

Supplemental Information for the Life Insurance Risk Management Review

For the period: 2017-01-01 to 2017-12-31

Prepared for

ABC Bank & Trust Company

Prepared by

The Pangburn Group

On
January 11, 2018



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Supplemental Information
for the
Life Insurance Risk Management Report
for the period ending
December 31, 2017

This report is intended to assist management with the ongoing risk assessment and risk management of the Employer Owned Life Insurance program as recommended by "The Interagency Statement on the Purchase and Risk Management of Life Insurance" issued on December 7, 2004. This report includes an analysis of the specific risks associated with the life insurance program as well as the additional ongoing risk management items listed in the regulations.

Risk Assessment:

1. Liquidity Risk

The Institution should analyze the liquidity risk involved should it be forced to surrender the life insurance policies rather than hold them until they mature in the form of life insurance proceeds upon the death of the insured. It is understood that a life insurance transaction is long term in nature and early surrender or failure to keep policies to maturity could have a negative impact on financial statements.

The Institution should be aware that insurance carriers may levy a 1035 exchange charge during a portion of the life of the policy. Typically the charge is levied over the first 10-20 policy years and the insurance carriers apply a formula whereby the charge diminishes every policy anniversary during the restriction period.

To assess the impact to the life insurance returns should the Institution need to liquidate the life insurance, an analysis is attached illustrating the "net after-tax" consequences of surrendering all of the life insurance. The life insurance cash surrender values are projected "net" of surrender charges, mortality charges, policy expenses, and premium taxes. Also included in the analysis is the potential corporate income tax on any gain as well as the Internal Revenue Code (IRC) Section 7702A Modified Endowment penalty tax on early surrender (see Exhibit I: "Early Surrender Analysis").

2. Transaction/Operation Risk

The products are reasonably straightforward in design and the Institution should be aware of the need to understand how the products work and the variables that affect performance.

3. Reputation Risk

To help mitigate the potential perception that the Institution could or would benefit from owning life insurance on employees, the following actions should be taken:



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- a. Participants selected to be insured should be officers, directors, or members of management.
- b. The amounts of coverage should be reasonable relative to compensation and/or employment classification.
- c. The Institution should establish a system to track and monitor the percentage of both current and former employees on whom policies are maintained (See Exhibit IV: "Death Benefits Relative to Employee Salaries and Percentage of Insured Persons Still Employed").
- d. The Institution should appoint an officer and/or committee to oversee and monitor the performance of the life insurance investments. The Institution should adopt procedures that are intended to assist in the assessment of the risks associated with the life insurance investments.
- e. The Institution should appoint an officer and/or committee to oversee and monitor the Third Party relationships that arise from the life insurance program .
- f. If applicable, the Institution should periodically review it's life insurance holdings relative to it's peers based on information generally available from the FDIC website (see Exhibit VII:"Peer Group Analysis").

4. Credit Risk

The Institution should monitor credit risk via continued independent appraisal of the insurance carriers' financial condition. Common rating agencies include: A.M. Best Company, Standard & Poor's, Moody's Investors Service, Fitch Ratings, and Weiss (see Exhibit II: "Carrier Due Diligence" and Appendix).

(Note: As a service to management, The Pangburn Group reviews insurance carrier ratings daily and will send notifications in the event of a rating change. Additionally, the Institution receives a detailed insurance carrier ratings and financial information report every 90 days from The Pangburn Group.)

With a Separate Account product or a Hybrid product, a part of credit risk is mitigated because the assets are not invested in the general account of the insurance carrier and are thus beyond the reach of the insurance carriers general creditors. However, Separate Account investments may still be subject to default. Consequently, the Institution should periodically monitor the investment policies of the Separate Account or Hybrid product. Additionally, the Institution should ensure that the investment options available are investments deemed to be "eligible".



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On June 26, 2012 (effective July 21, 2012), the OCC issued Bulletin 2012-18, addressing final rules and amendments to 12 CFR 1, as required by the Dodd-Frank Act, in regards to "Alternatives to the Use of External Credit Ratings." Although not specifically applicable to the purchase or risk management of insurance, in addition to External Carrier Credit Ratings, this report contains detailed carrier financial data, including, but not limited to, the following:

- a. Asset Analysis
- b. Asset Quality Analysis
- c. Bond Portfolio Analysis
- d. Operating Income Analysis
- e. Premium Growth
- f. Profitability
- g. Analysis of Face Amount of Insurance
- h. Analysis by Line of Business

This additional financial data is provided by SNL Financial. The Institution is encouraged to employ other independent sources of carrier due diligence and credit worthiness based on the Institution's risk profile and the relative size and complexity of the transaction.

5. Interest Rate Risk

The Institution should recognize that with General Account products, the interest rate risk is primarily a function of the maturities of the assets in the insurance carriers' investment portfolio. The Institution should be aware that the insurance carriers apply either the "portfolio" crediting methodology wherein the annual return is based on the existing yield of the insurance carriers' portfolio or the "new money" crediting methodology wherein rates are based on yields currently available in the market. The Institution should satisfy itself that the current crediting methodologies will allow for stable long term yields.

The Hybrid product allows the Institution to choose from several investment options. The Institution could mitigate some of the risk by selecting and monitoring the investment option's policy returns. The Institution should be aware that the investment options chosen may allow the Institution to reduce the risk weighting of the life insurance asset.

6. Compliance/Legal Risk

The following specific legal and regulatory issues should to be considered by the Institution regarding the life insurance Program:

- a. State insurable interest statutes
- b. Interagency Guidelines Establishing Standards for Safety and Soundness
- c. Interagency Statement on the Purchase and Risk Management of Life Insurance
- d. Federal Reserve Regulations O and W (if applicable)



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In addition, if applicable, the Institution should monitor the amount of its life insurance holdings relative to its capital (see Exhibit VIII: "Concentrations of Credit and Lending Limits Compliance").

7. Price Risk

Since the General Account product's value is based on premiums paid plus accrued earnings, the Institution does not view "Price Risk" as a risk it has the ability to mitigate.

The Hybrid product is a product which has features of a Separate Account product (assets are segregated from the general account of the insurance carrier and the Institution can choose from several investment options), but performs like a General Account product with a guaranteed minimum crediting rate. With this guaranteed minimum crediting rate and with the Institution's ability to choose from the investment options offered, the risk arising from changes to the value if the investment options can be somewhat mitigated if the Institution monitors the investment option's performance, crediting rate, etc.

8. Other Tax Implications

The Institution should be aware of the financial impact (e.g., tax provisions and penalties) of surrendering a policy. (See "Liquidity Risk" in this section and footnote of Exhibit I "Early Surrender Analysis" regarding MEC aggregation rules.) The Institution should also be aware that the current tax law framework, as it applies to life insurance, is always subject to legislative changes. The most significant potential legislative change that has been periodically considered by Congress over the past 30 years is to tax the inside build-up of policy cash surrender values. A tax change that would make future life insurance cash flows subject to income tax would have a negative impact on the economics of the life insurance holdings. However, historically most insurance tax changes have applied prospectively, thereby grandfathering existing insurance. Although there is no guaranty that this would be the case in the future, it appears to be an acceptable risk as long as the Institution continues to be diligent in its ongoing risk assessment practices.



Additional Items associated with the Life Insurance Risk Management Review:

1. Identification of which employees are, or will be, insured (e.g., vice presidents and above, employees of a certain grade level). The Institution should confirm that all insureds were either: officers, executives, or directors of the Institution at the time of purchase and consented to the purchase by executing the proper Consent to Insure Form. The Institution should assess the amount of death benefit amounts relative to employee salaries and calculate the percentage of insured persons still employed by the institution relative to all insureds. A current summary of the insureds is enclosed (see Exhibit IV: “Death Benefits Relative to Employee Compensation and Percentage of Insured Persons Still Employed”).

2. Evaluation of the material changes to life insurance risk management policies.
(TO BE COMPLETED BY MANAGEMENT)

3. Analysis of the performance of the insurance policies over the reporting period and over the life of the insurance policies and impact on income (see Exhibit III: “Insurance Policy Summary Reports”).

4. Analysis of mortality performance and impact on income, if applicable (see Exhibit V: “Analysis of Mortality Performance and Impact on Income”).

5. Evaluation of material findings from internal and external audits and independent risk management reviews.
(TO BE COMPLETED BY MANAGEMENT)

6. Identification of the reason for and tax implications of any policy surrenders, if applicable (see Exhibit VI: “Analysis of Policy Surrenders”).

7. Peer analysis of life insurance holdings (see Exhibit VII: “Peer Group Analysis”).

8. Concentrations of Credit and Lending Limits Compliance (see Exhibit VIII: “Concentrations of Credit and Lending Limits Compliance”).

9. Social Security Sweep (see Exhibit IX: “Social Security Sweep”).

Exhibit I

Early Surrender Analysis

EMPLOYER: ABC Bank & Trust Company

REPORT: Early Surrender Analysis

PERIOD: 01/01/2017 through 12/31/2017

<u>Insurance Carrier/ Insured</u>	<u>Policy Number</u>	<u>Policy Issue Date</u>	<u>Cost Basis</u> ¹	<u>12/31/2017 Surrender Value</u>	<u>Policy Gain to Date</u>	<u>Ordinary</u> ² <u>Income Tax Upon Surrender</u>	<u>MEC</u> ³ <u>Penalty</u>	<u>Total Tax Due Upon Surrender</u>	<u>Net Cash Upon Surrender</u>
<u>Guardian Life</u>									
Banker, Jane	XYZ131	10/01/2010	449,156.95	608,709.25	159,552.30	54,247.78	15,955.23	70,203.01	538,506.24
Banker, Joe	XYZ130	10/01/2010	449,156.95	608,709.25	159,552.30	54,247.78	15,955.23	70,203.01	538,506.24
Carrier Total:			898,313.90	1,217,418.50	319,104.60	108,495.56	31,910.46	140,406.02	1,077,012.48
<u>Lincoln National Life Ins Co</u>									
Banker, Billy	XYZ136	10/01/2010	449,156.95	608,709.25	159,552.30	54,247.78	15,955.23	70,203.01	538,506.24
Executive, Jane	XYZ133	10/01/2010	449,156.95	608,709.25	159,552.30	54,247.78	15,955.23	70,203.01	538,506.24
Executive, Joe	XYZ132	10/01/2010	449,156.95	608,709.25	159,552.30	54,247.78	15,955.23	70,203.01	538,506.24
Carrier Total:			1,347,470.85	1,826,127.75	478,656.90	162,743.35	47,865.69	210,609.04	1,615,518.71
<u>MassMutual</u>									
Banker, Jane	MM123	01/01/2013	500,000.00	609,282.55	109,282.55	37,156.07	10,928.25	48,084.32	561,198.23
Executive, Eddie	XYZ123	01/01/2005	350,000.00	608,709.25	258,709.25	87,961.15	0.00	87,961.15	520,748.11
Carrier Total:			850,000.00	1,217,991.80	367,991.80	125,117.21	10,928.25	136,045.47	1,081,946.33
<u>New York Life</u>									
Director, Annie	XYZ134	10/01/2010	449,156.95	608,709.25	159,552.30	54,247.78	15,955.23	70,203.01	538,506.24
Director, David	XYZ135	10/01/2010	449,156.95	608,709.25	159,552.30	54,247.78	15,955.23	70,203.01	538,506.24
Executive, Eddie	XYZ124	01/01/2005	350,000.00	608,709.25	258,709.25	87,961.15	0.00	87,961.15	520,748.11
Carrier Total:			1,248,313.90	1,826,127.75	577,813.85	196,456.71	31,910.46	228,367.17	1,597,760.58
<u>Northwestern Mutual</u>									
Executive, Eddie	XYZ125	01/01/2005	350,000.00	608,709.25	258,709.25	87,961.15	0.00	87,961.15	520,748.11
Carrier Total:			350,000.00	608,709.25	258,709.25	87,961.15	0.00	87,961.15	520,748.11
Total:			4,694,098.65	6,696,375.05	2,002,276.40	680,773.98	122,614.86	803,388.84	5,892,986.21

EMPLOYER: ABC Bank & Trust Company

REPORT: Early Surrender Analysis

PERIOD: 01/01/2017 through 12/31/2017

<u>Insurance Carrier/ Insured</u>	<u>Policy Number</u>	<u>Policy Issue Date</u>	<u>Cost Basis</u> ¹	<u>12/31/2017 Surrender Value</u>	<u>Policy Gain to Date</u>	<u>Ordinary</u> ² <u>Income Tax Upon Surrender</u>	<u>MEC</u> ³ <u>Penalty</u>	<u>Total Tax Due Upon Surrender</u>	<u>Net Cash Upon Surrender</u>
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1) Represents the aggregate cash paid by the policyholder to the Insurance Carrier, less tax-free withdrawals (if applicable), plus amounts taxed to the policyholder. Cost Basis amounts are based on The Pangburn Group records. It is the policyholder's responsibility to maintain accurate records of the policy cost basis.

2) Based on a tax bracket of 34.00%

3) 10% penalty for surrendering a Modified Endowment Contract (applies to tax paying entities). The insurance Carrier shall determine if a policy is a MEC.

Please note that gains realized from a policy surrender may also be subject to the Alternative Minimum Tax.

MEC Aggregation Rule - "all modified endowment contracts issued by the same company to the same policyholder during any calendar year shall be treated as 1 modified endowment contract". If the gains of one policy become taxable, the gains on all policies purchased in the same year with the same carrier will be taxable. (IRC Section 72(e)(11))

Exhibit II
Carrier Due Diligence

EMPLOYER: ABC Bank & Trust Company
 REPORT: Carrier Due Diligence: Quarterly Credit Ratings Analysis
 EFFECTIVE DATE: 12/31/2017

Guardian Life

Rating Company	03/31/2017	06/30/2017	09/30/2017	12/31/2017
A.M. Best Company	A++ (1)	A++ (1)	A++ (1)	A++ (1)
Fitch Ratings	AA+ (2)	AA+ (2)	AA+ (2)	AA+ (2)
Moody's	Aa2 (3)	Aa2 (3)	Aa2 (3)	Aa2 (3)
Standard & Poor's	AA+ (2)	AA+ (2)	AA+ (2)	AA+ (2)

Lincoln National Life Ins Co

Rating Company	03/31/2017	06/30/2017	09/30/2017	12/31/2017
A.M. Best Company	A+ (2)	A+ (2)	A+ (2)	A+ (2)
Fitch Ratings	A+ (5)	A+ (5)	A+ (5)	A+ (5)
Moody's	A1 (5)	A1 (5)	A1 (5)	A1 (5)
Standard & Poor's	AA- (4)	AA- (4)	AA- (4)	AA- (4)

MassMutual

Rating Company	03/31/2017	06/30/2017	09/30/2017	12/31/2017
A.M. Best Company	A++ (1)	A++ (1)	A++ (1)	A++ (1)
Fitch Ratings	AA+ (2)	AA+ (2)	AA+ (2)	AA+ (2)
Moody's	Aa2 (3)	Aa2 (3)	Aa2 (3)	Aa2 (3)
Standard & Poor's	AA+ (2)	AA+ (2)	AA+ (2)	AA+ (2)

New York Life

Rating Company	03/31/2017	06/30/2017	09/30/2017	12/31/2017
A.M. Best Company	A++ (1)	A++ (1)	A++ (1)	A++ (1)
Fitch Ratings	AAA (1)	AAA (1)	AAA (1)	AAA (1)
Moody's	Aaa (1)	Aaa (1)	Aaa (1)	Aaa (1)
Standard & Poor's	AA+ (2)	AA+ (2)	AA+ (2)	AA+ (2)

Northwestern Mutual

Rating Company	03/31/2017	06/30/2017	09/30/2017	12/31/2017
A.M. Best Company	A++ (1)	A++ (1)	A++ (1)	A++ (1)
Fitch Ratings	AAA (1)	AAA (1)	AAA (1)	AAA (1)
Moody's	Aaa (1)	Aaa (1)	Aaa (1)	Aaa (1)
Standard & Poor's	AA+ (2)	AA+ (2)	AA+ (2)	AA+ (2)

This information was obtained from VitalSigns, an insurance carrier rating service. Changes to carrier ratings will be provided on the 15th and 30th of each month.

Ratings displayed in red indicate a ratings change from the previous period.

"w+" denotes a possible rating upgrade and is on the rating company's watch list.

"w-" denotes a possible rating downgrade and is on the rating company's watch list.

"w" denotes a possible rating change and is on the rating company's watch list.

EMPLOYER: ABC Bank & Trust Company
 REPORT: Carrier Due Diligence: Quarterly Credit Ratings Analysis
 EFFECTIVE DATE: 12/31/2017

List of Possible Ratings

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

Exhibit III

Insurance Policy Summary Reports

EMPLOYER: ABC Bank & Trust Company

REPORT: Policy Values Report by Carrier

PERIOD: 01/01/2017 through 12/31/2017

Insurance Carrier	Number of Policies	Death Benefit	CSV 12/31/2016	CSV 12/31/2017	Increase In Surrender Value	Annualized Net Yield	Pre-Tax Equivalent
Bank Owned Life Insurance & Split Dollar Program							
General Account							
Guardian Life	2	2,936,278.52	1,167,431.42	1,217,418.50	49,987.08	4.28%	6.48%
Lincoln National Life Ins Co	3	4,404,417.78	1,751,147.13	1,826,127.75	74,980.62	4.28%	6.48%
MassMutual	2	2,936,278.52	1,169,380.33	1,217,991.80	48,611.46	4.15%	6.29%
Northwestern Mutual	1	1,468,139.26	583,715.71	608,709.25	24,993.54	4.28%	6.48%
General Account Total:	8	11,745,114.08	4,671,674.59	4,870,247.30	198,572.70	4.25%	6.44%
Hybrid Account							
New York Life	3	4,404,417.78	1,751,147.13	1,826,127.75	74,980.62	4.28%	6.48%
Hybrid Account Total:	3	4,404,417.78	1,751,147.13	1,826,127.75	74,980.62	4.28%	6.48%
Total:	11	16,149,531.86	6,422,821.72	6,696,375.05	273,553.32	4.25%	6.44%

Tax Rate: 34.00%

NOTE: A policy's Annualized Net Yield is based on a rate of return of the policy's Cash Surrender Value from the end of the previous period to the end of the current period. Yields may be distorted if any policy events or transactions occur during the current period.

Annualized Net Yield = $(\text{Exp}((365 / \text{Num of days in current period}) * \text{Ln}(\text{cash value}/(\text{prior cash value} + \text{premiums paid in current period}))) - 1) * 100$

EMPLOYER: ABC Bank & Trust Company

REPORT: Policy Values Report by Policy

PERIOD: 01/01/2017 through 12/31/2017

Insurance Carrier / Insured	Policy Number	Death Benefit	CSV 12/31/2016	CSV 12/31/2017	Increase In Surrender Value	Annualized Net Yield	Pre-Tax Equivalent
Bank Owned Life Insurance & Split Dollar Program							
General Account							
Guardian Life							
Banker, Jane	XYZ131	1,468,139.26	583,715.71	608,709.25	24,993.54	4.28%	6.48%
Banker, Joe	XYZ130	1,468,139.26	583,715.71	608,709.25	24,993.54	4.28%	6.48%
Subtotal:		2,936,278.52	1,167,431.42	1,217,418.50	49,987.08	4.28%	6.48%
Lincoln National Life Ins Co							
Banker, Billy	XYZ136	1,468,139.26	583,715.71	608,709.25	24,993.54	4.28%	6.48%
Executive, Jane	XYZ133	1,468,139.26	583,715.71	608,709.25	24,993.54	4.28%	6.48%
Executive, Joe	XYZ132	1,468,139.26	583,715.71	608,709.25	24,993.54	4.28%	6.48%
Subtotal:		4,404,417.78	1,751,147.13	1,826,127.75	74,980.62	4.28%	6.48%
MassMutual							
Banker, Jane	MM123	1,468,139.26	585,664.62	609,282.55	23,617.92	4.03%	6.10%
Executive, Eddie	XYZ123	1,468,139.26	583,715.71	608,709.25	24,993.54	4.28%	6.48%
Subtotal:		2,936,278.52	1,169,380.33	1,217,991.80	48,611.46	4.15%	6.29%
Northwestern Mutual							
Executive, Eddie	XYZ125	1,468,139.26	583,715.71	608,709.25	24,993.54	4.28%	6.48%
Subtotal:		1,468,139.26	583,715.71	608,709.25	24,993.54	4.28%	6.48%
General Account Total:		11,745,114.08	4,671,674.59	4,870,247.30	198,572.70	4.25%	6.44%
Hybrid Account							
New York Life							
Director, Annie	XYZ134	1,468,139.26	583,715.71	608,709.25	24,993.54	4.28%	6.48%

EMPLOYER: ABC Bank & Trust Company

REPORT: Policy Values Report by Policy

PERIOD: 01/01/2017 through 12/31/2017

Insurance Carrier / Insured	Policy Number	Death Benefit	CSV 12/31/2016	CSV 12/31/2017	Increase In Surrender Value	Annualized Net Yield	Pre-Tax Equivalent
Director, David	XYZ135	1,468,139.26	583,715.71	608,709.25	24,993.54	4.28%	6.48%
Executive, Eddie	XYZ124	1,468,139.26	583,715.71	608,709.25	24,993.54	4.28%	6.48%
Subtotal:		4,404,417.78	1,751,147.13	1,826,127.75	74,980.62	4.28%	6.48%
Hybrid Account Total:		4,404,417.78	1,751,147.13	1,826,127.75	74,980.62	4.28%	6.48%

Tax Rate: 34.00%

NOTE: A policy's Annualized Net Yield is based on a rate of return of the policy's Cash Surrender Value from the end of the previous period to the end of the current period. Yields may be distorted if any policy events or transactions occur during the current period.

