



# Retire with an edge

**Transamerica Income Edge<sup>SM</sup> 1.2 Living Benefit**  
**Available with a Transamerica Variable Annuity New York**

Annuities issued in New York by Transamerica Financial Life Insurance Company, Harrison, New York. Annuities are underwritten and distributed by Transamerica Capital, LLC, 1801 California St., Suite 5200, Denver CO 80202, Member FINRA. References to Transamerica may pertain to one or all of these companies.

**INVESTMENT AND INSURANCE PRODUCTS ARE: • NOT FDIC INSURED • NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY**  
**• NOT A DEPOSIT OR OTHER OBLIGATION OF, OR GUARANTEED BY, THE BANK OR ANY OF ITS AFFILIATES**  
**• SUBJECT TO INVESTMENT RISKS, INCLUDING POSSIBLE LOSS OF THE PRINCIPAL AMOUNT INVESTED**



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With *Transamerica Income Edge*<sup>SM</sup> 1.2, your clients can receive a straightforward, flexible, and cost-efficient living benefit that offers guaranteed lifetime income and investment options from some of the industry's well-known money managers. *Transamerica Income Edge 1.2* is an optional living benefit available for an additional fee with a Transamerica variable annuity.

**Straightforward: Higher withdrawal percentage, non-reducing income**

| Attained age* | Before the living benefit's 4 <sup>th</sup> anniversary: |            | 4 <sup>th</sup> until 7 <sup>th</sup> living benefit anniversary: |            | On or after the living benefit's 7 <sup>th</sup> anniversary: |            |
|---------------|--|------------|---|------------|---|------------|
|               | Withdrawal percentage                                    |            | Withdrawal percentage   |            | Withdrawal percentage   |            |
|               | Single life  | Joint life | Single life   | Joint life | Single life   | Joint life |
| 59–64         | 4.35%  | 3.85%      | 5.35%   | 4.85%      | 6.60%   | 6.10%      |
| 65–69         | 5.60%  | 5.10%      | 6.60%   | 6.10%      | 7.85%   | 7.00%      |
| 70–74         | 6.00%  | 5.50%      | 7.10%   | 6.60%      | 8.75%   | 8.05%      |
| 75–79         | 6.50%  | 6.00%      | 7.70%   | 7.20%      | 9.45%   | 9.00%      |
| 80–84         | 7.10%  | 6.60%      | 8.40%   | 7.90%      | 10.35%  | 9.85%      |
| 85–89         | 8.00%  | 7.50%      | 9.25%   | 8.75%      | 11.40%  | 10.90%     |
| 90–94         | 9.00%  | 8.50%      | 10.40%  | 9.90%      | 12.80%  | 12.30%     |
| 95+           | -  | -          | -   | -          | 14.60%  | 14.10%     |

\* Age at time of first withdrawal. Issue ages are 0–85.

- Opportunity for **8.75%** single life withdrawal rate at age 70<sup>1</sup> if your client waits until the seventh living benefit anniversary to take income, or if a step-up occurs on or after the seventh living benefit anniversary
- Offers annual step-up to lock in gains
  - Consistent guaranteed income that can never run out or be reduced,<sup>2</sup> even if your client's Policy Value reaches zero, as long as no excess withdrawals are taken

**Flexible: Create a portfolio that's tailored for your client**

- Your client can choose from 70-plus investment options from some of the industry's leading money managers and allocate 75% of their premiums in any of the available investment options.
- With the annual step-up, your client's Withdrawal Base can grow when their investment options perform well.
- The remaining 25% goes into Transamerica's Stable Account, which offers a guaranteed interest rate. The Stable Account is a fixed account option that is only available if you elect this optional living benefit. The guaranteed interest rate will be equal to the nonforfeiture rate declared each quarter. The Guaranteed Minimum Interest Rate will be equal to the nonforfeiture rate in effect for the quarter in which the policy is issued and will not change for the life of the policy. Please see prospectus for more information. Transfers to and from the Stable Account are not permitted.
- The Withdrawal Base does not establish or guarantee Policy Value, surrender value, minimum death benefit, or return for an investment option.



**Cost-efficient: Keep more of your clients' money working for them**

- Pay no M&E&A<sup>3</sup> on assets in the Stable Account
- Invest in lower-cost index investment options
- Annual fees are competitive at 1.45% for single life and 1.55% for joint life of the Withdrawal Base

Straightforward

Flexible

Cost-efficient

<sup>1</sup> If the living benefit is structured as joint life, the withdrawal percentage will be based on the younger of the annuitant or the annuitant's spouse when withdrawals begin.

