Allianz Fixed Annuities
INVESTMENT DISCLOSURE

CUSTOMER NAME / ACCOUNT REGISTRATION: Joseph SmartOffice

Investment Amount **$** Investment Company and Product Purchased:

Investment Profile

Investment Objective (up to two)

Does this annuity contract match investment objectives indicated on the Account Information Form? **No**

Financial Information (at time of investment)

Years of Investment Experience _ Years Known
Current Tax Bracket**:**
Estimated Net Worth (Exclusive of home) Estimated Liquid Net Worth
Approximate Annual Income Estimated Monthly Expenses

*KCD Financial, Inc. Account Information Form (AIF) should reflect this information; if different the AIF is required to be updated.

Investment Access

I have other sources of funds to access, besides this investment, if a liquidity need arises: **No**
Current Liquidity Needs **$**
Time Horizon for Investment:
I anticipate that I will access this investment during the surrender charge period: **No**

☐Free Withdrawal Amount ☐RMD ☐Pre 59 ½ (IRS Penalty May Apply

☐Other

There is a surrender charge on this product of **%** in year one, decreasing to zero % in year .

Reason for Purchase/Replacement/Exchange

Has the client had another deferred annuity exchange during the last 60 months?: No
(If yes, provide detail)

Company name and product type replaced/exchanged

Years of replacement/exchange

Reason for replacement/exchange

Reason of purchase/replacement/exchange (benefits) of this FA :

Source of Funds
When changing investment vehicles, there may be various charges involved both in liquidating the current investment, and entering the new investment. **Some liquidations may also be taxable events.**

Mutual Fund Liquidation*: *When selling mutual funds, you may incur charges to close current account(s).*
Full or partial sale of an Insurance Product*: *You understand you may incur a surrender charge. You also understand once liquidated, your investment in an insurance or annuity contract, the liquidated contract's death benefits, living benefits, or any other benefits of the liquidated policy cannot be reinstated.*
CD Prior to maturity*: *When selling CD's prior to maturity, you may incur a penalty to close current account(s).*
Sales of Stock/Bonds*: *When selling stocks/bonds, you may incur fees/commissions to close current positions.*

* Complete the following for these sources of funds:

No I am replacing a previously owned insurance product. I have been advised of the differences between the new and existing products, and feel that the differences, including any fees or additional charges are sufficient to warrant the change to the new product.
No I understand that I may be subject to capital gains or other tax consequences for any replacement transactions.
No The product being exchanged was sold to me by the same representative selling me this product.
No This retirement plan distribution/rollover is employer required.
No This retirement plan distribution/rollover is my choice (not required by my employer)

I have liquidated or will liquidate the following products/investments for this annuity purchase.

Company Name	Product Type	Full or Partial Withdrawal	Amount Liquidated	Original Purchase Date	Surrender Charges or Fees	Surrender Period Remaining
Click here Click here	Click here Click here	Click here Click here	Click here Click here	Click here Click here	Click here Click here	Click here Click here

Costs: List costs for each component/rider of the new FA to be purchased. If exchanging from an existing FA, provide the costs associated with the existing VA for comparison.

Product Comparison	New Annuity	Replaces Product #1	Replaces Product #2
Product Name			
CDSC % Year by Year (e.g. 5, 4, 3, 2, 1%)			
Guaranteed Minimum Death Benefit	$	$	$
Expenses – M & E	bps	bps	bps
Expenses - RIDERS	bps	bps	bps
Expenses - SUB - ACCOUNT	bps	bps	bps
TOTAL FEES *	bps	bps	bps
Estimated Annual Cost based on Current Value	$	$	$
Selected Riders and features	See next page	☐Bonus ☐Guaranteed Minimum Withdrawal ☐Guaranteed Withdrawal Benefits ☐Guaranteed Minimum Income ☐Guaranteed Minimum Accumulation	☐Bonus ☐Guaranteed Minimum Withdrawal ☐Guaranteed Withdrawal Benefits ☐Guaranteed Minimum Income ☐Guaranteed Minimum Accumulation

*** Every attempt to disclose accurate fees is made. However, please review the prospectus for a complete list of fees**

Share Class This share class is in the client's best interest because:

Select Riders included in this contract

Riders with NO additional Charge

☐ Blended Index Annual Point-to-Point with Participation Rate Rider
☐ Enhanced Penalty-Free Withdrawal Rider
☐ Flexible Annuity Option Rider
☐ Income Flex Rider
☐ Income Multiplier Benefit Rider
☐ Multi-Year Index Lock Rider
☐ Point-to-Point with a Cap Rider
☐ Single Index Annual Point-to-Point with a Cap Rider
☐ Single Index Annual Point-to-Point with a Participation Rate Rider
☐ Single Index Highest Daily Value with a Participation Rate Rider
☐ Single Index Performance Trigger Rider
☐ Single Index Monthly Sum Rider
☐ Single Index Two-Year Point-to-Point with a Participation Rate Rider
☐ Single Index MY Point-to-Point with a Participation Rate Rider
☐ Single Index MY Point-to-Point with a Participation Rate Rider with Option

Riders WITH ADDITIONAL CHARGE	**Rider Cost**
☐ 360 Benefit Rider	0.95% of Accumulation Value Annually
☐ Allocation Charge Rider	See contract schedule
☐ Allocation Charge Rider – Group	See contract schedule
☐ Benefit Rider	See contract Schedule
☐ Benefit Rider II	See contract Schedule
☐ Core Income Benefit Rider	Maximum Charge 1.25%
☐ Flexible Withdrawal Rider	0.008333% of Accumulation Value
☐ MY Point-to-Point Accumulation Rider	Subject to Allocation Charge – See contract Schedule
☐ Premium Bonus Rider	See contract Schedule
☐ Protected Income Value Rider	See contract Schedule
☐ Protected Income Value Rider with Bonus Control Benefit Option	See contract schedule

IMPORTANT!!!

