

# MNL IndexBuilder® 10

Annuity

fixed index annuity | Issued by Midland National® Life Insurance Company

Boost your retirement savings and add flexibility for the “what ifs” in retirement



# Help protect your retirement from the unknown.

Recent history has shown us that while we can't predict the future exactly, we know better than to assume life won't throw a few surprises our way.

Additionally, between multiple recessions, an uncertain Social Security future, and a daily fluctuating market, many have doubts about their retirement readiness.

Protection from loss is an important piece of an overall retirement plan. And fixed index annuities such as the MNL IndexBuilder 10<sup>®</sup> offers protection from market decreases with the potential for growth.

## Key benefits of MNL IndexBuilder<sup>®</sup> 10

- Give your retirement savings a jumpstart with an immediate premium bonus
- Add an immediate boost and flexibility with the optional additional benefit rider (ABR) for a cost, which provides an enhanced premium bonus, enhanced penalty-free withdrawals, return of premium, and additional payout benefit  
*(feature not available in all states, ABR not available in CA and VT)*
- Choose from multiple index strategies, including enhanced crediting methods offering greater upside potential\*
- Tax deferral, income for life, and full accumulation value at death

*\*In exchange for a strategy charge.*



# What sets MNL IndexBuilder® 10 apart

## Up to 17% total immediate premium bonus

To get a head start on your retirement savings, Midland National credits you a base premium bonus, which multiplies any additional premium you put into your policy during the first seven years by a specified premium bonus percentage. Plus, you can get an immediate boost on your retirement savings right from the start with an enhanced premium bonus percentage available through the optional additional benefit rider (for a cost).

Premium	Base bonus	Enhanced bonus (with ABR, for cost)	Total immediate bonus (if ABR elected)
\$20,000-\$74,999	7%	7%	14%
\$75,000+	10%	7%	17%

### Additional premium

The premium bonus is credited to your accumulation value upon issue and is applied to the accumulation value when additional premiums are received during the first seven years.

All additional premiums will initially be credited a fixed interest rate, which will be guaranteed until the end of the contract year, and declared at the time the additional premium is received. On each contract anniversary, Midland National will allocate any premiums received since the prior contract anniversary, according to your most recent instructions.

It's important to note, the surrender charge is based off initial premium only, so there's no rolling surrender charge.

The base premium bonus percentage differs by the amount of initial premium.

For premium under \$75,000, the base premium bonus is 7%, instead of 10%. The enhanced premium bonus percentage is 7% for all premium received in the first seven years, if the optional additional benefit rider is elected.

*Products that have premium bonuses and enhanced premium bonuses may offer lower credited interest rates, lower index cap rates, lower participation rates, and/or greater index margins than products that don't offer a premium bonus or enhanced premium bonus. Over time and under certain scenarios, the amount of the premium bonus may be offset by lower credited interest rates, lower index cap rates, lower participation rates, and/or greater index margins.*

### Issue ages (may vary by state)

Available issue ages 0-79 (qualified and non-qualified).

*For issue ages 0-17, a Uniform Gift to Minors Act (UGMA) or Uniform Transfers to Minors Act (UTMA) custodial account must be established.*

### Minimum premium

Flexible premium, \$20,000 non-qualified and qualified initial premium.

### How it works

Premium timing	Premium amount	Base premium bonus applied to all premium in first seven years	Enhanced premium bonus applied to all premium in first seven years (with ABR, for cost)	Total premium bonus percentage (if ABR elected)	Bonus amount
At issue	\$100,000	10%	7%	17%	\$17,000
Year 1	\$10,000				\$1,700
Year 2	\$10,000				\$1,700
Year 3	\$10,000				\$1,700
Year 4	\$10,000				\$1,700
Year 5	\$10,000				\$1,700
Year 6	\$10,000				\$1,700
Year 7	\$10,000	\$1,700			
Year 8	\$10,000	0%	0%	0%	\$0
<b>Total: \$180,000</b>		<b>Total premium amount plus bonus: \$208,900</b>			<b>\$28,900</b>

*Hypothetical examples are for illustrative and educational purposes only and not intended to predict future performance. The use of alternate assumptions could produce significantly different results.*

# Optional additional benefit rider

Add the optional additional benefit rider (ABR) for a cost to gain even more flexibility and an enhanced premium bonus. The ABR can only be elected at product issue.