<sup>2</sup> As long as withdrawals do not exceed the living benefit withdrawal amount

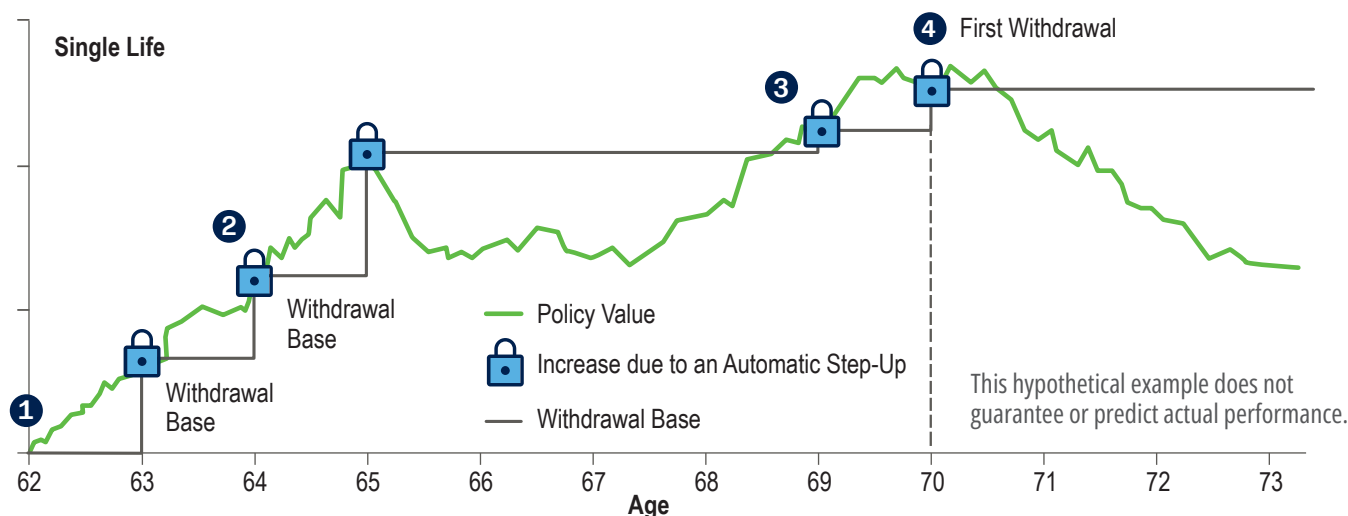
<sup>3</sup> Mortality & expense risk fee & administrative charge (M&E&A) is an annual fee assessed daily and is a percentage of the subaccount Policy Value.

The withdrawal and living benefit fees along with required allocations, valuation frequency, and minimum benefit age listed within may change and may not be the most current. The most current information is disclosed in the applicable Rate Sheet Prospectus Supplement, which may be amended by us from time to time. Please contact our administrative office to determine whether the information above has been amended. **Your client should not purchase this living benefit without first obtaining the applicable Rate Sheet Prospectus Supplement.**

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## A case study *Transamerica Income Edge*<sup>SM</sup> 1.2 in action

Joe B. Investor is 62 and wants to take money from his IRA to create a guaranteed stream of income for himself at age 70. Joe is looking to use potential market returns to accumulate a larger base of future income while he continues to work. He also wants protection from market corrections so they don't erode his gains as he nears his retirement date. Here's a step-by-step look at how *Transamerica Income Edge 1.2* when combined with a Transamerica variable annuity can work for him. Please note there is no additional tax-deferral benefit derived from placing IRA or other tax-qualified funds into an annuity. Features other than tax deferral should be considered in the purchase of a qualified annuity.



### 1 Guaranteed income for life that can't be reduced:

Joe's initial income is protected because, even in declining markets, his Withdrawal Base will not decrease as long as he takes no withdrawals in excess of the maximum withdrawal amount under the living benefit. The Withdrawal Base does not establish or guarantee Policy Value, surrender value, minimum death benefit, or return for an investment option. This means Joe's future income is secure against market volatility.

### 2 Investment flexibility:

Joe allocates 75% of his premiums in any of the available investment options. He gets to control his investment mix to suit his needs.

### 3 Annually lock in investment gains:

In rising markets, Joe automatically locks in investment gains to his current Policy Value on his living benefit anniversary and steps up his Withdrawal Base to this new value. So even if the markets decline before he is ready to take his withdrawals, his increased Withdrawal Base is locked in.

