

Life Insurer Financial Profile

| Company | Allianz | Allianz | Allstate | American | American | Americo Financial | Aviva | Chase Ins |
|--|---------|------------|------------|------------|------------|-------------------|-----------|-----------|
| Ratings | | | | | | | | |
| A.M. Best Company (Best's Rating, 15 ratings) | A (3) | A (3) | A+ (2) | A+ w (2) | A+ (2) | A- (4) | A+ (2) | A (3) |
| Standard & Poor's (Financial Strength, 20 ratings) | AA- (4) | AA- (4) | AA (3) | AA+ (2) | AA (3) | A- (7) | | A+ (5) |
| Moody's (Financial Strength, 21 ratings) | | A2 (6) | Aa2 (3) | Aa1 (2) | | Baa1 (8) | | A2 (6) |
| Fitch Ratings(Financial Strength, 24 ratings) | | | AA (3) | AA+ w- (2) | | | A+ (5) | 55,293 |
| Weiss Ratings (Safety Rating, 16 ratings) | B (5) | B- (6) | A- (3) | B+ (4) | B (5) | C (8) | B (5) | C+ (7) |
| Assets & Liabilities | | | | | | | | |
| Total Admitted Assets | 554,171 | 41,676,314 | 72,004,933 | 28,386,365 | 12,102,843 | 2,770,963 | 5,210,560 | 5,370,134 |
| Total Liabilities | 500,305 | 39,442,345 | 68,349,020 | 23,680,868 | 10,235,178 | 2,596,299 | 4,863,564 | 4,970,385 |
| Separate Accounts | 381,768 | 12,469,137 | 18,718,315 | 3,154,788 | 464,031 | 0 | 0 | 55,293 |
| Total Surplus & AVR | 54,600 | 2,505,993 | 3,915,703 | 4,824,433 | 2,243,116 | 197,739 | 369,339 | 413,181 |
| Invested Asset Distribution & Yield | | | | | | | | |
| Total Invested Assets | 168,571 | 28,652,150 | 51,960,046 | 24,165,737 | 11,209,105 | 2,650,419 | 5,093,541 | 5,048,106 |
| Bonds (%) | 94.9% | 83.5% | 82.3% | 78.6% | 64.6% | 73.4% | 94.2% | 88.6% |
| Stocks (%) | 0.6% | 5.4% | 1.9% | 11.6% | 11.4% | 2.4% | 1.1% | 4.9% |
| Mortgages (%) | 0.0% | 4.2% | 11.1% | 4.1% | 10.5% | 7.7% | 0.4% | 0.0% |
| Real Estate (%) | 0.0% | 0.9% | 0.1% | 0.4% | 2.4% | 0.0% | 0.0% | 0.0% |
| Policy Loans (%) | 0.0% | 0.3% | 1.3% | 3.3% | 2.6% | 3.9% | 3.2% | 5.3% |
| Cash & Short-Term (%) | 4.4% | 1.2% | 2.8% | 0.0% | 0.1% | 10.8% | 1.2% | 1.0% |
| Other Invested Assets (%) | 0.0% | 4.4% | 0.6% | 2.1% | 8.5% | 1.7% | 0.0% | 0.2% |
| Net Yield on Mean Invested Assets | | | | | | | | |
| 2004 (Industry Average 5.50%) | 5.18% | 5.57% | 5.62% | 7.86% | 5.72% | 5.35% | 5.83% | 4.84% |
| Non-Performing Assets as % of Surplus & AVR | | | | | | | | |
| Bonds In or Near Default | 0.0% | 0.1% | 1.1% | 2.0% | 0.1% | 1.7% | 0.0% | 0.0% |
| Problem Mortgages | 0.0% | 0.0% | 0.0% | 0.5% | 0.0% | 0.0% | 0.0% | 0.0% |
| Real Estate Acquired by Foreclosure | 0.0% | 0.0% | 0.6% | 0.0% | 2.2% | 0.0% | 0.0% | 0.0% |
| Total Non-Performing Assets | 0.0% | 0.1% | 1.7% | 2.4% | 2.2% | 1.7% | 0.0% | 0.0% |