*ABR not available in CA and VT*

## 7% enhanced premium bonus

Get an additional 7% premium bonus on top of the base premium bonus on any premiums received in the first seven contract years.

*Products that have premium bonuses or enhanced premium bonuses may offer lower credited interest rates, lower index cap rates, lower participation rates and/or greater index margins than products that don't offer a premium bonus or enhanced premium bonus. Over time and under certain scenarios the amount of the premium bonus may be offset by the lower credited interest rates, lower index cap rates, lower participation rates and/or greater index margins.*

## 4% Additional payout benefit (feature not available in all states)

If you elect an annuity payout option after the waiting period has elapsed, as shown in the contract, this benefit will be added to your accumulation value.

Rider cost is 0.95% of accumulation value at each contract anniversary during the surrender charge period. This rider cost is considered a penalty-free withdrawal, and does not reduce the penalty-free withdrawal available to you. The rider cost, under certain scenarios, may result in loss of premium.

## Return of premium

At any time after the third contract anniversary, you may terminate the contract and receive no less than your contract's net premium paid. The net premium is equal to your initial and subsequent premiums (less any strategy charges if applicable, excluding the ABR rider cost and any premium tax) less any withdrawal amounts you have received (after any surrender charges or interest adjustment).

## Enhanced penalty-free withdrawals

In years where no withdrawals were taken in the previous year, the penalty-free withdrawals can increase to 20% (maximum) of the accumulation value\*. If any penalty-free withdrawal is taken during a contract year, the penalty-free allowance available for the following year resets to 10%.

*\*Only available after the second contract year*

See example below.

Contract year	Available penalty-free withdrawal	Penalty-free withdrawal taken
1	0%	0%
2	10%	0%
3	20%	5%
4	10%	0%
5	20%	0%
6	20%	0%



# Options for accessing funds

## Penalty-free withdrawals

MNL IndexBuilder 10 allows you to access a portion of funds each year without incurring a surrender charge and Market Value Adjustment (MVA). Starting in the second contract year, you may choose to take a penalty-free withdrawal of up to 10% of the accumulation value annually. Withdrawals may be treated by the government as ordinary income. If taken before age 59 ½, you may be subject to additional IRS penalties for early withdrawal.

## Nursing home confinement waiver

(not available in MA)

After the first contract anniversary, if you are confined to a qualified nursing care center as defined in the rider (skilled nursing facility or residential care facility for the elderly in CA), you may withdraw up to 100% of your accumulation value without a surrender charge, MVA, or premium bonus recapture as long as you meet the eligibility requirements for this rider. If you withdraw 100% of your accumulation value, your contract and any applicable riders will terminate. This rider is automatically included with your annuity at no additional charge. Refer to the rider for additional details, including benefit terms, conditions, and limitations.

## Market value adjustment (MVA) with external index (state variations exist)

Your contract also includes a market value adjustment feature – which may decrease or increase your surrender value depending on the change in the market value adjustment external index rate since your annuity purchase. Market value adjustments are applied only during the surrender charge period to surrenders in excess of the penalty-free amount.

See the “Understanding the market value adjustment” brochure for more information.

## Your annuitization payout options

You can choose to receive annuity payments based on your choice of several annuity options. Once you elect an annuitization option, it cannot be changed, and all other rights and benefits under the annuity end. The payment amount and number of payments will be based on your annuity's surrender value and the annuitization option you choose (state variations may exist). See the following table for available payout options.

### In all states but Florida:

With the exception of life income options, income options are available from five to 20 years.

Choose from:

- Income for a specified period
- Income for a specified amount
- Life income with a period certain
- Life income
- Joint and survivor life income

### For Florida:

You may select an annuity payout option based on the accumulation value at any time after the first contract year.