EMPLOYER: ABC Bank & Trust Company
REPORT: Suggested General Ledger Accounting Entries
PERIOD: 01/01/2017 through 12/31/2017

LIFE INSURANCE EXPENSE	0.00
CASH SURRENDER VALUE INCREASE	273,553.32
DUE FROM INSURED (SPLIT DOLLAR) (1)	0.00
COMPENSATION EXPENSE	0.00
INTEREST EXPENSE (POLICY LOANS) (2)	0.00
CASH	0.00
OTHER INCOME (INSURANCE)	273,553.32
LIFE INSURANCE POLICY LOANS (3)	0.00

NOTE: To record the insurance activity on life insurance policies owned by the employer and the associated expense or income based on the increase in the cash surrender values or the receipt of insurance policy proceeds.

- (1) A "due from account" is an Account Receivable.
- (2) To record policy loan interest accrued or paid during the current period. IMPORTANT: IRC Section 264 provides for certain restrictions on the tax deductibility of policy loan interest.
- (3) To record the accrual of life insurance policy loans and policy loan interest during the current period. If the loan is to be repaid within twelve months, it may be classified as a current liability. The obligation may be treated as a non-current liability if the loan will be liquidated by deduction from the proceeds of the policy upon maturity or cancellation (AICPA formerly ARB Number 43).

ACTION REQUIRED:

- (i) POST ENTRIES TO THE GENERAL LEDGER.
- (ii) SEE INDIVIDUAL INSURANCE POLICY SCHEDULE FOR ENTRIES FOR EACH INSURED.

[Suggested entries are based on the period identified above. Entries may include dividends, interest, or investment performance which are not guaranteed and will vary. Policy values should be confirmed by the insurance carrier on or after the end of the fiscal year.]

EMPLOYER: ABC Bank & Trust Company

REPORT: Suggested General Ledger Accounting Entries by Policy

PERIOD: 01/01/2017 through 12/31/2017

<u>Policy Number</u>	<u>Insured</u>	(DR) <u>Life Insurance Expense</u>	(DR) Cash <u>Surrender Value Increase</u>	(DR) Due From Insured <u>(Split \$(1)</u>	(DR) <u>Compensation Expense</u>	(DR) Interest Expense <u>(Policy Loans)(2)</u>	(CR) <u>Cash</u>	(CR) Other Income <u>(Insurance)</u>	(CR) Life Insurance Policy <u>Loans(3)</u>
Guardian Life									
XYZ131	Banker, Jane	0.00	24,993.54	0.00	0.00	0.00	0.00	24,993.54	0.00
XYZ130	Banker, Joe	0.00	24,993.54	0.00	0.00	0.00	0.00	24,993.54	0.00
Lincoln National Life Ins Co									
XYZ136	Banker, Billy	0.00	24,993.54	0.00	0.00	0.00	0.00	24,993.54	0.00
XYZ133	Executive, Jane	0.00	24,993.54	0.00	0.00	0.00	0.00	24,993.54	0.00
XYZ132	Executive, Joe	0.00	24,993.54	0.00	0.00	0.00	0.00	24,993.54	0.00
MassMutual									
MM123	Banker, Jane	0.00	23,617.92	0.00	0.00	0.00	0.00	23,617.92	0.00
XYZ123	Executive, Eddie	0.00	24,993.54	0.00	0.00	0.00	0.00	24,993.54	0.00
New York Life									
XYZ134	Director, Annie	0.00	24,993.54	0.00	0.00	0.00	0.00	24,993.54	0.00
XYZ135	Director, David	0.00	24,993.54	0.00	0.00	0.00	0.00	24,993.54	0.00
XYZ124	Executive, Eddie	0.00	24,993.54	0.00	0.00	0.00	0.00	24,993.54	0.00
Northwestern Mutual									
XYZ125	Executive, Eddie	0.00	24,993.54	0.00	0.00	0.00	0.00	24,993.54	0.00
Total:		0.00	273,553.32	0.00	0.00	0.00	0.00	273,553.32	0.00

EMPLOYER: ABC Bank & Trust Company

REPORT: Suggested General Ledger Accounting Entries by Policy

PERIOD: 01/01/2017 through 12/31/2017

<u>Policy Number</u>	<u>Insured</u>	(DR) Life Insurance Expense	(DR) Cash Surrender Value Increase	(DR) Due From Insured (Split \$(1)	(DR) Compensation Expense	(DR) Interest Expense (Policy Loans)(2)	(CR) Cash	(CR) Other Income (Insurance)	(CR) Life Insurance Policy Loans(3)
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NOTE: To record the insurance activity on life insurance policies owned by the employer and the associated expense or income based on the increase in the cash surrender values or the receipt of insurance policy proceeds.

- (1) A "due from account" is an Account Receivable.
- (2) To record policy loan interest accrued or paid during the current period. IMPORTANT: IRC Section 264 provides for certain restrictions on the tax deductibility of policy loan interest.
- (3) To record the accrual of life insurance policy loans and policy loan interest during the current period. If the loan is to be repaid within twelve months, it may be classified as a current liability. The obligation may be treated as a non-current liability if the loan will be liquidated by deduction from the proceeds of the policy upon maturity or cancellation (AICPA formerly ARB Number 43).

ACTION REQUIRED:

- (i) POST ENTRIES TO THE GENERAL LEDGER.
- (ii) SEE INDIVIDUAL INSURANCE POLICY SCHEDULE FOR ENTRIES FOR EACH INSURED.

[Suggested entries are based on the period identified above. Entries may include dividends, interest, or investment performance which is not guaranteed and will vary. Policy values should be confirmed by the insurance carrier on or after the end of the fiscal year.]

EMPLOYER: ABC Bank & Trust Company

REPORT: Policy Summary - Yield Analysis

PERIOD: Policy Inception through 12/31/2017

<u>Insurance Carrier/ Insured</u>	<u>Policy Number</u>	<u>Policy Issue Date</u>	<u>Premium</u> ¹	<u>12/31/2017 Surrender Value</u>	<u>Policy Gain From Inception</u>	<u>Annualized Net Yield From Inception</u>	<u>Pre-Tax</u> ² <u>Equivalent</u>
<u>Guardian Life</u>							
Banker, Joe	XYZ130	10/1/10	449,156.95	608,709.25	159,552.30	4.28 %	6.48 %
Banker, Jane	XYZ131	10/1/10	449,156.95	608,709.25	159,552.30	4.28 %	6.48 %
Carrier Total:			898,313.90	1,217,418.50	319,104.60		
<u>Lincoln National Life Ins Co</u>							
Executive, Joe	XYZ132	10/1/10	449,156.95	608,709.25	159,552.30	4.28 %	6.48 %
Executive, Jane	XYZ133	10/1/10	449,156.95	608,709.25	159,552.30	4.28 %	6.48 %
Banker, Billy	XYZ136	10/1/10	449,156.95	608,709.25	159,552.30	4.28 %	6.48 %
Carrier Total:			1,347,470.85	1,826,127.75	478,656.90		
<u>MassMutual</u>							
Banker, Jane	MM123	1/1/13	500,000.00	609,282.55	109,282.55	4.03 %	6.10 %
Executive, Eddie	XYZ123	1/1/05	350,000.00	608,709.25	258,709.25	4.34 %	6.57 %
Carrier Total:			850,000.00	1,217,991.80	367,991.80		
<u>New York Life</u>							
Executive, Eddie	XYZ124	1/1/05	350,000.00	608,709.25	258,709.25	4.34 %	6.57 %
Director, Annie	XYZ134	10/1/10	449,156.95	608,709.25	159,552.30	4.28 %	6.48 %
Director, David	XYZ135	10/1/10	449,156.95	608,709.25	159,552.30	4.28 %	6.48 %
Carrier Total:			1,248,313.90	1,826,127.75	577,813.85		
<u>Northwestern Mutual</u>							
Executive, Eddie	XYZ125	1/1/05	350,000.00	608,709.25	258,709.25	4.34 %	6.57 %
Carrier Total:			350,000.00	608,709.25	258,709.25		
Total:			4,694,098.65	6,696,375.05	2,002,276.40		

EMPLOYER: ABC Bank & Trust Company
REPORT: Policy Summary - Yield Analysis
PERIOD: Policy Inception through 12/31/2017

<u>Insurance Carrier/ Insured</u>	<u>Policy Number</u>	<u>Policy Issue Date</u>	<u>Premium</u> ¹	<u>12/31/2017 Surrender Value</u>	<u>Policy Gain From Inception</u>	<u>Annualized Net Yield From Inception</u>	<u>Pre-Tax</u> ² <u>Equivalent</u>
---------------------------------------	--------------------------	------------------------------	-----------------------------	---	---	--	--

1) Represents the aggregate premium received by the Insurance Carrier. This amount may differ from the aggregate cash paid by the policyholder to the Insurance Carrier due to a 1035 exchange. Premium amounts are based on The Pangburn Group records. It is the policyholder's responsibility to maintain accurate records of the policy cost basis.

2) Based on a tax bracket of 34.00%

Exhibit IV

Death Benefits Relative to Employee Salaries and Percentage of Insured Persons Still Employed

EMPLOYER: ABC Bank & Trust Company

REPORT: Percentage of Insured Persons Still Employed by the Institution

PERIOD: 01/01/2017 through 12/31/2017

The INTERAGENCY STATEMENT ON THE PURCHASE AND RISK MANAGEMENT OF LIFE INSURANCE (December 7, 2004) suggests that as part of it's risk management of BOLI, an institution should maintain records on the percentage of insured persons still employed by the institution as well as conduct an assessment of death benefit amounts relative to employee salaries. Such information helps management to assess reputation and insurable interest risks associated with disproportionately large death benefits.

PLEASE COMPLETE THE FORM BELOW

Name of Insured	Title	Employed (Y/N)	(A)		Cash Value	(B) Net Amount at Risk	(C) = B/A Death Benefit as a Multiple of Compensation
			Current Compensation	Total Death Benefit			
Banker, Billy	_____	_____	_____	1,468,139.26	608,709.25	859,430.01	_____
Banker, Jane	_____	_____	_____	2,936,278.52	1,217,991.80	1,718,286.72	_____
Banker, Joe	_____	_____	_____	1,468,139.26	608,709.25	859,430.01	_____
Director, Annie	_____	_____	_____	1,468,139.26	608,709.25	859,430.01	_____
Director, David	_____	_____	_____	1,468,139.26	608,709.25	859,430.01	_____
Executive, Eddie	_____	_____	_____	4,404,417.78	1,826,127.75	2,578,290.03	_____
Executive, Jane	_____	_____	_____	1,468,139.26	608,709.25	859,430.01	_____
Executive, Joe	_____	_____	_____	1,468,139.26	608,709.25	859,430.01	_____

AVERAGE DEATH BENEFIT AS A MULTIPLE OF COMPENSATION: (1) _____

PERCENTAGE OF INSURED PERSONS STILL EMPLOYED BY INSTITUTION: (2) _____%

PERCENTAGE OF EMPLOYED INSUREDS RELATIVE TO ALL BANK EMPLOYEES: (3) _____%

(1) Divide total Death Benefit as a Multiple of Compensation by the number of insureds that are currently employed full-time.

(2) Divide number of insureds that are currently employed full-time by total number of insureds, then multiply the fraction by 100.

(3) Divide total number of insureds currently employed full-time by the total number of full-time employees, then multiply the fraction by 100.

Total Death Benefit: The total amount to be paid to a designed beneficiary(ies) upon the death of the insured, payable by the insurance company.

Cash Value: The cash amount offered to the policyowner by the issuing insurance company upon cancellation or surrender of the contract based on premiums paid plus earnings minus loans/withdrawals.

Net Amount at Risk: Total Death Benefit - Cash Value. This represents the insurance coverage under the policy(ies).

Exhibit V

Analysis of Mortality Performance and Impact on Income

EMPLOYER: ABC Bank & Trust Company

REPORT: Event Summary - Death Claims

PERIOD: 01/01/2017 through 12/31/2017

No Death Claims To Display

Exhibit VI

Analysis of Policy Surrenders

EMPLOYER: ABC Bank & Trust Company

REPORT: Event Summary - Surrenders

PERIOD: 01/01/2017 through 12/31/2017

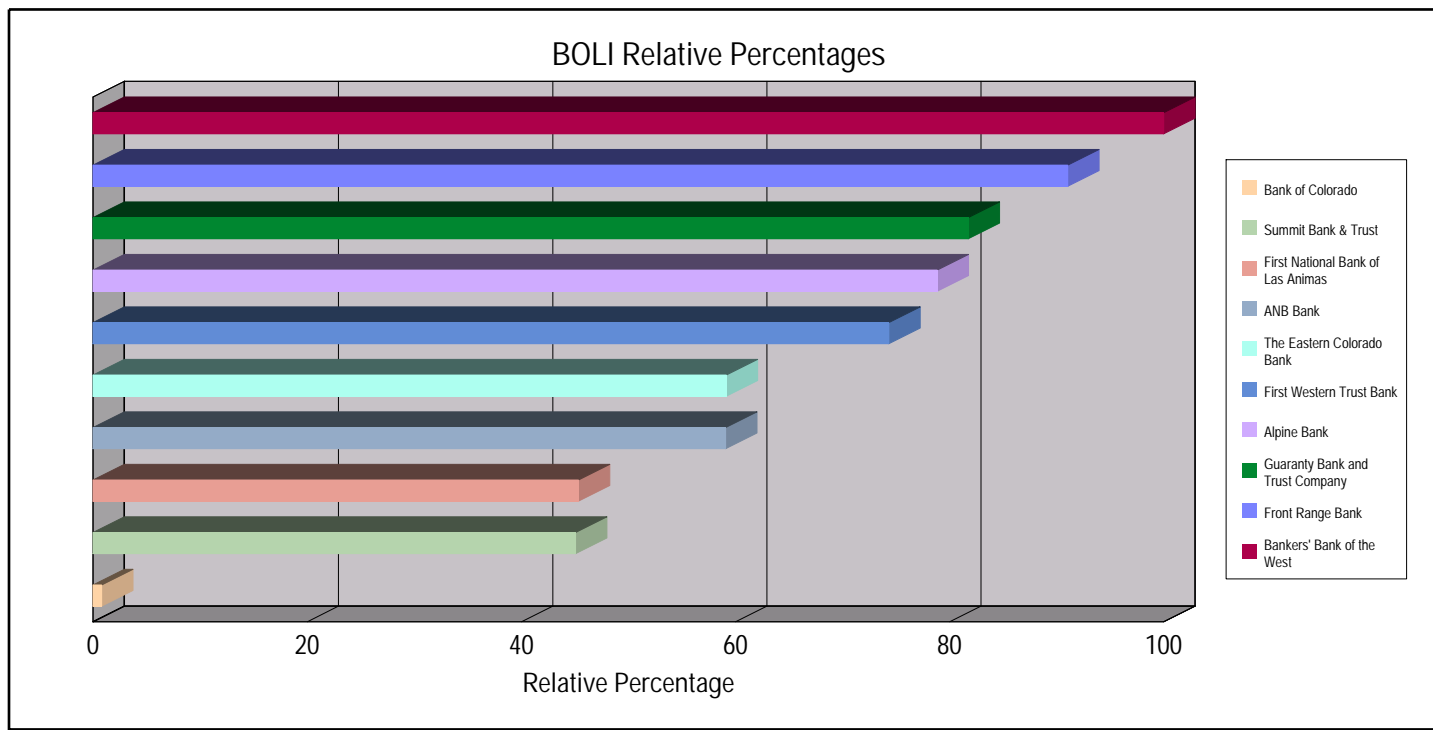
No Surrenders To Display

Exhibit VII
Peer Group Analysis

EMPLOYER: ABC Bank & Trust Company
 REPORT: Analysis of Peer Group BOLI Holdings
 DATA EFFECTIVE DATE: 09/30/2017
 SOURCE: FDIC Call/TFR Report (website: www.fdic.gov)

The INTERAGENCY STATEMENT ON THE PURCHASE AND RISK MANAGEMENT OF LIFE INSURANCE (December 7, 2004) suggests that as part of its risk management of BOLI, an institution "compare its BOLI holdings relative to capital to the holdings of its peers to assess whether it is an outlier."

<u>Name of Institution</u>	<u>Location</u>	<u>Total Assets</u>	<u>Tier 1 Capital & ALLL*</u>	<u>BOLI Cash Surrender Value</u>	<u>BOLI as a % of Capital</u>
Bankers' Bank of the West	Denver, CO	361,819,000	48,134,000	11,241,000	23.35 %
Front Range Bank	Lakewood, CO	460,227,000	45,694,000	9,715,000	21.26 %
Guaranty Bank and Trust Company	Denver, CO	3,508,054,000	388,610,000	74,177,000	19.09 %
Alpine Bank	Glenwood Springs, CO	3,406,659,000	322,980,000	59,474,000	18.41 %
First Western Trust Bank	Denver, CO	955,409,000	81,887,000	14,215,000	17.36 %
The Eastern Colorado Bank	Cheyenne Wells, CO	384,154,000	42,526,000	5,874,000	13.81 %
ANB Bank	Denver, CO	2,567,905,000	231,736,000	31,968,000	13.80 %
First National Bank of Las Animas	Las Animas, CO	344,324,000	42,764,000	4,527,000	10.59 %
Summit Bank & Trust	Broomfield, CO	2,323,827,000	223,033,000	23,467,000	10.52 %
Bank of Colorado	Fort Collins, CO	3,559,147,000	340,631,000	635,000	0.19 %



Peer Group Assumptions:

1. State(s): CO
2. Asset Range: \$344,324,000 - \$3,559,147,000

* Allowance for loan and lease losses

EMPLOYER: ABC Bank & Trust Company
 REPORT: Analysis of Peer Group BOLI Holdings
 DATA EFFECTIVE DATE: 09/30/2017
 SOURCE: FDIC Call/TFR Report (website: www.fdic.gov)

The INTERAGENCY STATEMENT ON THE PURCHASE AND RISK MANAGEMENT OF LIFE INSURANCE (December 7, 2004) suggests that as part of its risk management of BOLI, an institution "compare its BOLI holdings relative to capital to the holdings of its peers to assess whether it is an outlier."

<u>Name of Institution</u>	<u>Location</u>	<u>Total Assets</u>	<u>Tier 1 Capital & ALLL*</u>	<u>BOLI Cash Surrender Value</u>	<u>BOLI as a % of Capital</u>
Rocky Mountain Bank and Trust	Florence, CO	65,945,000	6,100,000	1,761,000	28.87 %
The First National Bank in Trinidad	Trinidad, CO	217,998,000	25,834,000	6,656,000	25.76 %
Morgan Federal Bank	Fort Morgan, CO	106,297,000	11,346,000	2,821,000	24.86 %
Native American Bank, National Associati	Denver, CO	88,114,000	10,239,000	2,543,000	24.84 %
The State Bank	La Junta, CO	98,569,000	14,561,000	3,486,000	23.94 %
Rio Grande Savings and Loan Associatio	Monte Vista, CO	103,475,000	12,362,000	2,888,000	23.36 %
Bankers' Bank of the West	Denver, CO	361,819,000	48,134,000	11,241,000	23.35 %
Bank of Burlington	Burlington, CO	50,544,000	8,094,000	1,884,000	23.28 %
The Citizens State Bank of Ouray	Ouray, CO	101,524,000	9,591,000	2,132,000	22.23 %
Colorado National Bank	Palisade, CO	60,591,000	5,237,000	1,161,000	22.17 %
Century Savings and Loan Association	Trinidad, CO	99,089,000	14,034,000	3,076,000	21.92 %
Front Range Bank	Lakewood, CO	460,227,000	45,694,000	9,715,000	21.26 %
First National Bank, Cortez	Cortez, CO	106,413,000	11,071,000	2,332,000	21.06 %
Farmers State Bank of Calhan	Calhan, CO	244,314,000	27,346,000	5,745,000	21.01 %
Valley Bank & Trust	Brighton, CO	330,092,000	34,265,000	7,126,000	20.80 %
Castle Rock Bank	Castle Rock, CO	145,037,000	17,455,000	3,364,000	19.27 %
Guaranty Bank and Trust Company	Denver, CO	3,508,054,000	388,610,000	74,177,000	19.09 %
High Country Bank	Salida, CO	258,467,000	26,840,000	5,038,000	18.77 %
Solera National Bank	Lakewood, CO	167,112,000	24,581,000	4,583,000	18.64 %
Alpine Bank	Glenwood Springs, CO	3,406,659,000	322,980,000	59,474,000	18.41 %
First Western Trust Bank	Denver, CO	955,409,000	81,887,000	14,215,000	17.36 %
Bank of Estes Park	Estes Park, CO	136,937,000	13,399,000	2,255,000	16.83 %
Fowler State Bank	Fowler, CO	76,743,000	12,561,000	2,095,000	16.68 %
Integrity Bank & Trust	Monument, CO	185,098,000	16,446,000	2,738,000	16.65 %
FirstBank	Lakewood, CO	17,329,129,000	1,494,650,000	241,970,000	16.19 %
Legacy Bank	Wiley, CO	310,608,000	45,822,000	7,407,000	16.16 %
Wray State Bank	Wray, CO	158,149,000	13,866,000	2,224,000	16.04 %
The Eastern Colorado Bank	Cheyenne Wells, CO	384,154,000	42,526,000	5,874,000	13.81 %
ANB Bank	Denver, CO	2,567,905,000	231,736,000	31,968,000	13.80 %
CoBiz Bank	Denver, CO	3,803,550,000	427,272,000	54,689,000	12.80 %
San Luis Valley Federal Bank	Alamosa, CO	267,168,000	45,032,000	5,539,000	12.30 %
Del Norte Bank, a Savings and Loan Assn	Del Norte, CO	81,521,000	7,722,000	893,000	11.56 %
First National Bank of Las Animas	Las Animas, CO	344,324,000	42,764,000	4,527,000	10.59 %
Summit Bank & Trust	Broomfield, CO	2,323,827,000	223,033,000	23,467,000	10.52 %
The Dolores State Bank	Dolores, CO	249,319,000	33,105,000	3,095,000	9.35 %
Points West Community Bank	Julesburg, CO	247,494,000	26,520,000	2,392,000	9.02 %
The First National Bank of Fleming	Fleming, CO	23,361,000	3,022,000	272,000	9.00 %
Mountain Valley Bank	Walden, CO	191,602,000	20,144,000	1,674,000	8.31 %
Flatirons Bank	Boulder, CO	159,229,000	15,369,000	1,211,000	7.88 %
High Plains Bank	Flagler, CO	153,187,000	15,989,000	1,140,000	7.13 %

EMPLOYER: ABC Bank & Trust Company
 REPORT: Analysis of Peer Group BOLI Holdings
 DATA EFFECTIVE DATE: 09/30/2017
 SOURCE: FDIC Call/TFR Report (website: www.fdic.gov)

The INTERAGENCY STATEMENT ON THE PURCHASE AND RISK MANAGEMENT OF LIFE INSURANCE (December 7, 2004) suggests that as part of its risk management of BOLI, an institution "compare its BOLI holdings relative to capital to the holdings of its peers to assess whether it is an outlier."