| Bond Quality | | | | | | | | |
| Total Value of Bonds | 165,303 | 23,981,633 | 43,194,844 | 19,030,910 | 7,241,094 | 1,966,408 | 4,814,912 | 4,474,452 |
| Class 1-2: Highest Quality | 99.4% | 97.7% | 92.6% | 93.6% | 96.4% | 96.3% | 96.7% | 96.5% |
| Class 3-5: Lower Quality | 0.6% | 2.3% | 7.3% | 5.9% | 3.6% | 3.5% | 3.3% | 3.5% |
| Class 6: In or Near Default | 0.0% | 0.0% | 0.1% | 0.5% | 0.0% | 0.2% | 0.0% | 0.0% |
| Income & Earnings | | | | | | | | |
| Total Income | 115,758 | 14,966,665 | 12,321,802 | 5,065,953 | 2,490,936 | 451,068 | 780,175 | 701,715 |
| Net Premiums Written | 100,359 | 12,825,799 | 9,362,726 | 2,530,915 | 1,726,158 | 285,397 | 619,020 | 293,701 |
| Earnings Before Dividends and Taxes | 5,969 | 472,855 | 502,287 | 610,983 | 218,299 | 12,978 | -19,184 | 80,374 |
| Net Operating Earnings | 4,279 | 404,781 | 320,932 | 584,410 | 137,741 | 13,537 | -13,675 | 50,105 |

Life Insurer Financial Profile

| Company | Companion | EquiTrust | Fidelity & | Fidelity | Genworth Life | Genworth Life | ING USA | Integrity |
|--|-----------|-----------|------------|------------|---------------|---------------|------------|-----------|
| Ratings | | | | | | | | |
| A.M. Best Company (Best's Rating, 15 ratings) | A (3) | A (3) | A (3) | A (3) | A+ (2) | A+ (2) | A+ (2) | A++ (1) |
| Standard & Poor's (Financial Strength, 20 ratings) | AA- (4) | A (6) | BBB (9) | BBB (9) | AA- (4) | AA- (4) | AA (3) | AA+ (2) |
| Moody's (Financial Strength, 21 ratings) | | | | A3 w+ (7) | Aa3 (4) | Aa3 (4) | Aa3 (4) | Aa2 (3) |
| Fitch Ratings(Financial Strength, 24 ratings) | | | | A- (7) | AA- (4) | AA- (4) | AA (3) | AA+ (2) |
| Weiss Ratings (Safety Rating, 16 ratings) | B (5) | B (5) | C (8) | C (8) | B (5) | B- (6) | B- (6) | C (8) |
| Assets & Liabilities | | | | | | | | |
| Total Admitted Assets | 653,417 | 2,849,314 | 509,013 | 14,974,756 | 17,256,636 | 4,558,882 | 48,007,142 | 4,020,823 |
| Total Liabilities | 595,153 | 2,683,543 | 475,905 | 14,254,149 | 16,439,433 | 4,290,783 | 46,338,832 | 3,775,827 |
| Separate Accounts | 26,436 | 75,848 | 0 | 724,747 | 9,015,511 | 235,401 | 30,040,100 | 2,196,650 |
| Total Surplus & AVR | 61,851 | 176,251 | 35,067 | 771,343 | 904,004 | 294,961 | 1,744,084 | 279,955 |
| Invested Asset Distribution & Yield | | | | | | | | |
| Total Invested Assets | 604,276 | 2,703,243 | 498,557 | 13,807,403 | 7,998,059 | 4,189,865 | 17,696,476 | 1,774,902 |
| Bonds (%) | 94.0% | 89.6% | 95.9% | 93.4% | 82.2% | 85.9% | 78.5% | 74.7% |
| Stocks (%) | 0.0% | 0.2% | 3.3% | 2.3% | 0.0% | 1.0% | 0.2% | 12.5% |
| Mortgages (%) | 1.1% | 8.0% | 0.0% | 0.2% | 14.7% | 12.7% | 16.7% | 0.9% |
