



EQUITABLE

# Gain an edge on taxes

Investment Edge® variable annuity

## Income Edge

An innovative payment feature

Tax-efficient  
distributions

Potential to receive  
higher after-tax income  
in the early years

Customizable  
income plans

Variable Annuities: • Are Not a Deposit of Any Bank • Are Not FDIC Insured • Are Not Insured by Any Federal Government Agency  
• Are Not Guaranteed by Any Bank or Savings Association • May Go Down in Value

Equitable Financial Life Insurance Company (NY, NY)

# Tax-advantaged payments

## What is Investment Edge®?¹

**Investment Edge® is an innovative retirement strategy designed to take advantage of smart diversification and tax-deferred growth in**

**your wealth-building years, followed by tax-efficient distributions when you need retirement income.**

Retirement is about making the most of what you have to achieve the freedom to pursue your passions. Whatever your vision of retirement holds, you can feel ready for life's surprises if:

- Your money works hard for you while you're building your savings — with smart investment options and tax strategies that let your money grow tax-deferred.
- You've planned for tax-efficient distributions that can give you more tax-free income in the early years.
- Your investments are well-diversified to help spread risk against potential downturns in any one market sector.

## Investment Edge® helps you:

### Diversify to help mitigate risk

Help smooth the effect of ups and downs in any one market sector and stay focused on long-term growth in your wealth-building years — with access to more than 100 investment options from industry-leading investment managers, as well as Segments that track well-known indices to provide growth potential and partial protection.

### Defer taxes to help maximize growth

Allow contributions and earnings to compound and grow, without having to pay taxes on your growth until later.

### Distribute income with tax-efficient payments

Maximize tax-efficient distributions through Income Edge, where contract owners receive more after-tax income in the early years of distribution (assuming there are gains) — read on below.

You are protected against some downside risk, but if the negative return is in excess of the Segment Buffer, there could be substantial loss of principal because you agree to absorb all losses to the extent they exceed the protection provided. Negative consequences may apply, if for any reason, amounts invested in a Segment are removed before the Segment Maturity Date.

## Income Edge: An innovative payment program for nonqualified contracts

### Key benefits:

- **Tax-efficient distributions.** Payments can be taken that are only partially taxed.
- **Higher after-tax income, compared to equivalent regular withdrawals, can generally be received in the early years,** assuming there are gains in the account.
- **Investors can choose an income plan that fits their needs.** Options available for preretirees, retirees and inheritors of eligible nonqualified contracts.

**With Income Edge,** contract owners receive more after-tax income in the early years of distribution (assuming there are gains). They can pursue their retirement income goals by adding tax advantages to diversified portfolios.

<sup>1</sup> A deferred variable annuity, such as Investment Edge®, is a long-term financial product designed for retirement purposes. It is a contractual agreement in which payments are made to an insurance company, which agrees to pay out an income or lump-sum amount at a later date. Guarantees are based on the claims-paying ability of the issuing company.

Withdrawals from an annuity contract are taxable as ordinary income and, if made prior to age 59½, may be subject to an additional 10% federal tax. Withdrawals may also be subject to withdrawal charges. Amounts invested in an annuity's portfolio are

subject to fluctuation in value and market risk, including loss of principal. There are fees and charges associated with a variable annuity contract, which include, but are not limited to, operations charges, sales and withdrawal charges, administrative fees and additional charges for optional benefits. See the prospectus for complete details. It should be noted Income Edge is not the only way to take payments that are only partially taxed as this may be accomplished through annuitization of the annuity contract. Please see the back page of this brochure for footnote references and other important information.



## Meet Mike

- Age 65
- Active traveler and tennis player

Still an active traveler and tennis player, he's looking forward to spending more time doing the things he loves with his family. Ultimately, he plans to settle down — but not before checking some things off his bucket list. For Mike, it's important to access more of his income during the early years of his retirement, when he likely will need it most.

## Mike's story

Mike invests \$200,000 in Investment Edge® at age 55. At age 65, Mike elects Income Edge and decides to spread his payments out over a 20-year time horizon. His initial contribution of \$200,000 is his cost basis.

Let's take a look at how Mike's payments are determined starting with his first year of Income Edge. Please see a chart depicting all of Mike's payments on the next page.