<u>Name of Institution</u>	<u>Location</u>	<u>Total Assets</u>	<u>Tier 1 Capital & ALLL*</u>	<u>BOLI Cash Surrender Value</u>	<u>BOLI as a % of Capital</u>
First National Bank of Hugo	Hugo, CO	118,402,000	15,263,000	751,000	4.92 %
FMS Bank	Fort Morgan, CO	167,757,000	19,795,000	878,000	4.44 %
Gunnison Savings and Loan Association	Gunnison, CO	105,801,000	11,817,000	380,000	3.22 %
Bank of Colorado	Fort Collins, CO	3,559,147,000	340,631,000	635,000	0.19 %

Peer Group Assumptions:

1. State(s): CO
2. Asset Range: \$23,361,000 - \$17,329,129,000

* Allowance for loan and lease losses

Exhibit VIII

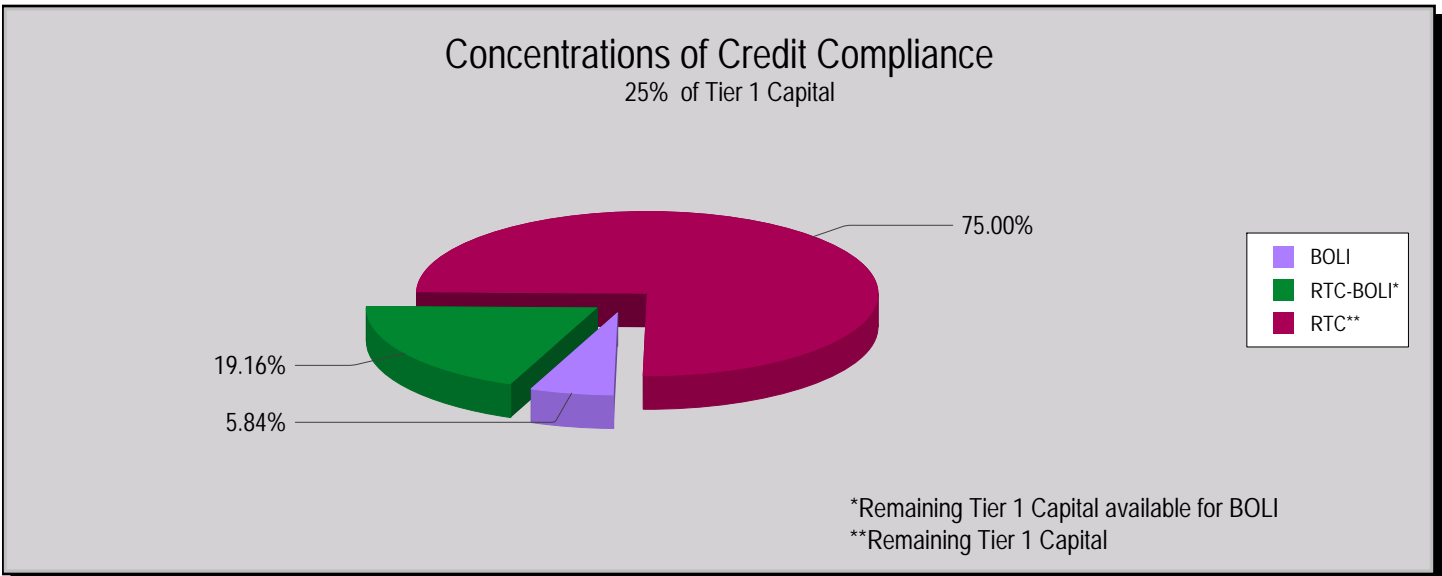
Concentration of Risk and Lending Limit Compliance

EMPLOYER: ABC Bank & Trust Company
 REPORT: Concentrations of Credit Compliance
 FOR THE PERIOD ENDING: 12/31/2017

Tier 1 Capital as of: 09/30/2017 114,730,000
 Source: FFIEC Call Report 041 (Schedule RC-R Part I, item 26)

	Cash Surrender Value @
Life Insurance Carrier	12/31/2017
Guardian Life	1,217,419
Lincoln National Life Ins Co	1,826,128
MassMutual	1,217,992
New York Life	1,826,128
Northwestern Mutual	608,709

TOTAL:	6,696,375	Percentage of Tier 1 Capital:	5.84%
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Important Note: This report is based only on information provided by the insurance carriers named above and the policies identified in "Policy Values Report". Any other life insurance owned by the Bank will change the percentage results in this analysis.

Regulations Governing the Concentrations of Credit of FDIC-Regulated Banks

Tier 1 Capital

"Tier 1 capital or core capital means the sum of common stockholders' equity, noncumulative perpetual preferred stock., and minority interests in consolidated subsidiaries, minus all intangible assets., nonmortgage servicing assets, and purchased credit card relationships eligible for inclusion., minus credit-enhancing interest-only strips., minus deferred tax assets., minus investments in financial subsidiaries., and minus the amount of the total adjusted carrying value of nonfinancial equity investments .."

12 CFR, Chapter 3 (FDIC), Part 325 (Capital Maintenance), Subpart A (Minimum Capital Requirements), § 2(v)(Definitions)

Concentrations of Credit

"As a general rule, list concentrations by category according to their aggregate total as a percentage of Tier 1 Capital. Use of this schedule is not limited to credit concentrations, but may also include other obligations or types of concentrations where a lack of diversification is cause for regulatory concern (for example, letters of credit, higher risk securities, leases, acceptances, and correspondent bank accounts). Reminder: When capital is low enough to make a concentration by percentage of Tier 1 Capital meaningless, use percentage of assets as a guideline (generally 2% of total assets)."

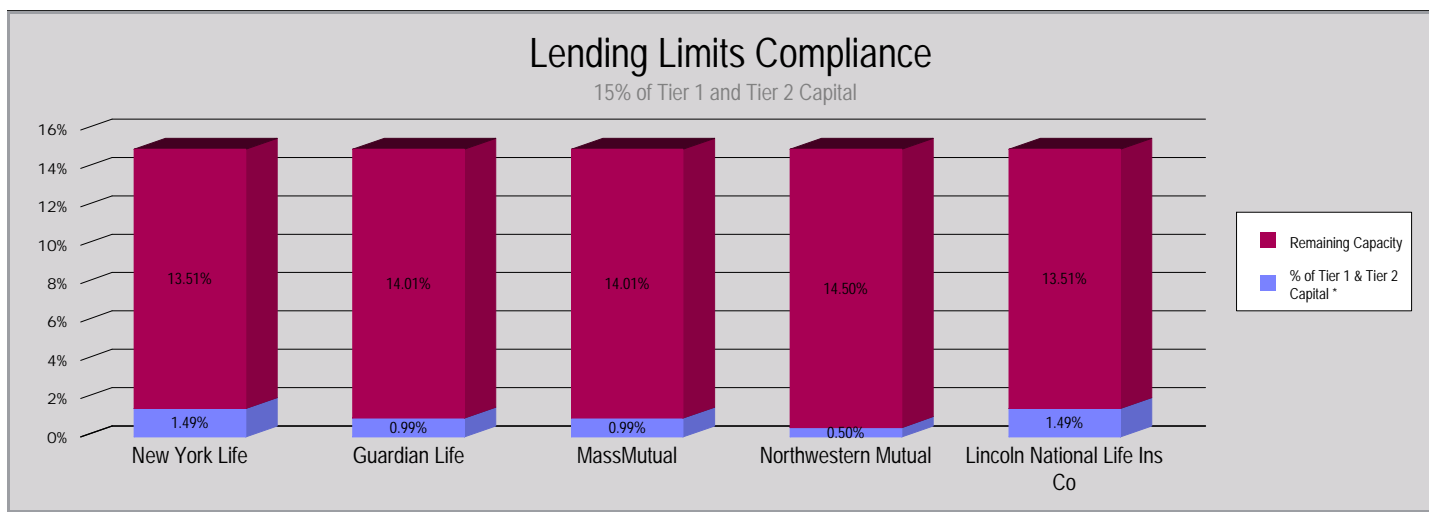
FDIC Risk Management Manual of Examination Policies, Section 16.1(Report of Examination Instructions), "Concentrations"

EMPLOYER: ABC Bank & Trust Company
 REPORT: Lending Limits Compliance
 FOR THE PERIOD ENDING: 12/31/2017

Tier 1 Capital as of	09/30/2017	114,730,000
Source:.....	FFIEC Call Report 041 (Schedule RC-R Part I, item 26)	
Tier 2 Capital as of	09/30/2017	7,802,000
Source:.....	FFIEC Call Report 041 (Schedule RC-R Part I, item 34.a.)	
Excess Allowance for Loan and Lease Losses (ALLL) as of:	09/30/2017	0
Source:.....	FFIEC Call Report 041 (Schedule RC-R Part II, item 29)	
TOTAL:		122,532,000

<u>Life Insurance Carrier</u>	<u>Cash Surrender Value @ 12/31/2017</u>	<u>Percentage of Tier 1 & Tier 2 Capital*</u>
Guardian Life	1,217,418.50	0.99%
Lincoln National Life Ins Co	1,826,127.75	1.49%
MassMutual	1,217,991.80	0.99%
New York Life	1,826,127.75	1.49%
Northwestern Mutual	608,709.25	0.50%

* Includes Excess ALLL



Important Note: This report is based only on information provided by the insurance carriers named above and the policies identified in "Policy Inventory Report" (see BOLI Accounting). Any other life insurance owned by the Bank will change the percentage results in this analysis.

Regulations Governing the Lending Limits of FDIC-Regulated Banks

Tier 1 Capital

"Tier 1 capital or core capital means the sum of common stockholders' equity, noncumulative perpetual preferred stock., and minority interests in consolidated subsidiaries, minus all intangible assets., nonmortgage servicing assets, and purchased credit card relationships eligible for inclusion., minus credit-enhancing interest-only strips., minus deferred tax assets., minus investments in financial subsidiaries., and minus the amount of the total adjusted carrying value of nonfinancial equity investments.."

12 CFR, Chapter 3 (FDIC), Part 325 (Capital Maintenance), Subpart A (Minimum Capital Requirements), § 2(v)(Definitions)

Tier 2 Capital

"(2) Supplementary capital elements (Tier 2) consist of: (i) Allowance for loan and lease losses.. (ii) Cumulative perpetual preferred stock.. (iii) Perpetual preferred stock.. (iv) Hybrid capital instruments.. (v) Term subordinated debt and intermediate-term preferred stock.. (vi) Net unrealized holding gains on equity securities.."

12 CFR, Chapter 3 (FDIC), Appendix A to Part 325, A.2.(Components of Qualifying Capital)

Lending Limits

"Combined general limit. A national bank's total outstanding loans and extensions of credit to one borrower may not exceed 15 percent of the bank's capital and surplus, plus an additional 10 percent of the bank's capital and surplus, if the amount that exceeds the bank's 15 percent general limit is fully secured by readily marketable collateral, as defined in § 32.2(v). To qualify for the additional 10 percent limit, the bank must perfect a security interest in the collateral under applicable law and the collateral must have a current market value at all times of at least 100 percent of the amount of the loan or extension of credit that exceeds the bank's 15 percent general limit."

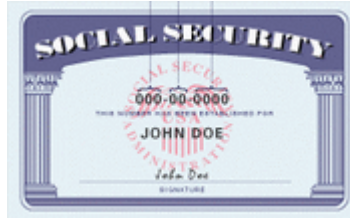
12 CFR, Chapter 1, Part 32.3(a)(Lending Limits)

"Capital and surplus means (1) A bank's Tier 1 and Tier 2 capital calculated under the OCC's risk-based capital standards set forth in Appendix A to 12 C.F.R. part 3 as reported in the bank's Consolidated Report of Condition and Income filed under 12 U.S.C. 161; plus (2) The balance of a bank's allowance for loan and lease losses not included in the bank's Tier 2 capital, for purposes of calculation of risk-based capital described in paragraph (b)(1) of this section, as reported in the bank's Call report filed under 12 U.S.C. 161."

12 CFR, Chapter 1, Part 32.2(b)(Definitions)

Exhibit IX
Social Security Sweep

EMPLOYER: ABC Bank & Trust Company
REPORT: Social Security Sweep Report
DATE PREPARED: 01/11/2018



	<u>Last Name</u>	<u>First Name</u>	<u>SSN Value</u>	<u>Date of Birth</u>	<u>Date Notified</u>
Deceased	Director	Danny	xxx-xx-1111	08/09/1960	
Active	Banker	Billy	xxx-xx-2222	06/25/1963	
	Banker	Jane	xxx-xx-5555	08/18/1971	
	Banker	Joe	xxx-xx-4444	10/06/1975	
	Director	Annie	xxx-xx-9999	03/08/1955	
	Director	David	xxx-xx-8888	09/14/1960	
	Executive	Eddie	xxx-xx-0001	07/11/1945	
	Executive	Jane	xxx-xx-7777	05/03/1965	
	Executive	Joe	xxx-xx-6666	02/12/1961	

Note: This report is based on the Social Security Administration (SSA) Death Master File (DMF) and other sources. These sources do not have a death record for all persons. Thus, the absence of a death record is not proof that a person is alive.

Appendix

Carrier Analysis



Seven Hanover Square New York, NY, 10004-4025	SNL Group: Guardian Life Ins Co. of Am (SNL Life Group) Ultimate Parent: Guardian Life Insurance Company of America Business Focus: Individual Life and A&H Focus
Phone: (212) 598-8000 Website: https://www.guardianlife.com	Distribution Channel: Broker, Financial Institution
	NAIC Own Struct/Co Code: Mutual Company/64246
	Tax Identification No: 13-5123390

Statutory Contact Information		Officers & Advisors	
Name	Haydn Phillip Padmore	Auditor	PricewaterhouseCoopers LLP
Phone	(212) 598-8829	Chief Executive Officer	Deanna Marie Mulligan
Fax	(212) 919-4216	Chief Financial Officer	Michael Nicholas Ferik
Email	Haydn_Padmore@glic.com	President	Deanna Marie Mulligan

Financial Strength Ratings	Rating	Date	Direction	Watch/Outlook
Fitch	AA+	03/16/2017	Affirm	Outlook Stable
Moody's	Aa2	07/14/2015	Affirm	Outlook Stable
S&P	AA+	04/02/2015	--	Outlook Stable
AM Best	A++	06/07/2017	Affirm	--
Carrier Rating Index (CRI)	98			

Key Financial Ratios (%)	2013Y	2014Y	2015Y	2016Y	2017L3
ACL Risk Based Capital Ratio (%)	998.47	1,054.38	1,135.58	1,103.06	NA
Liquidity Ratio	76.17	77.18	77.89	79.32	80.89
Industry Average	80.28	79.63	79.84	78.90	78.97
Bonds rated 3-6/Total Bonds	7.03	6.95	6.25	6.37	5.69
Industry Average	5.85	5.92	5.94	6.08	5.81
Net % Chg in Capital and Surplus	5.47	13.56	6.99	1.36	9.67
Industry Average	1.63	6.62	3.75	3.66	5.73
Leverage Ratio	739.32	695.87	690.21	740.56	704.51
Industry Average	1,007.87	984.34	965.85	982.20	968.83

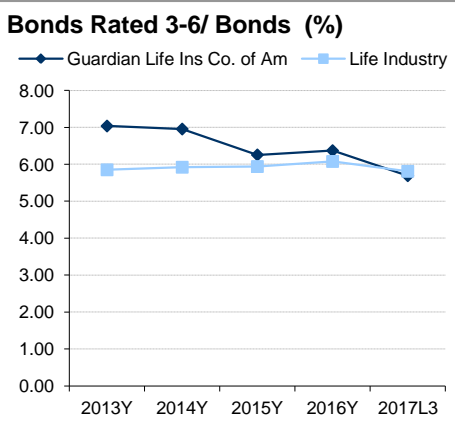
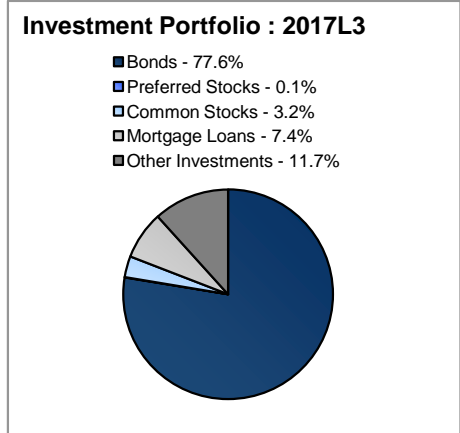
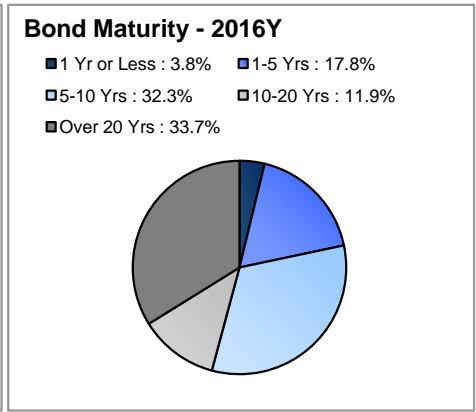
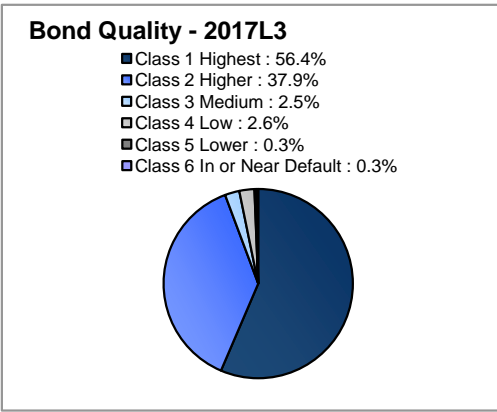
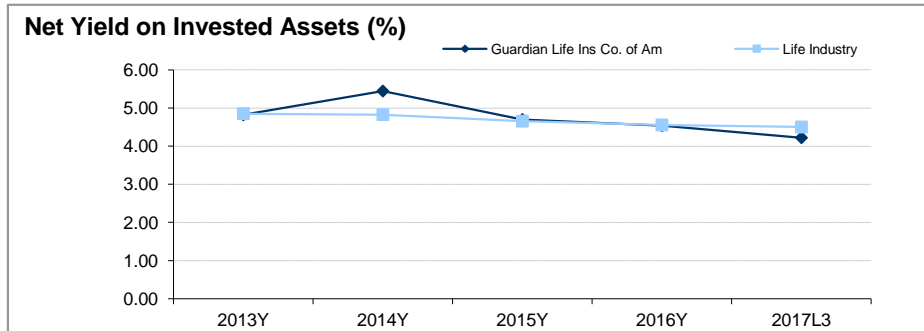
Investment Analysis (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Investment Income	1,765,427	2,145,842	1,984,669	2,052,329	2,029,190
Realized Capital Gains	65,955	76,803	-65,003	-8,390	12,023
Net Chg in Unrlzd Cap Gains Less Tax	-15,121	-224,125	30,813	-102,932	73,208
Affiliated Investments	1,677,023	1,741,996	1,640,674	1,921,845	1,905,221
Total Preferred Stock	74,595	118,972	166,835	40,487	25,986
Total Common Stock	1,581,348	1,536,433	1,462,365	1,488,109	1,626,745
Total Mortgage Loans	2,838,160	3,046,253	3,387,933	3,471,562	3,722,511
Total Real Estate	145,079	149,244	429,569	374,201	356,389
Total Bonds (incl Short-Term)	27,987,065	30,384,370	32,539,913	36,262,781	38,860,924
Total Cash & Investments	37,710,397	40,634,461	43,179,766	46,918,334	50,097,708
Net Yield on Invested Assets (%)	4.82	5.45	4.70	4.54	4.22
Industry Average (%)	4.85	4.83	4.66	4.56	4.50

Financial Highlights (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Total Cash and Investments	37,710,397	40,634,461	43,179,766	46,918,334	50,097,708
Separate Account Assets	0	0	0	0	0
Total Assets	42,065,979	45,297,378	48,120,890	51,883,712	55,226,523
Total Policy Reserves	32,713,991	34,883,394	37,056,018	39,392,187	41,250,771
Total Liabilities	37,054,094	39,605,810	42,031,220	45,711,225	48,361,917
Capital, Surplus and AVR	5,697,671	6,445,742	6,887,932	6,982,105	7,734,694
As a % of GA Assets (%)	13.54	14.23	14.31	13.46	14.01
Prem, Consideration and Deposits	6,708,334	7,002,979	7,340,335	7,775,093	8,071,883
Net Investment Income Earned	1,765,427	2,145,842	1,984,669	2,052,329	2,029,190
Net Income	285,537	711,826	433,052	367,666	334,097
Pre-Tax Operating Income	354,454	737,361	580,088	516,737	445,739
Total Revenue	10,913,597	9,543,251	9,699,118	10,246,272	10,544,680

Growth Rates & Trends (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Admitted Assets Growth	12.08	7.68	6.23	7.82	7.88
Total Liabilities Growth	13.04	6.89	6.12	8.76	7.63
Direct Premiums Written Growth	4.71	4.08	4.69	5.71	5.01
Pre-Tax Operating Income Growth	24.61	108.03	-21.33	-10.92	-18.47
Net Income Growth	12.73	149.29	-39.16	-15.10	57.46
Investment Income Growth	2.14	21.55	-7.51	3.41	-3.29
Revenue Growth	36.76	-12.56	1.63	5.64	3.60
Admitted Assets Five-year CAGR	7.74	7.95	7.72	8.11	8.30
Capital & Surplus Five-year CAGR	6.50	6.33	6.57	6.18	7.47