If any of the following Riders are selected, include the CONTRACT SCHEDULE:

Allocation Charge Rider
Allocation Charge Rider – Group
Benefit Rider
Benefit Rider II
MY Point-to-Point Accumulation Rider
Premium Bonus Rider
Protected Income Value Rider
Protected Income Value Rider with Bonus Control Benefit Option

Client Affirmations

Initials

	☐N/A	I understand that choosing an index or multiple indices used to determine the credits does not mean there will be actual investments in those indices
	☐N/A	I understand a withdrawal prior to age 59 ½ may result in a 10% IRS penalty on any gains plus ordinary tax.
	☐N/A	I understand that any withdrawals that exceed the amount specified by the specific options chosen will reduce future Protected Income Values
	☐N/A	I understand that the crediting methods chosen could result in some years with no higher credit realized and the choices are mine to make. There is no assurance that guidance received from my KCD representative (if any) or a company administered program will result in accumulation value gains.
	☐N/A	I understand that, under current tax code, that upon death, a "stepped-up" cost basis is not available and the gain is subject to ordinary income tax.
	☐N/A	I understand that by purchasing this product in my IRA or qualified account (including a 403(b) and/or 457(b)) that there are no additional tax advantages from which I will benefit. In such a case, I also understand that tax deferral should not be the basis for my purchase of this annuity.
	☐N/A	I understand there may be a "Market Value Adjustment" (MVA) on this policy, which may reduce the amount received in case of early liquidation. This reduction would be in addition to any surrender charges.
	☐N/A	I understand that, in times of low interest, the return on the "money market" subaccount may be lower than the annual fees charged, resulting in total return that is negative.
	☐N/A	To earn a bonus credit on my initial deposit into this contract, I understand that internal fees, including mortality and expense charges, surrender charges and surrender periods, will be higher and longer than other products that may be available without this bonus credit. I understand that I am paying these additional charges in exchange for the bonus credit.
	☐N/A	I understand that my KCD Financial, Inc. representative also offers other investment choices, e.g., mutual funds, exchange-traded funds and other products that could offer higher returns over time, but without the guarantees offered by the insurance company offering this annuity. I have considered these alternatives and after discussion and after due consideration, I consider this fixed annuity policy to be a more suitable product for my financial needs and objectives.
	☐N/A	I understand there is a "free look" period after the delivery of the contract (length of time varies by state).
	☐N/A	Based on my current financial status, investment objectives, age, risk tolerance, lack of need for income or liquidity, and investment knowledge, I do verify that a fixed index annuity is suitable for the portion of money invested in this and other contracts. It is understood that this is a long term investment.
	☐N/A	I understand the items listed in this disclosure may not include all features of the annuity selected.
	☐N/A	My representative has provided me a copy of FINRA's "Should You Exchange Your Variable Annuity".
	☐N/A	My representative has reviewed with me the M&E fees, rider, surrender fees and schedule as well as other policy charges. **I have received and reviewed the proper prospectus.**
	☐N/A	My Surrender Charge will be $Click or tap here to enter text. from surrendering my annuity.

Client Statement (TO BE COMPLETED BY CLIENT) – Add additional pages if necessary

Please identify the specific benefits, product enhancements, and/or product improvements that you will receive in effecting this transaction. Also describe how you will benefit from these features:

Representative Statement (TO BE COMPLETED BY THE REPRESENTATIVE) – Include the reason(s) this investment is in the client's best interest and at lease two alternative solutions considered and why rejected

Click or tap here to enter text.

Pros Click or tap here to enter text.

Cons Click or tap here to enter text.

Disclosures and Signatures

Is this investment recommended by your Representative? **No**

- If I have previously agreed to a pre-dispute arbitration clause with KCD Financial, Inc., my signature reflects my acknowledgement that this application and the accounts and transaction contemplated are subject to such arbitration clause.
- By signing the form, I certify that I received, read, and agree to the terms of the Prospectus or Offering Document for the product(s) I am investing.
- By my signature below, I confirm that the information provided in this document is complete and accurate to the best of my knowledge as of the date indicated below.
- I feel this is a suitable investment for my particular situation.
- I understand the nature of this investment and still wish to invest.

Owner's Signature Date Print Name

Co-owner's Signature Date Print Name

I have appropriately acted on behalf of my client by reviewing all points in the above disclosure and supporting information provided in the prospectus. I believe the information provided is complete and accurate to the best of my knowledge and that this transaction is in the client's best interest.

Representative's Signature Date Print Name Rep #

By signing below the Principal acknowledges that he/she has reviewed the recommended transaction.

Principal's Signature Date

☐Prospectus Fee Sheet/Morningstar Report Submitted
☐Surrender Charges/Fees Verified