## Hypothetical example — Mike's first Income Edge payment:

### Assumptions

- Account Value year 1 of payments: **\$339,621**
- Cost basis: **\$200,000**
- Payment period: **20 years**
- Tax rate: **32%**

### Payment amount calculation

$$\frac{\$339,621 \text{ (Account Value)}}{20 \text{ years (Payment period)}} = \$16,981 \text{ Payment amount}$$

### Tax-free amount calculation

$$\frac{\$200,000 \text{ (Cost basis)}}{20 \text{ years (Payment period)}} = \$10,000 \text{ Tax-free amount}$$

#### After-tax payment **WITH** Income Edge

$$[\$16,981 - \$10,000] \times 32\% \text{ Tax Rate}$$

Tax: \$2,234

Payment: \$14,747

#### After-tax payment **WITHOUT** Income Edge

$$\$16,981 \times 32\% \text{ Tax Rate}$$

Tax: \$5,434

Payment: \$11,547

**Payment is ~30% higher with Income Edge in year 1.**

This fictional and hypothetical example is intended for illustrative purposes only, is not indicative of actual product performance or contract owner outcome or experience, or as a product or investment recommendation of any kind. This example does not take into account the impact of any contract fees.

# Higher after-tax

Hypothetical example

Mike has big plans for his retirement. He is looking forward to spending more time doing the things he loves with his family.

Age	With Income Edge	Without Income Edge	Account Value <sup>3</sup>
65	\$14,747	\$11,547	\$339,621
By age 80	\$327,587	\$279,587	\$223,063
By age 85	\$526,062	\$526,062	\$0

## Access means options

When would a contract owner rather have more income?

### Assumptions

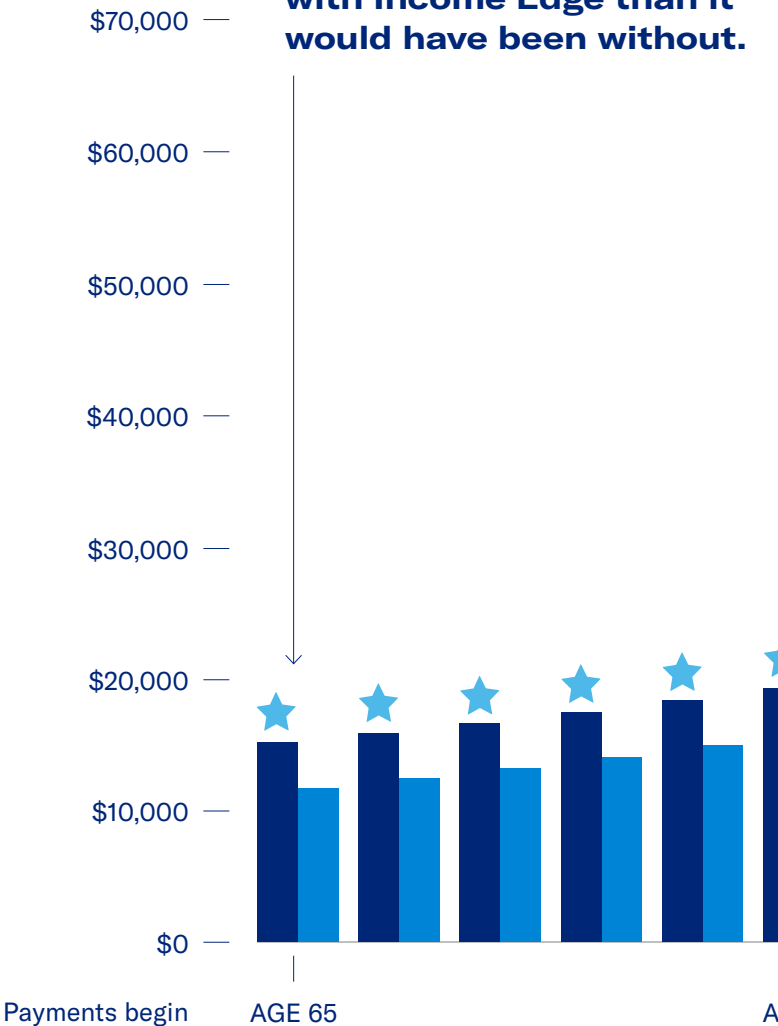
As the chart illustrates:

- Cost basis: \$200,000
- Payment period: 20 years
- Tax rate: 32%

## 1 First payment

Mike receives his first after-tax Income Edge payment of \$14,747.

