Marquis[®] SP

SINGLE PREMIUM DEFERRED • FIXED INDEXED ANNUITY



PRODUCT POSITIONING

Lafayette Life's single premium deferred fixed indexed annuity, Marquis SP, is a type of fixed annuity that earns interest based on changes in a market index, which measures how markets or parts of markets perform. It is designed for clients who seek:

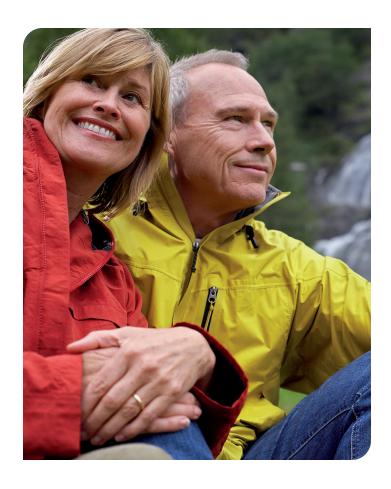
- > The potential to earn interest determined in part by market indexes, with protection from loss due to negative returns of the market indexes.
- > The flexibility to allocate money to multiple allocation options, including options where interest is determined in part by a proprietary index.
- > Lifetime income options.

PRODUCT TYPE: Single Premium Deferred Fixed Indexed Annuity.

ISSUE AGES: 18–85 owner and annuitant.

ALLOCATION OPTIONS: Eight Indexed Interest Options, One Fixed Interest Option¹

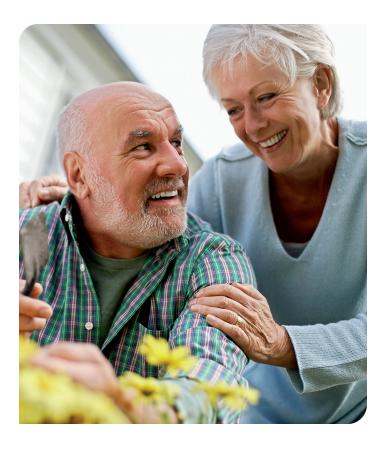
- > S&P 500[®] Index, 1-Year Point-to-Point.²
- > S&P 500[®] Index, 1-Year Monthly Average.²
- S Momentum Builder® Multi-Asset Class Index, 1-, 2- and 3-Year Point-to-Point³ (sponsored by Goldman Sachs).
- J.P. Morgan Strategic BalancedSM Index, 1-, 2- and 3-Year Point-to-Point.³
- > Fixed Interest Option, 1-Year.4



DEATH BENEFIT PROTECTION

At the death of the owner during the deferral period, Lafayette Life guarantees that a death benefit equal to the greater of the account value or the Nonforfeiture Value⁵ on the date the death benefit is processed will be paid to the designated beneficiary.

- 1 The contract owner will choose one or more of nine allocation options at the time of purchase. The contract is credited with the guaranteed minimum interest rate (GMIR) until the sweep date, when the account value will be transferred to the chosen allocation options. At the end of each crediting period, the owner may leave the accumulated value in the same option or transfer it to one or more other options. Options may be added or eliminated in the future. The Indexed Interest Options will never credit less than 0%, even if the index(es) goes down.
- 2 Interest is determined by a formula that factors in the performance of the S&P 500 during the crediting period, adjusted by a participation rate guaranteed to be no less than 10% and limited to a maximum amount of interest credited by an Interest Rate Cap guaranteed to be no less than 1%.
- 3 Interest is determined by a formula that factors in the performance of the index during the crediting period, adjusted by a Participation Rate guaranteed to be no less than 10%. There is no Interest Rate Cap.
- 4 The interest rate for the Fixed Interest Option is declared in advance, guaranteed for one Index Year, and will be no lower than the rate prescribed in the law of the state where the policy is delivered or issued for delivery.
- 5 Nonforfeiture value equals 87.5% of premium minus voluntary reductions (not including withdrawal charges), plus interest credited at a rate specified in the contract when issued and may vary by state



PREMIUMS

MINIMUM PREMIUM	MAXIMUM PREMIUM*				
\$15,000 (qualified and non-qualified money)	\$1,000,000 Age 18–75	\$750,000 Age 76–85			

^{*} Premiums in excess of maximum require prior company approval. Ages based on older owner.

ACCESS FOR FINANCIAL FLEXIBILITY

Up to 10% of the account value may be withdrawn each index year without incurring a withdrawal charge. The minimum partial withdrawal is \$250 for discretionary withdrawals.⁶

WITHDRAWAL CHARGE

A charge applies only to amounts in excess of the free withdrawal amount and decreases over time based on the number of years since the contract was issued. Once elected, the withdrawal charge option cannot be changed. The withdrawal charge is based on the following percentages applied to the withdrawal amount:

WITHDRAWAL CHARGE TABLES

Index Year	1*	2	3	4	5	6	7**	8	9	10***	11+
Seven-Year Charge****	9%	8.5%	8%	7%	6%	5%	4%	0%	0%	0%	0%
10-Year Charge	9%	8.5%	8%	7%	6%	5%	4%	3%	2%	1%	0%

For	Index Year	1*	2	3	4	5	6	7**	8	9***	10+
California	Seven-Year Charge****	9%	8%	7%	6%	5%	4%	3%	0%	0%	0%
Only	10-Year Charge	9%	8%	7%	6%	5%	4%	3%	2%	1%	0%

^{*} The first year of the withdrawal charge period begins when the contract is issued and ends at the end of the first index year. Charges apply to full surrenders before the sweep date.

^{**} The withdrawal charge period will end on the day before the seventh contract anniversary, regardless of when the seventh index year ends.

