

Life Insurer Financial Profile

Company	New York Life Ins Co	Northwestern Long Term Care	Massachusetts Mutual Life Ins	John Hancock Life & Health Ins	Mutual of Omaha Ins Co	Lincoln National Life Ins Co	Pacific Life Ins Co	Genworth Life Ins Co
Ratings								
A.M. Best Company (Best's Rating, 15 ratings)	A++ (1)	A++ (1)	A++ (1)	A+ (2)	A+ (2)	A+ (2)	A+ (2)	A (3)
Standard & Poor's (Financial Strength, 20 ratings)	AA+ (2)	AA+ (2)	AA+ (2)	AA- (4)	A+ (5)	AA- (4)	A+ (5)	A- (7)
Moody's (Financial Strength, 21 ratings)	Aaa (1)	Aaa (1)	Aa2 (3)	A1 (5)	A1 (5)	A2 (6)	A1 (5)	A3 (7)
Fitch Ratings(Financial Strength, 21 ratings)	AAA (1)	AAA (1)	AA+ (2)	AA- (4)		A+ (5)	A+ (5)	A- (7)
Weiss (Safety Rating, 16 ratings)	A- (3)	B (5)	A (2)	B (5)	B+ (4)	B- (6)	A- (3)	C+ (7)
Comdex Ranking (Percentile in Rated Companies)	100	100	98	93	91	89	89	75
Assets & Liabilities								
Total Admitted Assets	130,685,773	1,193,902	136,968,408	8,947,400	5,247,439	165,221,598	95,724,385	35,784,160
Total Liabilities	115,556,824	983,783	125,551,042	8,349,512	2,932,564	158,466,816	90,147,404	32,686,844
Separate Accounts	9,943,150	0	41,532,328	5,195,770	0	83,228,317	49,901,962	21,308
Total Surplus & AVR	17,199,251	230,412	13,100,011	667,872	2,358,833	7,371,565	6,237,771	3,205,466
As % of General Account Assets	14.2%	19.3%	13.7%	17.8%	45.0%	9.0%	13.6%	9.0%
Invested Asset Distribution & Yield								
Total Invested Assets	107,861,157	1,175,717	93,019,630	3,370,165	4,712,617	78,581,771	44,059,424	34,629,025
Bonds (%)	63.2%	82.0%	57.5%	64.1%	44.0%	74.3%	54.8%	73.3%
Stocks (%)	8.4%	15.6%	6.3%	6.3%	36.2%	3.4%	4.3%	6.7%
Mortgages (%)	9.4%	0.0%	13.3%	8.6%	5.1%	8.0%	16.8%	9.9%
Real Estate (%)	0.4%	0.0%	1.3%	4.3%	0.8%	0.2%	0.5%	0.0%
Policy Loans (%)	7.6%	0.0%	10.2%	2.4%	0.0%	2.9%	15.4%	2.9%
Cash & Short-Term (%)	2.4%	2.3%	1.8%	5.8%	7.7%	4.8%	5.1%	2.8%
Other Invested Assets (%)	8.7%	0.1%	9.6%	8.6%	6.3%	6.4%	3.1%	4.4%
Net Yield on Mean Invested Assets								
2011 (Industry Average 4.45%)	4.78%	3.71%	5.37%	3.22%	3.29%	5.14%	4.18%	4.99%
5 Year Average (Industry Average 4.93%)	5.21%	4.22%	5.78%	3.89%	3.81%	5.53%	5.50%	5.14%
Non-Performing Assets as % of Surplus & AVR								
Bonds In or Near Default	0.3%	0.0%	1.0%	0.0%	0.2%	1.0%	0.7%	0.8%
Problem Mortgages	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Real Estate Acquired by Foreclosure	0.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Non-Performing Assets	0.6%	0.0%	1.0%	0.0%	0.2%	1.0%	0.7%	0.8%
As a Percent of Invested Assets	0.1%	0.0%	0.1%	0.0%	0.1%	0.1%	0.1%	0.1%
Bond Quality								
Total Value of Bonds	69,769,341	990,652	54,805,578	2,248,005	2,161,251	62,383,185	26,424,260	26,406,185
Class 1-2: Highest Quality	92.0%	92.5%	93.9%	97.8%	94.6%	95.1%	91.0%	94.5%
Class 3-5: Lower Quality	7.9%	7.5%	5.9%	2.2%	5.2%	4.8%	8.8%	5.4%
Class 6: In or Near Default	0.1%	0.0%	0.2%	0.0%	0.2%	0.1%	0.2%	0.1%
Weighted Bond Class	1.5	1.6	1.5	1.2	1.4	1.5	1.6	1.4
Income & Earnings								
Total Income	19,437,662	346,173	18,850,235	652,685	2,101,643	24,335,739	8,345,738	3,384,201
Net Premiums Written	14,107,160	300,580	13,478,542	491,211	1,909,494	18,326,858	5,911,232	1,607,590
Earnings Before Dividends and Taxes	1,958,714	-5,215	1,563,471	103,459	71,246	628,464	-625,466	-189,942
Net Operating Earnings	509,192	707	544,024	96,637	64,816	371,865	-664,400	30,376