Profitability Analysis (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Yield on Invested Assets	4.82	5.45	4.70	4.54	4.22
Pre-Tax Operating Margin	3.25	7.73	5.98	5.04	4.23
Return on Average Equity (C&S)	5.86	13.01	7.16	5.98	5.15
Pre-Tax Operating ROAE	7.28	13.47	9.60	8.40	6.87
Return on Average Assets	0.70	1.62	0.92	0.73	0.63

Asset Quality Analysis (%)	2012Y	2013Y	2014Y	2015Y	2016Y
Non-Investment Grade Bonds (Class 3-6)					
Non-Inv Grade Bonds/Total Bonds	7.11	7.03	6.95	6.25	6.37
Non-Inv Grad Bonds/Surplus & AVR	33.85	34.56	32.78	29.54	33.08
Non-Performing Bonds (Class 6)					
Non-Perf Bonds/Total Bonds	0.02	0.00	0.00	0.00	0.01
Non-Perf Bonds/Surplus & AVR	0.08	0.00	0.00	0.00	0.03
Non-Performing Mortgages & Real Estate					
Non-Perf Mort & R.E./Total Mort & R.E	0.61	0.61	0.60	0.30	0.08
Non-Perf Mort & R.E./Surplus & AVR	0.37	0.32	0.30	0.17	0.04
Non-Performing Assets/Surplus & AVR					
Bonds In or Near Default (Class 6)	0.08	0.00	0.00	0.00	0.03
Problem Mortgages (Foreclosure)	0.00	0.00	0.00	0.00	0.00
RE Acq by Foreclosure (Occupied)	0.00	0.32	0.30	0.17	0.04
Total Non-Perf Assets/Surplus & AVR	0.08	0.32	0.30	0.17	0.07
Total Non-Perf Assets/Invested Assets	0.07	0.05	0.05	0.03	0.01



Bond Quality / Maturity - Annual Only	2012Y	2013Y	2014Y	2015Y	2016Y
Weighted Avg Class	1.62	1.63	1.61	1.58	1.57
Weighted Avg Maturity	10.23	10.66	11.15	11.43	11.41

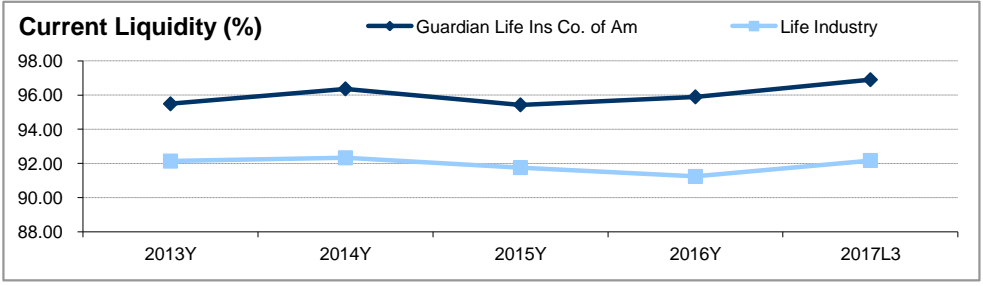
Cap Adequacy & Leverage (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Surplus as Regards Policyholders	5,011,885	5,691,568	6,089,670	6,172,487	6,864,606
Affiliated Investments	1,677,023	1,741,996	1,640,674	1,921,845	1,905,221
Asset Valuation Reserve	685,785	754,174	798,261	809,617	870,088
Interest Maintenance Reserve	386,778	412,418	373,157	463,529	514,501
RBC - Total Adjusted Capital	6,132,984	6,885,552	7,358,097	7,470,043	NA
ACL - Risk Based Capital	614,239	653,042	647,961	677,212	NA
Risk Based Capital Ratio (%)	998.47	1,054.38	1,135.58	1,103.06	NA
Surplus Notes/C&S (%)	7.90	14.85	13.88	13.70	17.37
Surplus Relief/C&S (%)	0.00	0.00	0.00	0.00	NA
Affiliated Investments/C&S (%)	33.46	30.61	26.94	31.14	27.75
Stockholder Dividends/C&S (%)	0.00	0.00	0.00	0.00	0.00
Prem, Consid and Dep/C&S (%)	137.77	127.95	121.45	126.37	124.47
Total Reserves & Deposits/C&S (%)	660.50	619.95	615.19	657.79	624.49
Liabilities/Capital & Surplus (%)	739.32	695.87	690.21	740.56	704.51

Reinsurance Analysis (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
Premiums & Annuity Considerations Ceded					
General Acct: Ceded: Life Premiums	217,650	227,291	240,596	249,667	260,414
Sep Accts: Ceded: Life Premiums	0	0	0	0	0
A&H: Ceded: A&H Premiums	237,356	225,468	217,537	207,468	199,511

Liquidity Ratios (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Cash & Short-Term Inv/Liabilities	1.70	1.93	1.85	1.80	1.76
Cash, Comm & Liquid Bonds/Liabilities	76.17	77.18	77.89	79.32	80.89
Cash & Short-Term Inv/C&S	12.58	13.43	12.78	13.31	12.41
Current Liquidity	95.49	96.36	95.43	95.90	96.90
Total Public Bonds/ Total Bonds	68.62	66.90	65.84	65.79	NA

IRIS Ratios	Unusual Values Equal to or		2014Y	2015Y	2016Y
	Over	Under			
Net Change in Capital and Surplus	50	-10	5	7	1
Gross Change in Capital and Surplus	50	-10	14	7	1
Net Income to Total Income	---	0	7	4	4
Adequacy of Investment Income	900	125	155	136	136
Non-Admitted to Admitted Assets	10	---	1	1	1
Total RE & Mrtg Lns to Cash & Inv Ass	30	---	9	10	8
Total Affiliated Investments to C&S	100	---	31	30	32
Surplus Relief					
(Over \$5 Million Capital & Surplus)	30	-99	-2	-2	-2
(\$5 Million or Less Capital & Surplus)	10	-10			
Change in Premium	50	-10	5	4	6
Change in Product Mix	5	---	0.2	0.2	0.1
Change in Asset Mix	5	---	0.1	0.2	0.3
Change in Reserving	20	-20	-1	-2	4

*Indicates an unusual value.
 NOTE: Year to year assessment of IRIS Ratios is not always significant due to periodic changes in the complements of each ratio.





Balance Sheet (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Assets					
Net Adm Cash, Cash Equity, ST Inv	630,706	764,572	778,064	821,843	851,808
Bonds	27,379,870	29,652,862	31,715,928	35,447,351	37,966,479
Fair Value Bonds	28,720,392	32,179,927	32,381,060	36,530,178	NA
Non-Inv Grade Bonds	1,968,844	2,112,751	2,035,036	2,309,570	2,210,758
Preferred Stocks	74,595	118,972	166,835	40,487	25,986
Common Stocks	1,575,054	1,530,289	1,455,913	1,481,662	1,620,337
Affiliated Investments	1,677,023	1,741,996	1,640,674	1,921,845	1,905,221
First Lien Real Estate Loans	2,775,961	2,983,776	3,325,162	3,471,562	3,722,511
Real Estate Loans Less First Liens	62,199	62,477	62,771	0	0
Total Mortgage Loans	2,838,160	3,046,253	3,387,933	3,471,562	3,722,511
Occupied Properties	18,322	19,101	11,508	2,966	2,760
Income Generating Properties	126,757	130,143	414,993	360,971	353,628
Properties for Sale	0	0	3,069	10,264	0
Total Real Estate	145,079	149,244	429,569	374,201	356,389
Contract Loans	3,103,643	3,231,443	3,337,426	3,405,118	3,472,417
Other Invested Assets	1,962,919	2,103,099	1,896,606	1,793,047	1,938,126
Receivables for Securities	245	1,431	2,434	26,820	115,691
Aggregate write-ins for Inv Assets	0	23,977	0	15,193	0
Subtotals, Cash & Invested Assets	37,710,397	40,634,461	43,179,766	46,918,334	50,097,708
Premiums & Considerations Due	923,826	968,843	1,020,721	1,057,513	1,167,849
Reinsurance Recoverable	2,247,348	2,420,184	2,419,110	2,518,479	2,647,792
Other Assets	1,184,409	1,273,890	1,501,294	1,389,386	1,313,174
Separate Account Assets	0	0	0	0	0
Total Net Admitted Assets	42,065,979	45,297,378	48,120,890	51,883,712	55,226,523
Liabilities					
Aggregate Res For Life Contracts	29,690,244	31,634,030	33,557,190	35,678,953	37,371,919
Aggregate Reserves A&H Contracts	3,023,748	3,249,364	3,498,828	3,713,234	3,878,851
Reserve for Deposit Type Contracts	389,554	401,466	406,752	1,209,718	1,618,042
Total Policy Reserves	32,713,991	34,883,394	37,056,018	39,392,187	41,250,771
Life & A&H Contract Claims	631,171	656,158	708,466	783,716	760,073
Provi - Policyholders' Divi & Cpns P'ble	781,255	787,813	837,493	851,055	896,529
Dividends apportioned for pmt	781,255	787,813	837,493	851,055	896,529
Dividends not yet apportioned for prr	0	0	0	0	0
Coupons and similar benefits	0	0	0	0	0
Interest Maintenance Reserve	386,778	412,418	373,157	463,529	514,501
Asset Valuation Reserve (AVR)	685,785	754,174	798,261	809,617	870,088
Reinsurance in unauthorized Co	18	8	0	0	0
Funds held under Reins treaties	0	0	0	0	0
Payable to parent, sub and affiliates	5,856	8,003	8,571	6,857	14,130
Drafts outstanding	0	0	0	0	0
Lia for amt held under uninsured plan	6,091	6,763	6,818	6,307	7,203
Payable for securities	0	7,246	35,475	58,870	184,807
Aggregate write-ins for Liabilities	76,136	94,262	41,682	41,122	76,050
Total Liabilities excl Sep Acct Liabilities	37,054,094	39,605,810	42,031,220	45,711,225	48,361,917
Separate Account Liabilities	0	0	0	0	0
Total Liabilities	37,054,094	39,605,810	42,031,220	45,711,225	48,361,917
Total Capital and Surplus					
Common capital stock	0	0	0	0	0
Preferred capital stock	0	0	0	0	0
Agg write-in - other than spcl sur fun	0	0	0	0	0
Surplus notes	396,075	845,096	845,263	845,429	1,192,203
Gross paid in & contributed surplus	0	0	0	0	0
Aggregate write-ins for spcl sur fund	4,007	39,319	38,910	4,007	35,506
Unassigned funds (surplus)	4,611,804	4,807,153	5,205,498	5,323,051	5,636,897
Surplus as Regards Policyholders	5,011,885	5,691,568	6,089,670	6,172,487	6,864,606
Total Liabilities and C&S	42,065,979	45,297,378	48,120,890	51,883,712	55,226,523

Income Statement (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Revenue					
Prem & Annuity Consi: Life, A&H	6,705,587	7,000,000	7,337,709	7,772,716	8,069,553
Consi for Contracts w/ Life Conti	2,747	2,979	2,626	2,376	2,330
Net Investment Income Earned	1,765,427	2,145,842	1,984,669	2,052,329	2,029,190
Amortization of Int Maintenance Res	80,086	111,523	103,033	121,995	109,854
Sep Acc Gain - Ope ex Unreal Gains	0	0	0	0	0
Comm and Exp Allow on Reins Ceded	110,160	100,279	88,903	86,222	88,391
Reserve Adj on reinsurance ceded	0	0	0	0	0
Miscellaneous Income	2,249,591	182,628	182,178	210,634	245,361
Fee Incm: Inv Mgt & Sep Acc Contract	0	0	0	0	0
Fee Incm: Deposit type Contracts	0	0	0	0	0
Aggregate Write Ins for Misc Incm	2,249,591	182,628	182,178	210,634	245,361
Total Revenue	10,913,597	9,543,251	9,699,118	10,246,272	10,544,680
Benefits and Incr in Aggregate Res for Life and A&H Contracts					
Benefits:					
Death Benefits	777,732	904,683	939,736	1,022,009	1,065,221
Matured Endo ex Annual Pure Endo	863	3,274	1,619	1,628	1,278
Annuity Benefits	6,401	5,254	7,177	5,670	6,000
Disability, A&H Benefits	1,840,687	1,855,029	2,003,426	2,123,884	2,143,471
Coupons, Pure Endo & Similar Benfit	0	0	0	0	0
Surr Benfits, Withdra - Life Contract	1,039,749	1,088,614	1,153,202	1,140,509	1,238,302
Group Conversions	1,235	1,371	1,371	1,418	1,462
Int & Adj on Deposit Type Contracts	51,972	22,399	25,018	32,896	44,867
Pymts on Supp Cntract w/ Life Conti	2,157	2,162	2,018	2,451	1,637
Incr in Aggr Res for L and A&H Contract	4,046,782	2,169,403	2,132,223	2,327,903	2,433,864
Total Benefits & Aggregate Reserve	7,767,580	6,052,141	6,265,791	6,658,367	6,936,103
Expense					
Commissions	613,084	623,757	654,592	715,414	742,281
Comm on Prens, Annty, Depo Fnds	421,115	429,489	472,105	501,390	516,558
Reinsurance Comm: Assumed Total	191,969	194,267	182,487	214,024	225,723
General Insurance Expenses	1,171,411	1,153,751	1,182,690	1,257,588	1,313,591
Taxes, Lic, & Fee Expenses Incurred	175,560	203,860	213,365	236,791	207,922
Incr in loading on defrd&unclectd Prem	3,601	-11,784	-3,811	-216	-8,503
Net transfers to or (from) Sep Acc	0	0	0	0	0
Aggregate write-ins for deductions	57,536	5,938	-19,676	22,988	57,540
Total Expenses	9,788,772	8,027,663	8,292,950	8,890,932	9,248,933
Net Income (Loss)					
Net Gain frm Ope bfr Divi & Inc Tax	1,124,826	1,515,588	1,406,168	1,355,341	1,295,747
Dividends	770,372	778,227	826,080	838,603	850,007
Net Gains from Ope bfr Incm Taxes	354,454	737,361	580,088	516,737	445,739
Federal and Foreign Income Taxes	134,872	102,338	82,033	140,681	123,665
Net Gain Afr Div Inc Tax, bfr Cap Gain	219,582	635,023	498,055	376,056	322,074
Net Realized Capital Gains (Losses)	65,955	76,803	-65,003	-8,390	12,023
Net Income (Loss)	285,537	711,826	433,052	367,666	334,097

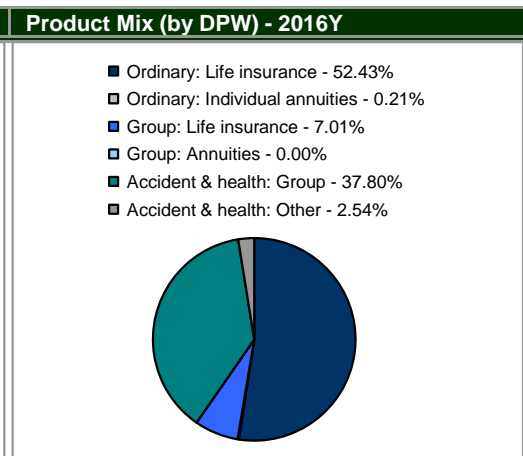
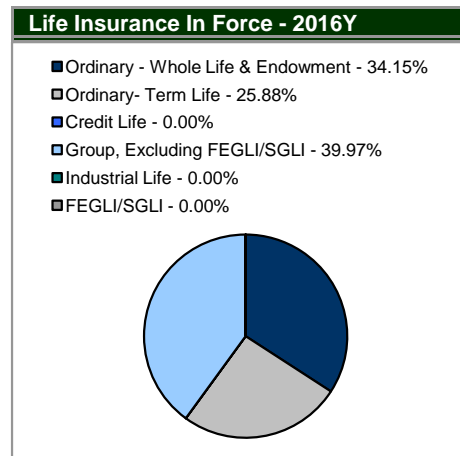
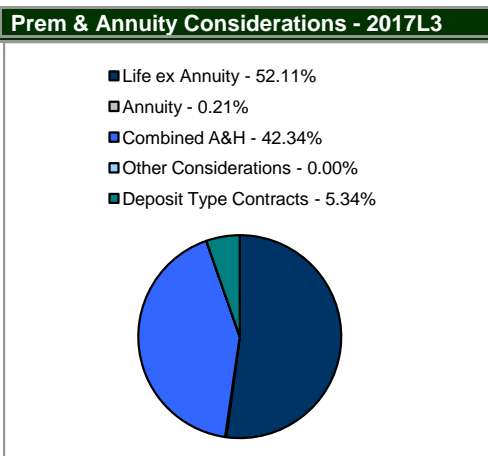
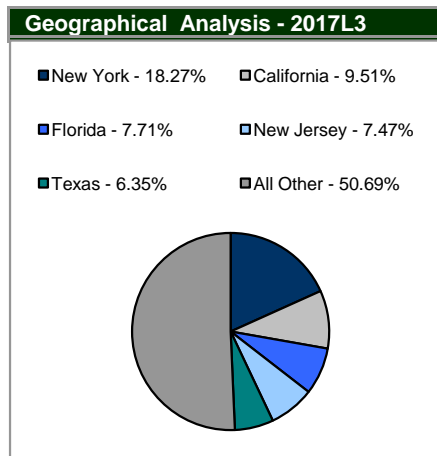


Separate Account (Annual) (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
Assets					
Bonds	NA	NA	NA	NA	NA
Preferred Stock	NA	NA	NA	NA	NA
Common Stock	NA	NA	NA	NA	NA
Cash	NA	NA	NA	NA	NA
Cash Equivalents	NA	NA	NA	NA	NA
Short-term Investments	NA	NA	NA	NA	NA
Subtotal: Cash & Invested Assets	NA	NA	NA	NA	NA
Other Investments	NA	NA	NA	NA	NA
Total Separate Account Assets	NA	NA	NA	NA	NA
Liabilities					
Aggregate Reserves Life Contracts	NA	NA	NA	NA	NA
Depo Type Contracts Fund Balance	NA	NA	NA	NA	NA
Interest Maintenance Reserve	NA	NA	NA	NA	NA
Other Transfers to Genl Accts: Liab	NA	NA	NA	NA	NA
Other Liabilities	NA	NA	NA	NA	NA
Liabilities	NA	NA	NA	NA	NA
Surplus	NA	NA	NA	NA	NA

Cash Flow Statement (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Cash from Operations	2,126,844	2,561,836	2,585,843	2,706,781	2,652,773
Net Cash from Investing	-1,811,352	-2,819,261	-2,349,570	-3,488,432	-3,348,265
Net Cash from Financing	24,739	391,293	-222,781	825,429	916,320
Total Net Change in Cash	340,232	133,867	13,492	43,778	220,828

Asset Valuation Reserve (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
AVR Real Cap Gain Gen Accts	20,819	68,490	68,027	47,049	43,002
AVR Real Cap Gain Separate Accts	0	0	0	0	0
AVR Unreal Cap Gain Gen Accts	40,671	-602	-8,901	22,836	-39,821
AVR Unreal Cap Gain Separate Accts	0	0	0	0	0
Asset Valuation Reserve	607,719	685,785	754,174	798,261	809,617

Lapse & Surrender Ratios (%)	2012Y	2013Y	2014Y	2015Y	2016Y
Industrial Life: Lapse & Surrender Ratio	NA	NA	NA	NA	NA
Ordinary Life : Lapse & Surrender Ratio	4.64	4.26	4.03	4.03	3.65
Grp Life : Lapse & Surrender Ratio	10.44	9.94	11.33	10.42	11.79
Life ex Annuity: Lapse & Surrender Ratio	6.67	6.35	6.80	6.52	6.89



Analysis of State Premiums (Schedule T)

Rank	State	Prem (\$000)
1	New York	1,296,292
2	California	674,606
3	Florida	547,144
4	New Jersey	529,988
5	Texas	450,625
--	All Other	3,596,559

Life and Accident & Health Premiums & Annuity Considerations (Schedule T)

	(\$000)
Life Insurance Premiums	3,906,022
Annuity Considerations	15,525
A&H Prem, Incl Policy, M'ship & Other Fees	3,173,666
Other Considerations	0
Deposit Type Contracts	400,375
Total	7,495,588

Life Insurance In Force (\$000)

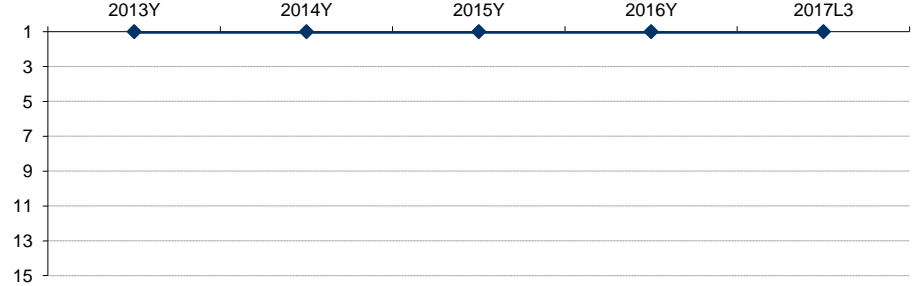
	2016Y
Ordinary - Whole Life & Endowment	201,764,706
Ordinary- Term Life	152,874,094
Credit Life	0
Group, Excluding FEGLI/SGLI	236,177,629
Industrial Life	0
FEGLI/SGLI	0
Total	590,816,429

Analysis of Line of Business (\$000)

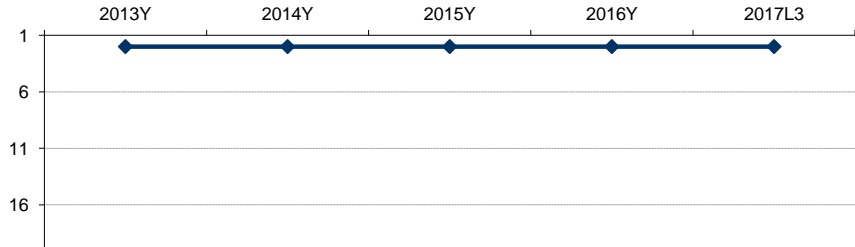
	2016Y
Ordinary: Life insurance	4,053,621
Ordinary: Individual annuities	16,396
Group: Life insurance	542,215
Group: Annuities	0
Accident & health: Group	2,922,619
Accident & health: Other	196,516
Total premiums & annuity considerations	7,731,366

