

Life Insurer Financial Profile

| Company | Massachusetts Mutual Life Ins | Mutual of Omaha Ins Co | Genworth Life Ins Co | Prudential Ins Co of America | Transamerica Life Ins Co | John Hancock Life Ins Co USA | Lincoln National Life Ins Co | MedAmerica Ins Co |
|--|-------------------------------|------------------------|----------------------|------------------------------|--------------------------|------------------------------|------------------------------|-------------------|
| Ratings | | | | | | | | |
| A.M. Best Company (Best's Rating, 15 ratings) | A++ (1) | A+ (2) | A (3) | A+ (2) | A+ (2) | A+ (2) | A+ (2) | B++ (5) |
| Standard & Poor's (Financial Strength, 20 ratings) | AA+ (2) | A+ (5) | A (6) | AA- (4) | AA- (4) | AA- (4) | AA- (4) | A- (7) |
| Moody's (Financial Strength, 21 ratings) | Aa2 (3) | A1 (5) | A2 (6) | A2 (6) | A1 (5) | A1 (5) | A2 (6) | A2 (6) |
| Fitch Ratings (Financial Strength, 21 ratings) | AA+ (2) | A+ (5) | A- (7) | A+ (5) | AA- (4) | AA- (4) | A+ (5) | A+ (5) |
| Weiss (Safety Rating, 16 ratings) | A (2) | B+ (4) | C+ (7) | B (5) | B- (6) | B (5) | B- (6) | B (5) |
| Comdex (Percentile in Rated Companies) | 99 | 92 | 79 | 89 | 93 | 93 | 89 | 51 |
| Assets & Liabilities | | | | | | | | |
| Total Admitted Assets | 129,290,316 | 5,239,904 | 33,585,119 | 233,140,798 | 106,886,676 | 214,163,190 | 158,433,198 | 552,616 |
| Total Liabilities | 118,937,915 | 2,659,065 | 30,601,566 | 224,776,562 | 102,588,552 | 208,986,517 | 151,967,631 | 515,319 |
| Separate Accounts | 41,315,528 | 0 | 21,546 | 85,539,444 | 38,370,952 | 125,510,304 | 84,179,790 | 0 |
| Total Surplus & AVR | 11,780,196 | 2,607,985 | 3,042,055 | 10,658,944 | 5,194,127 | 6,077,459 | 6,873,433 | 39,701 |
| As % of General Account Assets | 13.4% | 49.8% | 9.1% | 7.2% | 7.6% | 6.9% | 9.3% | 7.2% |
| Invested Asset Distribution & Yield | | | | | | | | |
| Total Invested Assets | 85,091,665 | 4,800,991 | 32,377,504 | 142,173,390 | 65,292,609 | 83,299,186 | 71,059,107 | 530,977 |
| Bonds (%) | 59.1% | 41.4% | 74.1% | 68.9% | 72.0% | 61.9% | 79.1% | 95.9% |
| Stocks (%) | 5.0% | 38.5% | 7.2% | 6.8% | 1.8% | 3.2% | 2.5% | 0.8% |
| Mortgages (%) | 13.2% | 4.8% | 11.8% | 13.2% | 12.4% | 15.1% | 8.7% | 0.0% |
| Real Estate (%) | 1.3% | 0.8% | 0.0% | 0.2% | 0.2% | 4.1% | 0.3% | 0.0% |
| Policy Loans (%) | 10.5% | 0.0% | 2.8% | 4.9% | 1.1% | 5.8% | 3.2% | 0.0% |
| Cash & Short-Term (%) | 1.3% | 8.9% | 0.4% | 2.5% | 2.4% | 4.0% | 2.6% | 3.3% |
| Other Invested Assets (%) | 9.4% | 5.6% | 3.7% | 3.4% | 10.0% | 6.0% | 3.8% | 0.0% |
| Net Yield on Mean Invested Assets | 5.37% | 2.86% | 4.91% | 5.14% | 4.54% | 5.33% | 5.45% | 6.27% |
| 2010 (Industry Average 4.56%) | 5.97% | 4.04% | 5.60% | 5.47% | 5.14% | 5.90% | 5.67% | 4.22% |
| 5 Year Average (Industry Average 5.15%) | | | | | | | | |
| Non-Performing Assets as % of Surplus & AVR | | | | | | | | |
| Bonds In or Near Default | 1.6% | 0.1% | 2.0% | 2.1% | 2.6% | 3.4% | 1.7% | 0.0% |
| Problem Mortgages | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.2% | 0.0% | 0.0% |
| Real Estate Acquired by Foreclosure | 0.0% | 0.0% | 0.0% | 0.0% | 0.1% | 0.1% | 0.0% | 0.0% |
| Total Non-Performing Assets | 1.6% | 0.1% | 2.0% | 2.1% | 2.7% | 3.7% | 1.7% | 0.0% |
| As a Percent of Invested Assets | 0.2% | 0.0% | 0.2% | 0.2% | 0.2% | 0.3% | 0.2% | 0.0% |
| Bond Quality | | | | | | | | |
| Total Value of Bonds | 51,127,253 | 2,125,667 | 24,178,274 | 101,668,076 | 48,290,733 | 54,629,576 | 58,211,563 | 527,683 |
| Class 1-2: Highest Quality | 93.2% | 94.2% | 92.3% | 90.1% | 90.1% | 92.4% | 94.1% | 99.2% |
| Class 3-5: Lower Quality | 6.4% | 5.7% | 7.4% | 9.7% | 9.6% | 7.3% | 5.7% | 0.8% |
| Class 6: In or Near Default | 0.4% | 0.1% | 0.2% | 0.2% | 0.3% | 0.4% | 0.2% | 0.0% |
| Weighted Bond Class | 1.5 | 1.4 | 1.5 | 1.6 | 1.6 | 1.4 | 1.5 | 1.3 |
| Income & Earnings | | | | | | | | |
| Total Income | 16,139,662 | 1,921,721 | 2,931,268 | 21,087,095 | 13,146,219 | 12,377,702 | 23,726,599 | 100,056 |
| Net Premiums Written | 11,158,497 | 1,752,455 | 1,273,421 | 16,370,779 | 9,145,443 | 9,173,284 | 18,052,689 | 43,369 |
| Earnings Before Dividends and Taxes | 1,730,941 | 101,444 | -69,925 | 1,884,607 | 214,364 | 369,653 | 511,569 | 2,555 |
| Net Operating Earnings | 772,130 | 84,419 | -75,605 | 1,127,239 | 474,517 | 731,956 | 601,765 | 565 |