A Best's Financial Strength Rating opinion addresses the relative ability of an insurer to meet its ongoing insurance obligations. It is not a warranty of a company's financial strength and ability to meet its obligations to policyholders. View our Important Notice: Best's Credit Ratings for a disclaimer notice and complete details at <http://www.ambest.com/ratings/notice>.

Data for Year-End 2011 from the life insurance companies' statutory annual statements. All dollar amounts are in thousands. All ratings shown are current as of April 17, 2013. Presented by: Jack L Lenenberg, J.D., LTC Partner, 312 Maxwell Rd., Suite 400, Alpharetta, GA 30009 Phone: 800-891-5824 Fax: 770-753-3908 Email: jack@LTCPartner.com

List of Company Ratings

Company: New York Life Ins Co
Domicile: NY
Established: 1841

A.M. Best Company Rating

A++ (1)

Superior. Assigned to companies that have, in our opinion, a superior ability to meet their ongoing obligations to policyholders.

Standard & Poor's Financial Strength Rating

AA+ (2)

An insurer rated 'AA' has VERY STRONG financial security characteristics, differing only slightly from those rated higher.

Moody's Financial Strength Rating

Aaa (1)

Insurance companies rated Aaa offer exceptional financial security. While the credit profile of these companies is likely to change, such changes as can be visualized are most unlikely to impair their fundamentally strong position.

Fitch Ratings' Insurer Financial Strength Rating

AAA (1)

Exceptionally strong. 'AAA' IFS ratings denote the lowest expectation of ceased or interrupted payments. They are assigned only in the case of exceptionally strong capacity to meet policyholder and contract obligations. This capacity is highly unlikely to be adversely affected by foreseeable events.

Weiss Safety Rating

A- (3)

Excellent. The company offers excellent financial security. It has maintained a conservative stance in its investment strategies, business operations and underwriting commitments. While the financial position of any company is subject to change, we believe that this company has the resources necessary to deal with severe economic conditions.

Comdex Ranking - VitalSigns Composite Index

100

The Comdex gives the average percentile ranking of this company in relation to all other companies that have been rated by the rating services. The Comdex Ranking is the percentage of companies that are rated lower than this company.

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Watch list identifiers follow the ratings if the company is on the rating service's watch list. The identifier indicates a possible upgrade (w+), downgrade (w-), or unknown change (w).

The ratings on this report are current as of April 17, 2013. These ratings have been selected by your life insurance advisor from among the ratings assigned to this insurer.

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List of Company Ratings

Company: Northwestern Long Term Care
Domicile: WI
Established: 1953

A.M. Best Company Rating

A++ (1)

Superior. Assigned to companies that have, in our opinion, a superior ability to meet their ongoing obligations to policyholders.

Standard & Poor's Financial Strength Rating

AA+ (2)

An insurer rated 'AA' has VERY STRONG financial security characteristics, differing only slightly from those rated higher.

Moody's Financial Strength Rating

Aaa (1)

Insurance companies rated Aaa offer exceptional financial security. While the credit profile of these companies is likely to change, such changes as can be visualized are most unlikely to impair their fundamentally strong position.

Fitch Ratings' Insurer Financial Strength Rating

AAA (1)

Exceptionally strong. 'AAA' IFS ratings denote the lowest expectation of ceased or interrupted payments. They are assigned only in the case of exceptionally strong capacity to meet policyholder and contract obligations. This capacity is highly unlikely to be adversely affected by foreseeable events.