**His initial after-tax income payment is ~30% higher with Income Edge than it would have been without.**

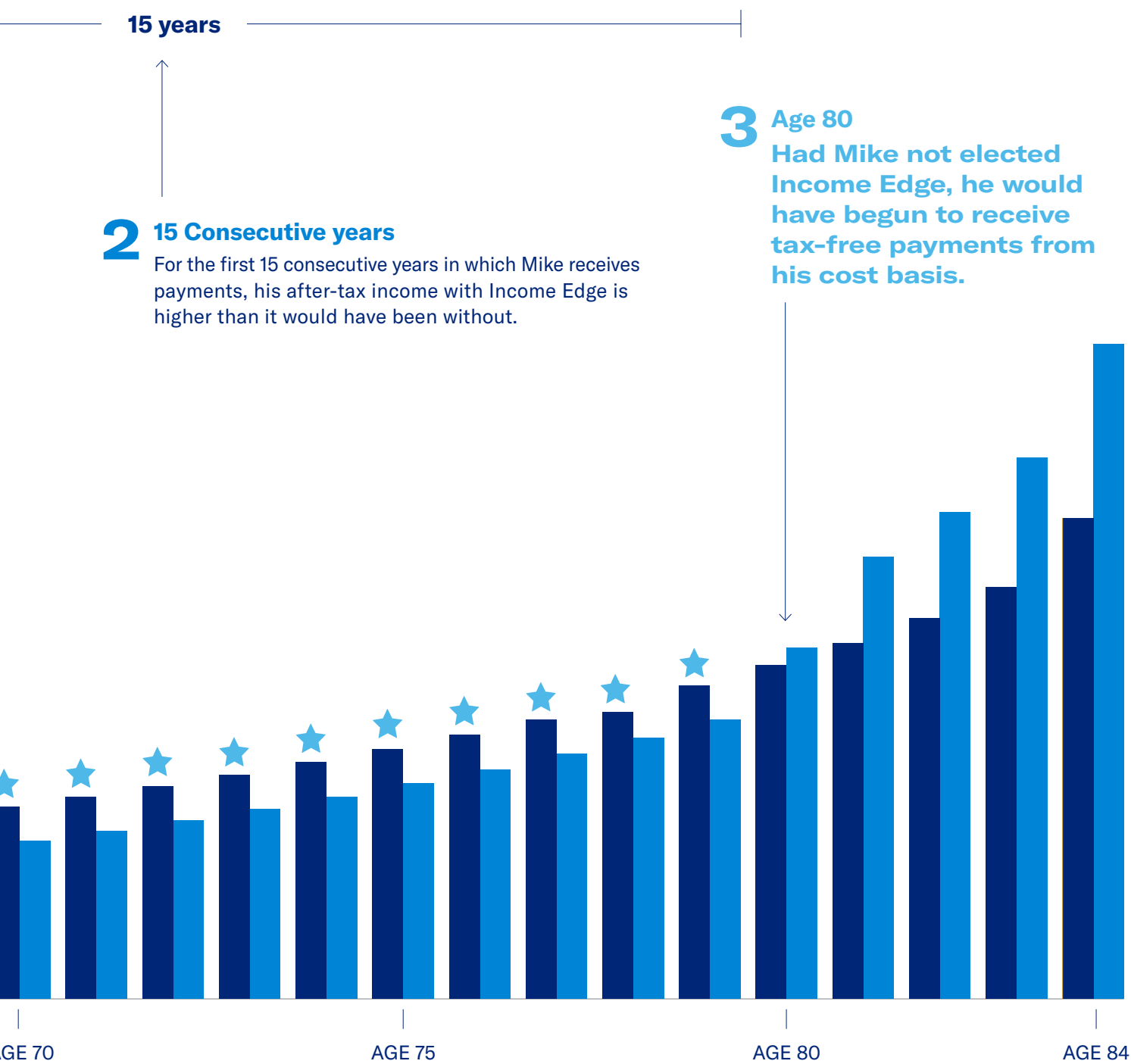


● After-tax payment **WITH** Income Edge<sup>4</sup>

● After-tax payment **WITHOUT** Income Edge<sup>5</sup>

★ Higher after-tax payment **WITH** Income Edge

# income with Income Edge



The chart above assumes a 32% tax rate and hypothetical fixed investment scenario with an 8% Gross Rate of Return (6.06% net of fees). Hypothetically, if the average rate of return is 0% (-1.94% net of fees), Mike would not be able to elect Income Edge because there would never be any gains in his contract. With a 0% return, by age 65, his Account Value would be equal to \$164,418. By age 80, his Account Value would be equal to \$122,554. By age 85, his Account Value would be equal to \$111,119. This example is hypothetical and is not a projection or prediction of future investment returns. This example is designed to show how the performance of the underlying investment portfolio may affect contract values over an extended period. This example assumes maximum charges.