^{***} The withdrawal charge period will end on the day before the 10th contract anniversary (ninth anniversary for California), regardless of when the 10th index year ends.

^{****} Election of seven-year withdrawal charge period will reduce one or more of the following: the credited interest rates, participation rates and/or interest rate caps.

⁶ Withdrawals of taxable amounts are subject to ordinary income tax and, before age 59½, generally subject to a 10% IRS penalty tax. Amounts withdrawn from indexed interest options prior to the end of a crediting period will receive no interest for that crediting period.

WITHDRAWAL CHARGE WAIVERS

With required prior notification, withdrawal charges may be waived for the following:

- > Limited life expectancy.^{7,8}
- > Confinement to a nursing home, hospital or licensed health care facility.^{7,8}
- > Required minimum distributions.

GUARANTEED MINIMUM ACCOUNT VALUE BENEFIT (included with no separate charge)

We will review the account value at the end of the index year immediately following the withdrawal charge period. If it is less than the result of the calculation stated below, we will increase the account value equal to that amount.9

DURATION	7 YEARS	10 YEARS
Guaranteed Enhancement Percentage	107%*	110%**

^{*} Applies only to seven-year withdrawal charge period.** Applies only to 10-year withdrawal charge period.

The GMAV is the premium, less adjustments for withdrawals, withdrawal charges and rider charges (if applicable), multiplied by the applicable guaranteed enhancement percentage stated above. This benefit applies one time only with any increase applied to the fixed interest option.

DEFER TAXES

Interest earnings grow tax-deferred until withdrawn, usually at retirement age. The account value grows faster than it would in a currently taxed alternative paying the same interest rate.¹⁰

INCOME OPTIONS FOR FUTURE SECURITY

Choose scheduled payments guaranteed to continue for a lifetime, with a 10-year period certain (single or joint). Other options may be available. Income payment guarantees are backed by the claims-paying ability of Lafayette Life.

GUARANTEED LIFETIME WITHDRAWAL BENEFIT

Marquis SP's Guaranteed Lifetime Withdrawal Benefit (GLWB) is an optional benefit available at issue for an additional charge, provided the client (and covered spouse, if any) are age 45-80. It guarantees payments for the life of the covered person or persons (owner and spouse if the spousal GLWB is elected)¹¹ regardless of the account value as long as withdrawals are limited to the annual lifetime payout amount. The annual charge is 0.95% for the individual benefit (up to 1.50% maximum). The guaranteed withdrawal amount for the spousal benefit (for both spouses) is available at the same cost, but the payout is 90% of that for the individual benefit.

To find out more about Marquis SP, contact the Lafayette Life Sales Desk at 866.937.5542.

⁷ Not available in California and Connecticut.

⁸ Limited life expectancy waiver available if, after the contract date, the owner is diagnosed with a life expectancy of 12 or fewer months. Confinement waiver available on or after the first contract anniversary after the owner is confined for at least 60 consecutive days.

⁹ Account value may fall below 107% or 110% if interest paid in subsequent years is less than the rider charges taken.

¹⁰ If you own an annuity through a qualified plan or IRA, no added tax-deferred advantages exist.

¹¹ Spousal GLWB not available in Connecticut. In Oregon, spouse includes domestic partner.

THE LAFAYETTE LIFE INSURANCE COMPANY

With more than 115 years of service to policyholders, The Lafayette Life Insurance Company is a financially strong provider of individual life insurance, annuities, and retirement and pension products and services. Lafayette Life is a member of Western & Southern Financial Group, Inc., a family of financial services companies whose heritage dates back to 1888. Find out more about our financial strength and distinguished history at LafayetteLife.com.

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The Lafayette Life Insurance Company, Cincinnati, Ohio, operates in D.C. and all states except New York, and is a member of Western & Southern Financial Group, Inc. Single Premium Deferred Annuity Contract with Indexed Interest Options series ICC14 ENT-03 1406, ICC14 EE.21 GMAV-7 1406, ICC14 EE.22 GMAV-10 1406, ICC14 EE.23 SI-MY-PTP 1406, ICC14 EE.23 SI-MY-PTP 1511, ICC14 EE.23 SI-DY-PTP 1511, ICC14 EE.25 WWC 1406, and Guaranteed Lifetime Withdrawal Benefit Rider series ICC14 ER.03 GLWB-I 1406 and ICC14 ER.04 GLWB-S 1406 issued by The Lafayette Life Insurance Company.

Payment of benefits under the annuity contract is the obligation of, and is guaranteed by, The Lafayette Life Insurance Company. Guarantees are based on the claims-paying ability of the insurer. Products are backed by the full financial strength of Lafayette Life. Marquis SP is not a security. It does not participate in the stock market or any index. It is an insurance contract designed to help you address your long-term retirement income needs.

The Indexed Interest Options will never credit less than 0%, even if the index(es) go down. The interest rate for the Fixed Interest Option is declared in advance, guaranteed for one Index Year, and will be no lower than the rate prescribed in the law of the state where the policy is delivered or issued for delivery.

Earnings and pre-tax payments are subject to ordinary income tax at withdrawal. Withdrawals may be subject to charges. Withdrawals of taxable amounts from an annuity are subject to ordinary income tax, and, if taken before age 59½, may be subject to a 10% IRS penalty. Neither Lafayette Life, nor its agents, offer tax advice. For specific tax information, consult your attorney or tax advisor. Interest rates are declared by the insurance company at annual effective rates, taking into account daily compounding of interest. Product and feature availability, as well as benefit provisions, vary by state. See your financial professional for product details and limitations.

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