| Real Estate (%) | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Policy Loans (%) | 1.7% | 0.8% | 0.5% | 0.6% | 1.9% | 0.0% | 1.0% | 6.4% |
| Cash & Short-Term (%) | 2.6% | 0.9% | 0.3% | 2.8% | 0.4% | 0.3% | 2.0% | 5.4% |
| Other Invested Assets (%) | 0.5% | 0.5% | 0.0% | 0.8% | 0.7% | 0.0% | 1.6% | 0.1% |
| Net Yield on Mean Invested Assets | | | | | | | | |
| 2004 (Industry Average 5.50%) | 6.02% | 5.97% | 6.17% | 5.51% | 4.37% | 5.11% | 5.54% | 5.32% |
| Non-Performing Assets as % of Surplus & AVR | | | | | | | | |
| Bonds In or Near Default | 8.8% | 0.0% | 0.0% | 0.0% | 2.1% | 0.9% | 0.9% | 3.5% |
| Problem Mortgages | 0.0% | 0.0% | 0.0% | 0.0% | 0.1% | 1.9% | 0.0% | 0.0% |
| Real Estate Acquired by Foreclosure | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Total Non-Performing Assets | 8.8% | 0.0% | 0.0% | 0.0% | 2.2% | 2.7% | 0.9% | 3.5% |
| Bond Quality | | | | | | | | |
| Total Value of Bonds | 573,716 | 2,432,391 | 480,418 | 13,241,657 | 6,591,831 | 3,615,147 | 14,225,480 | 1,424,928 |
| Class 1-2: Highest Quality | 92.4% | 98.3% | 91.9% | 92.2% | 91.9% | 94.5% | 95.5% | 94.1% |
| Class 3-5: Lower Quality | 6.6% | 1.7% | 8.1% | 7.8% | 7.8% | 5.5% | 4.4% | 5.2% |
| Class 6: In or Near Default | 1.0% | 0.0% | 0.0% | 0.0% | 0.3% | 0.1% | 0.1% | 0.7% |
| Income & Earnings | | | | | | | | |
| Total Income | 101,326 | 881,633 | 52,017 | 3,679,911 | 2,019,956 | 1,053,650 | 10,267,309 | 325,632 |
| Net Premiums Written | 63,710 | 723,397 | 18,949 | 2,994,510 | 1,478,234 | 805,040 | 8,907,931 | 323,924 |
| Earnings Before Dividends and Taxes | 681 | 39,158 | 2,041 | -21,733 | 139,666 | -31,857 | 279,827 | -1,082 |
| Net Operating Earnings | -1,129 | 23,848 | 2,016 | -40,116 | 125,436 | -5,198 | 260,282 | -2,365 |

Life Insurer Financial Profile

| Company | Jefferson-Pilot | Lafayette | Liberty Life | Lincoln | North American | North American | Physicians | Presidential |
|--|-----------------|-----------|--------------|-----------|----------------|----------------|------------|--------------|
| Ratings | | | | | | | | |
| A.M. Best Company (Best's Rating, 15 ratings) | A++ w (1) | A+ (2) | A- (4) | A+ (2) | A- (4) | A (3) | A (3) | B+ (6) |
| Standard & Poor's (Financial Strength, 20 ratings) | AAA w- (1) | AA+ (2) | A (6) | AA (3) | BBB (9) | AA (3) | AA- (4) | BB- (13) |
| Moody's (Financial Strength, 21 ratings) | Aa2 w- (3) | | | Aa2 (3) | | | | Ba2 (12) |
| Fitch Ratings(Financial Strength, 24 ratings) | AA+ w- (2) | AA+ (2) | | | A+ (5) | AA- (4) | | |
| Weiss Ratings (Safety Rating, 16 ratings) | A (2) | B (5) | C+ (7) | B+ (4) | B- (6) | B- (6) | A+ (1) | D (11) |
