

# **000000 - Sample Insurance Company**

#### Report Revision Date: 03/15/2016

| Rating and Commentary <sup>1</sup> | Financial <sup>2</sup>          | General Information <sup>3</sup>   |
|------------------------------------|---------------------------------|------------------------------------|
| Best's Credit Rating: 09/28/2015   | Time Period: 1st Quarter - 2016 | Corporate Structure: N/A           |
| Rating Rationale: 09/28/2015       | Last Updated: 03/07/2016        | States Licensed: 04/13/2011        |
| Report Commentary: 03/15/2016      | Status: Quality Cross Checked   | Officers and Directors: 02/01/2015 |
| Best's Credit Rating Methodology   | <u>Disclaimer</u>               | Best's Rating Guide                |

| Additional Online Resources       |   |
|-----------------------------------|---|
| Related News                      | Archived AMB Credit Reports                 |
| Rating Activity and Announcements | Corporate Changes & Retirements             |
| Company Overview                  | Best's Country Risk Reports - United States |
|                                   |   |

<sup>&</sup>lt;sup>1</sup>The Rating and Commentary date outlines the most recent updates to the Company's Rating, Rationale, and Report Commentary for key rating and business changes. Report commentary may include significant changes to Business Review, Financial Performance/Earnings, Capitalization, Investment/Liquidity, or Reinsurance sections of the report. <sup>2</sup>The Financial date reflects the current status of the financial tables found within the body of the Report, including whether the data was loaded as received or had been run through our quality control cross-check process.

<sup>&</sup>lt;sup>3</sup>The General Information date covers key areas that may have changed such as corporate structure, states licensed or officers and directors.



Ultimate Parent: Sample Inc

# **Sample Insurance Company**

123 Anystreet, New York, New York, United States 10166-0188 Mailing Address: 123 Anystreet, Tampa, Florida, United States 33647

| Tel.: 000-000-0000 | Web: www.sample.com     | <b>Fax:</b> 000-000-0000 |                    |
|--------------------|-------------------------|--------------------------|--------------------|
| AMB #: 000000      | Ultimate Parent: 000000 | NAIC #: 000000           | FEIN#: 00-00000000 |

**Outlook:** Stable

**Outlook:** Stable

### **Best's Credit Ratings**

Best's Financial Strength Rating: A+

Best's Issuer Credit Rating: aa-

Rating Effective Date: 09/28/2015

Financial Size Category: XV

Report Revision Date: 03/15/2016

### **Rating Rationale**

**<u>Rating Rationale:</u>** The ratings of the Sample Inc. organization have been extended to the company based on the company's role as one of the lead operating companies within the organization.

The following text is derived from A.M. Best's Credit Report on Sample Insurance Group (AMB# 000000).

The ratings of the members of Sample Insurance Group, collectively known as SIG, are based on the organization's well-established brand, strong GAAP operating earnings, diverse product mix, continued growth in various business segments and very strong position in its core markets. Through its diversified distribution channels, SIG has obtained the scale necessary to be an industry leader in its various product lines. The organization has recently adjusted its strategic focus to expanding both its domestic and international market share through organic growth and by reducing their new business exposure to more capital-intensive products such as variable annuities. Despite a continued low interest rate environment, earnings have been favorable and benefited from the company's robust hedging program and strong international business operating earnings following the 2014 acquisition of Sample Life Insurance Company (SLIC). Offsetting factors include challenges facing SIG as it manages through the turbulent economic environment, a relatively low risk-adjusted acquisition business.

On a historical basis, SIG has demonstrated its ability to produce strong operating earnings and growth in assets under management. SIG's debt service capability remains appropriate for its ratings and has benefited from recent debt maturities and a growing capital base. SIG maintains a strong liquidity position as demonstrated by a sizeable cash position at SIG, Inc., the holding company. With the regulated entities directly (or indirectly) under SIG, Inc., the group has enhanced its financial flexibility through the upstream dividend capacity of these subsidiaries. Given the scale of its diversified operations, SIG creates operating efficiencies to optimize returns on each of its business lines. SIG has made meaningful progress toward maintaining its financial strength. The company has a well-diversified liability profile, and its acquisition of SLIC, which enhances its Japanese life business, is already contributing to its strong international platform.

While SIG generally maintains a high quality, diversified investment portfolio, it has relatively large exposures to real estatelinked assets, including a large commercial and agricultural mortgage loan portfolio and real estate holdings. While these assets have performed well to date, the commercial real estate market outlook remains challenging. The aggregate real estate exposure also includes investments in residential and commercial mortgage-backed securities. Additionally, its holdings of below investment grade bonds exceed the industry average. Although earnings performance has remained strong through 2013, A.M. Best expects SIG to experience continued challenges to grow earnings in the current economic environment. While the overall investment portfolio is now in a net unrealized gain position, the portfolio's sensitivity to an increase in interest rates could potentially reverse these gains. Strained margins in interest-sensitive business lines due to the low interest rate environment are expected to continue for the near to medium term. In addition, A.M. Best views SIG's overall risk-adjusted

## Rating Rationale (Continued ...)

capital position as modest for its current rating level. A.M. Best's expectation is that SIC will continue to focus on maintaining prudent overall levels of financial leverage and favorable interest coverage ratios.

Key rating drivers that may lead to positive rating actions on SIC subsidiaries' ratings include a consistent ability to outperform peers, diminished risk profile and capital improvement at the operating company. Key rating drivers that may lead to negative rating actions include a sustained material deterioration in operating performance, material impairments or realized losses in the investment portfolio or diminished key capital, leverage, coverage and liquidity ratios.

## **Five Year Rating History**

|            | BEST'S |       |  |  |  |  |
|------------|--------|-------|--|--|--|--|
| Date       | FSR    | ICR   |  |  |  |  |
| 09/28/2015 | A+     | aa-   |  |  |  |  |
| 02/07/2015 | A+     | aa-   |  |  |  |  |
| 02/09/2014 | A+ u   | aa- u |  |  |  |  |
| 02/20/2013 | A+     | aa-   |  |  |  |  |
| 06/05/2012 | A+     | aa    |  |  |  |  |
| 05/29/2011 | A+     | aa    |  |  |  |  |

View 25 Year Rating History

## **Key Financial Indicators**

|         | Statutory Data (\$000) |                          |                            |                         |                          |            |  |  |  |  |
|---------|------------------------|--------------------------|----------------------------|-------------------------|--------------------------|------------|--|--|--|--|
|         |                        | Total C                  | Capital                    |                         |                          |            |  |  |  |  |
| Year    | Assets                 | Capital Surplus<br>Funds | Asset Valuation<br>Reserve | Net Premiums<br>Written | Net Investment<br>Income | Net Income |  |  |  |  |
| 2015    | 360,500,954            | 14,294,846               | 4,220,228                  | 35,781,267              | 11,141,458               | 1,320,017  |  |  |  |  |
| 2014    | 333,261,362            | 13,506,769               | 4,038,314                  | 36,579,636              | 11,285,393               | 1,970,472  |  |  |  |  |
| 2013    | 316,204,247            | 13,217,404               | 2,263,841                  | 31,363,584              | 10,795,995               | 2,066,373  |  |  |  |  |
| 2012    | 289,575,344            | 12,633,855               | 1,515,425                  | 25,241,130              | 9,865,902                | 1,221,422  |  |  |  |  |
| 2011    | 289,578,009            | 11,592,263               | 3,454,817                  | 33,867,619              | 11,975,928               | -337,644   |  |  |  |  |
| 06/2015 | 365,837,273            | 13,822,713               | 3,821,185                  | 15,203,780              | 5,214,554                | 399,077    |  |  |  |  |
| 06/2014 | 355,868,649            | 15,126,153               | 4,202,547                  | 18,929,951              | 5,247,955                | 1,564,547  |  |  |  |  |

(\*) Within several financial tables of this report, this company is compared against the Multiple Lines Composite. (\*) Data reflected within all tables of this report has been compiled from the company-filed statutory statement.



### **Business Profile**

Sample Insurance Company (SIC), a wholly-owned subsidiary of SIG, Inc. (Holding Company), a Delaware corporation, is a leading provider of insurance and other financial services, with operations throughout the United States, and one of the lead operating companies of MetLife, Inc., a publicly traded stock company.

The following text is derived from A.M. Best's Credit Report on Sample Insurance Group (AMB# 00000).

SIG, Inc. and its life insurance subsidiaries, (collectively referred to as SIC) enjoy the benefits of being one of the largest insurance and financial services companies in the United States, with a market position enhanced with an extremely strong brand. The Company offers life insurance and annuities to individuals, as well as group insurance and retirement & savings products and services to corporations and other institutions. The Company's products include variable life products, universal life products, traditional life products, including whole life and term life, individual disability insurance, long-term care insurance, variable and fixed annuities, mutual funds and a broad range of group insurance and retirement products and services. As announced in November 2014, SIG, Inc. reorganized its business from a U.S. and international business structure into three broad geographic regions to better reflect its global reach. As a result, in the first quarter of 2015, SIC reorganized into six segments, reflecting these broad geographic regions: Retail Products; Group, Voluntary and Worksite Benefits; Corporate Benefit Funding; and Latin America (collectively, "The Americas"); Asia; and Europe, the Middle East and Africa ("EMEA").

SIC markets their U.S. products and services through various distribution groups. Their Life insurance and retirement products targeted to individuals are sold via sales forces, comprised of SIC employees, in addition to third-party organizations. The group life, non-medical health and corporate benefit funding products are sold via sales forces primarily comprised of SIC employees. Personal lines property and casualty insurance products are directly marketed to employees at their employer's worksite. Auto & Home products are also marketed and sold to individuals by independent agents and property and casualty specialists through a direct response channel and the individual distribution sales group. SIC sales employees work with all distribution groups to better reach and service customers, brokers, consultants and other intermediaries.

By broadening its distribution of individual life and annuities, the company now markets products through independent agents, financial institutions, independent broker/dealers and third party marketing organizations acquired through a series of acquisitions and startups. While A.M. Best expects the sales activities in these alternate distribution sources to continue to expand and generate an increasing proportion of overall sales, the company is still strongly committed to supporting and improving its core career agency system. They have also started to utilize customer data to identify potential customers and aid in the process of lead generation for its field force. The company has launched e-Underwriting, a web-based underwriting process using a application where insurance coverage can be provided in a single online session. A.M. Best believes the success of these initiatives will be important to expand the revenue base and grow earnings in the individual lines of business.

At December 31, 2014, SIC's product portfolio includes the following lines of business:

#### Insurance Products:

GROUP LIFE, INDIVIDUAL LIFE AND NON-MEDICAL HEALTH PRODUCTS - SIC is the leading provider of individual and group life insurance, non-medical health insurance products, including short- and long-term disability, individual disability income, long-term care, critical illness, accidental death and dismemberment, and dental insurance and related administrative services, as well as employer-sponsored auto and homeowners insurance and prepaid legal plans. Its group insurance products are marketed to small, medium and large companies, either as an integrated employee benefits package or as stand-alone product offerings.

Group life products are the leading products in the group insurance portfolio, where SIC has been an industry leader for many years in terms of product innovation and customer service. The company has over \$1.8 trillion in group life insurance in force, which represents an estimated one-sixth share of the U.S. market. The company markets group term, group universal life (GUL) and group variable universal life products (GVUL), accidental death and dismemberment and survivor benefits. SIC has achieved organic growth in this area through offering broader coverage and by successfully deepening the relationships and writing additional business from these accounts. In recent years, the company has benefited from sales of some large corporate-owned and bank-owned life insurance (COLI/BOLI) contracts.

SIC's group dental operation also has a significant market presence and is a leading provider of traditional, preferred provider organizations and managed care dental plans, with flexible designs and funding arrangements available to accommodate employer plan requirements, single or multi options, fully insured or administrative services only as well as a full range of contribution options. SIC is the one of the largest administrators of dental benefit plans among all single commercial carriers, providing dental plan administration for over 19 million people in the U.S. The company has been in the group dental business for nearly 50 years and has been continually improving program contracts, plan-design flexibility, claims-



### **Business Profile (Continued ...)**

processing guidelines, customer service, and quality programs based upon clinical research, consumer-value approaches, and dental industry trends to meet the needs of employers, their employees and dentists.

SIC provides other primary group non-medical health insurance offerings including disability products. The disability business covers more than 4 million employees at 10,000 companies worldwide. SIC offers a wide range of short- and long-term programs including employer-paid, contributory and voluntary programs on an administrative services only or fully insured basis.