Choose from:

- Life income
- Life income with a 10- or 20-year period certain
- Joint and survivor life income
- Joint and survivor life income with a 10- or 20-year period certain

# Additional product features

**Learn how MNL IndexBuilder® works to help offer stability, growth potential, lifetime income, flexibility, and a legacy.**

## Provide a lasting legacy

MNL IndexBuilder includes a death benefit, which can provide your beneficiary your annuity's full accumulation value or minimum surrender value as of the date of death, whichever is greater.

Your beneficiary may choose to receive the payout in either a lump sum or a series of income payments. By naming a beneficiary, you may minimize the delays, expense and publicity often associated with probate.

*Please consult with and rely on your own legal or tax professional.*

## Contract values

### Accumulation value

The accumulation value is 100% of premium, allocated to the fixed and indexed account option plus any base or enhanced premium bonus (if ABR is elected) less any withdrawals plus any interest credits. The accumulation value will be reduced by the amount of any withdrawals (including any rider charges), but cannot decrease due to negative index performance.

### Surrender value

The surrender value is the amount that is available at the time of contract surrender. The surrender value is equal to the accumulation value, subject to the market value adjustment, less applicable surrender charges, premium bonus recapture, and if applicable, state premium taxes. The surrender value will never be less than the minimum requirements set forth by state laws, at the time of issue, in the state where the contract is issued.

The minimum surrender value will not be less than 87.5% of all premiums; less any partial surrenders (after market value adjustment, reductions for surrender charges and premium bonus recapture); accumulated at a rate not less than the rate required by state law or otherwise directed by your contract.

## Tax deferral improves growth potential

Your annuity's value grows on a tax-deferred basis, meaning more of it is working for you. Tax-deferred growth means you don't owe taxes until you access funds, allowing more time for growth potential. Work with your tax advisor to find out how this might work for you.

*Under current law, annuities grow tax deferred. An annuity is not required for tax deferral in qualified plans. Annuities may be subject to taxation during the income or withdrawal phase. Please note that neither Midland National, nor any financial professionals acting on its behalf, should be viewed as providing legal, tax or investment advice. Consult with and rely on your own qualified advisor.*



# How your annuity can grow

## MNL IndexBuilder 10 has a strategy and index account option to suit your style:

- Whether you like to take charge of your financial choices or prefer to set it and forget
- Whether you're interested in a fixed return, hoping for more growth potential or a combination

In addition to the fixed account, here are available crediting methods. Diversify premium among the following index account options:

Crediting method options*	Index availability*
<b>Annual Point-to-Point with Index Cap Rate</b>	<ul style="list-style-type: none"> <li>• S&amp;P 500®</li> </ul>
<b>Annual Point-to-Point with Participation Rate</b>	<ul style="list-style-type: none"> <li>• S&amp;P MARC 5% ER</li> </ul>
<b>Annual Point-to-Point with Enhanced Participation</b> <i>(subject to strategy charge)</i>	<ul style="list-style-type: none"> <li>• BlackRock ESG US 5% Index ER</li> <li>• S&amp;P MARC 5% ER</li> <li>• Fidelity Multifactor Yield Index 5% ER</li> </ul>
<b>Monthly Point-to-Point with Index Cap Rate</b>	<ul style="list-style-type: none"> <li>• S&amp;P 500®</li> </ul>
<b>Two-year Point-to-Point with Participation Rate</b>	<ul style="list-style-type: none"> <li>• S&amp;P 500® Low Volatility Daily Risk Control 8% Index</li> <li>• BlackRock ESG US 5% Index ER</li> <li>• S&amp;P MARC 5% ER</li> <li>• Fidelity Multifactor Yield Index 5% ER</li> </ul>
<b>Two-year Point-to-Point with Enhanced Participation</b> <i>(subject to strategy charge)</i>	<ul style="list-style-type: none"> <li>• BlackRock ESG US 5% Index ER</li> <li>• S&amp;P MARC 5% ER</li> <li>• Fidelity Multifactor Yield Index 5% ER</li> </ul>
<b>Annual Point-to-Point with Index Margin</b>	<ul style="list-style-type: none"> <li>• S&amp;P 500® Low Volatility Daily Risk Control 5%</li> <li>• BlackRock ESG US 5% Index ER</li> <li>• Fidelity Multifactor Yield Index 5% ER</li> </ul>
<b>Annual Inverse Performance Trigger</b> <i>(declared performance rate)</i>	<ul style="list-style-type: none"> <li>• S&amp;P 500®</li> </ul>