| Assets & Liabilities | | | | | | | | |
| Total Admitted Assets | 15,565,508 | 1,672,672 | 8,228,430 | 2,683,303 | 967,175 | 4,568,701 | 1,202,193 | 4,329,444 |
| Total Liabilities | 14,672,875 | 1,562,463 | 7,925,811 | 2,427,832 | 892,357 | 4,167,420 | 533,651 | 4,114,053 |
| Separate Accounts | 519,313 | 0 | 2,362,990 | 2,368,312 | 0 | 0 | 0 | 1,863 |
| Total Surplus & AVR | 1,003,063 | 120,057 | 343,538 | 256,019 | 77,120 | 421,611 | 698,499 | 264,119 |
| Invested Asset Distribution & Yield | | | | | | | | |
| Total Invested Assets | 14,528,997 | 1,609,471 | 5,719,553 | 195,500 | 933,729 | 4,450,601 | 1,169,735 | 4,229,438 |
| Bonds (%) | 80.6% | 79.2% | 89.4% | 119.9% | 97.0% | 90.8% | 76.8% | 86.4% |
| Stocks (%) | 0.3% | 0.3% | 0.0% | 0.0% | 0.5% | 5.0% | 17.3% | 4.9% |
| Mortgages (%) | 15.2% | 12.3% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Real Estate (%) | 0.8% | 0.1% | 0.0% | 0.0% | 0.0% | 0.0% | 1.2% | 0.0% |
| Policy Loans (%) | 1.8% | 5.3% | 1.3% | 0.0% | 2.1% | 1.7% | 0.0% | 0.4% |
| Cash & Short-Term (%) | 0.0% | 1.4% | 5.8% | -19.9% | -0.1% | 0.4% | 4.6% | 0.6% |
| Other Invested Assets (%) | 1.3% | 1.4% | 3.4% | 0.0% | 0.5% | 2.2% | 0.1% | 7.7% |
| Net Yield on Mean Invested Assets | | | | | | | | |
| 2004 (Industry Average 5.50%) | 6.83% | 5.85% | 6.59% | 6.24% | 6.45% | 8.64% | 4.67% | 9.27% |
| Non-Performing Assets as % of Surplus & AVR | | | | | | | | |
| Bonds In or Near Default | 1.0% | 0.2% | 0.8% | 0.0% | 0.5% | 0.0% | 0.0% | 2.4% |
| Problem Mortgages | 0.4% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Real Estate Acquired by Foreclosure | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Total Non-Performing Assets | 1.4% | 0.2% | 0.8% | 0.0% | 0.5% | 0.0% | 0.0% | 2.4% |
| Bond Quality | | | | | | | | |
| Total Value of Bonds | 11,732,693 | 1,285,666 | 5,416,807 | 264,727 | 905,810 | 4,069,481 | 950,352 | 3,653,386 |
| Class 1-2: Highest Quality | 95.3% | 97.0% | 93.8% | 100.0% | 93.5% | 96.0% | 95.4% | 92.8% |
| Class 3-5: Lower Quality | 4.6% | 3.0% | 6.2% | 0.0% | 6.4% | 4.0% | 4.6% | 7.1% |
| Class 6: In or Near Default | 0.1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.2% |
| Income & Earnings | | | | | | | | |
| Total Income | 3,019,027 | 363,671 | 787,641 | 361,455 | 117,800 | 921,807 | 529,224 | 617,015 |
| Net Premiums Written | 2,099,740 | 272,090 | 439,901 | 0 | 55,347 | 580,297 | 473,814 | 239,019 |
| Earnings Before Dividends and Taxes | 252,999 | 27,007 | -22,757 | 11,228 | 8,185 | 85,189 | 50,937 | 97,756 |
| Net Operating Earnings | 146,844 | 1,780 | -23,482 | 7,353 | 8,401 | 53,719 | 44,832 | 74,415 |