#### Retirement Products:

ANNUITY PRODUCTS - Retirement products offered include a diversified product portfolio of variable and fixed annuity products that are primarily sold to individuals and employees of corporations and other institutions. In recent years, MetLife has grown to be one of the largest players in the variable annuity market.

The Retirement Products segment serves the middle-income, affluent and business owner markets with retirement income and asset accumulation products through SIC's Individual Distribution organization and through third-party distribution channels. The segment serves employees of institutions with retirement income products distributed through MetLife's Group Distribution. Products offered include qualified and non-qualified variable and fixed annuities.

#### Corporate Benefit Funding:

PENSION CLOSEOUT, STRUCTURED SETTLEMENTS AND OTHER BENEFIT FUNDING SOLUTIONS - The products offered in this segment consist of Stable Value Products, Pension Closeouts, Torts and Settlements, Capital Markets Investment Products and Other Corporate Benefit Funding Products and Services. MetLife offers a variety of stable value products, such as guaranteed interest contracts (GICs), separate account GICs and similar products used to support the stable value option of defined contribution plans. The company also offers private floating rate funding agreements that are used for money market funds, securities lending cash collateral portfolios and short-term investment funds.

#### International:

SIC has established a strong presence in the Americas, Europe and Asia Pacific through organic growth, acquisitions, joint ventures and other partnerships. SIC's International business, composed of the Japan and Other International Regions, is currently building a global SIC brand, extending core products and competencies to those markets around the world where SIC can gain a competitive advantage. SIC's International business plays an integral role in the company's overall strategy; the business is expected to be a key growth engine for the enterprise as it leverages resources and capabilities to select markets globally. In recent years, the International business has demonstrated strong growth organically and through acquisitions. During the fourth quarter of 2014, SIC acquired SLIC for approximately \$16.4 billion. The acquisition has greatly enhanced SIC's global growth strategy. The addition of SLIC to SIC will essentially redefine SIC's global footprint as an international life insurer. Combined with SIC's current operations, SIC is expected to assume a high-ranking market position in markets such as Japan and Europe. It can also move SIC into a top five market position in many high-growth emerging markets in Central and Eastern Europe, the Middle East and Latin America.

#### Closed Block:

In connection with SIG's conversion from a mutual life insurance company to a stock life insurance company, SIC established a closed block of business for the benefit of holders of certain individual life insurance policies of SIG, who receive ongoing dividend payments as part of their respective policies. With approval from New York regulators, the company constructed the closed block and designated sufficient assets that, along with insurance policy premiums, would generate cash flows to support all future benefit and reasonable dividend payments. These cash flows are expected to be sufficient to pay each policyholder, including the last surviving individual, a commensurate amount of cash flow for policyholder benefits and dividends such that the assets and liabilities run out together over time. These results are reported separately on a GAAP basis. While the company may change its policyholder dividends, A.M. Best expects them to be consistent with the historical trend of prior dividend payments.

### **Scope of Operations**



### Scope of Operations (Continued ...)

| Period    | Direct Premiums Written |        | Reinsurance P<br>Assume |        | Reinsurance P<br>Cedeo |        | Net Premiums<br>Deposit |        |
|-----------|-------------------------|--------|-------------------------|--------|------------------------|--------|-------------------------|--------|
| Ending    | (\$000)                 | (%Chg) | (\$000)                 | (%Chg) | (\$000)                | (%Chg) | (\$000)                 | (%Chg) |
| 2015      | 40,720,201              | -0.9   | 1,030,113               | -5.1   | 5,969,047              | 7.0    | 80,535,585              | 3.2    |
| 2014      | 41,072,614              | 13.3   | 1,085,052               | 6.8    | 5,578,029              | -5.5   | 78,048,729              | 21.0   |
| 2013      | 36,252,709              | 14.0   | 1,016,367               | -65.9  | 5,905,493              | -38.2  | 64,484,491              | 1.7    |
| 2012      | 31,808,006              | -9.1   | 2,983,315               | -5.3   | 9,550,190              | 124.3  | 63,434,916              | -17.3  |
| 2011      | 34,973,784              | 18.2   | 3,151,122               | 275.4  | 4,257,288              | 1.4    | 76,747,602              | 63.8   |
|           |                         |        |                         |        |                        |        |                         |        |
| 5-Yr CAGR |                         | 6.6    |                         | 4.2    |                        | 7.3    |                         | 11.4   |
|           |                         |        |                         |        |                        |        |                         |        |
| 06/2015   | 17,416,421              | 2.3    | XX                      | XX     | XX                     | XX     | 15,203,780              | -19.7  |
| 06/2014   | 17,018,331              | -16.9  | XX                      | XX     | XX                     | XX     | 18,929,951              | 3.4    |

### **Total Premium Composition & Growth Analysis**

#### Territory

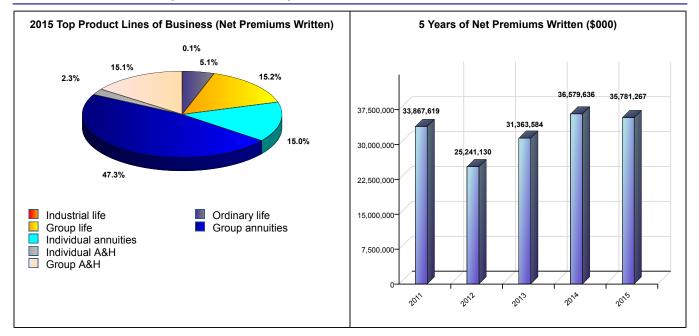
The company is licensed in the District of Columbia, Guam, Northern Mariana Islands, Puerto Rico, U.S. Virgin Islands and all states. It is also licensed in all Canadian provinces and territories. It is also permitted to solicit life insurance among certain military personnel and their dependents and certain other United States and Canadian citizens overseas.

### **Business Trends**

|                      | Direct Premi<br>Written | ums   | Reinsuran<br>Premiums Ass |       | Reinsuran<br>Premiums C |       | Net Premiums | Written |
|----------------------|-------------------------|-------|---------------------------|-------|-------------------------|-------|--------------|---------|
| Product Line         | (\$000)                 | (%)   | (\$000)                   | (%)   | (\$000)                 | (%)   | (\$000)      | (%)     |
| Industrial life      | 39,999                  | 0.1   |                           |       | 18,775                  | 0.3   | 21,224       | 0.1     |
| Ordinary life        | 3,976,212               | 9.8   | 499,379                   | 48.5  | 2,661,590               | 44.6  | 1,814,001    | 5.1     |
| Group life           | 7,885,487               | 19.4  | 438,666                   | 42.6  | 2,877,465               | 48.2  | 5,446,688    | 15.2    |
| Credit life          | 163                     |       |                           |       | 163                     |       |              |         |
| Individual annuities | 5,637,826               | 13.8  | 39,132                    | 3.8   | 321,760                 | 5.4   | 5,355,198    | 15.0    |
| Group annuities      | 16,923,828              | 41.6  | 2,703                     | 0.3   | 2,826                   |       | 16,923,705   | 47.3    |
| Individual A&H       | 838,429                 | 2.1   | 47,155                    | 4.6   | 67,560                  | 1.1   | 818,024      | 2.3     |
| Credit A&H           | 8                       |       |                           |       | 8                       |       |              |         |
| Group A&H            | 5,418,250               | 13.3  | 3,078                     | 0.3   | 18,901                  | 0.3   | 5,402,428    | 15.1    |
| Total                | 40,720,201              | 100.0 | 1,030,113                 | 100.0 | 5,969,047               | 100.0 | 35,781,267   | 100.0   |

#### 2015 By-Line Business (\$000)





### By-Line Reserves (\$000)

| Product Line            | 2015        | 2014        | 2013        | 2012        | 2011        |
|-------------------------|-------------|-------------|-------------|-------------|-------------|
| Industrial life         | 1,151,402   | 1,120,489   | 1,158,070   | 1,189,289   | 1,219,732   |
| Ordinary life           | 37,018,198  | 32,377,180  | 31,700,539  | 31,058,296  | 30,739,123  |
| Group life              | 5,821,952   | 5,671,762   | 5,726,751   | 5,720,298   | 5,678,221   |
| Credit life             |             |             |             |             |             |
| Supplementary contracts | 968,193     | 966,904     | 959,855     | 938,523     | 902,281     |
| Individual annuities    | 21,221,537  | 21,918,257  | 22,232,552  | 22,335,267  | 20,186,999  |
| Group annuities         | 43,090,841  | 42,175,133  | 40,492,296  | 39,119,697  | 40,086,091  |
| Deposite type cotracts  | 55,213,106  | 48,927,816  | 50,503,874  | 47,483,831  | 52,102,163  |
| Individual A&H          | 6,411,390   | 5,615,426   | 4,894,043   | 4,224,663   | 3,564,954   |
| Credit A&H              |             |             |             |             |             |
| Group A&H               | 9,906,822   | 9,702,691   | 9,167,480   | 8,647,337   | 7,338,609   |
| Total                   | 180,803,441 | 168,475,658 | 166,835,460 | 160,717,201 | 161,818,173 |

### **Life Policies Statistics**

|          | # of Ordinary Policies |           | # of Grou                            | p Policies | # of Group Certificates |            |  |  |
|----------|------------------------|-----------|--------------------------------------|------------|-------------------------|------------|--|--|
| Year     | lssued                 | In Force  | Issued                               | In Force   | lssued                  | In Force   |  |  |
| 2015     | 29,932                 | 6,905,676 | 11,433                               | 99,228     | 2,487,816               | 30,422,598 |  |  |
| 2014     | 34,028                 | 5,403,267 | 4,708                                | 97,163     | 2,331,138               | 30,958,778 |  |  |
| 2013     | 59,390                 | 5,668,444 | 4,562                                | 94,715     | 3,682,519               | 32,344,826 |  |  |
| 2012     | 65,432                 | 5,942,852 | 4,111                                | 99,029     | 3,192,210               | 33,456,173 |  |  |
| 2011     | 72,661                 | 6,253,736 | 4,612                                | 107,282    | 3,253,465               | 33,244,210 |  |  |
| BESTLINK |                        |           | Page 7 of 37 Print Date: March 23, 2 |            |                         |            |  |  |



### Life Insurance In Force (\$000)

| Year | Whole Life &<br>Endowment &<br>Additions | Term        | Credit | Group         | Industrial | Total Insurance<br>In Force |
|------|--|-------------|--------|---------------|------------|-----------------------------|
| 2015 | 280,848,313                              | 455,089,450 | 72     | 2,801,490,962 | 2,043,491  | 3,539,472,287               |
| 2014 | 283,322,701                              | 437,354,744 | 1,266  | 2,754,853,144 | 2,311,281  | 3,477,843,135               |
| 2013 | 283,471,113                              | 427,709,596 | 1,374  | 2,766,539,813 | 2,400,076  | 3,480,121,972               |
| 2012 | 284,014,631                              | 416,566,921 | 39,712 | 2,993,450,758 | 2,478,134  | 3,696,550,156               |
| 2011 | 284,961,945                              | 402,325,870 | 51,178 | 2,838,819,038 | 2,555,920  | 3,528,713,951               |

#### New Life Business Issued

| Year | Whole Life &<br>Endowment<br>& Additions | Term       | Credit | Group       | Industrial | Total<br>Insurance<br>Issued | Particpt. |     |
|------|--|------------|--------|-------------|------------|------------------------------|-----------|-----|
| 2015 | 4,574,861                                |            |        | 133,873,777 |            | 138,448,638                  | 100.0     |     |
| 2014 | 7,968,867                                |            |        | 156,123,515 |            | 164,092,382                  | 99.0      | 2.0 |
| 2013 | 10,354,215                               |            |        | 160,536,520 |            | 170,890,735                  | 96.0      | 4.0 |
| 2012 | 10,282,282                               | 77,711     |        | 175,246,802 |            | 185,606,795                  | 96.0      | 4.0 |
| 2011 | 10,612,980                               | 11,450,299 |        | 192,600,266 |            | 214,663,545                  | 98.0      | 2.0 |

### **Ordinary Life Statistics**

|      | Ordinary           | Renewal<br>Premium | Average Ordinary Policy (In<br>Dollars) |          | n<br># of Policies |           | Average           |
|------|--------------------|--------------------|---|----------|--------------------|-----------|-------------------|
| Year | Lapse Ratio<br>(%) | Persistency<br>(%) | Issued                                  | In Force | Issued             | In Force  | Premium<br>(\$/M) |
| 2015 | 2.6                | 91.1               | 152,842                                 | 106,570  | 29,932             | 6,905,676 | 6.08              |
| 2014 | 3.0                | 89.7               | 234,186                                 | 133,378  | 34,028             | 5,403,267 | 6.56              |
| 2013 | 3.3                | 89.9               | 174,343                                 | 125,463  | 59,390             | 5,668,444 | 6.77              |
| 2012 | 3.2                | 89.4               | 158,332                                 | 117,886  | 65,432             | 5,942,852 | 7.07              |
| 2011 | 4.9                | 88.8               | 303,647                                 | 109,900  | 72,661             | 6,253,736 | 7.59              |

| Year | 1st Year<br>Premium (\$000) | 1st Year<br>Premium / Total<br>Premium | 1st Year<br>Commission /<br>1st Year<br>Premium | General<br>Expenses /<br>Policies In Force | General<br>Expenses /<br>Reserves (%) | Return on<br>Reserves (%) |
|------|-----------------------------|--|---|--|---------------------------------------|---------------------------|
| 2015 | 125,297                     | 3.2                                    | 28.4  | 71.13                                      | 1.30                                  | 3.78                      |
| 2014 | 195,077                     | 4.6                                    | 35.3  | 115.23                                     | 1.87                                  | 3.98                      |
| 2013 | 283,735                     | 6.4                                    | 25.8  | 120.83                                     | 2.10                                  | -0.23                     |
| 2012 | 276,461                     | 6.0                                    | 24.9  | 143.53                                     | 2.67                                  | -0.21                     |
| 2011 | 293,448                     | 6.3                                    | 31.5  | 142.85                                     | 2.82                                  | -0.44                     |

Note: Ordinary excludes monthly debit ordinary accounts.