### Fixed account

Premium allocated to the fixed account will be credited interest at a declared fixed account interest rate. The declared fixed rate is an annual effective rate. Interest is credited to the fixed account daily. The initial premium interest rate is guaranteed for the first contract year. For each subsequent contract year, we will declare, at our discretion, a fixed account interest rate that will apply to the amount allocated to the fixed account as of the beginning of that contract year. A declared fixed account interest rate will never fall below the minimum guaranteed fixed account interest rate.

In your contract the applicable period of time for the crediting method is referred to as a "term".

\* Index(es) and strategies may not be available in all states. Each crediting method and the index account options perform differently in various market scenarios. Refer to the "How it works-crediting methods and index options" brochure for more information on the differences.

**Your financial professional may explain how the different interest crediting methods work to help you determine which strategy or combination of strategies could be the best fit for your objectives.**

# Pick from a wide variety of index\* options

## **S&P 500® Index (SPX)**

The S&P 500 Index is widely regarded as the best single gauge of the large cap U.S. equities market since the index was first published in 1957. The price-return index includes 500 leading companies in leading industries of the U.S. economy and does not include dividends in the index valuation.

## **S&P Multi-Asset Risk Control 5% Excess Return Index (SPMARC5P)**

### **S&P MARC 5% ER**

The S&P MARC 5% ER Index is a multi-asset excess return index that strives to create more stable index performance through diversification, an excess return methodology, and volatility management (i.e. risk control). The index applies rules to adjust allocations among multiple asset classes creating a diversified basket of these assets. The index then adds an element of risk control by applying rules to allocate between this basket and cash. The index is managed to a 5% volatility level.

## **Fidelity Multifactor Yield Index<sup>SM</sup> 5% ER Index (FIDMFYDN)**

The Fidelity Multifactor Yield Index 5% ER (the “Index”) is a multi-asset, rules-based index that blends a multifactor equity starting universe with U.S. Treasuries, and uses a dynamic allocation approach that seeks to reduce volatility and deliver a more consistent investment experience over time. The starting portfolio is a combination of 6 factors with pre-determined weights and a tilt towards high dividend yielding companies. A fixed income overlay is applied, and the volatility levels of the combined portfolio are analyzed daily and components are adjusted to meet a 5% volatility target.

## **S&P 500® Low Volatility Daily Risk Control 5% Index (SPLV5UT)**

The S&P 500® Low Volatility Daily Risk Control 5% Index strives to create stable index performance through managing volatility (i.e. risk control) on the S&P 500 Low Volatility Index. The S&P 500 Low Volatility Index measures performance of the 100 least volatile stocks in the S&P 500. The index adds an element of risk control by applying rules to allocate between stocks, as represented by the S&P 500 Low Volatility Index, and cash. The index is managed to a 5% volatility level.

## **S&P 500® Low Volatility Daily Risk Control 8% Index (SPLV8UT)**

The S&P 500® Low Volatility Daily Risk Control 8% Index strives to create stable performance through managing volatility (i.e. risk control) on the S&P 500 Low Volatility Index. The S&P 500 Low Volatility Index measures performance of the 100 least volatile stocks in the S&P 500. The index adds an element of risk control by applying rules to allocate between stocks, as represented by the S&P 500 Low Volatility Index, and cash. The index is managed to an 8% volatility level.