Weiss Safety Rating

B (5)

Good. The company offers good financial security and has the resources to deal with a variety of adverse economic conditions. It comfortably exceeds the minimum levels for all of our rating criteria, and is likely to remain healthy for the near future. However, in the event of a severe recession or major financial crisis, we feel that this assessment should be reviewed to make sure that the firm is still maintaining adequate financial strength.

Comdex Ranking - VitalSigns Composite Index

100

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List of Company Ratings

Company: Massachusetts Mutual Life Ins
Domicile: MA
Established: 1851

A.M. Best Company Rating

A++ (1)

Superior. Assigned to companies that have, in our opinion, a superior ability to meet their ongoing obligations to policyholders.

Standard & Poor's Financial Strength Rating

AA+ (2)

An insurer rated 'AA' has VERY STRONG financial security characteristics, differing only slightly from those rated higher.

Moody's Financial Strength Rating

Aa2 (3)

Insurance companies rated Aa offer excellent financial security. Together with the Aaa group, they constitute what are generally known as high-grade companies. They are rated lower than Aaa companies because long-term risks appear somewhat larger.

Fitch Ratings' Insurer Financial Strength Rating

AA+ (2)

Very strong. 'AA' IFS ratings denote a very low expectation of ceased or interrupted payments. They indicate very strong capacity to meet policyholder and contract obligations. This capacity is not significantly vulnerable to foreseeable events.

Weiss Safety Rating

A (2)

Excellent. The company offers excellent financial security. It has maintained a conservative stance in its investment strategies, business operations and underwriting commitments. While the financial position of any company is subject to change, we believe that this company has the resources necessary to deal with severe economic conditions.

Comdex Ranking - VitalSigns Composite Index

98

The Comdex gives the average percentile ranking of this company in relation to all other companies that have been rated by the rating services. The Comdex Ranking is the percentage of companies that are rated lower than this company.

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List of Company Ratings

Company: John Hancock Life & Health Ins
Domicile: MA
Established: 1981

A.M. Best Company Rating

A+ (2)

Superior. Assigned to companies that have, in our opinion, a superior ability to meet their ongoing obligations to policyholders.

Standard & Poor's Financial Strength Rating

AA- (4)

An insurer rated 'AA' has VERY STRONG financial security characteristics, differing only slightly from those rated higher.

Moody's Financial Strength Rating

A1 (5)

Insurance companies rated A offer good financial security. However, elements may be present which suggest a susceptibility to impairment sometime in the future.

Fitch Ratings' Insurer Financial Strength Rating

AA- (4)

Very strong. 'AA' IFS ratings denote a very low expectation of ceased or interrupted payments. They indicate very strong capacity to meet policyholder and contract obligations. This capacity is not significantly vulnerable to foreseeable events.

Weiss Safety Rating

B (5)

Good. The company offers good financial security and has the resources to deal with a variety of adverse economic conditions. It comfortably exceeds the minimum levels for all of our rating criteria, and is likely to remain healthy for the near future. However, in the event of a severe recession or major financial crisis, we feel that this assessment should be reviewed to make sure that the firm is still maintaining adequate financial strength.

Comdex Ranking - VitalSigns Composite Index

93

The Comdex gives the average percentile ranking of this company in relation to all other companies that have been rated by the rating services. The Comdex Ranking is the percentage of companies that are rated lower than this company.

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List of Company Ratings

Company: Mutual of Omaha Ins Co
Domicile: NE
Established: 1909

A.M. Best Company Rating

A+ (2)

Superior. Assigned to companies that have, in our opinion, a superior ability to meet their ongoing obligations to policyholders.

Standard & Poor's Financial Strength Rating

A+ (5)

An insurer rated 'A' has STRONG financial security characteristics, but is somewhat more likely to be affected by adverse business conditions than are insurers with higher ratings.

Moody's Financial Strength Rating

A1 (5)

Insurance companies rated A offer good financial security. However, elements may be present which suggest a susceptibility to impairment sometime in the future.

Weiss Safety Rating

B+ (4)

Good. The company offers good financial security and has the resources to deal with a variety of adverse economic conditions. It comfortably exceeds the minimum levels for all of our rating criteria, and is likely to remain healthy for the near future. However, in the event of a severe recession or major financial crisis, we feel that this assessment should be reviewed to make sure that the firm is still maintaining adequate financial strength.