Financial Strength Ratings	2013Y	2014Y	2015Y	2016Y	2017L3
AM Best	A++	A++	A++	A++	A++
<i>Weightage</i>	1	1	1	1	1
S&P	AA+	AA+	AA+	AA+	AA+
<i>Weightage</i>	2	2	2	2	2
Moody's	Aa2	Aa2	Aa2	Aa2	Aa2
<i>Weightage</i>	3	3	3	3	3
Fitch	AA+	AA+	AA+	AA+	AA+
<i>Weightage</i>	2	2	2	2	2

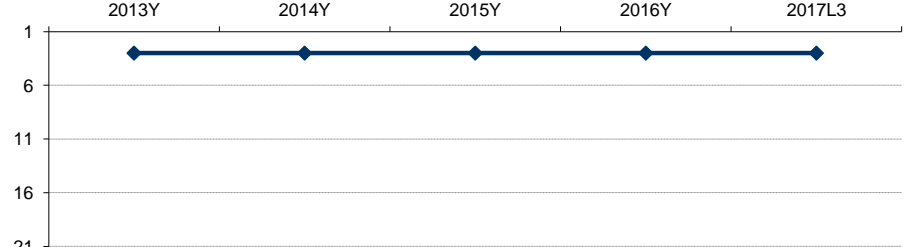
AM Best - Ratings History



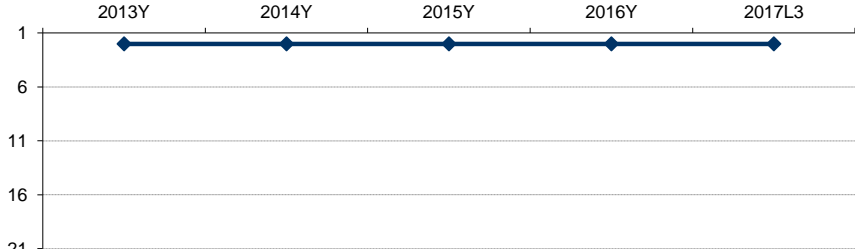
S&P - Ratings History



Moody's - Ratings History



Fitch - Ratings History





1300 South Clinton Street Fort Wayne, IN, 46802-3506	SNL Group: Lincoln Financial (SNL Life Group) Ultimate Parent: Lincoln National Corporation Business Focus: Annuity Focus
Phone: (260) 455-2000 Website: https://www.lfg.com	Distribution Channel: Broker, Financial Institution, Independent Agency
	NAIC Own Struct/Co Code: Stock Company/65676 Tax Identification No: 35-0472300

Statutory Contact Information		Officers & Advisors	
Name	Sheila Diane Martin	Auditor	Ernst & Young LLP
Phone	(336) 691-4793	Chief Executive Officer	Dennis Robert Glass
Fax	(336) 691-3938	Chief Financial Officer	--
Email	Sheila.Martin@lfg.com	President	Dennis Robert Glass

Financial Strength Ratings	Rating	Date	Direction	Watch/Outlook
Fitch	A+	11/22/2017	Affirm	Outlook Positive
Moody's	A1	06/28/2016	Affirm	Outlook Stable
S&P	AA-	06/15/2009	--	Outlook Stable
AM Best	A+	12/13/2016	Affirm	--
Carrier Rating Index (CRI)	89			

Key Financial Ratios (%)	2013Y	2014Y	2015Y	2016Y	2017L3
ACL Risk Based Capital Ratio (%)	996.63	1,081.26	972.26	973.70	NA
Liquidity Ratio	87.74	88.85	86.99	85.79	85.57
Industry Average	80.28	79.63	79.84	78.90	78.97
Bonds rated 3-6/Total Bonds	4.14	4.20	4.19	4.41	3.70
Industry Average	5.85	5.92	5.94	6.08	5.81
Net % Chg in Capital and Surplus	6.82	10.10	-5.44	5.00	2.79
Industry Average	1.63	6.62	3.75	3.66	5.73
Leverage Ratio	1,136.44	1,088.74	1,187.09	1,172.45	1,180.72
Industry Average	1,007.87	984.34	965.85	982.20	968.83

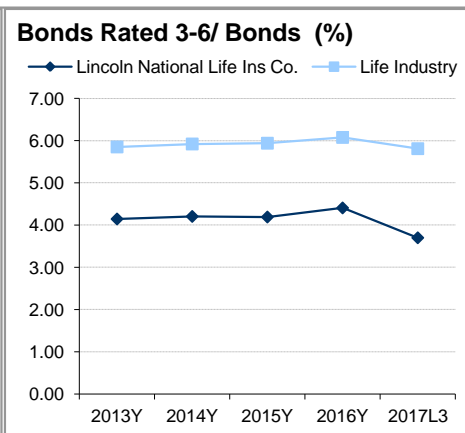
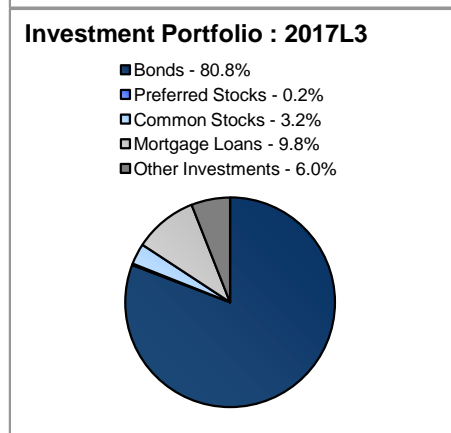
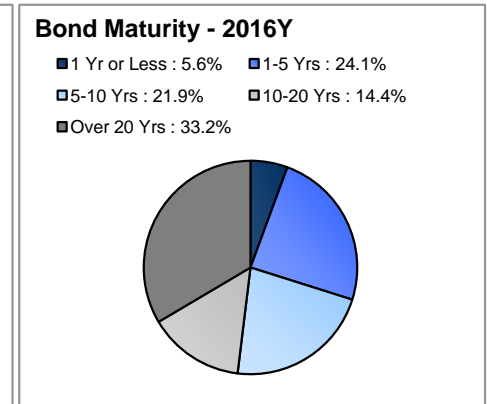
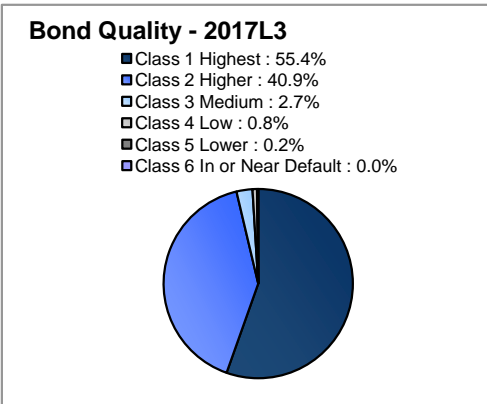
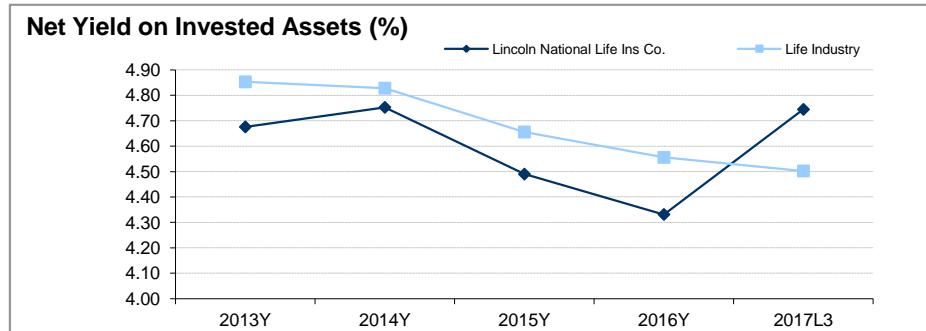
Investment Analysis (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Investment Income	3,807,403	3,925,142	3,895,964	3,939,086	4,396,774
Realized Capital Gains	74,361	232,792	207,974	-89,448	100,181
Net Chg in Unrlzd Cap Gains Less Tax	-116,318	25,425	-309,167	480,511	101,561
Affiliated Investments	3,502,272	3,701,866	3,092,563	3,793,223	3,891,468
Total Preferred Stock	203,103	203,366	226,692	221,555	222,884
Total Common Stock	2,557,691	2,559,920	2,288,486	3,014,012	3,057,080
Total Mortgage Loans	6,472,662	6,735,205	7,744,358	8,860,113	9,281,860
Total Real Estate	67,791	55,040	58,529	68,455	68,268
Total Bonds (incl Short-Term)	67,297,135	70,408,131	72,124,618	73,795,333	76,638,735
Total Cash & Investments	80,939,983	85,765,132	88,001,100	91,430,225	94,874,825
Net Yield on Invested Assets (%)	4.68	4.75	4.49	4.33	4.74
Industry Average (%)	4.85	4.83	4.66	4.56	4.50

Financial Highlights (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Total Cash and Investments	80,939,983	85,765,132	88,001,100	91,430,225	94,874,825
Separate Account Assets	115,493,540	124,156,687	122,287,908	126,169,294	136,579,964
Total Assets	200,018,194	213,625,079	213,891,333	221,258,928	235,287,989
Total Policy Reserves	68,654,399	70,553,216	72,337,495	75,761,823	77,959,436
Total Liabilities	193,182,046	206,098,741	206,774,211	213,785,949	227,580,734
Capital, Surplus and AVR	7,633,003	8,449,668	8,107,260	8,497,430	8,825,663
As a % of GA Assets (%)	9.03	9.44	8.85	8.94	8.94
Prem, Consideration and Deposits	21,758,820	22,073,164	19,613,057	17,185,137	16,968,528
Net Investment Income Earned	3,807,403	3,925,142	3,895,964	3,939,086	4,396,774
Net Income	577,565	1,520,349	1,056,907	789,868	1,300,137
Pre-Tax Operating Income	695,929	1,242,354	847,001	901,549	1,111,798
Total Revenue	28,437,901	29,592,808	26,972,535	24,568,738	25,037,126

Growth Rates & Trends (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Admitted Assets Growth	11.11	6.80	0.12	3.44	5.55
Total Liabilities Growth	11.26	6.69	0.33	3.39	5.64
Direct Premiums Written Growth	15.01	0.41	-6.99	-13.90	-1.33
Pre-Tax Operating Income Growth	62.44	78.52	-31.82	6.44	5.02
Net Income Growth	-4.19	163.23	-30.48	-25.27	43.85
Investment Income Growth	-1.25	3.09	-0.74	1.11	12.75
Revenue Growth	14.90	4.06	-8.85	-8.91	1.16
Admitted Assets Five-year CAGR	10.79	8.31	6.19	6.01	5.77
Capital & Surplus Five-year CAGR	8.31	3.80	1.94	2.04	4.48

Profitability Analysis (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Yield on Invested Assets	4.68	4.75	4.49	4.33	4.74
Pre-Tax Operating Margin	2.45	4.20	3.14	3.67	4.44
Return on Average Equity (C&S)	8.95	21.59	14.77	10.77	17.24
Pre-Tax Operating ROAE	10.78	17.64	11.84	12.29	14.74
Return on Average Assets	0.31	0.74	0.49	0.36	0.57

Asset Quality Analysis (%)	2012Y	2013Y	2014Y	2015Y	2016Y
Non-Investment Grade Bonds (Class 3-6)					
Non-Inv Grade Bonds/Total Bonds	4.55	4.14	4.20	4.19	4.41
Non-Inv Grad Bonds/Surplus & AVR	41.10	36.53	35.03	37.28	38.26
Non-Performing Bonds (Class 6)					
Non-Perf Bonds/Total Bonds	0.05	0.03	0.02	0.01	0.13
Non-Perf Bonds/Surplus & AVR	0.48	0.26	0.13	0.13	1.10
Non-Performing Mortgages & Real Estate					
Non-Perf Mort & R.E./Total Mort & R.E	0.63	0.66	0.63	0.59	0.64
Non-Perf Mort & R.E./Surplus & AVR	0.55	0.57	0.51	0.57	0.67
Non-Performing Assets/Surplus & AVR					
Bonds In or Near Default (Class 6)	0.48	0.26	0.13	0.13	1.10
Problem Mortgages (Foreclosure)	0.00	0.00	0.00	0.00	0.00
RE Acq by Foreclosure (Occupied)	0.01	0.57	0.51	0.57	0.67
Total Non-Perf Assets/Surplus & AVR	0.49	0.83	0.64	0.70	1.77
Total Non-Perf Assets/Invested Assets	0.09	0.08	0.06	0.06	0.16



Bond Quality / Maturity - Annual Only	2012Y	2013Y	2014Y	2015Y	2016Y
Weighted Avg Class	1.49	1.52	1.48	1.50	1.51
Weighted Avg Maturity	9.31	10.04	9.99	10.23	11.08

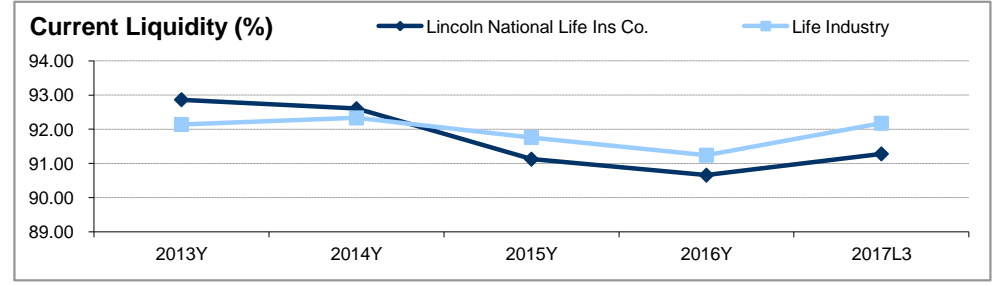
Cap Adequacy & Leverage (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Surplus as Regards Policyholders	6,836,148	7,526,338	7,117,122	7,472,979	7,707,255
Affiliated Investments	3,502,272	3,701,866	3,092,563	3,793,223	3,891,468
Asset Valuation Reserve	796,855	923,330	990,138	1,024,451	1,118,408
Interest Maintenance Reserve	113,192	104,386	87,454	75,970	60,051
RBC - Total Adjusted Capital	7,710,497	8,536,476	8,197,440	8,579,672	NA
ACL - Risk Based Capital	773,658	789,496	843,132	881,142	NA
Risk Based Capital Ratio (%)	996.63	1,081.26	972.26	973.70	NA
Surplus Notes/C&S (%)	23.56	21.40	23.05	21.96	18.50
Surplus Relief/C&S (%)	0.00	0.00	0.00	0.00	NA
Affiliated Investments/C&S (%)	51.23	49.19	43.45	50.76	50.49
Stockholder Dividends/C&S (%)	9.91	10.01	15.66	12.95	12.65
Prem, Consid and Dep/C&S (%)	337.08	313.47	274.07	234.24	225.02
Total Reserves & Deposits/C&S (%)	1,021.77	951.62	1,031.08	1,027.05	1,024.08
Liabilities/Capital & Surplus (%)	1,136.44	1,088.74	1,187.09	1,172.45	1,180.72

Reinsurance Analysis (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
Premiums & Annuity Considerations Ceded					
General Acct: Ceded: Life Premiums	3,874,419	3,754,094	3,214,628	4,262,360	3,536,600
Sep Accts: Ceded: Life Premiums	0	0	0	0	0
A&H: Ceded: A&H Premiums	92,630	86,928	81,222	67,719	60,771

Liquidity Ratios (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Cash & Short-Term Inv/Liabilities	1.41	3.41	2.49	1.84	1.12
Cash, Comm & Liquid Bonds/Liabilities	87.74	88.85	86.99	85.79	85.57
Cash & Short-Term Inv/C&S	16.08	37.15	29.56	21.58	13.24
Current Liquidity	92.86	92.60	91.13	90.66	91.28
Total Public Bonds/ Total Bonds	69.37	67.64	68.07	67.77	NA

IRIS Ratios	Unusual Values Equal to or		2014Y	2015Y	2016Y
	Over	Under			
Net Change in Capital and Surplus	50	-10	10	-6	5
Gross Change in Capital and Surplus	50	-10	10	-5	5
Net Income to Total Income	---	0	5	4	3
Adequacy of Investment Income	900	125	137	144	143
Non-Admitted to Admitted Assets	10	---	0	0	0
Total RE & Mrtg Lns to Cash & Inv Ass	30	---	8	9	10
Total Affiliated Investments to C&S	100	---	50	44	51
Surplus Relief					
(Over \$5 Million Capital & Surplus)	30	-99	2	5	0
(\$5 Million or Less Capital & Surplus)	10	-10			
Change in Premium	50	-10	1	-10 *	-13 *
Change in Product Mix	5	---	1.5	0.5	3.4
Change in Asset Mix	5	---	0.4	0.2	0.3
Change in Reserving	20	-20	-2	-14	15

*Indicates an unusual value.
NOTE: Year to year assessment of IRIS Ratios is not always significant due to periodic changes in the complements of each ratio.





Balance Sheet (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Assets					
Net Adm Cash, Cash Equity, ST Inv	1,099,032	2,795,975	2,104,067	1,612,730	1,020,084
Bonds	66,029,615	67,454,258	69,932,961	72,087,636	75,505,999
Fair Value Bonds	69,246,570	73,926,816	72,623,199	76,054,008	NA
Non-Inv Grade Bonds	2,788,174	2,959,973	3,022,201	3,251,068	2,834,236
Preferred Stocks	203,103	203,366	226,692	221,555	222,884
Common Stocks	2,557,691	2,559,920	2,286,456	3,011,960	3,048,551
Affiliated Investments	3,502,272	3,701,866	3,092,563	3,793,223	3,891,468
First Lien Real Estate Loans	6,469,662	6,732,205	7,742,358	8,858,113	9,279,860
Real Estate Loans Less First Liens	0	0	0	0	0
Total Mortgage Loans	6,469,662	6,732,205	7,742,358	8,858,113	9,279,860
Occupied Properties	43,270	42,672	46,254	56,914	57,894
Income Generating Properties	24,510	12,367	12,275	11,541	10,374
Properties for Sale	0	0	0	0	0
Total Real Estate	67,780	55,040	58,529	68,455	68,268
Contract Loans	2,128,656	2,147,696	1,955,712	1,918,891	1,906,491
Other Invested Assets	1,711,455	1,811,338	1,939,557	1,936,965	2,148,691
Receivables for Securities	0	0	0	1,033	33,939
Aggregate write-ins for Inv Assets	0	351,044	292,098	722,839	743,831
Subtotals, Cash & Invested Assets	80,939,983	85,765,132	88,001,100	91,430,225	94,874,825
Premiums & Considerations Due	319,296	403,043	322,769	366,506	371,125
Reinsurance Recoverable	597,038	289,738	379,993	427,138	524,373
Other Assets	2,668,338	3,010,480	2,899,563	2,865,765	2,937,702
Separate Account Assets	115,493,540	124,156,687	122,287,908	126,169,294	136,579,964
Total Net Admitted Assets	200,018,194	213,625,079	213,891,333	221,258,928	235,287,989
Liabilities					
Aggregate Res For Life Contracts	67,073,573	68,825,703	70,516,618	74,010,128	76,206,589
Aggregate Reserves A&H Contracts	1,580,826	1,727,513	1,820,876	1,751,694	1,752,847
Reserve for Deposit Type Contracts	1,195,137	1,068,792	1,045,656	989,621	968,712
Total Policy Reserves	68,654,399	70,553,216	72,337,495	75,761,823	77,959,436
Life & A&H Contract Claims	513,369	649,921	606,911	561,283	600,030
Provi - Policyholders' Divi & Cpns P'ble	45,576	43,366	43,623	41,189	38,967
Dividends apportioned for pmt	45,576	43,366	43,623	41,189	38,967
Dividends not yet apportioned for prr	0	0	0	0	0
Coupons and similar benefits	0	0	0	0	0
Interest Maintenance Reserve	113,192	104,386	87,454	75,970	60,051
Asset Valuation Reserve (AVR)	796,855	923,330	990,138	1,024,451	1,118,408
Reinsurance in unauthorized Co	452	2,405	629	554	40
Funds held under Reins treaties	4,431,473	5,860,113	6,290,295	5,437,521	6,414,119
Payable to parent, sub and affiliates	42,860	127,243	14,253	24,648	45,677
Drafts outstanding	0	0	0	0	0
Lia for amt held under uninsured plan	0	0	0	0	0
Payable for securities	4,865	9,000	27,773	0	73,963
Aggregate write-ins for Liabilities	259,364	1,577,642	1,309,335	848,257	903,217
Total Liabilities excl Sep Acct Liabilities	77,688,876	81,942,442	84,486,674	87,617,069	91,000,775
Separate Account Liabilities	115,493,170	124,156,299	122,287,537	126,168,880	136,579,959
Total Liabilities	193,182,046	206,098,741	206,774,211	213,785,949	227,580,734
Total Capital and Surplus					
Common capital stock	25,000	25,000	25,000	25,000	25,000
Preferred capital stock	0	0	0	0	0
Agg write-in - other than spcl sur funi	0	0	0	0	0
Surplus notes	1,610,728	1,610,728	1,640,752	1,640,752	1,425,567
Gross paid in & contributed surplus	3,287,338	3,300,811	3,324,332	3,352,320	3,375,101
Aggregate write-ins for spcl sur fund	0	5,191	5,018	0	0
Unassigned funds (surplus)	1,913,081	2,584,609	2,122,020	2,454,907	2,881,587
Surplus as Regards Policyholders	6,836,148	7,526,338	7,117,122	7,472,979	7,707,255
Total Liabilities and C&S	200,018,194	213,625,079	213,891,333	221,258,928	235,287,989