### **Individual Annuity Statistics**

| Year | Net Premiums<br>Written (\$000) | Total Reserves<br>(\$000) | Expenses to<br>Reserves (%) |      | Benefits &<br>Withdrawals to<br>Net Premiums<br>Written (%) | Benefits &<br>Withdrawals to |
|------|---------------------------------|---------------------------|-----------------------------|------|---|------------------------------|
| 2015 | 5,355,198                       | 22,189,730                | 4.9                         | 24.2 | 81.2  | 19.6                         |
| 2014 | 6,318,473                       | 22,885,162                | 4.3                         | 19.1 | 68.8  | 19.0                         |
| 2013 | 4,973,901                       | 23,192,406                | 2.7                         | 15.8 | 76.7  | 16.5                         |
| 2012 | 6,730,454                       | 23,273,790                | 2.2                         | 11.2 | 56.0  | 16.2                         |
| 2011 | 6,445,542                       | 21,089,280                | 2.4                         | 11.3 | 70.5  | 21.6                         |



#### **Group Annuity Statistics**

| Year | Net Premiums<br>Written (\$000) | Total Reserves<br>(\$000) | Expenses to<br>Reserves (%) |     | Benefits &<br>Withdrawals to<br>Net Premiums<br>Written (%) | Benefits &<br>Withdrawals to<br>Reserves (%) |
|------|---------------------------------|---------------------------|-----------------------------|-----|---|--|
| 2015 | 16,923,705                      | 43,090,841                | 0.8                         | 2.5 | 89.5  | 35.1   |
| 2014 | 16,762,307                      | 42,175,133                | 1.0                         | 3.0 | 77.8  | 30.9   |
| 2013 | 13,182,938                      | 40,492,296                | 0.8                         | 3.4 | 76.3  | 24.9   |
| 2012 | 8,448,424                       | 39,119,697                | 0.8                         | 5.0 | 122.9   | 26.5   |
| 2011 | 11,853,429                      | 40,086,091                | 0.6                         | 2.9 | 98.1  | 29.0   |

### **Total Annuity Actuarial Reserves By Withdrawal Characteristics**

| Year | Total Annuity<br>Reserves (\$000) | Minimum or No<br>Surrender Charge<br>(%) | With Surrender<br>Charge 5% or More<br>(%) |      | No Surrender<br>Charge Allowed<br>(%) |
|------|-----------------------------------|--|--|------|---------------------------------------|
| 2015 | 65,280,572                        | 34.0                                     | 1.2  | 19.8 | 45.0                                  |
| 2014 | 65,060,294                        | 33.6                                     | 1.6  | 19.0 | 45.8                                  |
| 2013 | 63,684,702                        | 35.3                                     | 2.0  | 15.4 | 47.3                                  |
| 2012 | 62,393,487                        | 33.9                                     | 3.2  | 13.1 | 49.8                                  |
| 2011 | 61,175,371                        | 29.6                                     | 2.5  | 10.2 | 57.7                                  |

### Separate Account Data

#### **Separate Account Assets**

|                               | 2015        | 2014       | 2013       | 2012       | 2011       |
|-------------------------------|-------------|------------|------------|------------|------------|
| Total Assets (\$000)          | 113,004,765 | 98,073,947 | 87,971,995 | 71,173,214 | 65,430,309 |
| Growth in Assets              | 15.2        | 11.5       | 23.6       | 8.8        | -16.6      |
| As % of total Admitted Assets | 31.3        | 29.4       | 27.8       | 24.6       | 22.6       |

#### **Separate Account Reserves**

|                                   | 2015        | 2014       | 2013       | 2012       | 2011       |
|-----------------------------------|-------------|------------|------------|------------|------------|
| Separate Account Reserves (\$000) | 106,426,478 | 92,332,148 | 80,637,078 | 66,668,836 | 57,179,302 |
| Ordinary Life                     | 3.7         | 3.9        | 4.3        | 4.6        | 4.4        |
| Individual Annuities              | 29.2        | 27.1       | 27.4       | 25.7       | 21.2       |
| Group Annuities                   | 55.9        | 56.5       | 54.6       | 53.7       | 55.6       |
| Group Life                        | 11.2        | 12.4       | 13.7       | 16.0       | 18.7       |
| Deposit Type Liabilities (\$000)  | 779         | 860        | 1,033      |            |            |
| Other Liabilities (\$000)         | 6,507,626   | 5,674,903  | 7,077,528  | 4,467,011  | 8,227,377  |
| Surplus (\$000)                   | 67,745      | 62,862     | 253,992    | 34,991     | 21,135     |



#### **Separate Account Premiums & Deposits**

|  | 2015       | 2014       | 2013       | 2012      | 2011      |
|--|------------|------------|------------|-----------|-----------|
| Separate Account Premiums & Deposits (\$000) | 18,965,497 | 17,377,293 | 14,177,268 | 9,301,972 | 7,874,430 |
| Ordinary Life                                | 1.9        | 2.2        | 3.0        | 4.9       | 6.6       |
| Individual Annuities                         | 22.9       | 27.6       | 21.8       | 23.5      | 20.9      |
| Group Annuities                              | 73.7       | 67.6       | 73.7       | 66.8      | 62.1      |
| Group Life                                   | 1.5        | 2.7        | 1.5        | 3.0       | 7.8       |
| Other  |            |            |            | 1.8       | 2.7       |

#### Separate Account Fees & Charges

|   | 2015    | 2014    | 2013    | 2012    | 2011    |
|---|---------|---------|---------|---------|---------|
| Separate Account Fees & Charges (\$000) | 889,999 | 725,985 | 587,557 | 478,701 | 604,990 |
| Ordinary Life                           | 7.6     | 9.3     | 11.5    | 10.8    | 9.8     |
| Individual Annuities                    | 65.3    | 61.2    | 58.2    | 50.0    | 40.5    |
| Group Annuities                         | 23.4    | 25.1    | 26.5    | 27.1    | 23.9    |
| Group Life                              | 3.7     | 4.3     | 3.9     | 8.1     | 21.5    |
| Other                                   |         |         |         | 4.0     | 4.3     |
| Fees & Charges to Assets                | 0.8     | 0.8     | 0.7     | 0.7     | 0.8     |

#### Separate Account Benefits & Withdrawals

|   | 2015       | 2014      | 2013      | 2012      | 2011      |
|---|------------|-----------|-----------|-----------|-----------|
| Separate Account Benefits & Withdrawals (\$000) | 12,445,365 | 8,596,940 | 7,549,819 | 7,832,559 | 6,564,778 |
| Ordinary Life                                   | 1.7        | 2.7       | 2.5       | 1.9       | 2.7       |
| Individual Annuities                            | 15.0       | 19.9      | 18.9      | 13.1      | 21.4      |
| Group Annuities                                 | 81.0       | 74.5      | 74.1      | 55.4      | 72.0      |
| Group Life                                      | 2.4        | 3.0       | 4.5       | 11.6      | 3.4       |
| Other   |            |           |           | 18.0      | 0.5       |
| Benefits & Withdrawals to Assets                | 11.8       | 9.2       | 9.5       | 11.5      | 9.1       |

### Market Share / Market Presence



### Market Share / Market Presence (Continued ...)

### Geographical Breakdown By Direct Premium Writings (\$000)

|               | 2015       | 2014       | 2013       | 2012       | 2011       |
|---------------|------------|------------|------------|------------|------------|
| New York      | 29,256,316 | 19,331,366 | 23,766,639 | 26,132,728 | 28,216,943 |
| Delaware      | 18,808,196 | 26,109,055 | 11,849,486 | 10,028,068 | 12,611,273 |
| Pennsylvania  | 2,226,307  | 2,202,805  | 1,457,764  | 1,693,687  | 1,803,041  |
| Massachusetts | 1,793,752  | 1,358,581  | 1,217,978  | 982,679    | 1,129,822  |
| California    | 1,770,183  | 2,181,329  | 2,165,743  | 2,301,067  | 2,519,617  |
| New Jersey    | 1,389,782  | 1,446,275  | 1,300,405  | 1,337,003  | 1,769,092  |
| Texas         | 1,326,990  | 1,408,411  | 1,280,169  | 1,381,241  | 1,356,615  |
| Illinois      | 1,315,052  | 1,548,011  | 1,263,850  | 1,298,194  | 1,617,706  |
| Florida       | 1,172,529  | 1,313,879  | 1,195,864  | 1,261,306  | 1,374,408  |
| Minnesota     | 974,298    | 545,788    | 342,662    | 1,761,033  | 237,749    |
| All Other     | 11,875,905 | 15,112,590 | 12,330,640 | 12,226,548 | 12,074,312 |
| Total         | 71,909,310 | 72,558,090 | 58,171,199 | 60,403,553 | 64,710,578 |



## **Operating Performance**

SIG's earning trends have remained positive over the last five years, with the exception 2010 due to market driven realized investment losses. Net income in 2014 remained solid due to strong diversified earnings as well as increased net investment income for the period.

The following text is derived from A.M. Best's Credit Report on Sample Insurance Group (AMB# 000000).

SIG, Inc.'s consolidated GAAP operating earnings as of year-end 2014 were representative of growth in its various product segments and international presence, effectiveness of hedging program and prudent expense management practices. Results are also reflective of the continued low interest rate environment and the impact of the global economic crisis and the accompanying downturn in the equity markets that began in 2009. While there has been a measurable recovery in the financial markets, A.M. Best remains cautious and believes that volatility in the global economic infrastructure is likely to continue through the medium term which could impact earnings results. In the near term, SIG, Inc.'s consolidated and segmented GAAP earnings are expected to remain modestly pressured, with the greatest impact expected to remain within its annuity book of business which grew substantially in 2014.

SIC's life insurance operations have recorded earnings results through 2014 which are demonstrative of the current economic landscape. Growth in the group insurance business lines have been limited due to continued high unemployment rates. Pricing in this market has been very competitive within the industry as insurers look to achieve top line growth. Earnings in the non-medical health segments has improved in 2014 as utilization levels have stabilized from the high levels in prior years. Individual life product sales have recovered somewhat from the peak of crisis levels as well. Going forward, the insurance segments will continue to have earning growth challenges in the current low interest rate environment.

Premiums and fees in its Corporate Benefit Funding segment declined in part due to lower considerations from product lines and decreased sales of structured settlements. Pension closeout sales improved as SIC's sales rose. Despite a decrease in premiums, overall earnings in this segment have improved as the markets begin to recover and spreads increase.

The Retirement Products segment had solid top line and bottom line growth primarily driven by strong sales in variable annuity products and increased account values. Modest increases were recorded in the annuity product line primarily due to an increase in sales of variable products reflecting a change in customer preferences as market conditions began to improve; however, this was partially offset by a decrease in single premium deferred annuity sales.

