

Marquis Advant-Edge Product Guide

The Lafayette Life Insurance Company



The Marquis Series Of Equity Indexed Products

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| Product Type: | Individual Flexible Premium Deferred Equity Indexed Annuity (FPDA 04-I) |
| Minimum Annual Premiums: | \$1,000 qualified and non-qualified plans |
| Issue Ages: | 0 - 85 |
| Flexible Premiums: | Premiums can be paid at any time prior to the maturity of the policy. The minimum premium is \$1,000 annually, and total premiums cannot exceed \$1,000,000 without prior consent of the company. |
| Allocation Options: | Premiums can be split between the Fixed and Index Options by selecting the percentage of each premium to be allocated to the Fixed Option and the Index Option. These percentages are known as the fixed and index percentages and may be changed for future premiums. |
| Fixed Interest: | Each premium allocated to the fixed option receives a declared rate of interest for one year. The interest rate is reset each year prior to the premium anniversary for the next year. The minimum guaranteed fixed interest rate will be at least 2% for policy years 1 through 10, and 3% for policy years 11 and later. |
| Equity Indexing: | Each premium allocated to the equity-indexed option will receive interest annually that is linked to a percentage of any growth in the S&P 500 [®] up to a maximum rate declared by the company. The index rate will be at least the minimum rate guaranteed in your contract. Assuming there are no early withdrawals, there is no risk to the net premium regardless of the option chosen. |
| Guaranteed Minimum Interest: | The annual effective interest rates credited to your annuity during the deferred accumulation period will be at least 2% for policy years 1 through 10, and 3% for policy years 11 and later. |
| How Equity-Indexed Values Are Calculated: | <p>Premium allocated to the equity-indexed option will earn interest as follows:</p> <ul style="list-style-type: none">• Premium received prior to the index date will receive the daily equivalent of the current fixed interest rate until the index date.• On the index date the money allocated to the indexed option will be transferred to the indexed option.• Before the index period is complete, the minimum interest rate guarantee in the contract will be credited to the premium allocated to the Index option.• At the end of the index period, Lafayette Life calculates any growth over the year by calculating the percentage of change between the values of the S&P 500[®] index at the beginning of the index period to the S&P 500[®] index at the end of the index period.• The rate of interest credited will be the percentage of change multiplied by the participation rate. The amount credited will be no higher than the cap rate.• Any interest is then added to the indexed value of this premium at the end of the prior year. The value of this premium is reset at the new value and added to the policy value.• If the gain in the S&P 500[®] is less than the guaranteed minimum interest rate, the guaranteed minimum interest rate will be credited. |
| Index Date: | The 15th of the month on or following the date the premium is received and each anniversary of that date. |
| Index Period: | The one-year period between index dates. |
| Participation Rate: | The percentage of any positive change in the S&P 500 [®] that will be credited on the index date subject to the Cap Rate. The participation rate is set each year prior to the index date for each premium and will apply for the next index period. |

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Withdrawal charges will apply for the first 10 policy years, except during the first 60 days of the 6th policy year. During this 60 day period, and after 10 years, the policy value will be free of any withdrawal charge. The withdrawal charges are as follows:

| Policy Year | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|--|----|----|----|----|----|-----|----|----|----|----|
| Charge | 8% | 7% | 6% | 5% | 4% | 3%* | 2% | 1% | 1% | 1% |
| * = 0% for the first 60 days of the sixth policy year. | | | | | | | | | | |

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For issue ages 0-55: Withdrawal charges will apply for the first 15 policy years, except during the first 60 days of the 11th policy year. During this 60 day period, and after 15 years, the policy value will be free of any withdrawal charges.

The withdrawal charges are as follows:

| Policy Year | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|---|-----|-----|----|----|----|----|----|----|----|----|
| Charge | 10% | 10% | 9% | 9% | 8% | 8% | 7% | 6% | 5% | 4% |
| Policy Year | 11 | 12 | 13 | 14 | 15 | | | | | |
| Charge | 3%* | 2% | 2% | 1% | 1% | | | | | |
| * = 0% for the first 60 days of the eleventh policy year. | | | | | | | | | | |

For issue ages 56-85: Withdrawal charges will apply for the first 10 policy years. After 10 years, the policy value will be free of any withdrawal charge. The withdrawal charges are as follows:

| Policy Year | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|-------------|----|----|----|----|----|----|----|----|----|----|
| Charge | 8% | 8% | 7% | 6% | 5% | 4% | 3% | 2% | 1% | 1% |

Cap Rate:

The maximum amount of interest that will be credited to the value of the indexed option at the end of the index period. The cap rate is set each year prior to the index date for each premium and will apply for the next index period.

Interest "Locked-In":

Interest credited, whether through the equity indexed or fixed option is "locked in" once it is credited and cannot be lost by any declines in the index in future years.

Annual Reset:

The beginning index is reset on each index date to the closing value on that date. This provides a fresh opportunity for indexed linked growth regardless of the performance of the index in prior years.

Payout Options:

The Marquis Advant-Edge has several Lifetime Monthly Income Payout Options including: Single Life Income with guaranteed periods and Joint & Survivor Life Income.

Death Benefit:

In the event of the death of the annuitant and/or the policyowner, the Marquis Advant-Edge will pay a death benefit equal to the policy value on the date of death. This benefit will pass free of probate to your named beneficiary.

Withdrawals:

Starting in the first year you may take automatic monthly withdrawals of the interest credited to the policy. If the premium is allocated to the equity indexed option the withdrawal amount will be based on the minimum interest rate specified in the contract. Withdrawals do not participate in any potential gains in the S&P 500®.

Cumulative withdrawals in one policy year exceeding 10% of the policy value may be subject to withdrawal charges. If an Annuitant is *confined to an approved nursing facility the free withdrawal amount is increased to 25% after the Annuitant has been confined for 60 days. Withdrawal charges are waived if the Annuitant suffers a terminal illness (as defined in the policy) after the first policy year.

All or some of each withdrawal is subject to income taxes and if withdrawals are taken before age 59 ½, they may be subject to a penalty tax. Please consult your tax advisor.

Transfers:

On each annual index date you may elect to transfer money between the fixed and equity indexed option without any charges. Simply contact us before the index date and tell us the amount you would like transferred.

Check the Lafayette Life web site (www.llc.com) for state specific limitations and availability.

* In the state of Massachusetts, chronically ill (as defined in the policy). Nursing facility does not apply.

This product guide is a list of this products key features. For more detailed information about this product see the Disclosure & Benefit Summary (2154-5 or 10).

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