

## NAC VersaChoice<sup>SM</sup> 10

fixed index annuity

Crediting method	Declared rates		Hypothetical projected illustrated rates					
	Low band: \$20,000 - \$74,999	High band \$75,000 or more	Low band   \$20,000 - \$74,999			High band   \$75,000 or more		
			Last 10 Years	High	Low	Last 10 Years	High	Low
<b>Fixed account</b>	1.25%	1.60%	<b>1.25%</b>	<b>1.25%</b>	<b>1.25%</b>	<b>1.60%</b>	<b>1.60%</b>	<b>1.60%</b>
<b>Annual Point-to-Point with Index Cap Rate</b>								
S&P 500 <sup>®</sup>	2.75%	3.25%	<b>1.92%</b>	<b>1.92%</b>	<b>1.92%</b>	<b>2.26%</b>	<b>2.26%</b>	<b>2.24%</b>
<b>Monthly Point-to-Point with Index Cap Rate</b>								
S&P 500 <sup>®</sup>	1.30%	1.50%	<b>2.66%</b>	<b>2.66%</b>	<b>1.54%</b>	<b>3.38%</b>	<b>3.38%</b>	<b>1.84%</b>
<b>Annual Point-to-Point with Index Margin</b>								
S&P 500 <sup>®</sup> Low Volatility Daily Risk Control 5% Index	4.00%	2.75%	<b>2.98%</b>	<b>3.09%</b>	<b>1.75%</b>	<b>3.75%</b>	<b>3.98%</b>	<b>2.60%</b>
<b>Annual Point-to-Point with Participation Rate</b>								
S&P 500 <sup>®</sup>	15%	20%	<b>1.91%</b>	<b>1.91%</b>	<b>1.37%</b>	<b>2.55%</b>	<b>2.55%</b>	<b>1.82%</b>
S&P Multi-Asset Risk Control 5% Excess Return	45%	60%	<b>2.71%</b>	<b>3.24%</b>	<b>2.62%</b>	<b>3.60%</b>	<b>4.31%</b>	<b>3.49%</b>
Fidelity Multifactor Yield 5% ER <sup>SM</sup>	50%	65%	<b>3.14%</b>	<b>3.50%</b>	<b>2.18%</b>	<b>4.07%</b>	<b>4.55%</b>	<b>2.83%</b>
<b>Two-year Point-to-Point with Participation Rate</b>								
S&P 500 <sup>®</sup>	25%	30%	<b>3.11%</b>	<b>3.11%</b>	<b>2.28%</b>	<b>3.72%</b>	<b>3.72%</b>	<b>2.72%</b>
S&P Multi-Asset Risk Control 5% Excess Return	65%	85%	<b>3.29%</b>	<b>4.73%</b>	<b>3.16%</b>	<b>4.25%</b>	<b>6.13%</b>	<b>4.09%</b>
Fidelity Multifactor Yield 5% ER	75%	95%	<b>4.48%</b>	<b>5.03%</b>	<b>3.09%</b>	<b>5.63%</b>	<b>6.32%</b>	<b>3.88%</b>
<b>Annual Point-to-Point with Enhanced Participation Rate</b> (includes a strategy charge*)								
Fidelity Multifactor Yield 5% ER	115%	125%	<b>7.16%</b>	<b>8.00%</b>	<b>4.97%</b>	<b>7.78%</b>	<b>8.69%</b>	<b>5.39%</b>
annual strategy charge percentage	1.50%	1.50%	<b>5.66%<sup>^</sup></b>	<b>6.50%<sup>^</sup></b>	<b>3.47%<sup>^</sup></b>	<b>6.28%<sup>^</sup></b>	<b>7.19%<sup>^</sup></b>	<b>3.89%<sup>^</sup></b>
<b>Two-year Point-to-Point with Enhanced Participation Rate</b> (includes a strategy charge*)								
Fidelity Multifactor Yield 5% ER	165%	185%	<b>9.53%</b>	<b>10.71%</b>	<b>6.54%</b>	<b>10.61%</b>	<b>11.92%</b>	<b>7.28%</b>
annual strategy charge percentage	1.50%	1.50%	<b>8.15%<sup>^</sup></b>	<b>9.34%<sup>^</sup></b>	<b>5.12%<sup>^</sup></b>	<b>9.24%<sup>^</sup></b>	<b>10.57%<sup>^</sup></b>	<b>5.86%<sup>^</sup></b>

<sup>^</sup> Net annual effective rate that reflects applicable strategy charges.

\* Known as a strategy fee annual percentage in the contract. The annual charge is multiplied by two for the Two-year crediting strategy. The charge is deducted at the end of each term from your accumulation value which may result in a loss of premium in certain scenarios.