### 4 Opportunity for 8.75% withdrawals:

By waiting until the seventh living benefit anniversary to take withdrawals and turning 70, Joe steps up to an **8.75%** single life withdrawal rate. In this example, at age 70 Joe can start taking withdrawals of **8.75%** of his Withdrawal Base, which has increased as the result of an Automatic Step-Up.

## Transamerica Variable Annuities

### With the optional *Transamerica Income Edge 1.2* living benefit

#### The flexibility to choose

Create a portfolio that's tailored for your client (may vary by product) from some of the industry's well-known money managers.



## Additional information

Transamerica variable annuities' range of fees and charges include 0.20%–1.5% M&E&A, 0%–8% surrender charges, current \$35 and maximum \$50 annual service charge, and investment option management fees. A fund facilitation fee of up to 0.6% annually may apply for certain investment options. Initial living benefit fee is 1.45% annually for single life, and 1.55% annually for joint life. The living benefit fee percentage may increase beginning with the first living benefit year with an Automatic Step-Up. The maximum living benefit fee percentage allowed is 2.5%.

All guarantees, including optional benefits, are based on the claims-paying ability of the issuing insurance company.

Should the variable annuity's Policy Value fall to zero, your client will receive payments up to the amount allowed under the living benefit for life. If an excess withdrawal causes the Policy Value to reach zero, the living benefit and policy will terminate.

Your client's wait period for higher withdrawal percentages is tied to the living benefit inception date.

Withdrawals of taxable amounts are subject to ordinary income tax and may be subject to a 10% additional federal tax if withdrawn before age 59½. Withdrawals may be subject to surrender charges.

On the maximum annuity commencement date, the living benefit terminates. By annuitizing the policy, they will have the option to receive lifetime payments that are no less than the withdrawals allowed by the living benefit. Annuitization must generally occur by the annuitant's age 99.

When the Joint Life option of the living benefit is selected, the joint life must be the annuitant's spouse and must either be named as joint owner or the sole beneficiary on the policy.

Financial institutions that sell our products may have their own guidelines to determine the appropriateness of our variable annuity policies and/or living benefits. Some financial institutions may not sell all of our products, may have specific issue ages for our variable annuity policies, and may not have all living and death benefits available.

Same sex couples have the right to marry in all states. The parties to each marriage that is valid under the law of any state will each be treated as a spouse as defined in this policy. Individuals in other arrangements, such as civil unions, registered domestic partnerships, or other similar arrangements, that are treated as spouses under the applicable state law, will each be treated as a spouse as defined in this policy for state law purposes. However, individuals in other arrangements, such as civil unions, registered domestic partnerships, or other similar arrangements, that are not recognized as marriage under the relevant state law, will not be treated as married or as spouses as defined in this policy for federal tax purposes.

Therefore, exercise of the spousal continuation provisions of this policy or any riders by individuals who do not meet the definition of "spouse" may have adverse tax consequences and/or may not be permissible.

**Please consult a tax professional for more information on this subject.**

Living and death benefits are referred to as a rider in the contract. All policies, benefits, and forms may vary by state, and may not be available in all states. FRGL16NY-0318(IS), FRGL16NY-0318(IJ)

## What Is a Variable Annuity?

**A long-term investment product designed for retirement purposes offering four main features:**

- Guaranteed lifetime payout options
- Guaranteed death benefit options
- Wide selection of investment options
- Tax-deferred earnings accumulation

If they elect the *Transamerica Income Edge*<sup>SM</sup> 1.2 living benefit, Transamerica requires the Policy Value to be allocated in a manner described in the contract, which may include a volatility control strategy. **In periods of high market volatility, volatility control strategies could limit your client's participation in market gains; this may conflict with their investment objectives by limiting the ability to maximize potential growth of their Policy Value and, in turn, the value of any guaranteed benefit that is tied to investment performance.** Volatility control strategies are intended to help limit overall volatility and reduce the effects of significant market downturns during periods of high market volatility, providing policy owners with the opportunity for smoother performance and better risk-adjusted returns. **Your clients pay an additional fee for the living benefits that, in part, protects the living benefit base from investment losses. Since the living benefit base does not decrease as a result of investment losses, volatility control strategies might not provide meaningful additional benefit to them.** If your clients determine that underlying funds with volatility control strategies are not consistent with their investment objectives, other investment options are available under the living benefits that do not invest in funds that utilize volatility control strategies.

**Before investing, consider a variable annuity's investment objectives, risks, charges, and expenses. Go to [transamerica.com](https://www.transamerica.com) for prospectuses containing this and other information. Please read carefully.**

**To learn more about *Transamerica Income Edge 1.2* and to get support materials:**



**Call the Transamerica Sales Desk: 800-851-7555**