## **BlackRock ESG US 5% Index ER (BESGUVCX)**

The BlackRock ESG US 5% Index ER (the “Index”) objective is to offer exposure to the iShares ESG Aware MSCI USA ETF subject to a 5% Target Volatility. The index manages to the Target Volatility by incorporating Fixed Income US Treasury iShares® ETFs and a Cash Constituent. The Index tracks the return of the weighted ETFs and any Cash Constituent, above the sum of the Return on the Interest Rate and the Index Fee.\*\*

*\* Past index performance is not intended to predict future performance.*

*\*\* It is important to note your premium is not invested in the Index but in the insurance company's general account, which may include investments that do not follow the environmental, social, and governance (ESG) practices of the BlackRock ESG US 5% Index ER.*



# Crediting method features and details

## Unlock greater upside potential with enhanced crediting methods

In exchange for a strategy charge, you'll unlock a greater upside potential. The charge is deducted from your accumulation value once each term and is guaranteed to stay the same for the life of the contract. It will be deducted at the time of a partial withdrawal that exceeds the penalty-free withdrawal amount or the end of the term. The strategy charge will be deducted regardless of the interest credited to the contract and can lead to loss of premium.

## Experience protection with accumulation value (“AV”) true-up<sup>2</sup>

If interest credited over your contract term is less than the total strategy charges, there could be a loss of premium. To help protect your premium, your MNL IndexBuilder 10 fixed index annuity includes AV true-up. The AV true-up provides a one-time refund at the end of the surrender charge period of the difference between total interest credited and strategy charges since issue, if any. This benefit is not available if you take excess penalty-free withdrawals.

*2. Known as guaranteed accumulation value true-up endorsement in your contract.*

## Annual and two-year reset

One advantage of fixed index annuities is a reset feature, which applies to this annuity no matter which crediting method you choose. The annual and two-year resets allow an interest credit, if any, to be added to the index account at the end of each index term. That amount, when added, becomes “locked in” because it cannot be taken away due to negative index performance. The “locked-in” interest credit will be added to the accumulation value, giving you the advantage of compounding in subsequent years.

This feature also resets your starting index point each new index term. Annual and two-year reset can be a benefit when the index experiences a severe downturn during the term because at the beginning of the next term, you can take advantage of any gains from that point forward.

Without this feature, you would have to wait for the index to climb to its original level before any gains could be realized.

## How transfers work

You may elect to transfer funds between the fixed account and index account options annually after the first contract year for the annual index strategies (or every two years if you choose the Two-year Point to-Point strategies). Based on current tax laws, these transfers between options will not be taxable or subject to surrender penalties.



# How withdrawals impact how your annuity grows

Having access to funds is always an important factor. If you choose to withdraw money from your contract, there are several factors to consider. For withdrawals taken during the surrender charge period in excess of your penalty-free allowance, surrender charges, premium bonus recapture, and market value adjustment may apply.

## Surrender charges

During the surrender charge period, a surrender charge is assessed on any amount withdrawn, whether as a partial or full surrender, that exceeds the penalty-free amount and may result in a loss of premium. Additional premiums deposited into existing contracts will maintain the surrender charge schedule set forth at policy issue date. Certain payout options may incur a surrender charge and premium bonus recapture (if applicable). Market value adjustments apply during the surrender charge period.

*A surrender during the surrender charge period could result in a loss of premium. Surrender charges may vary by state. In **California**, the surrender charge percentage in the 10th contract year will decrease 0.04% monthly until the surrender charge equals 0.00%. The decrease will occur on the same day in each month as the date of the contract anniversary; if the date does not exist for a given month, the date for that month will be the last calendar day of the month.*

## Surrender charge schedule

Contract year	CA	AL, AZ, AR, CO, DC, FL, GA, IA, IL, KS, KY, LA, MA, ME, MI, MS, NE, NH, NM, NC, ND, RI, SD, TN, VT, WV, WI, WY	AK, CT, DE, HI, ID, IN, MD, MN, MO, MT, NJ, NV, OH, OK, OR, PA, SC, TX, UT, VA, WA
1	8.00%	10%	9.0%
2	7.45%	10%	8.5%
3	6.50%	9%	7.5%
4	5.50%	9%	6.5%
5	4.55%	8%	5.5%
6	3.55%	8%	4.5%
7	2.55%	7%	3.5%
8	1.50%	6%	3.0%
9	0.50%	4%	2.0%
10	0.44%	2%	1.0%

## Premium bonus recapture provision

A base premium bonus will be credited on premium received during the first seven contract years, and the enhanced premium bonus will be credited during the first seven contract years (if the ABR is elected). During the surrender charge period, withdrawals in excess of the penalty-free allowance or a full surrender will incur a premium bonus recapture. This is in addition to any applicable surrender charges and/or market value adjustments. This recapture schedule is set at issue and applies to total premium bonus. After the surrender charge period, premium bonus recapture is 0%.