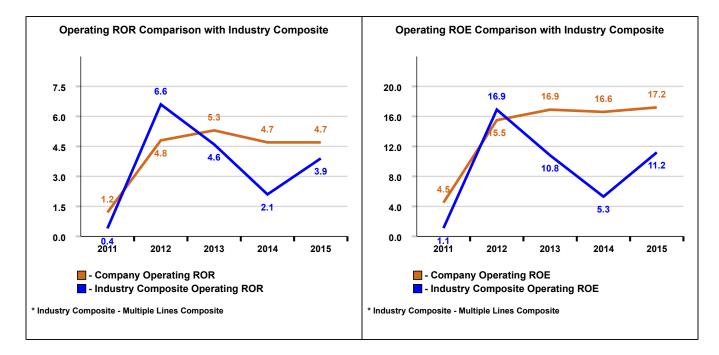
The International business remains pressured by the global economic landscape as well. Currency valuations coupled with volatility in certain international markets have continued to impact results. International growth has been driven by successfully executing the company's strategy of leveraging SIC core competencies to build a diversified business; geographic diversification, business model diversification and product and distribution diversification. The acquisition of SLIC is expected to generate significant earnings and International will represent a sizable proportion of SIC's total earnings.

With pressures from the global economic downturn moderating, A.M. Best expects earlier pressure on net income to be reduced. In addition, returns from limited partnerships, real estate joint ventures, securities lending, private equity and hedge fund investments have shown modest improvement in 2014. The resulting impact of the global economic downturn on investment results are expected to vary greatly. SIC's credit exposure offers additional risks related to the economic landscape.

SIC's statutory earnings have generally trended upward on a historical basis, with some volatility. Historical statutory results by line of business have fluctuated due to a number of factors, including interest rate volatility; costs and proceeds, associated with the sale of various non-core operations; the impact of low interest rates on its interest-sensitive and GIC businesses; and costs, including severance, associated with restructuring certain operations as well the use of reinsurance treaties. Despite the frequency and size of these single-event items, the company has experienced overall improvements in its statutory results due to improved operating fundamentals, particularly with respect to its individual life line of business. The group has produced favorable results overall, offset somewhat by its individual and group annuity products which have exhibited some volatility in sales and performance. Group life generates strong and consistent results that reflect favorable mortality experience, strong sales of group term and group variable/universal life product as well as very strong persistency on existing business. Overall, group life operations have generated between one-quarter and two-thirds of the company's total pre-tax statutory net operating gain over the past five years.

# **Operating Performance (Continued ...)**

|                  | Company                            |                          |            |              |                      |                      |                      | Industry Composite   |  |
|------------------|------------------------------------|--------------------------|------------|--------------|----------------------|----------------------|----------------------|----------------------|--|
| Period<br>Ending | Pre-tax Net<br>Operating<br>Income | Net<br>Operating<br>Gain | Net Income | Total Return | Operating<br>ROR (%) | Operating<br>ROE (%) | Operating<br>ROR (%) | Operating<br>ROE (%) |  |
| 2015             | 3,168,752                          | 2,397,343                | 1,320,017  | 2,442,416    | 4.7                  | 17.2                 | 3.9                  | 11.2                 |  |
| 2014             | 2,631,367                          | 2,223,263                | 1,970,472  | 3,268,155    | 4.7                  | 16.6                 | 2.1                  | 5.3                  |  |
| 2013             | 2,506,578                          | 2,188,922                | 2,066,373  | 2,104,190    | 5.3                  | 16.9                 | 4.6                  | 10.8                 |  |
| 2012             | 2,103,484                          | 1,872,172                | 1,221,422  | -880,738     | 4.8                  | 15.5                 | 6.6                  | 16.9                 |  |
| 2011             | 686,541                            | 552,499                  | -337,644   | 239,482      | 1.2                  | 4.5                  | 0.4                  | 1.1                  |  |
|                  |                                    |                          |            |              |                      |                      |                      |                      |  |
| 5-Yr Avg/Tot     | 11,096,722                         | 9,234,198                | 6,240,641  | 7,173,506    | 4.1                  | 14.3                 | 3.4                  | 9.1                  |  |
|                  |                                    |                          |            |              |                      |                      |                      |                      |  |
| 06/2015          | 1,157,856                          | 896,779                  | 399,077    | -408,099     | 4.4                  | 15.7                 | XX                   | XX                   |  |
| 06/2014          | 1,188,633                          | 1,015,600                | 1,564,547  | 1,303,429    | 4.2                  | 31.2                 | XX                   | XX                   |  |



### **Underwriting Results**



### **Underwriting Results (Continued ...)**

| Year         | Benefits Paid<br>to NPW &<br>Deposits | Commissions<br>& Expenses<br>to NPW &<br>Deposits | NOG to Total<br>Assets | NOG to Total<br>Revenues | Operating<br>Return on<br>Equity | Net Yield | Total Return |
|--------------|---------------------------------------|---|------------------------|--------------------------|----------------------------------|-----------|--------------|
| 2015         | 37.7                                  | 5.7   | 0.7                    | 4.7                      | 17.2                             | 4.89      | 4.96         |
| 2014         | 35.3                                  | 6.1   | 0.7                    | 4.7                      | 16.6                             | 5.17      | 5.69         |
| 2013         | 37.1                                  | 6.9   | 0.7                    | 5.3                      | 16.9                             | 5.13      | 5.09         |
| 2012         | 42.8                                  | 7.6   | 0.6                    | 4.8                      | 15.5                             | 4.74      | 3.44         |
| 2011         | 35.8                                  | 6.4   | 0.2                    | 1.2                      | 4.5                              | 5.77      | 5.61         |
|              |                                       |   |                        |                          |                                  |           |              |
| 5-Yr Avg/Tot | 37.6                                  | 6.5   | 0.6                    | 4.1                      | 14.3                             | 5.14      | 4.96         |
|              |                                       |   |                        |                          |                                  |           |              |
| 06/2015      | 91.4                                  | 14.3  | 0.6                    | 4.4                      | 15.7                             | 4.74      | 4.07         |
| 06/2014      | 64.3                                  | 12.8  | 1.3                    | 4.2                      | 31.2                             | 4.74      | 5.11         |

### **Profitability Tests (%)**

### Net Operating Gain (\$000)

| Product Line            | 2015      | 2014      | 2013      | 2012      | 2011      |
|-------------------------|-----------|-----------|-----------|-----------|-----------|
| Industrial life         | -18,300   | -2,481    | 22,622    | -34,383   | 615       |
| Ordinary life           | 1,429,220 | 1,322,939 | -74,894   | -68,702   | -139,537  |
| Group life              | 172,453   | 163,987   | 317,931   | 248,934   | 256,930   |
| Credit life             | -4        |           |           | -2,609    | -300      |
| Supplementary contracts | 244,512   | 281,622   | 266,845   | 170,433   | 209,490   |
| Individual annuities    | -344,945  | -89,593   | 107,673   | 75,144    | -339,102  |
| Group annuities         | 685,813   | 635,041   | 690,900   | 1,062,871 | -836,006  |
| Individual A&H          | -94,845   | -30,180   | -35,097   | -142,108  | -77,749   |
| Credit A&H              |           |           |           |           |           |
| Group A&H               | 320,082   | -61,968   | 74,501    | -32,332   | 7,170     |
| Other                   | 3,356     | 3,897     | 818,441   | 594,924   | 1,470,990 |
| Total                   | 2,397,343 | 2,223,263 | 2,188,922 | 1,872,172 | 552,499   |

\_\_\_\_



### Underwriting Results (Continued ...)

### **Accident & Health Statistics**

| Year | Net Premiums Written | Net Premiums Earned | Loss Ratio | Expense Ratio | Underwriting Results |
|------|----------------------|---------------------|------------|---------------|----------------------|
| 2015 | 6,217,762            | 6,231,772           | 83.5       | 17.6          | -536,686             |
| 2014 | 5,709,349            | 5,746,302           | 88.1       | 18.3          | -864,251             |
| 2013 | 5,746,185            | 5,732,980           | 85.5       | 17.5          | -771,696             |
| 2012 | 2,813,981            | 2,795,839           | 215.1      | 37.1          | 191,277              |
| 2011 | 5,567,249            | 5,621,049           | 89.6       | 20.5          | -694,082             |

### **Current Year Experience**

|                 | Net Premiums<br>Written | Net Premiums<br>Earned | Loss Ratio | Expense<br>Ratio | Underwriting<br>Results |
|-----------------|-------------------------|------------------------|------------|------------------|-------------------------|
| Group           | 5,404,995               | 5,415,277              | 77.1       | 16.2             | -108,761                |
| Coll renew      | 1                       | 1                      | 175.3      | 0.9              | -1                      |
| Non-Can         | 267,025                 | 265,895                | 77.6       | 39.0             | -44,412                 |
| Guarant renew   | 540,805                 | 545,648                | 150.5      | 20.7             | -387,439                |
| Non-renew, S.R. | 4,923                   | 4,938                  | -25.1      | 44.9             | 3,968                   |
| Other Accident  | 6                       | 6                      | 172.7      | 3.0              | -5                      |
| Other           | 7                       | 7                      | 600.9      | 11.0             | -36                     |

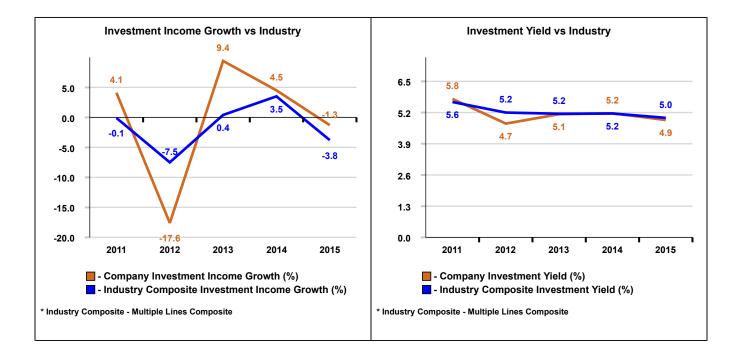
### **Investment Results**

|              |                               |                                      | Company                                | y                                  |                         |  |                        | Industry Co                        | omposite                |
|--------------|-------------------------------|--------------------------------------|--|------------------------------------|-------------------------|--|------------------------|------------------------------------|-------------------------|
| Year         | Net Invest.<br>Income (\$000) | Realized<br>Capital Gains<br>(\$000) | Unrealized<br>Capital Gains<br>(\$000) | Invest.<br>Income<br>Growth<br>(%) | Invest.<br>Yield<br>(%) | Return on<br>Invested<br>Assets<br>(%) | Total<br>Return<br>(%) | Invest.<br>Income<br>Growth<br>(%) | Invest.<br>Yield<br>(%) |
| 2015         | 11,141,458                    | -1,077,325                           | 1,122,399                              | -1.3                               | 4.9                     | 4.4                                    | 4.96                   | -3.8                               | 5.0                     |
| 2014         | 11,285,393                    | -252,791                             | 1,297,684                              | 4.5                                | 5.2                     | 5.2                                    | 5.69                   | 3.5                                | 5.2                     |
| 2013         | 10,795,995                    | -122,549                             | 37,817                                 | 9.4                                | 5.1                     | 5.2                                    | 5.09                   | 0.4                                | 5.2                     |
| 2012         | 9,865,902                     | -650,750                             | -2,102,160                             | -17.6                              | 4.7                     | 4.4                                    | 3.44                   | -7.5                               | 5.2                     |
| 2011         | 11,975,928                    | -890,142                             | 577,126                                | 4.1                                | 5.8                     | 5.2                                    | 5.61                   | -0.1                               | 5.6                     |
| 5-Yr Avg/Tot | 55,064,676                    | -2,993,558                           | 932,865                                | -0.7                               | 5.1                     | 4.9                                    | 4.96                   | -1.6                               | 5.2                     |
| 06/2015      | 5,214,554                     | -497,702                             | -807,175                               | -0.6                               | 4.7                     | 3.8                                    | 4.07                   |                                    |                         |
| 06/2014      | 5,247,955                     | 548,948                              | -261,118                               | -8.5                               | 4.7                     | 9.9                                    | 5.11                   |                                    |                         |

#### **Investment Gains**



### Investment Results (Continued ...)



## **Balance Sheet Strength**

### Capitalization

**Capitalization:** At year-end 2014, SIG recorded a statutory capital and surplus position of about \$13.5 billion, an increase of about \$289 million from year-end 2013. Factors that contributed to this improvement include a net gain from operations of about \$2 billion, a \$1.3 billion unrealized capital gains and a \$889 million change in nonadmitted assets. Offsetting factors included a significant change in AVR of \$1.8 billion. The company also declared a \$1.3 billion dividend to shareholders in 2014 and \$631 million in 2013.