# Frequently asked questions

Important information about the Income Edge distribution feature

## 1 What is Income Edge?

Income Edge is an innovative payment program designed to pay out the contract holder's entire account value over a customizable time horizon. A portion of each scheduled payment is a return of the investment in the contract, or cost basis, and thus excludable from taxes. Income Edge is available for certain nonqualified contracts.

## 2 Which Income Edge option could be right for whom?

**Income Edge:** Available to retirees over 59½ who are interested in customizing a time horizon between 10 and 40 years by which to receive tax-efficient payments.

**Income Edge Beneficiary Advantage:** Available to inheritors of nonqualified Investment Edge® contracts and certain beneficiaries under nonqualified deferred annuity contracts from other policyholders via 1035 exchanges. Provides the ability to customize a time horizon (10 years–life expectancy) by which to receive tax-efficient payments.

**Income Edge Early Retirement Option:** Available to preretirees under age 59½ who are interested in receiving tax-efficient payments over a time horizon determined by their life expectancy.

## 3 How are payments determined?

Payments are based on the contract owner's account value and the time horizon specific to their payment program. Each payment is a combined return of cost basis (tax-free) and a portion of the account value gains. Once the contract owner begins taking payments, they may not stop the payments. The contract owner can take additional withdrawals, subject to ordinary income tax, and the contract can be fully redeemed for the then-current account value net of applicable withdrawal charges. The amount of each payment made through the Income Edge program is redetermined on an annual basis, meaning that the amount of the payment may vary each year of the payout period. (A combination of adverse investment performance, additional withdrawals and contract fees may reduce the payout period selected. Income values are not guaranteed.)

## 4 How much does Income Edge cost?

There is no additional cost for electing Income Edge.

## 5 Can extra withdrawals be taken?

Any additional withdrawals taken (beyond scheduled payments) are fully taxable, and may be subject to a withdrawal charge if in excess of the 10% free withdrawal amount during the withdrawal charge period.

## 6 Are there other things to be aware of?

1035 exchanges are not permitted once the contract owner begins taking Income Edge payments. If the contract owner dies after Income Edge is elected, scheduled payments will continue to the beneficiary and any specified form of death benefit payout that was selected will be invalidated. There are additional restrictions and limitations, including age restrictions and the payout period being limited to specific time periods. Please see the prospectus for more information including Investment Edge® fees and charges.

## 7 How does Income Edge differ from typical annuitization?

With typical annuitization, while the contract owner will receive tax-efficient payments, they also lose investment control and access to the contract's account value. Income Edge provides consistent tax efficiency, while allowing the contract owner to stay invested, maintain control and access the contract's account value. The Income Edge payment program does not represent a life-contingent annuitization of the Investment Edge® contract. With a life-contingent annuitization, the account value is applied to provide periodic payments for life and the Investment Edge® contract and all its benefits terminate. The investor should consider that Income Edge does not generate even payments as annuitization does, and because Income Edge provides payments over a fixed period and annuitization provides payments for life, annuitization provides the potential for a higher total amount that could be distributed from the annuity contract. These factors should be considered carefully, with the help of a financial professional, when making a decision on how to have the annuity contract distributed in a tax-efficient and suitable manner.

# An “edge” on taxes

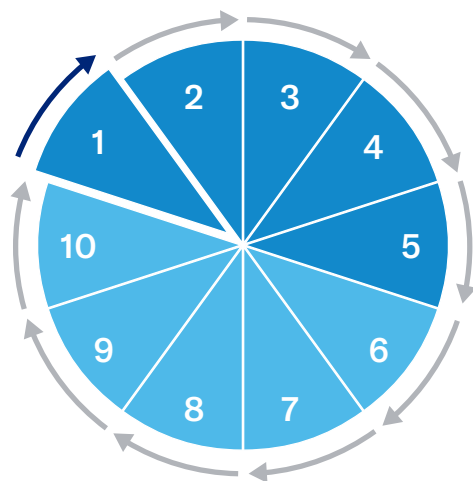
Comparing your different options to take payments

## Typical annuity withdrawal payments

The contract owner receives their earnings back first, which are fully taxed. Once all earnings have been received, the contract owner begins to receive tax-free payments back from the cost basis (their initial contribution), which has already been taxed. That means payments to the contract owner are typically subject to higher taxes in the early years, while payments are a return of their earnings.