| Company | Principal | ReliaStar Life | State | United | West Coast |
|--|-------------|----------------|---------|------------|------------|
| Ratings | | | | | |
| A.M. Best Company (Best's Rating, 15 ratings) | A+ (2) | A+ (2) | A (3) | A (3) | A+ (2) |
| Standard & Poor's (Financial Strength, 20 ratings) | AA (3) | AA (3) | AA- (4) | AA- (4) | AA (3) |
| Moody's (Financial Strength, 21 ratings) | Aa2 (3) | Aa3 (4) | | Aa3 (4) | Aa3 (4) |
| Fitch Ratings(Financial Strength, 24 ratings) | AA (3) | AA (3) | AA- (4) | AA- (4) | AA- (4) |
| Weiss Ratings (Safety Rating, 16 ratings) | A- (3) | B (5) | B (5) | B+ (4) | C (8) |
| Assets & Liabilities | | | | | |
| Total Admitted Assets | 101,495,613 | 2,679,545 | 424,432 | 12,937,155 | 2,497,355 |
| Total Liabilities | 98,448,845 | 2,418,682 | 377,613 | 11,710,879 | 2,311,418 |
| Separate Accounts | 50,485,278 | 549,507 | 0 | 1,325,701 | 0 |
| Total Surplus & AVR | 3,646,818 | 276,593 | 49,095 | 1,279,798 | 209,744 |
| Invested Asset Distribution & Yield | | | | | |
| Total Invested Assets | 49,804,267 | 2,067,969 | 391,314 | 11,064,418 | 2,441,590 |
| Bonds (%) | 73.8% | 82.5% | 77.0% | 87.0% | 84.2% |
| Stocks (%) | 2.5% | 0.2% | 0.0% | 0.7% | 0.0% |
| Mortgages (%) | 17.5% | 10.4% | 14.8% | 7.6% | 13.5% |
| Real Estate (%) | 0.7% | 0.0% | 0.0% | 0.6% | 0.1% |
| Policy Loans (%) | 1.6% | 4.4% | 5.7% | 1.4% | 1.4% |
| Cash & Short-Term (%) | 0.4% | 1.6% | 2.6% | 0.6% | 0.8% |
| Other Invested Assets (%) | 3.4% | 0.9% | 0.0% | 2.1% | 0.0% |
| Net Yield on Mean Invested Assets | | | | | |
| 2004 (Industry Average 5.50%) | 6.55% | 6.15% | 6.90% | 6.23% | 6.34% |
| Non-Performing Assets as % of Surplus & AVR | | | | | |
| Bonds In or Near Default | 3.5% | 1.9% | 0.0% | 12.4% | 0.0% |
| Problem Mortgages | 0.3% | 0.0% | 0.0% | 0.0% | 0.0% |
| Real Estate Acquired by Foreclosure | 0.4% | 0.0% | 0.0% | 0.1% | 1.0% |
| Total Non-Performing Assets | 4.2% | 1.9% | 0.0% | 12.5% | 1.0% |
| Bond Quality | | | | | |
| Total Value of Bonds | 36,758,641 | 1,707,250 | 310,071 | 9,629,380 | 2,079,520 |
| Class 1-2: Highest Quality | 93.9% | 95.4% | 97.7% | 91.6% | 96.9% |
| Class 3-5: Lower Quality | 5.8% | 4.3% | 2.3% | 6.7% | 3.1% |
| Class 6: In or Near Default | 0.3% | 0.3% | 0.0% | 1.6% | 0.0% |
| Income & Earnings | | | | | |
| Total Income | 9,778,962 | 419,754 | 94,827 | 2,026,543 | 435,544 |
| Net Premiums Written | 5,950,576 | 278,859 | 53,198 | 1,292,268 | 198,563 |
| Earnings Before Dividends and Taxes | 1,151,048 | 42,974 | 6,105 | 63,071 | -5,405 |
| Net Operating Earnings | 591,137 | 21,013 | 1,520 | 49,107 | -18,533 |