In recent years, SIG increased its capital and surplus by issuing surplus notes and selling certain higher-risk assets including real estate. These efforts follow the company's aggressive management of its capital in recent years that had resulted in weakened risk-adjusted capitalization.

The following text is derived from A.M. Best's Credit Report on Sample Insurance Group (AMB# 000000).

On a statutory basis, the Sample Insurance Group experienced growth of \$419 million in capital and surplus to \$20.3 billion from year end 2012 to year end 2013. The biggest contributor was reported net income for the year-end 2013 of \$2.3 billion which was offset by a \$1.3 billion dividend to the parent company in 2012.

SIG has historically demonstrated its ability to maintain a moderate financial leverage position and good financial flexibility that compares favorably to its similarly rated peers. Due to the global economic downturn and tightening of the credit markets during the past few years, SIG bolstered its cash position at the holding company by accessing the capital markets. Through various offerings and the remarketing of its common equity units, SIG's financial leverage had elevated above 30% during 2012 -- which attributed some equity credit for hybrid securities; however, financial leverage is on the high end of the threshold for its current rating level. At year end 2012, financial leverage has improved down to the mid 20% range due to maturing debt and strong retained earnings. During 2014, SIC accessed the debt and equity markets to fund its acquisition of SLIC. Although this financing strategy is leverage neutral, A.M. Best believes that any increase in financial leverage will continue to be managed down over time based upon past performance.

SIC continues to refine its corporate structure by divesting non-core businesses, investing in potential growth businesses and implementing restacking initiatives to increase the financial flexibility of several of its insurance entities. The insurance entities have enhanced their upstream dividend capacity to the parent holding company and generate a moderate level of statutory gains.

While A.M. Best considers the risk-adjusted capital position of SIC, inclusive of all life insurance entities on a consolidated basis, to measure commensurately with other superior rated companies, attention is also placed on the appropriate level of risk-adjusted capital in each individual subsidiary. However, the collective actions taken by management reinforce MetLife's diverse and substantial financial resources, with a significant amount of available funds remaining at the parent company and within the SIC organization, albeit outside the insurance company's control.

A.M. Best notes that SIC currently retains capacity under SIC Funding's and SIG's two commercial paper programs, strong liquidity within its invested asset portfolio, multiple sources of external financing availability and additional liquidity through SIC's committed credit facilities, providing adequate capacity to satisfy the ongoing liquidity needs of the enterprise.

As previously described, SIC acquired SLIC. This transaction has transformed the overall capital structure of SIC post close. The consideration consisted of about \$7.2 billion in cash and \$9.2 billion in SIC equity and other securities. The securities portion of the purchase price consisted of 78.2 million shares of SIC common stock valued at \$3.2 billion, 6.9 million shares of Series B Contingent Convertible Junior Participating Non-Cumulative Perpetual Preferred Stock valued at \$2.8 billion, and 40 million common equity units having an aggregate stated value of \$3.0 billion.



### Capitalization (Continued ...)

|            |                          |                              | Source          | e Of Surplus G                 | Browth           |                  |                                   |                                     |
|------------|--------------------------|------------------------------|-----------------|--------------------------------|------------------|------------------|-----------------------------------|-------------------------------------|
| Year       | Net<br>Operating<br>Gain | Realized<br>Capital<br>Gains | Income<br>Taxes | Unrealized<br>Capital<br>Gains | Change in<br>AVR | Other<br>Changes | Change in<br>Capital &<br>Surplus | % Change<br>in Capital<br>& Surplus |
| 2015       | 2,397,343                | -1,077,325                   | 771,409         | 1,122,399                      | -181,914         | -1,472,425       | 788,077                           | 5.8                                 |
| 2014       | 2,223,263                | -252,791                     | 408,104         | 1,297,684                      | -1,774,473       | -1,204,317       | 289,365                           | 2.2                                 |
| 2013       | 2,188,922                | -122,549                     | 317,655         | 37,817                         | -748,415         | -772,225         | 583,549                           | 4.6                                 |
| 2012       | 1,872,172                | -650,750                     | 231,312         | -2,102,160                     | 1,939,391        | -17,062          | 1,041,592                         | 9.0                                 |
| 2011       | 552,499                  | -890,142                     | 134,042         | 577,126                        | -63,543          | -1,587,654       | -1,411,716                        | -10.9                               |
| 5-Yr Total | 9,234,198                | -2,993,558                   | 1,862,524       | 932,865                        | -828,955         | -5,053,684       | 1,290,867                         | 1.9                                 |
| 06/2015    | 896,779                  | -497,702                     | 261,077         | -807,175                       | 399,043          | -463,078         | -472,133                          | -3.3                                |
| 06/2014    | 1,015,600                | 548,948                      | 173,034         | -261,118                       | -164,233         | 480,188          | 1,619,384                         | 12.0                                |

### **Capital Generation Analysis**

### **Quality of Surplus (\$000)**

| Year    | Surplus<br>Notes | Other Debt | Contributed<br>Capital | Unassigned<br>Surplus | Year End<br>Capital &<br>Surplus | Asset<br>Valuation<br>Reserve | Adjusted<br>Capital &<br>Surplus |
|---------|------------------|------------|------------------------|-----------------------|----------------------------------|-------------------------------|----------------------------------|
| 2015    | 1,705,000        |            | 5,790,869              | 6,798,977             | 14,294,846                       | 4,220,228                     | 18,515,074                       |
| 2014    | 1,705,000        |            | 5,790,869              | 6,010,900             | 13,506,769                       | 4,038,314                     | 17,545,083                       |
| 2013    | 2,480,360        |            | 5,790,869              | 4,946,175             | 13,217,404                       | 2,263,841                     | 15,481,245                       |
| 2012    | 2,583,383        |            | 5,790,869              | 4,259,602             | 12,633,855                       | 1,515,425                     | 14,149,280                       |
| 2011    | 1,991,383        |            | 5,790,869              | 3,810,011             | 11,592,263                       | 3,454,817                     | 15,047,080                       |
|         |                  |            |                        |                       |                                  |                               |                                  |
| 06/2015 | 1,705,000        |            | 5,790,869              | 6,326,844             | 13,822,713                       | 3,821,185                     | 17,643,898                       |
| 06/2014 | 1,705,000        |            | 5,790,869              | 7,630,284             | 15,126,153                       | 4,202,547                     | 19,328,700                       |

### **Underwriting Leverage**

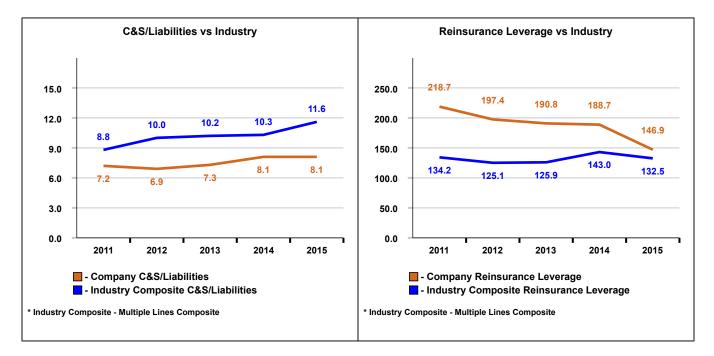


### Underwriting Leverage (Continued ...)

|         |                                     | (                 | Company |                             | Industry Composite                  |                   |  |  |
|---------|-------------------------------------|-------------------|---------|-----------------------------|-------------------------------------|-------------------|--|--|
| Year    | Capital & Surplus<br>to Liabilities | Surplus<br>Relief |         | Change in NPW &<br>Deposits | Capital & Surplus<br>to Liabilities | Surplus<br>Relief |  |  |
| 2015    | 8.1                                 | 3.4               | 4.3     | 3.2                         | 11.6                                | 2.8               |  |  |
| 2014    | 8.1                                 | 4.9               | 4.4     | 21.0                        | 10.3                                | 0.8               |  |  |
| 2013    | 7.3                                 | 5.3               | 4.2     | 1.7                         | 10.2                                | 3.4               |  |  |
| 2012    | 6.9                                 | 3.7               | 4.5     | -17.3                       | 10.0                                | 4.1               |  |  |
| 2011    | 7.2                                 | 3.8               | 5.1     | 63.8                        | 8.8                                 | 2.6               |  |  |
|         |                                     |                   |         |                             |                                     |                   |  |  |
| 06/2015 | 7.7                                 | 2.4               | 0.9     | -19.7                       |                                     |                   |  |  |
| 06/2014 | 8.4                                 | 1.2               | 1.0     | 3.4                         |                                     |                   |  |  |

### Leverage Analysis (%)

Current BCAR: 125



### Underwriting Leverage (Continued ...)

|      |                                     | Company  |   |   |                   |                         |   |                         |  |  |  |  |
|------|-------------------------------------|--|---|---|-------------------|-------------------------|---|-------------------------|--|--|--|--|
| Year | Face Amount<br>Reinsurance<br>Ceded | Affiliated<br>Reinsurance<br>Recoverable<br>/ Capital &<br>Surplus | Reinsurance<br>Recoverable<br>/ Capital & | Total<br>Reinsurance<br>Recoverable<br>/ Capital &<br>Surplus | Surplus<br>Relief | Reinsurance<br>Leverage | Total<br>Reinsurance<br>Recoverable<br>/ Capital &<br>Surplus | Reinsurance<br>Leverage |  |  |  |  |
| 2015 | 1,806,761,530                       | 7.9  | 1.8                                       | 9.7   | 3.4               | 146.9                   | 4.7   | 132.5                   |  |  |  |  |
| 2014 | 1,688,025,836                       | 7.8  | 1.9                                       | 9.7   | 4.9               | 188.7                   | 4.8   | 143.0                   |  |  |  |  |
| 2013 | 1,773,846,662                       | 7.4  | 1.8                                       | 9.1   | 5.3               | 190.8                   | 4.3   | 125.9                   |  |  |  |  |
| 2012 | 1,925,601,432                       | 6.1  | 3.6                                       | 9.7   | 3.7               | 197.4                   | 4.4   | 125.1                   |  |  |  |  |
| 2011 | 898,071,323                         | 2.2  | 3.8                                       | 5.9   | 3.8               | 218.7                   | 4.2   | 134.2                   |  |  |  |  |

#### Ceded Reinsurance Analysis

## Liquidity

**Liquidity:** In recent years, SIG has seen increasing separate account investments due to strong sales in its variable annuity business, as well as improved market driven investment performance. This market improvement has also facilitated the growth of its general account investments.

The following text is derived from A.M. Best's Credit Report on Sample Insurance Group (AMB# 000000).

The Sample Insurance Group's admitted assets are well diversified and its overall liquidity position is strong. In addition to maintaining quality, diversification and optimizing risk-adjusted investment income and total return, the group's investment philosophy requires that a reasonable match exists between the option-adjusted characteristics of its assets and the cash flow needs of its insurance and investment products. Historically, bonds and mortgage loans have comprised approximately four-fifths of consolidated invested assets, with real estate, policy loans, equity holdings, cash and short-term investments and other assets, including limited partnership interests, comprising the remaining classes. In recent years, the company had shifted more assets from its real estate holdings and common stocks into bonds, mortgage loans, cash, and short-term investments. Fixed-income investments are diversified among publicly traded and privately placed corporate bonds, U.S. government and municipals, foreign bonds, commercial and residential mortgage-backed securities (MBS), and assetbacked securities (ABS). The company is a significant participant in the private placement bond market, which increased as a percentage of the group's portfolio and represents approximately one-fifth of its bond investments. A.M. Best believes these are appropriate investments due to the relatively stable individual life insurance liabilities and the scale of its investment operations. Both the public and private corporate portfolios are highly diversified by economic sector and issuer, with investments typically spread among the industrial, utility and financial sectors. SIC has maintained a high quality bond portfolio with 89% rated investment grade at year end 2014. SIC reduced its holdings in high-yield corporate securities as the risk-adjusted total return no longer seemed attractive.