## Typical annuity withdrawal payments<sup>2</sup>

Get hit hardest by taxes in the early years of payments.



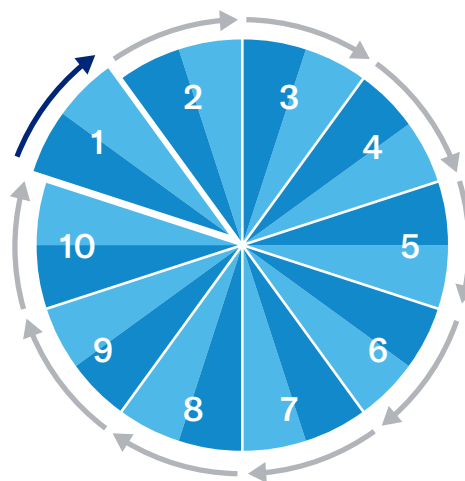
● Fully taxable (Earnings)    ● Tax-free (Cost basis)

## Income Edge

Each scheduled payment that the contract owner receives is a combined return of earnings and part cost basis, allowing them to stretch the taxable payments over many years, instead of paying more tax up-front. This tax-efficient approach allows the contract owner to receive generally higher payments sooner, when they may need access to more of the money.

## Income Edge: A tax-efficient approach<sup>2</sup>

Distributes taxes evenly over the course of receiving payments.



It should be noted that tax efficiency, where a portion of each payment is taxable as ordinary income while the remaining portion is not subject to taxes, can also be gained through contract annuitization. Please see the frequently asked questions section.

<sup>2</sup> Pie charts are a conceptual representation, assuming no Account Value growth or volatility, and an initial Account Value that is 50% gains and 50% cost basis.



**To learn more, speak with your financial professional or visit [equitable.com/ie](https://equitable.com/ie).**

- 3 The Account Value is measured at the end of each contract year and is represented as a snapshot for the given years in the Total Income Comparison chart. The net rate of return that is applied to the Account Value amounts shown is calculated by deducting the following expenses from a gross rate of return: assumed underlying portfolio-level annual expenses of 1.15% for management fees, 12b-1 fees (as applicable) and other expenses (maximum of 2.26%). The Account Value shown also reflects the contract-level charges, including the operations fee of 0.60%, administration fee of 0.30% and the distribution fee of 0.10%. The Account Value reflects any withdrawals, if applicable.
- 4 The after-tax payment with Income Edge is a scheduled payment from the Income Edge program after taxes are taken out; as noted in the payment calculation example, this payment is a combined return of the cost basis (tax-free) and the Account Value gains (the portion of the payment that is taxed).
- 5 The after-tax payment without Income Edge is a withdrawal from the annuity after taxes are taken out; with typical annuity withdrawal tax treatment, "Last In, First Out" (LIFO), any Account Value gains (the portion of the payment that is taxed) are withdrawn first, before withdrawals are considered to be a return of cost basis (tax-free).

This brochure is not a complete description of all material provisions of the variable annuity contract. This brochure must be preceded or accompanied by a current prospectus. The prospectus contains more complete information, including investment objectives, risks, charges, expenses, limitations and restrictions.

The contingent withdrawal charge for Investment Edge® declines from 6% over a 5-year period for the Series B product.

Please read the prospectus and any applicable supplements, and consider this information carefully, before purchasing a contract.

There are certain contract limitations and restrictions associated with an Investment Edge® contract. For costs and complete details of coverage, speak to your financial professional/insurance-licensed registered representative. Certain types of contracts, features and benefits may not be available in all jurisdictions. Equitable Financial Life Insurance Company offers other variable annuity contracts with different fees, charges and features.

Not every contract or feature is available through the same selling broker/dealer.

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Contract form #s: 2021BASE1-A, 2021BASE2-A, 2021BASE1-B, 2021BASE2-B and any state variations.