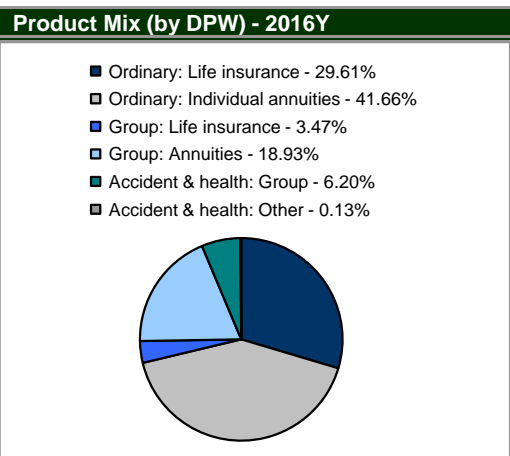
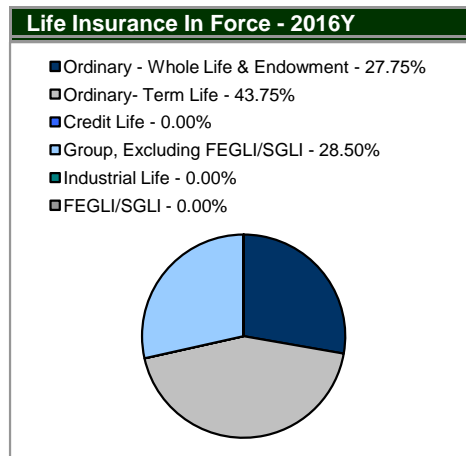
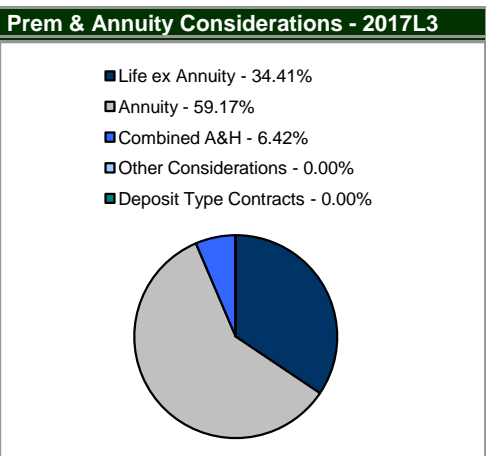
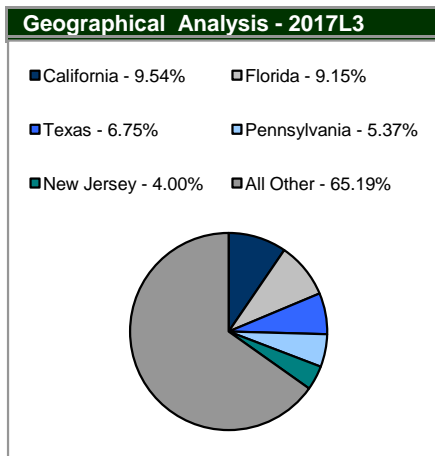
Income Statement (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Revenue					
Prem & Annuity Consi: Life, A&H	21,752,378	22,068,352	19,605,348	17,172,036	16,953,517
Consi for Contracts w/ Life Conti	6,442	4,812	7,709	13,101	15,011
Net Investment Income Earned	3,807,403	3,925,142	3,895,964	3,939,086	4,396,774
Amortization of Int Maintenance Res	10,438	12,981	18,950	17,159	16,701
Sep Acc Gain - Ope ex Unreal Gains	0	55,653	64,884	47,921	66,542
Comm and Exp Allow on Reins Ceded	461,440	376,411	452,197	374,134	372,020
Reserve Adj on reinsurance ceded	-74,633	-84,775	-98,799	-51,184	-40,988
Miscellaneous Income	2,474,432	3,234,231	3,026,280	3,056,486	3,257,549
Fee Incm: Inv Mgt & Sep Acc Contract	1,687,537	1,960,330	2,068,070	2,079,730	2,209,573
Fee Incm: Deposit type Contracts	0	0	0	0	0
Aggregate Write Ins for Misc Incm	786,896	1,273,901	958,210	976,756	1,047,976
Total Revenue	28,437,901	29,592,808	26,972,535	24,568,738	25,037,126
Benefits and Incr in Aggregate Res for Life and A&H Contracts					
Benefits:					
Death Benefits	1,811,185	1,921,283	2,212,567	2,215,867	2,312,151
Matured Endo ex Annual Pure Endo	2,672	3,171	3,165	2,940	3,959
Annuity Benefits	530,452	517,872	540,296	526,877	523,471
Disability, A&H Benefits	855,077	928,768	890,101	832,568	833,719
Coupons, Pure Endo & Similar Benfit	0	0	0	0	0
Surr Benfits, Withdra - Life Contract	13,736,500	15,453,608	15,108,008	14,396,328	16,058,968
Group Conversions	-180	-276	-215	-94	-201
Int & Adj on Deposit Type Contracts	122,008	108,295	106,785	99,422	109,564
Pymts on Supp Cntract w/ Life Conti	11,353	10,575	8,726	8,886	8,200
Incr in Aggr Res for L and A&H Contract	2,092,023	1,860,834	1,809,369	3,395,927	3,306,722
Total Benefits & Aggregate Reserve	19,161,090	20,804,128	20,678,803	21,478,720	23,156,555
Expense					
Commissions	2,096,786	2,227,297	2,254,573	2,037,159	2,077,938
Comm on Prens, Annty, Depo Fnds	1,947,815	2,071,079	2,056,875	1,906,474	1,947,026
Reinsurance Comm: Assumed Total	148,971	156,218	197,698	130,685	130,912
General Insurance Expenses	1,399,937	1,440,602	1,547,862	1,452,419	1,576,544
Taxes, Lic, & Fee Expenses Incurred	198,956	215,431	197,322	221,532	213,450
Incr in loading on defrd&unclectd Prem	-19,648	-18,440	-23,112	-35,955	-33,363
Net transfers to or (from) Sep Acc	4,832,190	3,630,836	1,448,306	-1,534,364	-3,110,607
Aggregate write-ins for deductions	28,857	7,980	-20,896	9,775	8,706
Total Expenses	27,698,168	28,307,834	26,082,859	23,629,287	23,889,223
Net Income (Loss)					
Net Gain frm Ope bfr Divi & Inc Tax	739,732	1,284,974	889,675	939,452	1,147,904
Dividends	43,804	42,621	42,675	37,902	36,106
Net Gains from Ope bfr Incm Taxes	695,929	1,242,354	847,001	901,549	1,111,798
Federal and Foreign Income Taxes	192,725	-45,203	-1,932	22,234	-88,159
Net Gain Afr Div Inc Tax, bfr Cap Gain	503,204	1,287,556	848,933	879,316	1,199,957
Net Realized Capital Gains (Losses)	74,361	232,792	207,974	-89,448	100,181
Net Income (Loss)	577,565	1,520,349	1,056,907	789,868	1,300,137

Separate Account (Annual) (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
Assets					
Bonds	2,702,686	2,550,058	3,115,642	3,694,284	2,747,651
Preferred Stock	0	0	2,925	2,925	2,925
Common Stock	91,728,349	112,593,253	120,167,163	117,832,640	122,843,023
Cash	28,232	25,228	10,586	928	3,610
Cash Equivalents	38,186	31,945	8,200	32,454	40,599
Short-term Investments	145,086	131,346	557,113	294,581	36,342
Subtotal: Cash & Invested Assets	94,724,708	115,402,749	123,996,987	122,071,560	125,924,632
Other Investments	235,938	64,604	-1,168,584	-1,224,500	-1,368,026
Total Separate Account Assets	94,960,646	115,467,353	122,828,404	120,847,060	124,556,606
Liabilities					
Aggregate Reserves Life Contracts	91,231,256	111,656,451	119,508,199	117,513,435	121,903,737
Depo Type Contracts Fund Balance	603,817	600,770	603,078	601,415	200,116
Interest Maintenance Reserve	0	0	9	0	0
Other Transfers to Genl Accts: Liab	2,675,836	3,122,628	3,564,143	3,810,718	3,824,071
Other Liabilities	449,420	113,321	480,870	361,968	240,956
Liabilities	94,960,330	115,493,170	124,156,299	122,287,537	126,168,880
Surplus	317	369	388	371	413

Cash Flow Statement (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Cash from Operations	2,631,217	2,855,637	2,288,784	4,164,334	4,582,795
Net Cash from Investing	-3,444,490	-1,850,950	-3,107,464	-3,764,112	-4,268,960
Net Cash from Financing	-1,678,314	692,256	126,773	-891,559	-1,901,907
Total Net Change in Cash	-2,491,587	1,696,943	-691,908	-491,337	-1,588,073

Asset Valuation Reserve (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
AVR Real Cap Gain Gen Accts	-97,631	-44,104	2,543	-31,485	-69,999
AVR Real Cap Gain Separate Accts	18	-203	61	-2,621	-1,834
AVR Unreal Cap Gain Gen Accts	178,792	-161,951	31,305	13,939	-621
AVR Unreal Cap Gain Separate Accts	56,292	-46,425	-4,656	-24,831	-6,191
Asset Valuation Reserve	891,926	796,855	923,330	990,138	1,024,451

Lapse & Surrender Ratios (%)	2012Y	2013Y	2014Y	2015Y	2016Y
Industrial Life: Lapse & Surrender Ratio	0.00	0.00	0.00	0.00	0.00
Ordinary Life : Lapse & Surrender Ratio	5.62	4.34	4.84	4.22	4.41
Grp Life : Lapse & Surrender Ratio	9.07	11.30	13.90	23.39	24.28
Life ex Annuity: Lapse & Surrender Ratio	6.59	6.47	7.75	10.30	10.30



Analysis of State Premiums (Schedule T)		
Rank	State	Prem (\$000)
1	California	1,864,987
2	Florida	1,788,365
3	Texas	1,319,259
4	Pennsylvania	1,049,619
5	New Jersey	782,194
--	All Other	12,743,224

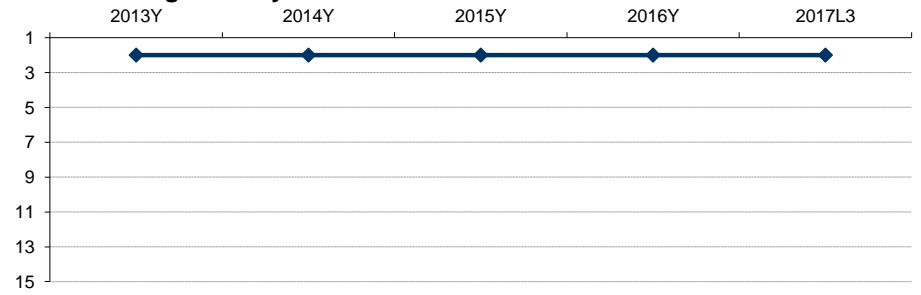
Life and Accident & Health Premiums & Annuity Considerations (Schedule T)		(\$000)
Life Insurance Premiums		6,726,569
Annuity Considerations		11,565,467
A&H Prem, Incl Policy, M'ship & Other Fees		1,255,613
Other Considerations		0
Deposit Type Contracts		0
Total		19,547,648

Life Insurance In Force (\$000)	2016Y
Ordinary - Whole Life & Endowment	313,895,427
Ordinary- Term Life	495,004,014
Credit Life	207
Group, Excluding FEGLI/SGLI	322,407,858
Industrial Life	14,221
FEGLI/SGLI	0
Total	1,131,321,727

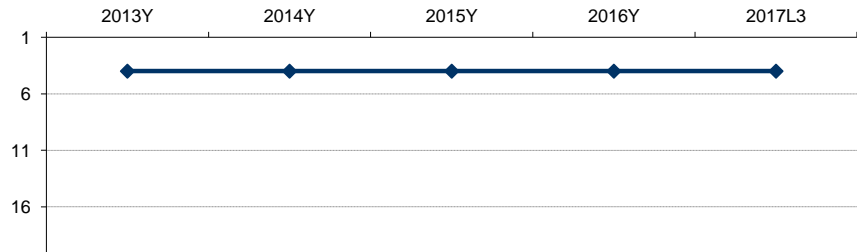
Analysis of Line of Business (\$000)	2016Y
Ordinary: Life insurance	5,788,618
Ordinary: Individual annuities	8,143,987
Group: Life insurance	677,596
Group: Annuities	3,700,479
Accident & health: Group	1,212,300
Accident & health: Other	25,687
Total premiums & annuity considerations	19,548,666

Financial Strength Ratings	2013Y	2014Y	2015Y	2016Y	2017L3
AM Best	A+	A+	A+	A+	A+
<i>Weightage</i>	2	2	2	2	2
S&P	AA-	AA-	AA-	AA-	AA-
<i>Weightage</i>	4	4	4	4	4
Moody's	A1	A1	A1	A1	A1
<i>Weightage</i>	5	5	5	5	5
Fitch	A+	A+	A+	A+	A+
<i>Weightage</i>	5	5	5	5	5

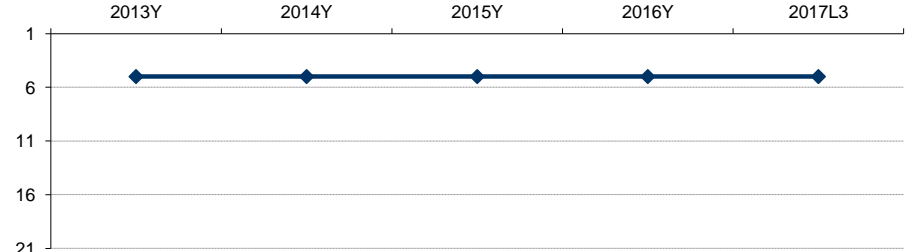
AM Best - Ratings History



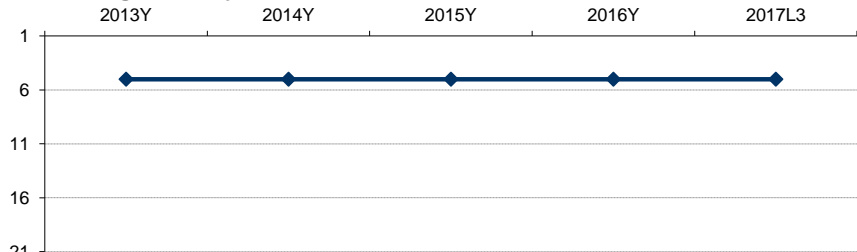
S&P - Ratings History



Moody's - Ratings History



Fitch - Ratings History





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Fax	(413) 226-4086	Chief Financial Officer	Elizabeth Ward Chicares
Email	SMCCALLEN@MASSMUTUAL.COM	President	Roger William Crandall

Financial Strength Ratings	Rating	Date	Direction	Watch/Outlook
Fitch	AA+	12/15/2017	Affirm	Outlook Stable
Moody's	Aa2	12/06/2017	Affirm	Outlook Negative
S&P	AA+	06/10/2013	--	Outlook Stable
AM Best	A++	06/14/2017	Affirm	--
Carrier Rating Index (CRI)	98			

Key Financial Ratios (%)	2013Y	2014Y	2015Y	2016Y	2017L3
ACL Risk Based Capital Ratio (%)	907.50	993.37	1,000.94	917.90	NA
Liquidity Ratio	69.44	66.26	65.05	67.96	66.77
Industry Average	80.28	79.63	79.84	78.90	78.97
Bonds rated 3-6/Total Bonds	6.72	7.96	8.20	8.53	9.06
Industry Average	5.85	5.92	5.94	6.08	5.81
Net % Chg in Capital and Surplus	-1.28	13.63	5.28	2.94	-2.45
Industry Average	1.63	6.62	3.75	3.66	5.73
Leverage Ratio	893.21	861.36	901.05	946.95	944.14
Industry Average	1,007.87	984.34	965.85	982.20	968.83

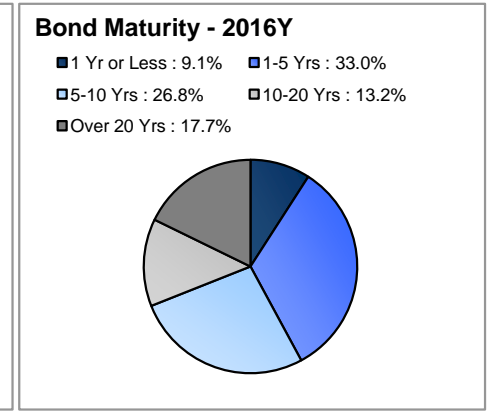
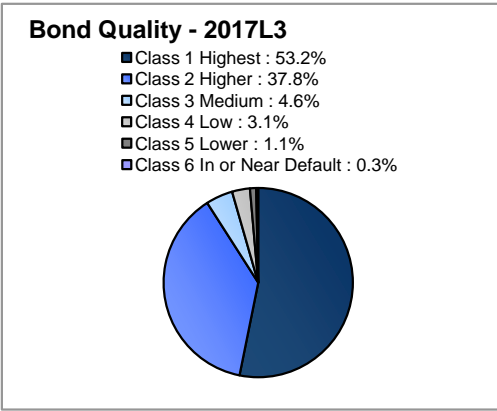
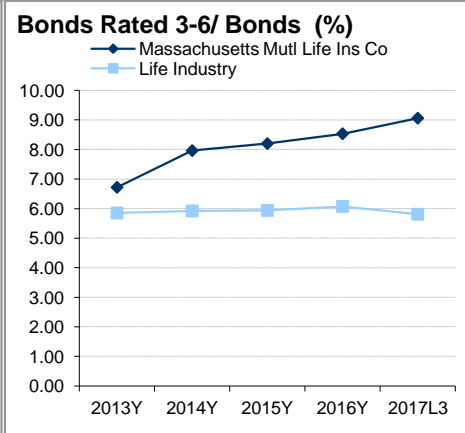
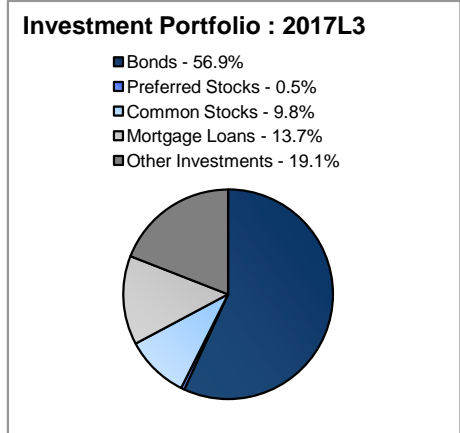
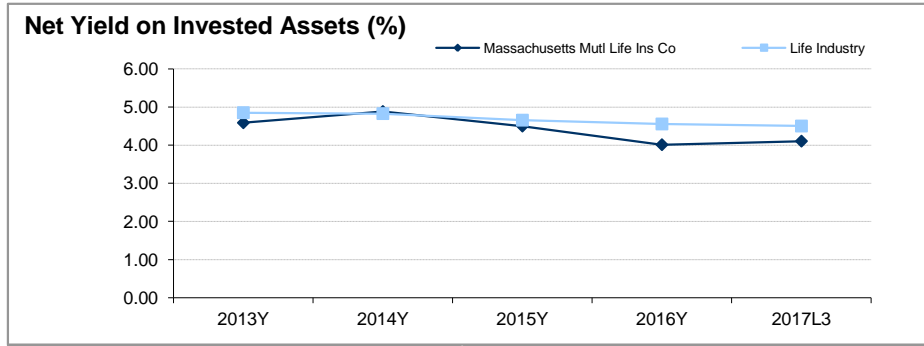
Investment Analysis (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Investment Income	5,281,825	6,140,051	6,246,442	6,198,498	6,472,452
Realized Capital Gains	-476,329	166,083	58,636	-208,412	-684,557
Net Chg in Unrlzd Cap Gains Less Tax	-210,584	2,021,876	194,731	1,104,826	-1,079,288
Affiliated Investments	15,909,558	16,961,435	17,893,338	23,663,608	24,322,775
Total Preferred Stock	493,522	524,695	532,950	464,925	835,059
Total Common Stock	7,378,388	9,128,287	9,099,962	15,363,385	15,833,397
Total Mortgage Loans	16,473,709	19,356,685	22,007,729	20,963,342	22,160,387
Total Real Estate	849,212	775,877	928,177	976,680	820,729
Total Bonds (incl Short-Term)	70,869,866	76,296,233	82,421,144	87,641,996	91,812,091
Total Cash & Investments	120,490,274	133,044,190	143,759,908	154,886,062	161,430,902
Net Yield on Invested Assets (%)	4.59	4.88	4.50	4.01	4.11
Industry Average (%)	4.85	4.83	4.66	4.56	4.50

Financial Highlights (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Total Cash and Investments	120,490,274	133,044,190	143,759,908	154,886,062	161,430,902
Separate Account Assets	58,391,682	60,384,442	60,385,550	62,203,996	66,916,947
Total Assets	182,776,471	197,189,089	210,358,711	223,670,466	235,570,302
Total Policy Reserves	86,153,810	93,290,506	102,626,238	112,185,948	116,219,020
Total Liabilities	170,252,024	182,957,763	195,376,179	208,246,976	219,417,886
Capital, Surplus and AVR	14,718,993	16,851,604	17,799,670	18,601,498	19,417,933
As a % of GA Assets (%)	11.83	12.32	11.87	11.52	11.51
Prem, Consideration and Deposits	20,436,929	18,392,251	21,542,749	21,431,972	20,795,258
Net Investment Income Earned	5,281,825	6,140,051	6,246,442	6,198,498	6,472,452
Net Income	-285,613	623,125	412,181	-13,883	61,627
Pre-Tax Operating Income	49,207	479,566	200,270	-131,890	432,876
Total Revenue	26,762,857	25,590,359	28,727,152	29,049,454	29,116,747

Growth Rates & Trends (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Admitted Assets Growth	17.43	7.89	6.68	6.33	2.35
Total Liabilities Growth	19.09	7.46	6.79	6.59	2.72
Direct Premiums Written Growth	-8.07	-9.96	19.75	2.67	-2.27
Pre-Tax Operating Income Growth	-90.86	874.60	-58.24	NM	95.47
Net Income Growth	NM	NM	-33.85	NM	-87.05
Investment Income Growth	10.08	16.25	1.73	-0.77	-0.67
Revenue Growth	3.53	-4.38	12.26	1.12	-1.21
Admitted Assets Five-year CAGR	9.84	10.20	10.22	10.31	9.29
Capital & Surplus Five-year CAGR	8.16	8.98	7.67	6.20	4.90