Comdex Ranking - VitalSigns Composite Index

91

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List of Company Ratings

Company: Lincoln National Life Ins Co
Domicile: IN
Established: 1905

A.M. Best Company Rating

A+ (2)

Superior. Assigned to companies that have, in our opinion, a superior ability to meet their ongoing obligations to policyholders.

Standard & Poor's Financial Strength Rating

AA- (4)

An insurer rated 'AA' has VERY STRONG financial security characteristics, differing only slightly from those rated higher.

Moody's Financial Strength Rating

A2 (6)

Insurance companies rated A offer good financial security. However, elements may be present which suggest a susceptibility to impairment sometime in the future.

Fitch Ratings' Insurer Financial Strength Rating

A+ (5)

Strong. 'A' IFS ratings denote a low expectation of ceased or interrupted payments. They indicate strong capacity to meet policyholder and contract obligations. This capacity may, nonetheless, be more vulnerable to changes in circumstances or in economic conditions than is the case for higher ratings.

Weiss Safety Rating

B- (6)

Good. The company offers good financial security and has the resources to deal with a variety of adverse economic conditions. It comfortably exceeds the minimum levels for all of our rating criteria, and is likely to remain healthy for the near future. However, in the event of a severe recession or major financial crisis, we feel that this assessment should be reviewed to make sure that the firm is still maintaining adequate financial strength.

Comdex Ranking - VitalSigns Composite Index

89

The Comdex gives the average percentile ranking of this company in relation to all other companies that have been rated by the rating services. The Comdex Ranking is the percentage of companies that are rated lower than this company.

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List of Company Ratings

Company: Pacific Life Ins Co
Domicile: NE
Established: 1868

A.M. Best Company Rating

A+ (2)

Superior. Assigned to companies that have, in our opinion, a superior ability to meet their ongoing obligations to policyholders.

Standard & Poor's Financial Strength Rating

A+ (5)

An insurer rated 'A' has STRONG financial security characteristics, but is somewhat more likely to be affected by adverse business conditions than are insurers with higher ratings.

Moody's Financial Strength Rating

A1 (5)

Insurance companies rated A offer good financial security. However, elements may be present which suggest a susceptibility to impairment sometime in the future.

Fitch Ratings' Insurer Financial Strength Rating

A+ (5)

Strong. 'A' IFS ratings denote a low expectation of ceased or interrupted payments. They indicate strong capacity to meet policyholder and contract obligations. This capacity may, nonetheless, be more vulnerable to changes in circumstances or in economic conditions than is the case for higher ratings.

Weiss Safety Rating

A- (3)

Excellent. The company offers excellent financial security. It has maintained a conservative stance in its investment strategies, business operations and underwriting commitments. While the financial position of any company is subject to change, we believe that this company has the resources necessary to deal with severe economic conditions.

Comdex Ranking - VitalSigns Composite Index

89

The Comdex gives the average percentile ranking of this company in relation to all other companies that have been rated by the rating services. The Comdex Ranking is the percentage of companies that are rated lower than this company.

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List of Company Ratings

Company: Genworth Life Ins Co
Domicile: DE
Established: 1956

A.M. Best Company Rating

A (3)

Excellent. Assigned to companies that have, in our opinion, an excellent ability to meet their ongoing obligations to policyholders.

Standard & Poor's Financial Strength Rating

A- (7)

An insurer rated 'A' has STRONG financial security characteristics, but is somewhat more likely to be affected by adverse business conditions than are insurers with higher ratings.

Moody's Financial Strength Rating

A3 (7)

Insurance companies rated A offer good financial security. However, elements may be present which suggest a susceptibility to impairment sometime in the future.

Fitch Ratings' Insurer Financial Strength Rating

A- (7)

Strong. 'A' IFS ratings denote a low expectation of ceased or interrupted payments. They indicate strong capacity to meet policyholder and contract obligations. This capacity may, nonetheless, be more vulnerable to changes in circumstances or in economic conditions than is the case for higher ratings.

Weiss Safety Rating

C+ (7)

Fair. The company offers fair financial security and is currently stable. But during an economic downturn or other financial pressures, we feel it may encounter difficulties in maintaining its financial stability.

