the performance of the Index, any other index or benchmark or general fixed income market or other asset class performance, or the results, including, but not limited to, performance results, to be obtained by the Company, the Product owners, or any other person or entity. PIMCO does not provide investment advice to the Company with respect to the Product, or to Product owners. Neither PIMCO nor any other party involved in, or related to, making or compiling the Index makes any representation regarding the Index, Index information, performance, annuities generally or the Product partic

The Global Balanced SG Index (the "Index") is the exclusive property of SG Americas Securities, LLC (SG Americas Securities, LLC, together with its affiliates, "SG"). SG has contracted with [S&P Opco, LLC (a subsidiary of S&P Dow Jones Indices LLC] ("S&P") to maintain and calculate the Index. "SG Americas Securities, LLC", "SGAS", "Société Générale", "SG", "Société Générale Indices", "SGI", and "Global Balanced SG Index" (collectively, the "SG Marks") are trademarks or service marks of SG. SG has licensed use of the SG Marks to Life Insurance Company of the Southwest ("LICS") for use in a fixed indexed annuity offered by LICS (the "Fixed Indexed Annuity"). SG's sole contractual relationship with LICS is to license the Index and the SG Marks to LICS. None of SG. S&P. or other third party licensor (collectively, the "Index Parties") to SG is acting, or has been authorized to act, as an agent of LICS or has in any way sponsored, promoted, solicited, negotiated, endorsed, offered, sold, issued, supported, structured or priced any Fixed Indexed Annuity or provided investment advice to LICS. No Index Party has passed on the legality or suitability of, or the accuracy or adequacy of the descriptions and disclosures relating to, the Fixed Indexed Annuity, including those disclosures with respect to the Index. The Index Parties make no representation whatsoever, whether express or implied, as to the advisability of purchasing, selling or holding any product linked to the Index, including the Fixed Indexed Annuity, or the ability of the Index to meet its stated objectives, including meeting its target volatility. The Index Parties have no obligation to, and will not, take the needs of LICS or any annuitant into consideration in determining, composing or calculating the Index. The selection of the Index as a crediting option under a Fixed Indexed Annuity does not obligate LICS or SG to invest annuity payments in the components of the Index. THE INDEX PARTIES MAKE NO REPRESENTATION OR WARRANTY WHATSOEVER, WHETHER EXPRESS OR IMPLIED, AND HEREBY EXPRESSLY DISCLAIM ALL WARRANTIES (INCLUDING, WITHOUT LIMITATION, THOSE OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE OR USE). WITH RESPECT TO THE INDEX OR ANY DATA INCLUDED THEREIN OR RELATING THERETO, AND IN PARTICULAR DISCLAIM ANY GUARANTEE OR WARRANTY EITHER AS TO THE QUALITY, ACCURACY, TIMELINESS AND/OR COMPLETENESS OF THE INDEX OR ANY DATA INCLUDED THEREIN, THE RESULTS OBTAINED FROM THE USE OF THE INDEX AND/OR THE CALCULATION OR COMPOSITION OF THE INDEX, OR CALCULATIONS MADE WITH RESPECT TO ANY FIXED INDEXED ANNUITY AT ANY PARTICULAR TIME ON ANY PARTICULAR DATE OR OTHERWISE. THE INDEX PARTIES SHALL NOT BE LIABLE (WHETHER IN NEGLIGENCE OR OTHERWISE) TO ANY PERSON FOR ANY ERROR OR OMISSION IN THE INDEX OR IN THE CALCULATION OF THE INDEX. AND THE INDEX PARTIES ARE UNDER NO OBLIGATION TO ADVISE ANY PERSON OF ANY ERROR THEREIN. OR FOR ANY INTERRUPTION IN THE CALCULATION OF THE INDEX, NO INDEX PARTY SHALL HAVE ANY LIABILITY TO ANY PARTY FOR ANY ACT OR FAILURE TO ACT BY THE INDEX PARTIES IN CONNECTION WITH THE DETERMINATION, ADJUSTMENT OR MAINTENANCE OF THE INDEX, WITHOUT LIMITING THE FOREGOING, IN NO EVENT SHALL AN INDEX PARTY HAVE ANY LIABILITY FOR ANY DIRECT DAMAGES, LOST PROFITS OR SPECIAL, INCIDENTAL, PUNITIVE, INDIRECT OR CONSEQUENTIAL DAMAGES, EVEN IF NOTIFIED OF THE POSSIBILITY OF SUCH DAMAGES. No Index Party is a fiduciary or agent of any purchaser, seller or holder of a Fixed Indexed Annuity. None of SG, S&P, or any third party licensor shall have any liability with respect to the Fixed Indexed Annuity in which an interest crediting option is based is on the Index, nor for any loss relating to the Fixed Indexed Annuity, whether arising directly or indirectly from the use of the Index, its methodology, any SG Mark or otherwise. Obligations to make payments under the Fixed Indexed Annuities are solely the obligation of LICS. In calculating the performance of the Index, SG deducts a maintenance fee of 0.50% per annum on the level of the Index, and fixed transaction and replication costs, each calculated and deducted on a daily basis. The transaction and replication costs cover, among other things, rebalancing and replication costs. The total amount of transaction and replication costs is not predictable and will depend on a number of factors, including the leverage of the Index, which may be as high as 200%, the performance of the indexes underlying the Index, market conditions and the changes in the market states, among other factors. The transaction and replication costs, which are increased by the Index's leverage, and the maintenance fee will reduce the potential positive change in the Index and increase the potential negative change in the Index. While the volatility control applied by the Index may result in less fluctuation in rates of return as compared to indices without volatility controls, it may also reduce the overall rate of return as compared to products not subject to volatility controls.

#### Products issued by: Life Insurance Company of the Southwest®

Information is for AGENT USE ONLY. Consult policy materials for details.

<sup>\*</sup>These annuity rates will be applicable for all premiums received on or after the dates indicated on the annuity products shown. Premium received after 12 p.m. (Central Standard Time) will have an effective date of the following day and will receive the rate effective on that date. If the effective date for rates is a Saturday, Sunday, or a recognized national holiday, premium must be received by 12 p.m. Central Time the business day immediately preceding. Not all annuity products are approved in all states. Please check the State Approvals for each annuity product for availability. Rates are subject to change.