Profitability Analysis (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Yield on Invested Assets	4.59	4.88	4.50	4.01	4.11
Pre-Tax Operating Margin	0.18	1.87	0.70	-0.45	1.49
Return on Average Equity (C&S)	-2.30	4.63	2.81	-0.09	0.39
Pre-Tax Operating ROAE	0.40	3.56	1.37	-0.84	2.77
Return on Average Assets	-0.16	0.33	0.20	-0.01	0.03

Asset Quality Analysis (%)	2012Y	2013Y	2014Y	2015Y	2016Y
Non-Investment Grade Bonds (Class 3-6)					
Non-Inv Grade Bonds/Total Bonds	6.22	6.72	7.96	8.20	8.53
Non-Inv Grad Bonds/Surplus & AVR	25.08	32.35	36.05	37.96	40.20
Non-Performing Bonds (Class 6)					
Non-Perf Bonds/Total Bonds	0.21	0.54	0.65	0.44	0.41
Non-Perf Bonds/Surplus & AVR	0.85	2.60	2.92	2.03	1.94
Non-Performing Mortgages & Real Estate					
Non-Perf Mort & R.E./Total Mort & R.E	0.66	0.66	0.83	0.74	0.72
Non-Perf Mort & R.E./Surplus & AVR	0.69	0.78	0.99	0.96	0.85
Non-Performing Assets/Surplus & AVR					
Bonds In or Near Default (Class 6)	0.85	2.60	2.92	2.03	1.94
Problem Mortgages (Foreclosure)	0.00	0.00	0.00	0.00	0.00
RE Acq by Foreclosure (Occupied)	0.01	0.78	0.99	0.96	0.85
Total Non-Perf Assets/Surplus & AVR	0.85	3.37	3.92	2.99	2.79
Total Non-Perf Assets/Invested Assets	0.22	0.41	0.50	0.37	0.33



Bond Quality / Maturity - Annual Only	2012Y	2013Y	2014Y	2015Y	2016Y
Weighted Avg Class	1.53	1.57	1.57	1.58	1.60
Weighted Avg Maturity	8.34	8.01	8.20	8.42	8.42

Cap Adequacy & Leverage (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Surplus as Regards Policyholders	12,524,447	14,231,326	14,982,532	15,423,490	16,152,416
Affiliated Investments	15,909,558	16,961,435	17,893,338	23,663,608	24,322,775
Asset Valuation Reserve	2,194,546	2,620,278	2,817,138	3,178,008	3,265,517
Interest Maintenance Reserve	498,614	628,009	349,152	4,864	-13
RBC - Total Adjusted Capital	14,531,382	16,353,434	17,340,787	17,276,323	NA
ACL - Risk Based Capital	1,601,246	1,646,253	1,732,442	1,882,163	NA

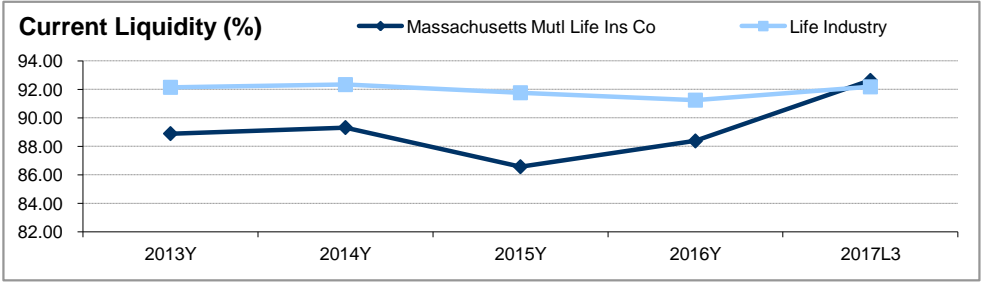
Risk Based Capital Ratio (%)	907.50	993.37	1,000.94	917.90	NA
Surplus Notes/C&S (%)	13.89	12.23	14.89	14.47	14.04
Surplus Relief/C&S (%)	0.00	0.00	0.00	0.00	NA
Affiliated Investments/C&S (%)	127.03	119.18	119.43	153.43	150.58
Stockholder Dividends/C&S (%)	0.00	0.00	0.00	0.00	0.00
Prem, Consid and Dep/C&S (%)	164.45	136.67	146.96	135.79	133.03
Total Reserves & Deposits/C&S (%)	763.01	719.09	754.99	802.41	800.90
Liabilities/Capital & Surplus (%)	893.21	861.36	901.05	946.95	944.14

Liquidity Ratios (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Cash & Short-Term Inv/Liabilities	3.75	1.53	2.26	2.55	1.64
Cash, Comm & Liquid Bonds/Liabilities	69.44	66.26	65.05	67.96	66.77
Cash & Short-Term Inv/C&S	33.52	13.21	20.35	24.16	15.45
Current Liquidity	88.90	89.32	86.57	88.38	92.63
Total Public Bonds/ Total Bonds	49.74	47.84	43.93	42.44	NA

Reinsurance Analysis (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
Premiums & Annuity Considerations Ceded					
General Acct: Ceded: Life Premiums	566,363	601,693	644,980	691,798	1,206,778
Sep Accts: Ceded: Life Premiums	0	0	0	0	0
A&H: Ceded: A&H Premiums	144,818	142,249	136,300	127,420	122,708

IRIS Ratios	Unusual Values Equal to or		2014Y	2015Y	2016Y
	Over	Under			
Net Change in Capital and Surplus	50	-10	14	2	3
Gross Change in Capital and Surplus	50	-10	14	5	3
Net Income to Total Income	---	0	2	1	0 *
Adequacy of Investment Income	900	125	151	144	132
Non-Admitted to Admitted Assets	10	---	1	1	1
Total RE & Mrtg Lns to Cash & Inv Ass	30	---	17	17	15
Total Affiliated Investments to C&S	100	---	120 *	120 *	154 *
Surplus Relief					
(Over \$5 Million Capital & Surplus)	30	-99	0	0	2
(\$5 Million or Less Capital & Surplus)	10	-10			
Change in Premium	50	-10	-9	44	-2
Change in Product Mix	5	---	1.5	1.3	0.4
Change in Asset Mix	5	---	0.4	0.2	0.5
Change in Reserving	20	-20	8	-2	2

*Indicates an unusual value.
 NOTE: Year to year assessment of IRIS Ratios is not always significant due to periodic changes in the complements of each ratio.





Balance Sheet (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Assets					
Net Adm Cash, Cash Equity, ST Inv	4,198,002	1,880,018	3,048,645	3,725,936	2,495,916
Bonds	67,195,588	74,719,297	79,546,596	83,820,818	89,402,041
Fair Value Bonds	69,754,629	79,687,484	81,222,440	86,731,808	NA
Non-Inv Grade Bonds	4,762,152	6,075,042	6,757,262	7,478,063	8,318,125
Preferred Stocks	493,522	524,695	532,950	464,925	835,059
Common Stocks	7,378,388	9,128,287	9,099,962	15,363,385	15,833,397
Affiliated Investments	15,909,558	16,961,435	17,893,338	23,663,608	24,322,775
First Lien Real Estate Loans	16,464,968	19,356,685	22,007,729	20,961,092	22,160,387
Real Estate Loans Less First Liens	0	0	0	0	0
Total Mortgage Loans	16,464,968	19,356,685	22,007,729	20,961,092	22,160,387
Occupied Properties	114,498	167,623	170,370	158,136	147,102
Income Generating Properties	733,819	607,612	756,334	737,451	673,112
Properties for Sale	895	643	1,473	81,093	514
Total Real Estate	849,212	775,877	928,177	976,680	820,729
Contract Loans	10,585,155	11,154,831	11,812,578	12,461,291	13,140,942
Other Invested Assets	7,189,413	6,969,993	7,473,266	7,186,889	7,243,439
Receivables for Securities	19,179	3,916	41,927	161,586	241,989
Aggregate write-ins for Inv Assets	0	0	0	0	0
Subtotals, Cash & Invested Assets	120,490,274	133,044,190	143,759,908	154,886,062	161,430,902
Premiums & Considerations Due	657,225	716,851	759,573	783,657	714,135
Reinsurance Recoverable	127,830	75,782	69,742	33,348	76,637
Other Assets	3,109,461	2,967,823	5,383,938	5,763,403	6,431,681
Separate Account Assets	58,391,682	60,384,442	60,385,550	62,203,996	66,916,947
Total Net Admitted Assets	182,776,471	197,189,089	210,358,711	223,670,466	235,570,302
Liabilities					
Aggregate Res For Life Contracts	83,604,977	90,679,672	99,942,257	109,391,085	113,372,502
Aggregate Reserves A&H Contracts	2,548,833	2,610,834	2,683,981	2,794,862	2,846,519
Reserve for Deposit Type Contracts	9,408,619	9,044,957	10,491,118	11,574,148	13,145,828
Total Policy Reserves	86,153,810	93,290,506	102,626,238	112,185,948	116,219,020
Life & A&H Contract Claims	336,493	352,587	444,542	363,004	522,414
Provi - Policyholders' Divi & Cpns P'ble	1,487,575	1,568,906	1,731,293	1,599,172	1,654,291
Dividends apportioned for pmt	1,487,575	1,568,906	1,731,293	1,599,172	1,654,291
Dividends not yet apportioned for pr	0	0	0	0	0
Coupons and similar benefits	0	0	0	0	0
Interest Maintenance Reserve	498,614	628,009	349,152	4,864	-13
Asset Valuation Reserve (AVR)	2,194,546	2,620,278	2,817,138	3,178,008	3,265,517
Reinsurance in unauthorized Co	0	0	0	0	0
Funds held under Reins treaties	0	0	0	0	0
Payable to parent, sub and affiliates	45,748	22,913	18,212	36,596	20,722
Drafts outstanding	0	0	0	0	0
Lia for amt held under uninsured plan	0	0	0	0	0
Payable for securities	311,805	74,549	142,216	168,191	223,294
Aggregate write-ins for Liabilities	5,353,829	7,498,434	8,817,870	9,281,690	8,831,456
Total Liabilities excl Sep Acct Liabilities	111,869,643	122,583,281	134,999,743	146,052,119	152,500,945
Separate Account Liabilities	58,382,381	60,374,483	60,376,436	62,194,857	66,916,941
Total Liabilities	170,252,024	182,957,763	195,376,179	208,246,976	219,417,886
Total Capital and Surplus					
Common capital stock	0	0	0	0	0
Preferred capital stock	0	0	0	0	0
Agg write-in - other than spcl sur fun	0	0	0	0	0
Surplus notes	1,739,816	1,740,221	2,231,637	2,231,931	2,267,519
Gross paid in & contributed surplus	0	0	0	0	0
Aggregate write-ins for spcl sur fund	3,250	3,250	3,250	3,250	3,250
Unassigned funds (surplus)	10,781,381	12,487,855	12,747,645	13,188,309	13,881,647
Surplus as Regards Policyholders	12,524,447	14,231,326	14,982,532	15,423,490	16,152,416
Total Liabilities and C&S	182,776,471	197,189,089	210,358,711	223,670,466	235,570,302

Income Statement (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Revenue					
Prem & Annuity Consi: Life, A&H	20,418,821	18,377,045	21,530,383	21,408,423	20,778,159
Consi for Contracts w/ Life Conti	18,108	15,206	12,366	23,549	17,099
Net Investment Income Earned	5,281,825	6,140,051	6,246,442	6,198,498	6,472,452
Amortization of Int Maintenance Res	188,917	191,750	140,397	135,289	121,284
Sep Acc Gain - Ope ex Unreal Gains	16	28	-13	3	1,003
Comm and Exp Allow on Reins Ceded	107,438	108,676	110,106	398,451	410,285
Reserve Adj on reinsurance ceded	49,807	21,072	16,029	82,715	78,510
Miscellaneous Income	697,926	746,182	671,441	802,526	1,237,955
Fee Incm: Inv Mgt & Sep Acc Contract	318,105	340,740	361,717	355,791	365,405
Fee Incm: Deposit type Contracts	0	0	0	0	0
Aggregate Write Ins for Misc Incm	379,821	405,443	309,724	446,735	872,550
Total Revenue	26,762,857	25,590,359	28,727,152	29,049,454	29,116,747
Benefits and Incr in Aggregate Res for Life and A&H Contracts					
Benefits:					
Death Benefits	1,352,514	1,432,010	1,763,897	1,691,840	1,859,381
Matured Endo ex Annual Pure Endo	16,066	15,136	15,081	22,099	26,089
Annuity Benefits	1,153,091	1,305,396	1,469,389	1,716,611	1,934,234
Disability, A&H Benefits	351,064	353,841	365,311	364,195	368,954
Coupons, Pure Endo & Similar Benfit	0	0	0	0	0
Surr Benfits, Withdra - Life Contract	15,187,977	13,125,050	12,368,839	14,003,404	16,091,253
Group Conversions	0	0	0	0	0
Int & Adj on Deposit Type Contracts	286,689	296,710	283,861	313,263	320,800
Pymts on Supp Cntract w/ Life Conti	9,680	10,164	10,866	11,492	12,264
Incr in Aggr Res for L and A&H Contract	6,972,826	7,081,466	9,344,994	9,611,871	7,436,973
Total Benefits & Aggregate Reserve	25,329,907	23,619,772	25,622,237	27,734,775	28,049,948
Expense					
Commissions	1,138,409	813,881	869,324	938,435	1,003,272
Comm on Prems, Annty, Depo Fnds	659,385	687,950	743,202	835,574	908,974
Reinsurance Comm: Assumed Total	479,024	125,930	126,122	102,861	94,298
General Insurance Expenses	1,702,466	1,792,001	1,789,845	2,242,669	2,618,041
Taxes, Lic, & Fee Expenses Incurred	186,023	200,415	187,133	237,374	246,675
Incr in loading on defrd&unclectd Prem	4,704	3,173	5,389	43,039	41,853
Net transfers to or (from) Sep Acc	-1,080,758	-1,278,806	-753,445	-2,224,884	-4,009,976
Aggregate write-ins for deductions	-2,041,896	-1,592,969	-921,194	-1,355,696	-767,726
Total Expenses	25,238,856	23,557,468	26,799,289	27,615,713	27,182,087
Net Income (Loss)					
Net Gain frm Ope bfr Divi & Inc Tax	1,524,001	2,032,891	1,927,863	1,433,741	1,934,660
Dividends	1,474,794	1,553,324	1,727,594	1,565,631	1,501,785
Net Gains from Ope bfr Incm Taxes	49,207	479,566	200,270	-131,890	432,876
Federal and Foreign Income Taxes	-141,509	22,525	-153,276	-326,419	-313,308
Net Gain Afr Div Inc Tax, bfr Cap Gain	190,716	457,042	353,545	194,529	746,184
Net Realized Capital Gains (Losses)	-476,329	166,083	58,636	-208,412	-684,557
Net Income (Loss)	-285,613	623,125	412,181	-13,883	61,627

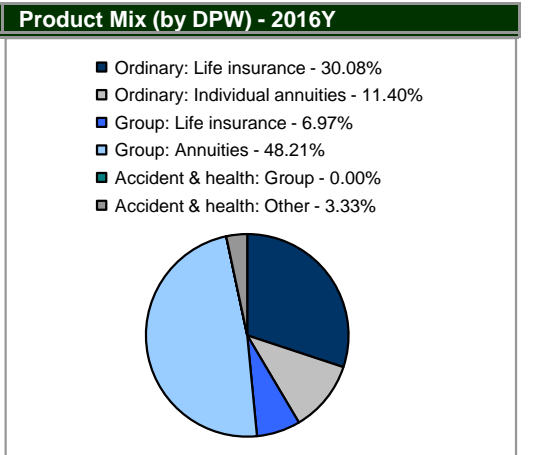
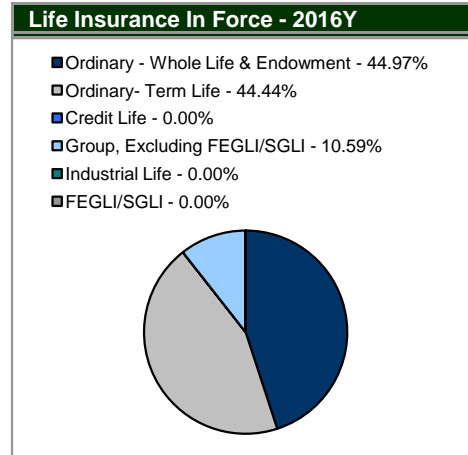
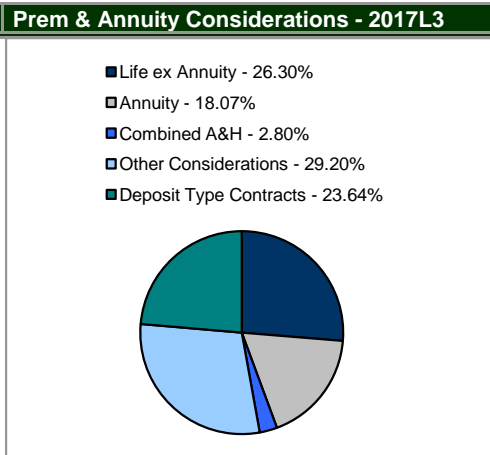
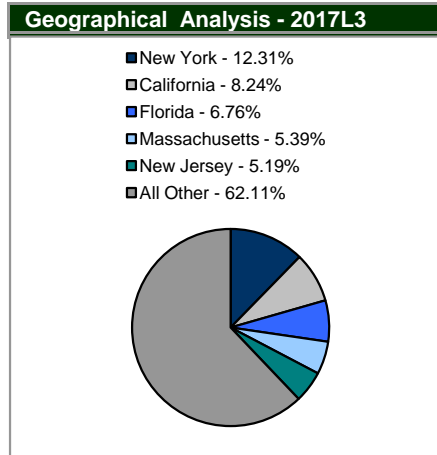


Separate Account (Annual) (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
Assets					
Bonds	12,003,129	14,697,617	15,593,343	16,893,049	18,644,968
Preferred Stock	3,063	2,763	0	0	0
Common Stock	35,978,350	39,414,172	40,518,408	39,711,573	39,951,372
Cash	17,494	8,726	362	12,023	12,773
Cash Equivalents	2,427,808	2,051,379	2,030,265	2,001,105	1,729,967
Short-term Investments	630,945	867,376	847,296	389,344	659,254
Subtotal: Cash & Invested Assets	51,559,531	57,573,161	59,653,817	59,755,837	61,764,871
Other Investments	780,675	818,521	730,625	629,721	439,076
Total Separate Account Assets	52,340,206	58,391,682	60,384,442	60,385,558	62,203,947
Liabilities					
Aggregate Reserves Life Contracts	50,941,561	56,900,583	58,715,407	57,554,926	58,214,266
Depo Type Contracts Fund Balance	250,399	250,381	496,523	1,824,262	3,209,569
Interest Maintenance Reserve	0	0	0	0	0
Other Transfers to Genl Accts: Liab	246,580	250,514	228,559	206,269	180,508
Other Liabilities	892,845	980,902	933,993	790,988	590,465
Liabilities	52,331,385	58,382,381	60,374,483	60,376,444	62,194,808
Surplus	8,821	9,301	9,960	9,114	9,139

Cash Flow Statement (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Cash from Operations	7,563,695	6,998,820	7,800,198	9,338,558	8,665,616
Net Cash from Investing	-14,473,794	-11,111,527	-6,720,024	-9,156,362	-8,693,182
Net Cash from Financing	8,292,117	1,794,723	88,453	495,095	-693,931
Total Net Change in Cash	1,382,017	-2,317,984	1,168,627	677,291	-721,497

Asset Valuation Reserve (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
AVR Real Cap Gain Gen Accts	-53,810	20,919	166,071	18,214	-57,064
AVR Real Cap Gain Separate Accts	0	0	0	0	0
AVR Unreal Cap Gain Gen Accts	752,996	128,285	593,296	-57,588	331,707
AVR Unreal Cap Gain Separate Accts	0	0	0	0	0
Asset Valuation Reserve	1,928,271	2,194,546	2,620,278	2,817,138	3,178,008

Lapse & Surrender Ratios (%)	2012Y	2013Y	2014Y	2015Y	2016Y
Industrial Life: Lapse & Surrender Ratio	NA	NA	NA	NA	NA
Ordinary Life : Lapse & Surrender Ratio	5.06	4.67	4.24	4.02	4.10
Grp Life : Lapse & Surrender Ratio	8.95	5.53	3.69	3.79	2.58
Life ex Annuity: Lapse & Surrender Ratio	5.49	4.76	4.18	4.00	3.94



Analysis of State Premiums (Schedule T)

Rank	State	Prem (\$000)
1	New York	2,359,246
2	California	1,580,070
3	Florida	1,295,477
4	Massachusetts	1,032,495
5	New Jersey	994,735
--	All Other	11,904,899

Life and Accident & Health Premiums & Annuity Considerations (Schedule T)

	(\$000)
Life Insurance Premiums	6,600,445
Annuity Considerations	4,535,288
A&H Prem, Incl Policy, M'ship & Other Fees	701,835
Other Considerations	7,329,355
Deposit Type Contracts	5,933,093
Total	25,100,016

Life Insurance In Force (\$000)

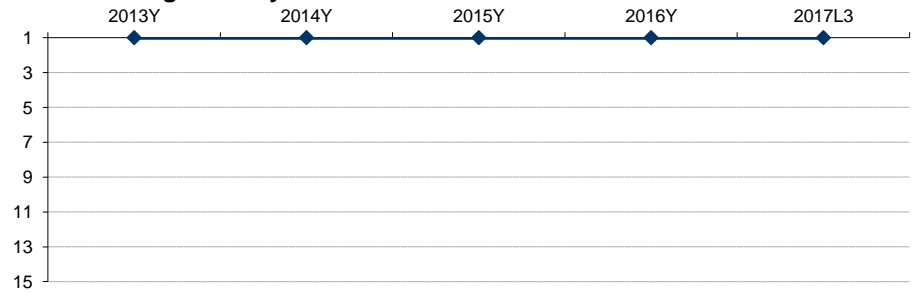
	2016Y
Ordinary - Whole Life & Endowment	256,056,164
Ordinary- Term Life	253,041,259
Credit Life	0
Group, Excluding FEGLI/SGLI	60,320,208
Industrial Life	0
FEGLI/SGLI	0
Total	569,417,631