SIC maintains a diversified portfolio of mortgage and equity investments. Mortgage holdings are well diversified by asset type with exposure to both commercial and agricultural loans. Commercial and agricultural loans are distributed geographically and by type of end-use with commercial mortgage exposure to loans made on office, retail, industrial and apartment properties. The company's diverse mortgage holdings generate substantial cash flows, and the portfolio is conservatively managed. SIC's portfolio diversification in real estate equity and commercial mortgage and agricultural loans was a source of portfolio strength prior to the global economic downturn in 2009. As of year-end 2014, SIC's mortgage loan portfolio was valued at \$49.3 billion.

During 2011, SIC recorded a modest decrease in total invested assets, mainly driven by surrenders and withdrawals on deposit-type contracts in addition to a decrease in cash collateral held by the company from its counterparties on Credit Support Annex contracts. In 2012 and 2013, total invested assets have mostly rebounded reflecting in part, a decrease in surrenders. While not impacting total invested assets, a restructuring of the company's St. James Fleet preferred stocks and bonds holdings reclassified these assets to common stocks. An additional significant transaction was the reclassification of hybrid securities from preferred stocks to bonds in January 2011 to meet new NAIC guidelines, which had no impact on total invested assets.

SIC maintains a manageable exposure to mortgage-backed securities (MBS) which, despite their relatively high credit quality, can present a higher degree of interest rate risk and cash flow volatility. Historically, mortgage-backed securities have



### Liquidity (Continued ...)

represented approximately one-fifth of the company's fixed maturities. The majority of the company's MBS portfolio is collateralized mortgage obligations (CMOs), which generally have more stable cash flows. A majority of residential MBS are guaranteed or otherwise supported by government agencies, and most securities hold mortgages that were made to prime borrowers at traditional loan-to-value ratios. SIC's conservative asset/liability management practices match MBS with liabilities that have similar durations as well as interest rate and cash flow risks.

SIC also holds a sizeable amount of RMBS and CMBS positions, some of which is 2009 and 2010 vintages. Despite the credit quality of its 2008 and 2009 vintages, about 90% of SIC's total RMBS Alt-A holdings had super senior credit enhancement, which typically provides credit enhancement of a standard AAA-rated bond. In addition, 85.5% of SIC's CMBS holdings are rated AAA and 86% are from 2006 and earlier vintages.

Derivatives contracts, such as futures, swaps, caps, floors and options, are utilized to hedge or reduce risks associated with its invested assets, liabilities, portfolios of assets or liabilities or anticipated transactions. In addition, the company enters into replication derivative transactions. Given the strong asset/liability management practices of the company, A.M. Best believes that the company appropriately manages its exposure in this area. SIC's notional amount of derivatives contracts outstanding is modest relative to its asset base.

SIC participates in a securities lending program. As of year end 2013, the size of its book was roughly \$24 billion. As institutional investors sought greater liquidity during the third and fourth quarter of 2011 in response to the unstable credit markets and financial institution crisis, SIC systematically reduced the size of its securities lending program.

While SIC has historically demonstrated its ability to generate strong investment income and yields from its asset portfolio, the turbulent economic environment has tempered the investment yields previously enjoyed by the company. A.M. Best believes that while SIC has some above-average exposures in certain asset classes, its overall investment risk management practices are perceived to be conservative in nature.

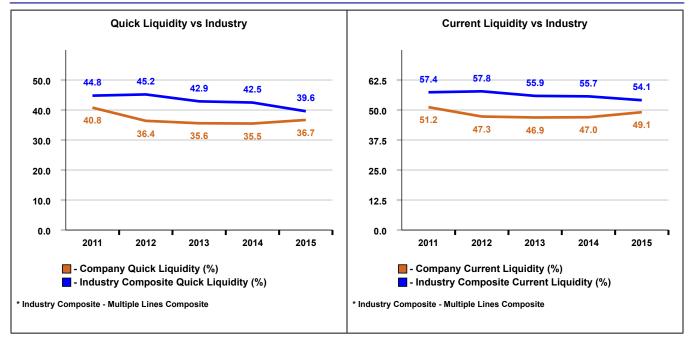
Given the size as the largest insurance group in the U.S., SIG's admitted assets are well diversified and its overall liquidity position is strong. In addition to maintaining quality, diversification and optimizing risk-adjusted investment income and total return, the group's investment philosophy requires that a reasonable match exists between the option-adjusted characteristics of its assets and the cash flow needs of its insurance and investment products.

|         |                        |                    |                      | Company   | /  |  |                          | Industry C         | Industry Composite   |  |
|---------|------------------------|--------------------|----------------------|---|--|--|--------------------------|--------------------|----------------------|--|
| Year    | Operating<br>Cash Flow | Quick<br>Liquidity | Current<br>Liquidity | Non-<br>Investment<br>Grade<br>Bonds /<br>Capital | Delinq &<br>Forclosed<br>Mortgage /<br>Capital | Mtg & Cred<br>Ten Lns &<br>RE /<br>Capital | Affiliated<br>Investment | Quick<br>Liquidity | Current<br>Liquidity |  |
| 2015    | 10,100,205             | 36.7               | 49.1                 | 99.0  | 0.1  | 243.2                                      | 78.3                     | 39.6               | 54.1                 |  |
| 2014    | 3,981,040              | 35.5               | 47.0                 | 97.3  | 0.1  | 253.2                                      | 94.8                     | 42.5               | 55.7                 |  |
| 2013    | 8,916,820              | 35.6               | 46.9                 | 101.1   | 0.1  | 278.2                                      | 99.1                     | 42.9               | 55.9                 |  |
| 2012    | -641,044               | 36.4               | 47.3                 | 105.7   |  | 297.8                                      | 110.1                    | 45.2               | 57.8                 |  |
| 2011    | 5,912,392              | 40.8               | 51.2                 | 77.2  |  | 292.6                                      | 86.0                     | 44.8               | 57.4                 |  |
| 06/2015 | -263,902               | XX                 | XX                   | 106.2   |  | 252.3                                      | 79.7                     | XX                 | XX                   |  |
| 06/2014 | 12,708,223             | XX                 | XX                   | 96.1  | 0.2  | 236.4                                      | 66.0                     | XX                 | XX                   |  |

#### Liquidity Analysis



### Liquidity (Continued ...)



### Investments

#### Investment Yields (%)

|      |           |       |        |           | Cash & | Real Estate |      | Investment<br>Expense |  |
|------|-----------|-------|--------|-----------|--------|-------------|------|-----------------------|--|
| Year | Net Yield | Bonds | Stocks | Mortgages |        | Gross       | Net  | Ratio                 |  |
| 2015 | 4.89      | 5.04  | 1.99   | 5.68      | 0.27   | 12.89       | 3.94 | 6.28                  |  |
| 2014 | 5.17      | 5.20  | 6.04   | 5.58      | 0.22   | 15.20       | 4.41 | 6.56                  |  |
| 2013 | 5.13      | 5.24  | 3.55   | 5.48      | 0.31   | 15.53       | 4.77 | 7.19                  |  |
| 2012 | 4.74      | 5.64  | 1.76   | 5.43      | 0.22   | 17.00       | 7.10 | 7.94                  |  |
| 2011 | 5.77      | 6.11  | 5.56   | 5.92      | 1.25   | 16.48       | 7.38 | 11.49                 |  |

#### **Investments - Bond Portfolio**



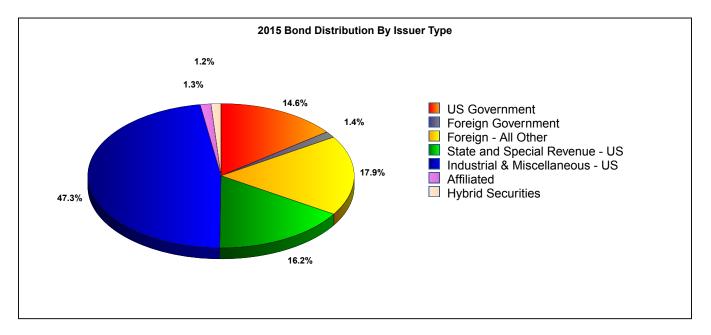
### Investments - Bond Portfolio (Continued ...)

#### 2015 Distribution By Maturity

|                            |      |      | Years |       |      |                              |
|----------------------------|------|------|-------|-------|------|------------------------------|
|                            | 0-1  | 1-5  | 5-10  | 10-20 | 20+  | Years<br>Average<br>Maturity |
| Government                 | 6.7  | 3.3  | 1.7   | 1.4   | 3.9  | 8.4                          |
| Government Agencies        | 3.5  | 1.8  | 2.1   | 3.2   | 7.6  | 14.4                         |
| Industrial & Miscellaneous | 5.8  | 22.5 | 18.6  | 7.3   | 8.5  | 8.5                          |
| Affiliated                 |      | 0.5  | 0.5   |       | 0.2  | 8.8                          |
| Hybrid Securities          |      | 0.1  |       | 0.2   | 0.8  | 20.9                         |
| Total                      | 16.0 | 28.1 | 22.9  | 12.1  | 20.9 | 9.7                          |

### Bond Distribution By Issuer Type

|                                 | 2015        | 2014        | 2013        | 2012        | 2011        |
|---------------------------------|-------------|-------------|-------------|-------------|-------------|
| Bonds (\$000)                   | 152,256,930 | 139,465,656 | 139,295,145 | 131,453,123 | 120,898,280 |
| US Government                   | 14.6        | 15.0        | 14.2        | 13.0        | 7.8         |
| Foreign Government              | 1.4         | 1.3         | 1.3         | 0.9         | 1.2         |
| Foreign - All Other             | 17.9        | 15.6        | 14.0        | 12.8        | 11.8        |
| State and Special Revenue - US  | 16.2        | 14.3        | 17.8        | 18.2        | 14.8        |
| Public Utilities - US           |             |             |             |             | 5.4         |
| Industrial & Miscellaneous - US | 47.3        | 51.1        | 49.3        | 50.8        | 53.6        |
| Credit Tenant Lns - US          |             |             |             |             |             |
| Affiliated                      | 1.3         | 1.3         | 0.9         | 1.0         | 5.4         |
| Hybrid Securities               | 1.2         | 1.4         | 2.4         | 3.3         |             |





### Investments - Bond Portfolio (Continued ...)

#### **Bond Percent Private vs Public**

|                | 2015 | 2014 | 2013 | 2012 | 2011 |
|----------------|------|------|------|------|------|
| Private Issues | 32.2 | 31.1 | 28.7 | 27.2 | 25.2 |
| Public Issues  | 67.8 | 68.9 | 71.3 | 72.8 | 74.8 |

#### **Bond Quality Percent**

|         | 2015 | 2014 | 2013 | 2012 | 2011 |
|---------|------|------|------|------|------|
| Class 1 | 64.1 | 64.0 | 66.5 | 67.7 | 71.6 |
| Class 2 | 24.4 | 24.3 | 22.6 | 21.3 | 19.7 |
| Class 3 | 6.5  | 6.4  | 6.3  | 6.2  | 5.1  |
| Class 4 | 4.0  | 4.2  | 3.5  | 3.5  | 2.4  |
| Class 5 | 0.9  | 1.1  | 1.0  | 1.1  | 1.2  |
| Class 6 | 0.1  | 0.1  | 0.1  | 0.2  | 0.1  |

#### **Investments - Equity Portfolio**

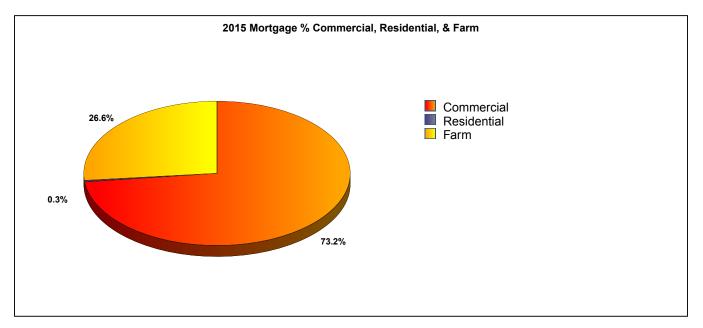
|                        | 2015      | 2014       | 2013       | 2012       | 2011      |
|------------------------|-----------|------------|------------|------------|-----------|
| Total Stocks (\$000)   | 8,318,401 | 11,431,076 | 10,801,951 | 10,877,100 | 8,863,439 |
| Unaffiliated Common    | 11.7      | 7.1        | 7.3        | 8.7        | 11.9      |
| Affiliated Common      | 85.0      | 90.7       | 90.1       | 88.9       | 9.6       |
| Unaffiliated Preferred | 3.3       | 2.2        | 2.6        | 2.4        | 61.0      |
| Affiliated Preferred   |           |            |            |            | 17.5      |