**Questions? Contact Sales Support at 866-322-7066.**

Start productive discussions with your clients with help from  
**VersaChoice.com.**

Sammons Financial® is the marketing name for Sammons® Financial Group, Inc.'s member companies, including North American Company for Life and Health Insurance®. Annuities and life insurance are issued by, and product guarantees are solely the responsibility of, North American Company for Life and Health Insurance.

Declared rates are based on current rates and are subject to change without notice.

Projected illustrated rates: Projected illustrated rates are based on the annual effective rates for the most recent, most favorable, and least favorable ten year period out of the last twenty years of historical index performance as taken from our current illustration for this product. The projected illustrated rates in this hypothetical example assume the index will repeat historical performance and that the annuity's current non-guaranteed elements, such as index caps, index margins, participation rates or other interest crediting adjustments, will not change. It is likely that the index will not repeat historical performance, the non-guaranteed elements will change, and actual rates will be higher or lower than those provided in this example but will not be less than the minimum guarantees.

Insurance products issued by North American Company for Life and Health Insurance®, West Des Moines, Iowa. Product and features/options may not be available in all states or appropriate for all clients. NAC VersaChoice™ 10 fixed index annuity is issued on base contract form NAI012A/ICC17-NAI012A.MVA or appropriate state variation including all applicable endorsements and riders.

Fixed index annuities are not a direct investment in the stock market. They are long term insurance products with guarantees backed by the issuing company. They provide the potential for interest to be credited based in part on the performance of specific indices, without the risk of loss of premium due to market downturns or fluctuation. Although fixed index annuities guarantee no loss of premium due to market downturns, deductions from your accumulation value for additional optional benefit riders or strategy fees associated with allocations to enhanced crediting methods could exceed interest credited to the accumulation value, which would result in loss of premium. They may not be appropriate for all clients. Interest credits to a fixed index annuity will not mirror the actual performance of the relevant index.

The "S&P Multi-Asset Risk Control 5% Excess Return", "S&P 500", and "S&P 500 Low Volatility Daily Risk Control 5% Index" ("Indices") are products of S&P Dow Jones Indices LLC or its affiliates ("SPDJ") and have been licensed for use by North American ("the Company"). Standard & Poor's and S&P are registered trademarks of Standard & Poor's Financial Services LLC ("S&P") and Dow Jones is a registered trademark of Dow Jones Trademark Holdings LLC ("Dow Jones"). The trademarks have been licensed to SPDJI and have been sublicensed for use for certain purposes by the Company. NAC VersaChoice 10 ("Product") is not sponsored, endorsed, sold or promoted by SPDJI, Dow Jones, S&P, any of their respective affiliates (collectively, "S&P Dow Jones Indices"). S&P Dow Jones Indices does not make any representation or warranty, express or implied, to the owners of the NAC VersaChoice 10 or any member of the public regarding the advisability of investing in securities generally or in this Product particularly or the ability of these Indices to track general market performance. S&P Dow Jones Indices only relationship to North American with respect to these Indices is the licensing of the Index and certain trademarks, service marks and/or trade names of S&P Dow Jones Indices and/or its licensors. The Indices are determined, composed and calculated by S&P Dow Jones Indices without regard to North American or the Product. S&P Dow Jones Indices has no obligation to take the needs of the Company or the owners of this Product into consideration in determining, composing or calculating these Indices. S&P Dow Jones Indices is not responsible for and have not participated in the determination of the prices, and amount of NAC VersaChoice 10 or the timing of the issuance or sale of this Product or in the determination or calculation of the equation by which the Product is to be converted into cash, surrendered or redeemed, as the case may be. S&P Dow Jones Indices has no obligation or liability in connection with the administration, marketing or trading of the Product. There is no assurance that investment products based on these Indices will accurately track index performance or provide positive investment returns. S&P Dow Jones Indices LLC is not an investment advisor. Inclusion of a security within an index is not a recommendation by S&P Dow Jones Indices to buy, sell, or hold such security, nor is it considered to be investment advice.