Comdex Ranking - VitalSigns Composite Index

75

The Comdex gives the average percentile ranking of this company in relation to all other companies that have been rated by the rating services. The Comdex Ranking is the percentage of companies that are rated lower than this company.

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Ratings Comparison

	Company Name	State	A.M. Best	S&P	Moody's	Fitch	Weiss	Comdex Ranking
1	New York Life Ins Co	NY	A++ (1)	AA+ (2)	Aaa (1)	AAA (1)	A- (3)	100
2	Northwestern Long Term Care	WI	A++ (1)	AA+ (2)	Aaa (1)	AAA (1)	B (5)	100
3	Massachusetts Mutual Life Ins	MA	A++ (1)	AA+ (2)	Aa2 (3)	AA+ (2)	A (2)	98
4	John Hancock Life & Health Ins	MA	A+ (2)	AA- (4)	A1 (5)	AA- (4)	B (5)	93
5	Mutual of Omaha Ins Co	NE	A+ (2)	A+ (5)	A1 (5)		B+ (4)	91
6	Lincoln National Life Ins Co	IN	A+ (2)	AA- (4)	A2 (6)	A+ (5)	B- (6)	89
7	Pacific Life Ins Co	NE	A+ (2)	A+ (5)	A1 (5)	A+ (5)	A- (3)	89
8	Genworth Life Ins Co	DE	A (3)	A- (7)	A3 (7)	A- (7)	C+ (7)	75

A Best's Financial Strength Rating opinion addresses the relative ability of an insurer to meet its ongoing insurance obligations. It is not a warranty of a company's financial strength and ability to meet its obligations to policyholders. View our Important Notice: Best's Credit Ratings for a disclaimer notice and complete details at <http://www.ambest.com/ratings/notice>.

Watch list identifiers follow the ratings if the company is on the rating service's watch list. The identifier indicates a possible upgrade (w+), downgrade (w-), or unknown change (w).

The Numerical Equivalence is the number which is shown in parentheses next to each rating indicating where that rating ranks within that particular rating service's scale. The total number of ratings available is listed in parentheses after the ratings service.

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List of Possible Ratings

	A.M. Best	Standard & Poor's	Moody's	Fitch Ratings	Weiss
1.	A++ Superior	AAA Extremely Strong	Aaa Exceptional	AAA Exceptionally Strong	A+ Excellent
2.	A+ Superior	AA+ Very Strong	Aa1 Excellent	AA+ Very Strong	A Excellent
3.	A Excellent	AA Very Strong	Aa2 Excellent	AA Very Strong	A- Excellent
4.	A- Excellent	AA- Very Strong	Aa3 Excellent	AA- Very Strong	B+ Good
5.	B++ Very Good	A+ Strong	A1 Good	A+ Strong	B Good
6.	B+ Good	A Strong	A2 Good	A Strong	B Good
7.	B Fair	A- Strong	A3 Good	A- Strong	C+ Fair
8.	B- Fair	BBB+ Good	Baa1 Adequate	BBB+ Good	C Fair
9.	C++ Marginal	BBB Good	Baa2 Adequate	BBB Good	C- Fair
10.	C+ Marginal	BBB- Good	Baa3 Adequate	BBB- Good	D+ Weak
11.	C Weak	BB+ Marginal	Ba1 Questionable	BB+ Moderately Weak	D Weak
12.	C- DWeak	BB Marginal	Ba2 Questionable	BB Moderately Weak	D- Weak
13.	D Poor	BB- Marginal	Ba3 Questionable	BB- Moderately Weak	E+ Very Weak
14.	E Under State Supervision	B+ Weak	B1 Poor	B+ Weak	E Very Weak
15.	F In Liquidation	B Weak	B2 Poor	B Weak	E- Very Weak
16.		B- Weak	B3 Poor	B- Weak	F Failed
17.		CCC+ Very Weak	Caa1 Very Poor	CCC+ Very Weak	
18.		CCC Very Weak	Caa2 Very Poor	CCC Very Weak	
19.		CCC- Very Weak	Caa3 Very Poor	CCC- Very Weak	
20.		CC Extremely Weak	Ca Extremely Poor	CC Extremely Weak	
21.			C Lowest	C Distressed	