### Investments - Mortgage Loans And Real Estate

|                         | 2015       | 2014       | 2013       | 2012       | 2011       |
|-------------------------|------------|------------|------------|------------|------------|
| Total Mortgages (\$000) | 41,965,619 | 41,797,154 | 40,198,003 | 39,263,149 | 40,495,032 |
| Commercial              | 73.2       | 73.5       | 73.4       | 73.8       | 74.3       |
| Residential             | 0.3        |            |            |            |            |
| Farm                    | 26.6       | 26.5       | 26.6       | 26.2       | 25.7       |



### Investments - Mortgage Loans And Real Estate (Continued ...)



#### **Real Estate**

|                              | 2015      | 2014      | 2013      | 2012      | 2011      |
|------------------------------|-----------|-----------|-----------|-----------|-----------|
| Total Real Estate (\$000)    | 3,055,862 | 2,626,846 | 2,867,533 | 2,866,817 | 3,534,242 |
| Property Occupied By Company | 7.5       | 8.9       | 8.4       | 8.6       | 6.9       |
| Property Held For Income     | 92.4      | 91.0      | 91.5      | 89.6      | 93.0      |
| Property Held For Sale       |           | 0.1       | 0.1       | 1.9       |           |

#### **Investments - Other Invested Assets**

|                                     | 2015       | 2014       | 2013       | 2012       | 2011       |
|-------------------------------------|------------|------------|------------|------------|------------|
| Total Other Invested Assets (\$000) | 31,058,279 | 29,398,445 | 25,174,840 | 25,134,778 | 39,322,289 |
| Cash                                | 1.0        | 3.2        | 10.8       | 9.4        | 21.7       |
| Short Term Investments              | 20.9       | 17.9       | 6.9        | 9.9        | 17.7       |
| Schedule BA Investments             | 46.9       | 45.9       | 50.2       | 49.9       | 33.4       |
| Investments                         | 31.2       | 32.9       | 32.1       | 30.8       | 27.3       |



### **History**

#### Date Incorporated: 03/24/1869

Date Commenced: 03/25/1869

Domicile: NY

The Sample Insurance Group periodically re-stacks its organization to promote operating efficiencies, financial flexibility and improve dividend capacity through its entities. In 2003, SIC's restacking plan resulted in the following intercompany transactions: SIC contributed SIC Iberia, its Spanish subsidiary, to SIC International Holdings, Inc. (SICIH); SIG acquired Life Insurance Company (Security Equity) and Sample Corporation (SC) from Sample Life Insurance Company (SLIC); SIG contributed its subsidiary, Insurance Company, to Cova; and SLIC sold SICIH, SC, SIG, Inc. and various foreign subsidiaries to SIC. SLIC also sold Missouri Reinsurance (Barbados), Inc. to SIG and Walnut Street Securities to SIC. In that same year, SIG, Inc., a new subsidiary of SIC, was created as an employee services company that supports all of the enterprise's personnel needs. In October 2004, SIG completed another re-stacking transaction to increase capital efficiency and flexibility between the parent SIC and its subsidiaries. This restacking plan resulted in the following intercompany transactions: SIG sold Sample Property and Casualty Insurance Company, Sample Life Insurance Company and two non-insurance subsidiaries to SIC, the parent holding company. In addition, Sample Insurance Company and SIC Security Insurance Company of LA were merged into SIG. In January 2008, SIC Investors (SICI) was merged into SIC Investors Insurance Company. During 2009, SIG completed the tax-free split off of Sample Reinsurance Group Incorporated. In January 2010, SC Corporation, along with its subsidiaries, which included SLC, was sold to SIG.

<u>Mergers:</u> SampleLife Insurance Company, New Jersey, 2007; Sample Life Insurance Company, Arizona, 2007; Sample Life Insurance Company, New York, 2007; Sample Life Insurance Company; Sample Security Insurance Company of LA.

### **Officers And Directors**

### Officers

President and CEO: Steven Smith President: John Smith President: Jane Smith EVP and CFO: Thomas Smith EVP and Chief Investment Officer: Steven Smith EVP and Chief Accounting Officer: John Smith EVP and General Counsel: Jane Smith EVP and Chief Human Resource Officer: Steven Smith
EVP: John Smith (Global Brand Marketing and Communications)
EVP: Jane Smith (Global Technology and Operations)
EVP: Thomas Smith (Global Employee Benefits)
SVP and Treasurer: Steven Smith
Vice President and Secretary: John Smith

### Directors

Steven Smith Edward Smith Chris Smith Robert Smith Steven Smith John Smith Alfred Smith James Smith Catherine Smith Hugh Smith David Smith Kenton Smith Lulu Smith

### Regulatory

An examination of the financial condition was made as of December 31, 2013, by the insurance department of New York. The 2014 annual independent audit of the company was conducted by Deloitte & Touche, LLP. The annual statement of actuarial opinion is provided by Patrick Smith, Vice President and Senior Actuary.



### **Regulatory (Continued ...)**

**Reserve Basis:** (Current ordinary business): 1980 CSO 3% to 5.0% for policies which are valued on either the Net Level Premium Plan, CRVM or GCV valuation. (Current group annuity business): GAR94 and 1984 GAM 4.75% to 6.25%; CARVM. (Current individual annuity business): Annuity 2001 and 1984 Table a 4.75% to 6.25%; CARVM.

### Reinsurance

The company reinsures up to 90% of the mortality risk of certain blocks of life insurance. For more recent individual life blocks, the company reinsures certain corridors of mortality risk in excess of \$1 million per life. The company's policy for new business is to retain a maximum of \$20,000,000 on any one life and to reinsure 100% of amounts in excess of the retention limits. In addition to reinsuring mortality risk, the company reinsures other risks and specific coverages.

The company cedes reinsurance to a diversified array of affiliated and non-affiliated reinsurers. Placement of reinsurance is done primarily on an automatic basis and also on a facultative basis for risks of specific characteristics. Reinsurance is primarily on a coinsurance, yearly renewable term, and modified coinsurance basis. The company also assumes a significant amount of insurance from affiliates as well as a few blocks from non-affiliates.



÷

## Balance Sheet (\$000)

| Admitted Assets                          | 12/31/2015  | 12/31/2014  |
|--|-------------|-------------|
| Bonds                                    | 152,256,930 | 139,465,656 |
| Preferred Stocks                         | 271,190     | 256,964     |
| Common Stocks                            | 8,047,211   | 11,174,111  |
| Mortgage Loans                           | 41,965,619  | 41,797,154  |
| Real Estate                              | 3,055,862   | 2,626,846   |
| Contract Loans                           | 6,174,970   | 6,107,271   |
| Cash & short-term Investments            | 6,788,404   | 6,223,355   |
| Other Invested Assets                    | 14,576,491  | 13,489,993  |
| Premiums & Consideration Due             | 2,225,125   | 2,058,280   |
| Investment income due & accrued          | 2,617,836   | 2,431,288   |
| Other Assets                             | 9,516,552   | 9,556,496   |
| Total assets excluding separate accounts | 247,496,189 | 235,187,415 |
| Separate account assets                  | 113,004,765 | 98,073,947  |
| Total Assets                             | 360,500,954 | 333,261,362 |

х.

| Liabilities & Surplus                         | 12/31/2015  | 12/31/2014  |
|---|-------------|-------------|
| + Net Policy Reserves                         | 125,590,335 | 119,547,842 |
| Liabilities for deposit type contracts        | 55,213,106  | 48,927,816  |
| Policy Claims                                 | 2,557,594   | 2,710,701   |
| Interest maintenance reserve                  | 308,659     | 401,113     |
| Commissions, taxes and expenses               | 1,564,708   | 1,453,080   |
| Amounts withheld by company as agent          |             |             |
| Borrowed Money                                |             |             |
| Asset Valuation Reserve                       | 4,220,228   | 4,038,314   |
| Funds held in unauthorized companies          |             |             |
| Funds held under coinsurance                  | 11,800,431  | 15,755,958  |
| Contingency Reserve                           | 1,193,950   | 1,233,960   |
| Other Funds                                   |             | 5,440,460   |
| Payable for Securities Lending                | 18,444,765  | 15,124,980  |
| Other Liabilities                             | 12,375,311  | 7,109,283   |
| Total liabilities excluding separate accounts | 233,269,088 | 221,743,508 |
| Separate account liabilities                  | 112,937,021 | 98,011,084  |
| Total Liabilities                             | 346,206,108 | 319,754,593 |

**12/31/2015:** + Analysis of reserves; Life \$41,053,868; annuities \$64,164,318; supplementary contracts with life contingencies \$1,371,386; accidental death benefits \$36,155; disability active lives \$197,329; disability disabled lives \$1,562,792; miscellaneous reserves \$886,275; accident & health \$16,318,212.

**12/31/2014:** + Analysis of reserves; Life \$36,310,843; annuities \$63,970,028; supplementary contracts with life contingencies \$1,379,468; accidental death benefits \$32,509; disability active lives \$210,319; disability disabled lives \$1,526,991; miscellaneous reserves \$799,567; accident & health \$15,318,117.



# Balance Sheet (\$000) (Continued ...)

| Capital & Surplus             | 12/31 | /2015  | 12/31/2014  |
|-------------------------------|-------|--------|-------------|
| Common Stock                  |       | 4,945  | 4,945       |
| Surplus Notes                 | 1,70  | 05,000 | 1,705,000   |
| Paid-in & Contributed Surplus | 5,78  | 85,924 | 5,785,924   |
| Special Surplus Funds         |       |        |             |
| Unassigned Funds              | 6,7   | 98,977 | 5,400,978   |
| Special Reserve               |       |        |             |
| Other Surplus                 |       |        | 609,922     |
| Total Liabilities & Surplus   | 360,5 | 00,954 | 333,261,362 |



### Interim Balance Sheet (\$000)

| Admitted Assets                          | 03/31/2015  | 06/30/2015  |
|--|-------------|-------------|
| Total Bonds                              | 157,223,079 | 153,869,751 |
| Total Preferred Stocks                   | 418,151     | 474,822     |
| Total Common Stocks                      | 7,846,739   | 7,598,738   |
| Mortgage Loans                           | 40,957,957  | 41,328,947  |
| Real Estate                              | 3,159,626   | 3,194,362   |
| Contract Loans                           | 6,176,248   | 6,208,909   |
| Cash & short-term investments            | 5,763,934   | 4,783,154   |
| Other invested assets                    | 14,930,859  | 15,090,158  |
| Investment income due & accrued          | 2,792,766   | 2,814,762   |
| Other assets                             | 12,263,507  | 11,629,277  |
| Total assets excluding separate accounts | 251,532,867 | 246,992,879 |
| Separate account assets                  | 119,916,007 | 118,844,394 |
| Total Assets                             | 371,448,873 | 365,837,273 |

| Liabilities & Surplus                         | 03/31/2015  | 06/30/2015  |
|---|-------------|-------------|
| Net policy reserves                           | 125,868,899 | 125,880,649 |
| Liabilities for deposit type contracts        | 56,719,609  | 53,896,640  |
| Policy claims                                 | 2,699,436   | 2,739,547   |
| Interest maintenance reserve                  | 362,533     | 298,008     |
| Commissions, taxes and expenses               | 1,661,599   | 1,438,633   |
| Asset Valuation Reserve                       | 4,320,969   | 3,821,185   |
| Funds held in unauthorized companies          |             |             |
| Funds held under coinsurance                  | 11,763,146  | 11,747,563  |
| Contingency reserve                           | 1,153,363   | 1,179,757   |
| Other funds                                   |             |             |
| Payable for Securities Lending                | 20,165,160  | 19,620,848  |
| Other liabilities                             | 12,297,575  | 12,547,335  |
| Total liabilities excluding separate accounts | 237,012,289 | 233,170,167 |
| Separate account liabilities                  | 119,849,598 | 118,844,394 |
| Total liabilities                             | 356,861,887 | 352,014,561 |



