



CBLife Annuities

Colorado Bankers Life
Insurance Company®

CBLA Combined (11.18)

Like an annuity, CBLife is built to last

At Colorado Bankers Life Insurance Company® (CBLife), we're in it for the long haul. We've been building our foundation of insurance products since 1974. We are a strong and dependable partner and we're proud of our long-term relationships. Our clients are diverse but they share one thing in common: a need to fund a retirement that could last decades. CBLife's annuity products provide principal protection, guaranteed interest rates, tax deferral, and death benefits to help plan your future.

Located in Durham, NC, CBLife shares much in common with its corporate research and technological neighbors in the Research Triangle. We are scrappy and our experienced and energetic professionals share a "get it done" approach to business and to life. CBLife has the resources, dedication and vision to continue building upon our legacy. We invite you to join us.

Why CBLife?

Entrepreneurial DNA

Visionary leadership and unique ownership, structure, culture and values

Agile model increases our speed to market and ability to provide a full suite of products and services

Innovative technology solutions to enhance the overall user experience

Proprietary eApplication and eDelivery platform enabling straight through processing



Financial Fact Sheet

Statutory Financials as of June 30, 2018

**A.M. Best Rating:
B++ (Good)¹**

By the Numbers

Assets: \$1.96 billion

Liabilities: \$1.81 billion

Adjusted Capital & Surplus²: \$159 million

Capital & Surplus to Assets Ratio: 7.7%

Bond Portfolio: 98% Investment Grade

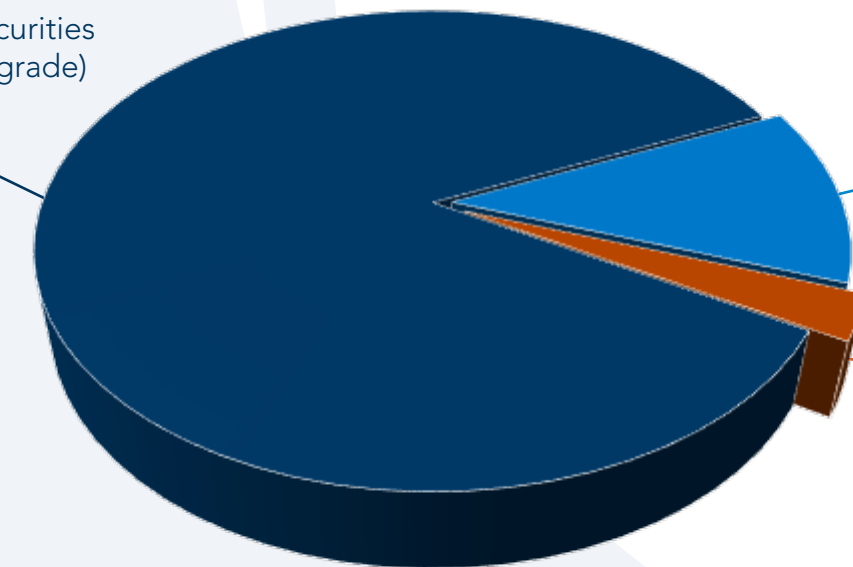
Invested Assets

(Total Cash & Investments)

Fixed Maturity Securities
(98% investment grade)
85.0%

Cash & Other Short
Term Investments
12.0%

Other **3.0%**



¹ As of November 9, 2018. A.M. Best B++ (Good) is 6th out of 13 possible ratings.

² Including Asset Valuation Reserve ("AVR") and Interest Maintenance Reserve ("IMR").

Safety, Risk or Surprise?

If a financial surprise happened to you, what would you do? How many years would it take to make up for the loss? Would you be comfortable assuming more risk with your hard earned money?

A solution could be a multi-year guaranteed annuity issued by Colorado Bankers Life Insurance Company® (CBLife). It is tax-deferred annuity contract designed for retirement.

CDs vs. Multi-Year Guaranteed Annuities

An Educational Guide for Consumers

For individuals who have traditionally used CDs as a vehicle for retirement savings growth, today's low interest rate environment has prevented them from receiving the kind of returns from past years. A Multi-Year Guaranteed Annuity (MYGA) may provide higher returns and offers tax deferral, as well as other benefits while still protecting principal.

Does this product provide...	Bank CD	MYGA
Safety of Principal?	Yes	Yes
Institutional Backing? ^a	Yes	Yes
Liquidity? ^b	Yes	Yes
Tax-Deferred Growth? ^c	No	Yes
Lifetime Income? ^d	No	Yes

a. Backing: Bank CDs are insured by the FDIC³. MYGAs are issued by an insurance company and the guarantees on a MYGA are backed by the claims-paying ability of that insurance company.

b. Liquidity: Annuities generally have provisions that allow the owner to withdraw some money (typically 10%) penalty-free. Typically, a penalty is applied if funds are withdrawn from a CD prior to the CD's maturity date.

c. Tax deferral: Annuities are long term financial vehicles designed for retirement purposes. Contributions paid into an annuity plan grow over time on a tax-deferred basis until a selected future date (usually at retirement). If you need access to your money in a year or two, a MYGA may not be right for you. If you have a three year, five year, or even longer time horizon, a MYGA may be an attractive option to protect and grow your retirement savings.⁴

d. Income: As annuities are designed to meet long-term retirement goals, options do exist on MYGAs to convert them into lifetime income streams. While interest can be withdrawn from CDs, this is neither guaranteed to stay constant nor last for a lifetime.