S&P DOW JONES INDICES DOES NOT GUARANTEE THE ADEQUACY, ACCURACY, TIMELINESS AND/OR THE COMPLETENESS OF THESE INDICES OR ANY DATA RELATED THERETO OR ANY COMMUNICATION, INCLUDING BUT NOT LIMITED TO, ORAL OR WRITTEN COMMUNICATION (INCLUDING ELECTRONIC COMMUNICATIONS) WITH RESPECT THERETO. S&P DOW JONES INDICES SHALL NOT BE SUBJECT TO ANY DAMAGES OR LIABILITY FOR ANY ERRORS, OMISSIONS, OR DELAYS THEREIN. S&P DOW JONES INDICES MAKES NO EXPRESS OR IMPLIED WARRANTIES, AND EXPRESSLY DISCLAIMS ALL WARRANTIES, OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE OR USE OR AS TO RESULTS TO BE OBTAINED BY NORTH AMERICAN, OWNERS OF THE NAC VersaChoice 10, OR ANY OTHER PERSON OR ENTITY FROM THE USE OF THE INDICES OR WITH RESPECT TO ANY DATA RELATED THERETO. WITHOUT LIMITING ANY OF THE FOREGOING, IN NO EVENT WHATSOEVER SHALL S&P DOW JONES INDICES BE LIABLE FOR ANY INDIRECT, SPECIAL, INCIDENTAL, PUNITIVE OR CONSEQUENTIAL DAMAGES INCLUDING BUT NOT LIMITED TO, LOSS OF PROFITS, TRADING LOSSES, LOST TIME OR GOODWILL, EVEN IF THEY HAVE BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES, WHETHER IN CONTRACT, TORT, STRICT LIABILITY, OR OTHERWISE. THERE ARE NO THIRD PARTY BENEFICIARIES OF ANY AGREEMENTS OR AGREEMENTS BETWEEN S&P DOW JONES INDICES AND THE COMPANY, OTHER THAN THE LICENSORS OF S&P DOW JONES INDICES.

The S&P 500® Low Volatility Daily Risk Control 5% Index is managed to a volatility target, and as a result the index performance will not match the performance of any other index or the markets in general since volatility control tends to reduce both the rate of negative performance and positive performance of the underlying index, thereby creating more stabilized performance. The S&P 500® Low Volatility Daily Risk Control 5% Index has been in existence since Aug. 18, 2011. Ending values in years prior to inception are determined by S&P Dow Jones Indices LLC or its affiliates ("SPDJ") using the same methodology as used currently.

The S&P MARC 5% ER Index is managed to a volatility target, and as a result the index performance will not match the performance of any other index or the markets in general since volatility control tends to reduce both the rate of negative performance and positive performance of the underlying index, thereby creating more stabilized performance. The S&P MARC 5% ER Index has been in existence since Mar. 27, 2017. Ending Values in years prior to inception are determined by S&P Dow Jones Indices LLC or its affiliates ("SPDJ") using the same methodology as used currently.

The Fidelity Multifactor Yield Index 5% ER (the "Index") is a multi-asset index, offering exposure to companies with attractive valuations, high quality profiles, positive momentum signals, lower volatility and higher dividend yield than the broader market, as well as U.S. treasuries, which may reduce volatility over time. Fidelity and its related marks are service marks of FMR LLC. Fidelity Product Services LLC ("FPS") has licensed this index for use for certain purposes to Midland National® Life Insurance Company (the "Company") on behalf of the Product. The Index is the exclusive property of FPS and is made and compiled without regard to the needs, including, but not limited to, the suitability needs, of the Company, the Product, or owners of the Product. The Product is not sold, sponsored, endorsed or promoted by FPS or any other party involved in, or related to, making or compiling the Index. The Company exercises sole discretion in determining whether and how the Product will be linked to the value of the Index. FPS does not provide investment advice to owners of the Product, nor to any other person or entity with respect to the Index and in no event shall any Product contract owner be deemed to be a client of FPS.

Neither FPS nor any other party involved in, or related to, making or compiling the Index has any obligation to continue to provide the Index to the Company with respect to the Product. Neither FPS 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 particularly.

**Fidelity Product Services LLC disclaims all warranties, express or implied, including all warranties of merchantability or fitness for a particular purpose or use. Fidelity Product Services LLC shall have no responsibility or liability whatsoever with respect to the Product.**

Index methodology: Fidelity Multifactor Yield Index 5% ER Index inception was 12/11/19. Returns of the Fidelity Multifactor Yield Index 5% ER prior to inception represent hypothetical pre-inception index performance (PIP), and returns for time frames after this date reflect actual index performance. PIP is based on criteria applied retroactively with the benefit of hindsight and knowledge of factors that may have positively affected performance. Actual performance of the index may vary significantly from PIP data. The level of the Fidelity Multifactor Yield Index 5% ER is calculated on an excess return basis (net of a notional financing cost) and reflects the daily deduction of a fee of 0.50% per annum. The fee is not related to the annuity. The hypothetical performance information presented herein does not reflect fees and expenses that an investor would pay in a fixed index annuity. It is not possible to invest directly in an index. All market indices are unmanaged. Not intended to represent the performance of any fixed index annuity.

Start productive discussions with your clients with help from  
**VersaChoice.com.**

**Questions? Contact Sales Support at 866-322-7066.**