#### Interim Balance Sheet (\$000) (Continued ...)

| Capital & Surplus             | 03/31/2015  | 06/30/2015  |
|-------------------------------|-------------|-------------|
| Common stock                  | 4,945       | 4,945       |
| Surplus notes                 | 1,705,000   | 1,705,000   |
| Paid-in & contributed surplus | 5,785,924   | 5,785,924   |
| Unassigned surplus            | 7,091,118   | 6,326,844   |
| Other surplus                 |             |             |
| Total liabilities & surplus   | 371,448,873 | 365,837,273 |



## Summary Of 2015 Operations (\$000)

| Income  | 12/31/2015 | Disbursements                                     | 12/31/2015 |
|---|------------|---|------------|
| Premiums:   |            | Death benefits                                    | 5,793,520  |
| Ordinary life premiums                                | 1,814,001  | Claims incurred (PC)                              |            |
| Individual annuities premiums                         | 5,355,198  | Matured endowments                                | 31,982     |
| Credit life premiums                                  |            | Annuity & old age benefits                        | 4,024,550  |
| Group life premiums                                   | 5,446,688  | Disability & Accident & Health benefits           | 14,070     |
| Group annuities premiums                              | 16,923,705 | Coupons, annual endowments & similar benefits     |            |
| Accident & Health group premiums                      | 5,402,428  | Surrender benefits                                | 14,974,381 |
| Accident & Health credit premiums                     |            | Group conversion                                  | 1,326      |
| Accident & Health other premiums                      | 818,024    | Accident & Health benefits                        | 4,203,198  |
| Industrial life premiums                              | 21,224     | Interest on contract or deposit-type funds        | 1,153,648  |
| Miscellaneous premiums                                |            | Payments on supplemental contracts                | 192,299    |
| Premiums & annuity considerations                     |            | Accumulated coupon payments                       |            |
| Fraternal premiums                                    |            | Total benefits recodes                            |            |
| Aviation reinsurance premiums                         |            | Increase in life reserves                         | 5,043,715  |
| Deposit type funds                                    |            | Increase in accident & health reserves            | 1,000,095  |
| Employee benefits plan premiums                       |            | Increase in liabilities for premium deposit funds |            |
| Deposit administration funds                          |            | Change in reserves                                | 98,628     |
| Other premiums  |            | Reserve adjustment on reinsurance assumed         |            |
| Reinsurance premiums                                  |            | Other reserves                                    |            |
| Total net premiums                                    | 35,781,267 | Claim adjustment (PC only)                        |            |
| Supplementary contracts                               | 111,370    | Administrative expenses (PC only)                 |            |
| Coupon accum interest                                 |            | Commissions on premiums & annuity considerations  | 647,350    |
| Net investment income                                 | 11,141,458 | Commissions & expenses on reinsurance assumed     | 71,904     |
| Amortization of Interest Maintenance<br>Reserve       | 102,777    | Other commissions & expenses                      |            |
| Net operating gain from separate accounts             | 10,330     | Reinsurance expenses                              | -25,076    |
| Commissions & expense allowance on rein ceded         | 489,557    | Interest expenses                                 | 862,949    |
| Reserve adjustment on reinsurance ceded               | 2,354,595  | Insurance taxes, licenses & fees                  | 428,138    |
| Reinsurance income                                    |            | General insurance expenses                        | 3,072,443  |
| Other income  | 1,368,914  | Net transfer to separate accounts                 | 6,401,588  |
| Difference between net earned & net written (PC only) |            | Other expenses                                    |            |
| Management and/or service fees                        |            | Miscellaneous operating expenses                  | 50,678     |
|   |            | Other disbursements                               |            |
| Total operating income                                | 51,360,269 | Total disbursements                               | 48,041,388 |



# Summary Of 2015 Operations (\$000) (Continued ...)

| Income | 12/31/2015 | Disbursements                                     | 12/31/2015 |
|--------|------------|---|------------|
|        |            | Net operating gain before federal income taxes    |            |
|        |            | Net operating gain before taxes & dividends       | 3,318,881  |
|        |            | Net operating gain before refunds to members      |            |
|        |            | Dividends - life                                  | 150,129    |
|        |            | Dividends - accident & health                     |            |
|        |            | Refund to members (fraternal only)                |            |
|        |            | Net operating gain after dividends & before taxes | 3,168,752  |
|        |            | Federal income taxes                              | 771,409    |
|        |            | Net operating gain                                |            |
|        |            | Net operating gain after federal income taxes     |            |
|        |            | Net operating gain after dividends & taxes        | 2,397,343  |
|        |            | Net operating gain after refunds to members       |            |



# Interim Summary Of Operations (\$000)

|   | Period Ended<br>06/30/2015 | Period Ended<br>06/30/2014 | Increase /<br>Decrease |
|---|----------------------------|----------------------------|------------------------|
| Premiums & annuity considerations                     | 15,203,780                 | 18,929,951                 | -3,726,170             |
| Aviation reinsurance premiums                         |                            |                            |                        |
| Deposit type funds                                    |                            |                            |                        |
| Employee benefits plan premiums                       |                            |                            |                        |
| Deposit administration funds                          |                            |                            |                        |
| Other premiums  |                            |                            |                        |
| Reinsurance premiums                                  |                            |                            |                        |
| Total premiums  | 15,203,780                 | 18,929,951                 | -3,726,170             |
| Supplementary contracts                               | 60,244                     | 57,972                     | 2,272                  |
| Coupon accum interest                                 |                            |                            |                        |
| Net investment income                                 | 5,214,554                  | 5,247,955                  | -33,401                |
| Amortization of Interest Maintenance Reserve          | 11,296                     | 50,849                     | -39,552                |
| Net operating gain from separate accounts             | -1,906                     | 4,967                      | -6,873                 |
| Commissions & expense allowance on rein ceded         | 330,014                    | 175,281                    | 154,733                |
| Reserve adjustment on reinsurance ceded               | -1,316,309                 | -968,751                   | -347,559               |
| Other income  | 753,407                    | 660,963                    | 92,444                 |
| Difference between net earned & net written (PC only) |                            |                            |                        |
| Total operating income                                | 20,255,081                 | 24,159,188                 | -3,904,106             |
| Death benefits  | 3,021,183                  | 2,861,491                  | 159,692                |
| Claims incurred (PC)                                  |                            |                            |                        |
| Matured endowments                                    | 10,082                     | 11,710                     | -1,628                 |
| Annuity and old age benefits                          | 2,127,647                  | 1,970,742                  | 156,905                |
| Disability & Accident & Health benefits               | 2,359,888                  | 2,046,403                  | 313,485                |
| Coupons, annual endowments & similar benefits         |                            |                            |                        |
| Surrender benefits                                    | 5,722,634                  | 4,634,232                  | 1,088,402              |
| Group conversion                                      | 532                        | 2,306                      | -1,774                 |
| Interest on contract or deposit-type funds            | 565,698                    | 549,534                    | 16,164                 |
| Payments on supplemental contracts                    | 95,176                     | 96,952                     | -1,776                 |
| Accumulated coupon payments                           |                            |                            |                        |
| Total benefits recodes                                |                            |                            |                        |
| Increase in liabilities for premium deposit funds     |                            |                            |                        |
| Change in reserves                                    | 322,655                    | 4,984,386                  | -4,661,731             |
| Claim adjustment (PC only)                            |                            |                            |                        |
| Administrative expenses (PC only)                     |                            |                            |                        |
| Commissions on premiums & annuity considerations      | 324,747                    | 322,962                    | 1,785                  |
| Commissions & expenses on reinsurance assumed         | 32,453                     | 50,354                     | -17,901                |
| Insurance taxes, licenses & fees                      | 210,196                    | 245,419                    | -35,223                |



# Interim Summary Of Operations (\$000) (Continued ...)

|   | Period Ended<br>06/30/2015 | Period Ended<br>06/30/2014 | Increase /<br>Decrease |
|---|----------------------------|----------------------------|------------------------|
| General insurance expenses                        | 1,582,441                  | 1,512,981                  | 69,460                 |
| Net transfer to separate accounts                 | 2,259,954                  | 3,048,345                  | -788,391               |
| Other disbursements                               | 380,452                    | 496,428                    | -115,975               |
| Total disbursements                               | 19,015,739                 | 22,834,244                 | -3,818,506             |
| Net operating gain before federal income taxes    |                            |                            |                        |
| Net operating gain before taxes & dividends       | 1,239,342                  | 1,324,943                  | -85,601                |
| Net operating gain before refunds to members      |                            |                            |                        |
| Dividends to policyholders                        | 81,487                     | 136,310                    | -54,823                |
| Refund to members (fraternal only)                |                            |                            |                        |
| Net operating gain after dividends & before taxes | 1,157,856                  | 1,188,633                  | -30,778                |
| Federal income taxes                              | 261,077                    | 173,034                    | 88,044                 |
| Net operating gain after federal income taxes     |                            |                            |                        |
| Net operating gain after dividends & taxes        | 896,779                    | 1,015,600                  | -118,821               |
| Net operating gain after refunds to members       |                            |                            |                        |



## Cash Flow Analysis (\$000)

| Funds Provided                             | 12/31/2015  | Funds Applied                              | 12/31/2015  |
|--|-------------|--|-------------|
| Gross cash from operations                 | 49,077,344  | Benefit and loss payments                  | 32,820,158  |
| Transfers from separate accounts           |             | Commissions, taxes & expenses paid         | 5,080,614   |
| Federal income tax refunds                 |             | Transfers to separate accounts             |             |
| Decrease in contract loans & premium notes |             | Dividends to policyholders                 |             |
| Bond proceeds                              | 64,526,315  | Federal income taxes paid                  |             |
| Stock proceeds                             |             | Increase in contract loans & premium notes |             |
| Mortgage loans proceeds                    | 8,857,535   | Surplus notes paid back                    |             |
| Real estate proceeds                       |             | Capital notes paid back                    |             |
| Collateral loans proceeds                  |             | Capital paid back                          |             |
| Surplus notes paid in                      |             | Repaid borrowed money                      |             |
| Capital notes paid in                      |             | Repaid capital notes                       |             |
| Capital paid in                            |             | Bonds acquired                             | 72,711,586  |
| Borrowed money                             |             | Stocks acquired                            |             |
| Capital notes                              |             | Mortgage loans acquired                    |             |
| Other investment proceeds                  |             | Real estate acquired                       |             |
|  |             | Collateral loans acquired                  |             |
|  |             | Other investments acquired                 | 17,168,671  |
|  |             | Dividends to stockholders                  |             |
| Total Other cash provided                  | 14,354,621  | Total Other cash apportioned               | 8,469,737   |
| Decrease in cash & short-term investments  |             | Increase in cash & short-term investments  | 565,049     |
| Total                                      | 136,815,815 | Total                                      | 136,815,815 |

A Best's Financial Strength Rating opinion addresses the relative ability of an insurer to meet its ongoing insurance obligations. The ratings are not assigned to specific insurance policies or contracts and do not address any other risk, including, but not limited to, an insurer's claims-payment policies or procedures; the ability of the insurer to dispute or deny claims payment on grounds of misrepresentation or fraud; or any specific liability contractually borne by the policy or contract holder. A Financial Strength Rating is not a recommendation to purchase, hold or terminate any insurance policy, contract or any other financial obligation issued by an insurer, nor does it address the suitability of any particular policy or contract for a specific purpose or purchaser.

A Best's Issue/Issuer Credit Rating is an opinion regarding the relative future credit risk of an entity, a credit commitment or a debt or debt-like security.

Credit risk is the risk that an entity may not meet its contractual, financial obligations as they come due. These credit ratings do not address any other risk, including but not limited to liquidity risk, market value risk or price volatility of rated securities. The rating is not a recommendation to buy, sell or hold any securities, insurance policies, contracts or any other financial obligations, nor does it address the suitability of any particular financial obligation for a specific purpose or purchaser.

In arriving at a rating decision, A.M. Best relies on third-party audited financial data and/or other information provided to it. While this information is believed to be reliable, A.M. Best does not independently verify the accuracy or reliability of the information. Any and all ratings, opinions and information contained herein are provided "as is," without any express or implied warranty.

Visit http://www.ambest.com/ratings/notice.asp for additional information or http://www.ambest.com/terms.html for details on the Terms of Use.

#### Copyright © 2016 A.M. Best Company, Inc. and/or its affiliates. All rights reserved.

No part of this report may be reproduced, distributed, or stored in a database or retrieval system, or transmitted in any form or by any means without the prior written permission of the A.M. Best Company. While the data in this report was obtained from sources believed to be reliable, its accuracy is not guaranteed.