Interest rate guarantees: The initial interest rate a MYGA earns is guaranteed by the claims-paying ability of that insurance company for the guaranteed period schedule. In addition, the rate will never fall below the minimum guaranteed interest rate, even if economic conditions cause interest rates to drop dramatically.

³Bank CDs are insured by the FDIC up to \$250,000. ⁴Annuity guarantees are backed by the claims-paying ability of Colorado Bankers Life Insurance Company®. Annuities are designed for long-term accumulation of money; surrender and withdrawal fees may apply on early withdrawals. Annuity withdrawals are subject to income tax and withdrawals prior to age 59½ may also be subject to an IRS penalty. Colorado Bankers Life Insurance Company and its representatives do not give legal or tax advice. Consult your tax advisor before making any annuity withdrawals. See contract for details; the summary contained in this piece is only an overview of the actual definitions. The actual contract definitions should be consulted and will control.





CBLA

Three-, five- and seven-year fixed annuities

Multi-Year Tax-Deferred Guaranteed Return Annuities

Every Journey Begins with a Choice

Whether taking off for a long weekend or looking further down the road to a comfortable retirement, you start by answering a simple question.

What do I do now to take me where I want to be later?

The CBLA annuities are an ideal choice if you value the stability of an interest rate guarantee and policy options that put you in control of your future income.

Start this important journey wisely, by choosing a tax-deferred, interest-bearing annuity contract with one of our multi-year guaranteed rates, outstanding death benefits and no front-end loads or policy fees.

The CBLA Annuities: Key Features

Interest Rate CBLA-3: Guaranteed for three years
 CBLA-5: Guaranteed for five years
 CBLA-7: Guaranteed for seven years

Issue Ages 0-90 (age of last birthday)

Contribution Limits **Minimum premium:** CBLA-3, \$50,000; CBLA-5 and CBLA-7, \$10,000
Maximum premium: All CBLA products, \$250,000 without Home Office approval. Minimum and maximum premiums apply to both qualified and non-qualified plans.

Monthly Interest Option Available after 30 days

Withdrawal Privileges 10% FREE withdrawals. Policyowners may withdraw up to 10% of the accumulated contract value each year after the first year, without a withdrawal charge.

Nursing Home Waiver After the first contract year we will waive the withdrawal charge on an amount up to 50% of the account value if the annuitant is confined to a nursing home due to any of the following covered conditions: deemed medically necessary by a physician, is unable to perform two or more activities of daily living, and/or suffers a cognitive impairment.

To qualify for this contract feature the Annuitant must be age 80 or younger on the contract effective date. This provision is limited to a single episode of an Eligible Nursing Home confinement.

Annuitization Available after 12 months with multiple payout options

Withdrawal Charges If a policyowner is required to take a Required Minimum Distribution (RMD) on a tax-qualified annuity, withdrawal charges are waived on any RMD regardless of the contract year and amount.

For all other withdrawals, amounts requested in excess of that allowed under one of the penalty-free withdrawal options are subject to the following charges: ⁵

Contract Year	1	2	3	4	5	6	7	8
CBLA-3: Withdrawal Charges	9%	8%	7%	0%	0%	0%	0%	0%
CBLA-5: Withdrawal Charges	9%	8%	7%	6%	5%	0%	0%	0%
CBLA-7: Withdrawal Charges	9%	8%	7%	6%	5%	4%	3%	0%

May be Endorsed as Traditional, Roth and Inherited IRAs Accepts rollovers from qualified plans, 457 plans, IRAs, Simplified Employee, Pension (SEP) plans, 403(b) plans, and SIMPLE IRAs

⁵ Withdrawal charges can vary slightly by state.

Guarantees are backed by the claims-paying ability of Colorado Bankers Life Insurance Company®. Annuities are designed for long-term accumulation of money; surrender and withdrawal fees may apply on early withdrawals. Annuity withdrawals are subject to income tax and withdrawals prior to age 59½ may also be subject to an IRS penalty. Colorado Bankers Life Insurance Company and its representatives do not give legal or tax advice. Consult your tax advisor before making any annuity withdrawals. See contract for details; the summary contained in this piece is only an overview of the actual definitions. The actual contract definitions should be consulted and will control.

Our Mission

At Colorado Bankers Life Insurance Company® (CBLife), we meet our customers wherever they are in life to help them protect their family today and accumulate assets for future needs.

Do you have everything you need to help you on your journey?



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A GLOBAL BANKERS INSURANCE GROUP COMPANY

This piece provides a brief summary of product features. The contract associated with the product will contain the actual terms, definitions, limitations and exclusions that apply. Product features and availability vary by state and are solely the responsibility of Colorado Bankers Life Insurance Company®. The CBLA-3, CBLA-5 and CBLA-7 are single premium, multi-year guaranteed return annuities issued by Colorado Bankers Life Insurance Company. CBLA-3, CBLA-5 and CBLA-7 contract form series ICC17C-SPDACD and C-SPDACD, and application series ICC17A-SPDACD and A-SPDACD. Some exclusions and exceptions apply. Please refer to the contract for the actual terms and conditions that apply.

The statements and comments offered in this communication are provided as general information and ideas. They are not intended to be, nor should they be relied on as, investment, legal, tax advice or recommendations. Before making a decision or giving advice about any matter contained in this communication, agents or individuals should consult their own attorney, tax or investment advisor.

Products and services are underwritten and/or provided by Colorado Bankers Life Insurance Company (Durham, NC), licensed in 49 states (excluding New York), the District of Columbia, and Puerto Rico. Products and services may not be available in all states.

Not FDIC/NCUA insured • Withdrawal charges may apply • Not bank/CU guaranteed • Not a deposit • Not insured by any federal government agency