

Allianz Index Advantage® Variable Annuity



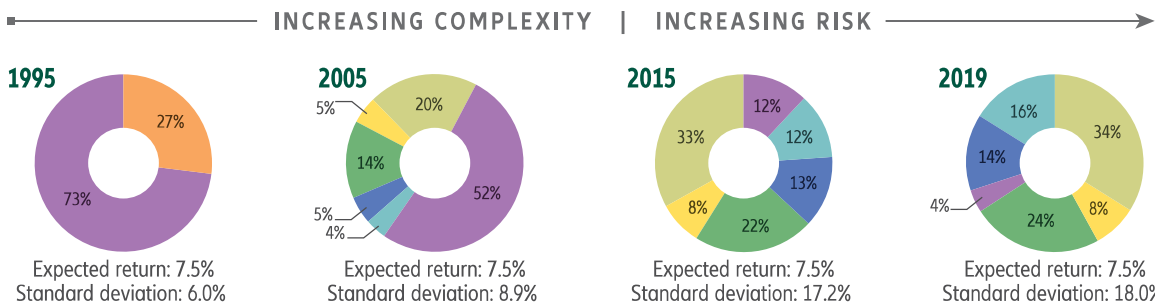
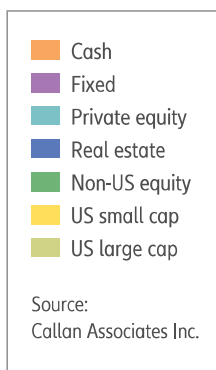
Consider a different approach to risk and return.

Gone are the days of a simple, safer portfolio mix. Today's ongoing low interest rate environment means taking on greater risk and complexity to seek the returns of two decades ago.

Back then, annual returns of 7.5% could have been achieved by having a mix of cash and fixed assets. While off a historical bottom, we continue to live in a historically low interest rate environment. So to make up for low rates, institutional investors are finding the need to spread allocations across assets with varying levels of risk, which results in more complex portfolio mixes. The traditional consumer saving for retirement also faces these challenges.

The following chart shows the evolution of the mix of assets in a portfolio and the associated risk in relation to expected returns for an institutional investor. Compare what it would have taken to achieve an expected 7.5% return 25 years ago to what it could take to achieve the same expected return today. Past performance is not an indication of future results.

Today's environment means it may be time to rethink your approach to building a portfolio.



STANDARD DEVIATION: a statistical measure that is used to quantify the amount of variance within a select data set. Generally, higher standard deviation indicates increased portfolio volatility.

In 1995, a 7.5% return could have been expected if all the assets were in a fixed income portfolio, with a standard deviation of only 6.0%. Ten years later, only 52% of assets are in fixed income, with the remaining 48% in riskier assets. By 2015, fixed income assets only account for 12% of the portfolio, while the remaining 88% are in higher-risk assets with a standard deviation of 17.2%. You can see this trend has continued as, in 2019, a portfolio projecting a 7.5% return eliminates fixed income assets and has a standard deviation of 18.0%.

KEEP READING for a different approach to risk and return.



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.

This material must be preceded or accompanied by the Allianz Index Advantage client brochure (IXA-002) and a current prospectus (IXA-003).

For more complete information about Allianz Index Advantage Variable Annuity and variable options, clients should call their financial professional or Allianz Life Financial Services, LLC at 800.624.0197 for a prospectus. The prospectuses contain details on investment objectives, risks, fees, and expenses, as well as other information about the variable and index-linked annuity and variable options, which they should carefully consider. Please read the prospectuses thoroughly before sending money.

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

IXA-101 (R-3/2020)

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FOR TODAY'S ERA OF LOW INTEREST RATES AND INCREASED VOLATILITY, ALLIANZ INDEX ADVANTAGE OFFERS A DIFFERENT APPROACH TO RISK AND RETURN.

With Allianz Index Advantage® Variable Annuity, you have access to tax deferral, a variety of lifetime annuity payout options, a choice between two death benefits (one that is optional and available for an additional 0.20% rider fee) during the accumulation phase, and three traditional variable options.

You also have multiple innovative crediting methods, also called index strategies. Each strategy offers a different level of protection and upside potential. By using one or more of these, you can help create **a balance between risk and return that may be appropriate for you, while helping smooth out the impact of future market volatility.**

COULD YOU BENEFIT FROM ALLIANZ INDEX ADVANTAGE?

Generally, if these describe you, Allianz Index Advantage may help meet your future needs:



Focused on preserving and accumulating assets



Focused on minimizing interest rate risk from your portfolio



Seeking a balance of growth potential with a level of protection



Interested in tax-deferred growth potential¹



Looking for some protection from market volatility and loss



Looking for beneficiary protection with a death benefit

Try our **online calculator** that lets you explore how the product could react to different balances between potential growth and a level of protection. www.allianzlife.com/indexadvantagecalculator

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.



Talk to your financial professional.

Work with them to create your own balance of performance potential and a level of protection with Allianz Index Advantage.

¹Withdrawals reduce the contract value and the value of any protection benefits. Withdrawals taken within the contract withdrawal change 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.

All contract and rider guarantees, or annuity payout rates, are backed by the claims-paying ability of Allianz Life Insurance Company of North America. 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.

• 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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