*Premium bonus recapture may vary by state. The premium bonus is not recaptured in the event of death of the annuitant. No premium bonus recapture will occur on any penalty-free withdrawal amount, under the nursing home confinement waiver, or on any rider charge.*

## Premium bonus recapture schedule

Contract year	CA	AL, AZ, AR, CO, DC, FL, GA, IA, IL, KS, KY, LA, MA, ME, MI, MS, NE, NH, NM, NC, ND, RI, SD, TN, VT, WV, WI, WY	AK, CT, DE, HI, ID, IN, MD, MN, MO, MT, NJ, NV, OH, OK, OR, PA, SC, TX, UT, VA, WA
1	75%	100%	90%
2	75%	90%	80%
3	65%	80%	75%
4	55%	70%	65%
5	45%	60%	55%
6	40%	50%	45%
7	30%	40%	40%
8	20%	30%	30%
9	10%	20%	20%
10	0%	10%	10%

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

This brochure is for solicitation purposes only. Please refer to your Contract for any other specific information. With every Contract that Midland National issues there is a free-look period. This gives you the right to review your entire Contract and if you are not satisfied, return it and have your premium returned.

The MNL IndexBuilder® 10 is issued on form ASI45A/ICCI6-ASI45A.MVA (contract), AR306A, AR307A/ICCI5-AR307A, AR308A/ICCI6-AR308A, AR310A.PB/ICCI6-AR310B.PB, AR312A/ICCI5-AR312A, AR313A/ICCI5-AR313A, AR314A/ICCI5-AR314A, AR317A/ICCI5-AR317A, AR331A/ICCI7-AR331A, AR383A/ICCI20-AR383A, AR384A/ICCI20-AR384A, AR403A/ICCI22-AR403A, AR404A.1/ICCI23-AR404A.1, and AR405A.1/ICCI23-AR405A.1 (riders/endorsements) or appropriate state variation by Midland National® Life Insurance Company, West Des Moines, IA. This product, its features and riders may not be available in all states.

Premium taxes: Accumulation value and surrender value and death benefit will be reduced for premium taxes as required by the state of residence.

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 optional benefit riders or strategy fees or charges 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 term financial professional is not intended to imply engagement in an advisory business in which compensation is not related to sales. Financial professionals that are insurance licensed will be paid a commission on the sale of an insurance product.

All rates and features are subject to change. Please consult your financial professional for the current information.

#### **Special notice regarding the use of a living trust as owner or beneficiary of this annuity.**

The use of living trusts in connection with an annuity contract can be a valuable planning mechanism. However, a living trust is not appropriate when mass-produced in connection with the sale of an insurance product. We strongly suggest you seek the advice of your qualified legal advisor concerning the use of a trust with an annuity contract.

#### **Premium bonus**

Products that have premium bonuses and enhanced premium bonuses may offer lower credited interest rates, lower index cap rates, lower participation rates and/or greater index margins than products that don't offer a premium bonus or enhanced premium bonus. Over time and under certain scenarios the amount of the premium bonus may be offset by the lower credited interest rates, lower index cap rates, lower participation rates and/or greater index margins.

Neither Midland National, nor any financial professionals acting on its behalf, should be viewed as providing legal, tax or investment advice. Consult with and rely on a qualified advisor. Under current law, annuities grow tax deferred. Annuities may be subject to taxation during the income or withdrawal phase. The tax-deferred feature is not necessary for a tax-qualified plan. In such instances, you should consider whether other features, such as the Death Benefit, lifetime annuity payments, and any other features make the contract appropriate for your needs.

Withdrawals taken prior to age 59 ½ may be subject to IRS penalties.

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“A+”

**A.M. Best<sup>A,B</sup>** (Superior) (Second category of 15)

**S&P Global Ratings<sup>B,C</sup>** (Strong) (Fifth category of 22)

**Fitch Ratings<sup>D</sup>** (Stable) (Fifth category of 19)

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