Analysis of Line of Business (\$000)

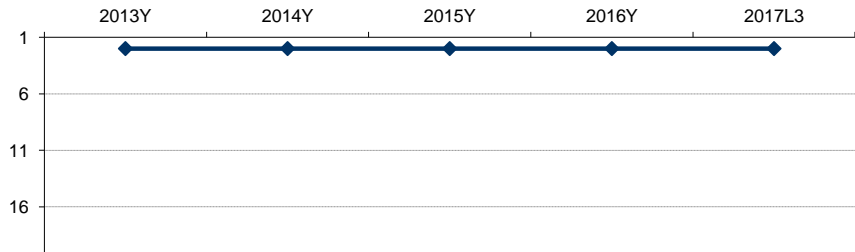
	2016Y
Ordinary: Life insurance	6,406,228
Ordinary: Individual annuities	2,428,271
Group: Life insurance	1,485,245
Group: Annuities	10,266,489
Accident & health: Group	160
Accident & health: Other	709,495
Total premiums & annuity considerations	21,295,889

Financial Strength Ratings	2013Y	2014Y	2015Y	2016Y	2017L3
AM Best	A++	A++	A++	A++	A++
<i>Weightage</i>	1	1	1	1	1
S&P	AA+	AA+	AA+	AA+	AA+
<i>Weightage</i>	2	2	2	2	2
Moody's	Aa2	Aa2	Aa2	Aa2	Aa2
<i>Weightage</i>	3	3	3	3	3
Fitch	AA+	AA+	AA+	AA+	AA+
<i>Weightage</i>	2	2	2	2	2

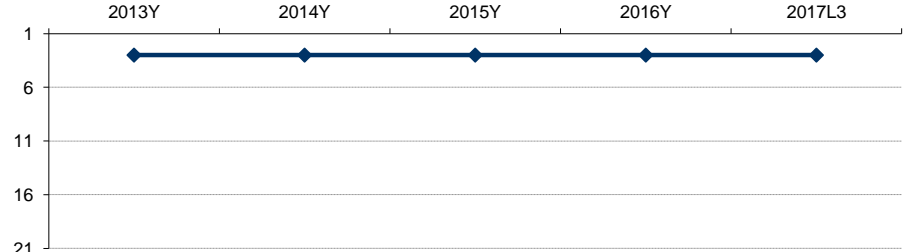
AM Best - Ratings History



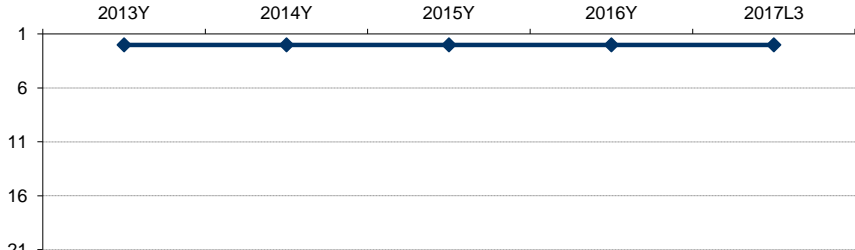
S&P - Ratings History



Moody's - Ratings History



Fitch - Ratings History





51 Madison Avenue Suite 3200 New York, NY, 10010-1603 Phone: (212) 576-7000 Website: http://www.newyorklife.com	SNL Group: New York Life (SNL Life Group) Ultimate Parent: New York Life Insurance Group Business Focus: Life and Annuities Focus Distribution Channel: Captive/Career Agency, Independent Agency NAIC Own Struct/Co Code: Mutual Company/66915 Tax Identification No: 13-5582869
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Fax	(212) 252-5699	Chief Financial Officer	John Thomas Fleurant
Email	statement_contact@newyorklife.com	President	John Yong Kim

Financial Strength Ratings	Rating	Date	Direction	Watch/Outlook
Fitch	AAA	06/27/2017	Affirm	Outlook Stable
Moody's	Aaa	07/27/2017	Affirm	Outlook Stable
S&P	AA+	06/10/2013	--	Outlook Stable
AM Best	A++	07/20/2017	Affirm	--
Carrier Rating Index (CRI)	100			

Key Financial Ratios (%)	2013Y	2014Y	2015Y	2016Y	2017L3
ACL Risk Based Capital Ratio (%)	1,121.22	1,067.62	1,098.80	1,099.61	NA
Liquidity Ratio	70.98	69.10	73.81	74.78	75.31
Industry Average	80.28	79.63	79.84	78.90	78.97
Bonds rated 3-6/Total Bonds	7.52	7.82	7.67	6.79	5.91
Industry Average	5.85	5.92	5.94	6.08	5.81
Net % Chg in Capital and Surplus	7.76	4.21	4.78	3.14	4.68
Industry Average	1.63	6.62	3.75	3.66	5.73
Leverage Ratio	616.28	622.69	675.71	680.66	674.99
Industry Average	1,007.87	984.34	965.85	982.20	968.83

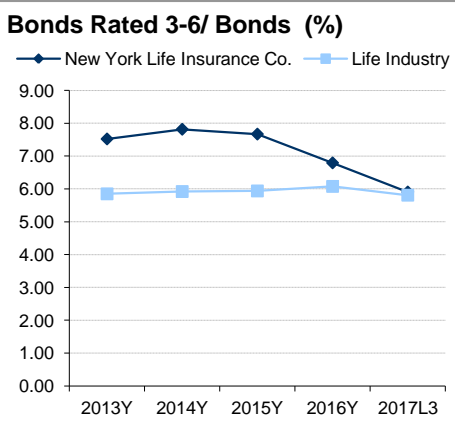
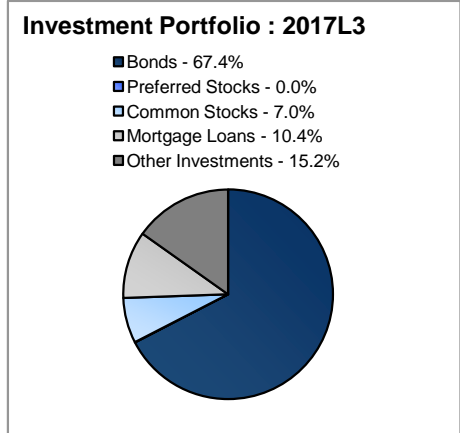
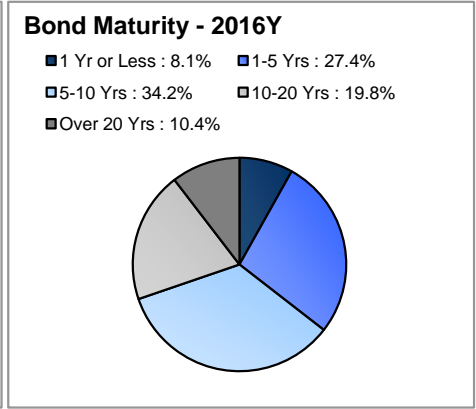
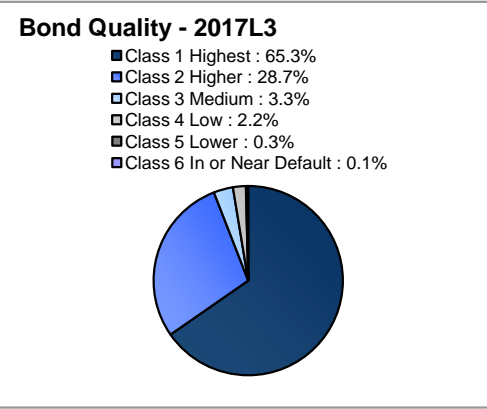
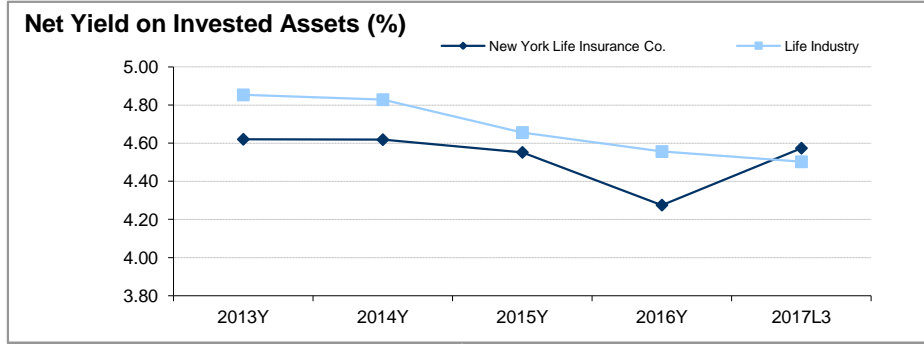
Investment Analysis (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Investment Income	5,176,978	5,402,243	5,818,874	5,961,418	6,615,591
Realized Capital Gains	47,221	-53,498	-302,863	-308,671	-233,616
Net Chg in Unrlzd Cap Gains Less Tax	306,167	1,061,476	541,987	178,253	454,137
Affiliated Investments	15,360,231	17,360,684	15,099,874	15,517,083	16,408,469
Total Preferred Stock	57,919	63,292	59,045	56,185	69,773
Total Common Stock	11,037,190	9,587,845	9,380,422	9,843,533	10,387,511
Total Mortgage Loans	11,153,097	11,831,058	14,601,030	14,852,756	15,415,346
Total Real Estate	514,326	508,593	1,426,093	1,586,478	1,480,060
Total Bonds (incl Short-Term)	71,078,063	75,021,460	90,389,060	96,041,954	100,100,660
Total Cash & Investments	114,321,629	120,705,696	137,216,076	142,785,726	148,527,091
Net Yield on Invested Assets (%)	4.62	4.62	4.55	4.27	4.57
Industry Average (%)	4.85	4.83	4.66	4.56	4.50

Financial Highlights (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Total Cash and Investments	114,321,629	120,705,696	137,216,076	142,785,726	148,527,091
Separate Account Assets	11,318,461	11,808,961	12,326,590	13,796,694	13,576,157
Total Assets	139,197,761	146,267,048	163,554,360	170,761,835	176,416,505
Total Policy Reserves	85,522,675	89,069,091	98,465,228	102,287,139	105,232,410
Total Liabilities	121,343,991	127,661,055	144,058,425	150,654,274	155,404,111
Capital, Surplus and AVR	20,271,908	21,043,637	21,756,273	22,283,029	23,636,489
As a % of GA Assets (%)	15.85	15.65	14.39	14.20	14.52
Prem, Consideration and Deposits	13,048,782	13,933,051	20,397,452	15,441,304	14,511,363
Net Investment Income Earned	5,176,978	5,402,243	5,818,874	5,961,418	6,615,591
Net Income	520,324	848,263	-152,242	298,027	744,040
Pre-Tax Operating Income	374,014	878,589	477,309	444,161	827,356
Total Revenue	18,918,432	19,968,781	27,086,414	21,919,451	21,743,555

Growth Rates & Trends (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Admitted Assets Growth	3.32	5.08	11.82	4.41	3.88
Total Liabilities Growth	2.70	5.21	12.84	4.58	3.78
Direct Premiums Written Growth	-4.63	7.10	0.89	7.97	-3.54
Pre-Tax Operating Income Growth	-52.84	134.91	-45.67	-6.94	13.60
Net Income Growth	-24.64	63.03	NM	NM	25.17
Investment Income Growth	2.31	4.35	7.71	2.45	10.66
Revenue Growth	-2.54	5.55	35.64	-19.08	0.77
Admitted Assets Five-year CAGR	3.48	4.42	6.04	5.50	5.54
Capital & Surplus Five-year CAGR	8.65	6.33	5.79	5.85	5.18

Profitability Analysis (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Yield on Invested Assets	4.62	4.62	4.55	4.27	4.57
Pre-Tax Operating Margin	1.98	4.40	1.76	2.03	3.81
Return on Average Equity (C&S)	3.06	4.55	-0.81	1.52	3.66
Pre-Tax Operating ROAE	2.20	4.71	2.53	2.26	4.07
Return on Average Assets	0.38	0.60	-0.10	0.18	0.43

Asset Quality Analysis (%)	2012Y	2013Y	2014Y	2015Y	2016Y
Non-Investment Grade Bonds (Class 3-6)					
Non-Inv Grade Bonds/Total Bonds	7.77	7.52	7.82	7.67	6.79
Non-Inv Grad Bonds/Surplus & AVR	28.88	26.37	27.86	31.86	29.28
Non-Performing Bonds (Class 6)					
Non-Perf Bonds/Total Bonds	0.06	0.06	0.10	0.06	0.07
Non-Perf Bonds/Surplus & AVR	0.24	0.23	0.36	0.26	0.29
Non-Performing Mortgages & Real Estate					
Non-Perf Mort & R.E./Total Mort & R.E	2.44	2.33	2.79	2.02	1.67
Non-Perf Mort & R.E./Surplus & AVR	1.45	1.34	1.64	1.49	1.24
Non-Performing Assets/Surplus & AVR					
Bonds In or Near Default (Class 6)	0.24	0.23	0.36	0.26	0.29
Problem Mortgages (Foreclosure)	0.00	0.00	0.35	0.20	0.17
RE Acq by Foreclosure (Occupied)	0.01	1.34	1.28	1.29	1.06
Total Non-Perf Assets/Surplus & AVR	0.26	1.57	2.00	1.75	1.53
Total Non-Perf Assets/Invested Assets	0.29	0.28	0.35	0.28	0.24



Bond Quality / Maturity - Annual Only	2012Y	2013Y	2014Y	2015Y	2016Y
Weighted Avg Class	1.46	1.46	1.46	1.48	1.46
Weighted Avg Maturity	8.24	8.39	8.51	8.30	8.35

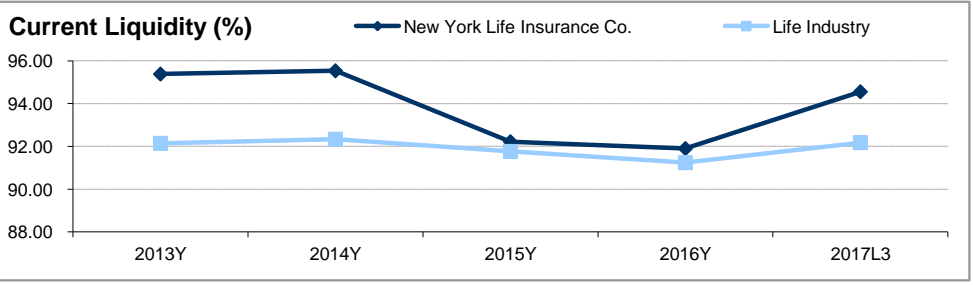
Cap Adequacy & Leverage (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Surplus as Regards Policyholders	17,853,770	18,605,993	19,495,935	20,107,561	21,012,394
Affiliated Investments	15,360,231	17,360,684	15,099,874	15,517,083	16,408,469
Asset Valuation Reserve	2,418,138	2,437,645	2,260,338	2,175,467	2,624,095
Interest Maintenance Reserve	448,350	500,479	593,243	723,641	665,369
RBC - Total Adjusted Capital	21,470,461	21,593,688	22,749,776	23,524,225	NA
ACL - Risk Based Capital	1,914,918	2,022,600	2,070,421	2,139,328	NA
Risk Based Capital Ratio (%)	1,121.22	1,067.62	1,098.80	1,099.61	NA
Surplus Notes/C&S (%)	11.16	10.71	10.22	9.91	9.49
Surplus Relief/C&S (%)	0.00	0.00	0.00	0.00	NA
Affiliated Investments/C&S (%)	86.03	93.31	77.45	77.17	78.09
Stockholder Dividends/C&S (%)	0.00	0.00	0.00	0.00	0.00
Prem, Consid and Dep/C&S (%)	76.67	74.76	108.16	78.54	71.40
Total Reserves & Deposits/C&S (%)	549.64	553.92	583.96	590.44	589.08
Liabilities/Capital & Surplus (%)	616.28	622.69	675.71	680.66	674.99

Reinsurance Analysis (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
Premiums & Annuity Considerations Ceded					
General Acct: Ceded: Life Premiums	297,909	307,239	314,936	4,498,481	478,527
Sep Accts: Ceded: Life Premiums	0	0	0	0	0
A&H: Ceded: A&H Premiums	57,718	53,771	47,482	44,137	40,469

Liquidity Ratios (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Cash & Short-Term Inv/Liabilities	1.20	1.16	3.33	2.18	1.58
Cash, Comm & Liquid Bonds/Liabilities	70.98	69.10	73.81	74.78	75.31
Cash & Short-Term Inv/C&S	7.43	7.21	22.53	14.86	10.66
Current Liquidity	95.38	95.53	92.22	91.90	94.55
Total Public Bonds/ Total Bonds	69.27	66.72	63.63	63.99	NA

IRIS Ratios	Unusual Values Equal to or		2014Y	2015Y	2016Y
	Over	Under			
Net Change in Capital and Surplus	50	-10	4	5	3
Gross Change in Capital and Surplus	50	-10	4	5	3
Net Income to Total Income	---	0	4	-1*	1
Adequacy of Investment Income	900	125	136	145	142
Non-Admitted to Admitted Assets	10	---	1	1	1
Total RE & Mrtg Lns to Cash & Inv Ass	30	---	12	12	12
Total Affiliated Investments to C&S	100	---	95	79	79
Surplus Relief					
(Over \$5 Million Capital & Surplus)	30	-99	0	-2	0
(\$5 Million or Less Capital & Surplus)	10	-10			
Change in Premium	50	-10	16	38	-19*
Change in Product Mix	5	---	0.9	4.1	3.6
Change in Asset Mix	5	---	0.3	0.7	0.3
Change in Reserving	20	-20	2	28*	-26*

*Indicates an unusual value.
NOTE: Year to year assessment of IRIS Ratios is not always significant due to periodic changes in the complements of each ratio.





Balance Sheet (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Assets					
Net Adm Cash, Cash Equity, ST Inv	1,325,716	1,341,354	4,391,984	2,988,954	2,239,222
Bonds	69,926,168	73,566,172	86,178,324	93,048,141	97,831,440
Fair Value Bonds	74,763,994	81,289,015	90,770,913	98,160,132	NA
Non-Inv Grade Bonds	5,345,562	5,863,316	6,932,107	6,523,837	5,912,204
Preferred Stocks	57,919	63,292	59,045	56,185	69,773
Common Stocks	11,037,190	9,563,132	9,380,422	9,843,533	10,387,511
Affiliated Investments	15,360,231	17,360,684	15,099,874	15,517,083	16,408,469
First Lien Real Estate Loans	10,654,837	11,261,317	13,706,972	13,789,804	14,267,718
Real Estate Loans Less First Liens	498,260	569,741	894,057	1,062,952	1,147,628
Total Mortgage Loans	11,153,097	11,831,058	14,601,030	14,852,756	15,415,346
Occupied Properties	271,397	269,756	279,792	236,311	244,498
Income Generating Properties	242,877	238,837	1,146,301	1,349,950	1,235,346
Properties for Sale	52	0	0	216	216
Total Real Estate	514,326	508,593	1,426,093	1,586,478	1,480,060
Contract Loans	8,627,316	8,866,327	10,409,936	10,596,347	10,790,816
Other Invested Assets	10,810,421	14,030,903	9,486,041	8,809,650	9,457,057
Receivables for Securities	380	332	46,833	55,355	117,721
Aggregate write-ins for Inv Assets	45,323	43,397	172,476	142,105	90,377
Subtotals, Cash & Invested Assets	114,321,629	120,705,696	137,216,076	142,785,726	148,527,091
Premiums & Considerations Due	1,685,525	1,723,020	1,836,163	1,842,818	2,213,464
Reinsurance Recoverable	4,568,755	4,451,793	4,309,785	4,213,240	4,146,373
Other Assets	7,303,392	7,577,577	7,865,746	8,123,356	7,953,420
Separate Account Assets	11,318,461	11,808,961	12,326,590	13,796,694	13,576,157
Total Net Admitted Assets	139,197,761	146,267,048	163,554,360	170,761,835	176,416,505
Liabilities					
Aggregate Res For Life Contracts	82,448,017	85,760,865	94,989,603	98,637,340	101,400,343
Aggregate Reserves A&H Contracts	3,074,659	3,308,226	3,475,625	3,649,799	3,832,068
Reserve for Deposit Type Contracts	12,609,388	13,992,817	15,384,187	16,434,973	18,546,803
Total Policy Reserves	85,522,675	89,069,091	98,465,228	102,287,139	105,232,410
Life & A&H Contract Claims	756,195	719,227	797,470	855,319	1,044,564
Provi - Policyholders' Divi & Cpns P'ble	1,433,127	1,605,240	1,772,010	1,865,880	1,932,067
Dividends apportioned for pmt	1,433,127	1,605,240	1,772,010	1,865,880	1,932,067
Dividends not yet apportioned for pr	0	0	0	0	0
Coupons and similar benefits	0	0	0	0	0
Interest Maintenance Reserve	448,350	500,479	593,243	723,641	665,369
Asset Valuation Reserve (AVR)	2,418,138	2,437,645	2,260,338	2,175,467	2,624,095
Reinsurance in unauthorized Co	2,944	1,263	2,010	2,449	2,478
Funds held under Reins treaties	0	0	0	0	0
Payable to parent, sub and affiliates	39,450	42,910	60,958	43,166	20,738
Drafts outstanding	0	0	0	0	0
Lia for amt held under uninsured plan	0	0	0	0	0
Payable for securities	32,738	121,492	193,218	268,727	407,211
Aggregate write-ins for Liabilities	1,601,478	2,520,769	2,357,649	2,344,211	1,542,791
Total Liabilities excl Sep Acct Liabilities	110,030,051	115,856,823	131,735,450	136,863,455	141,831,196
Separate Account Liabilities	11,313,940	11,804,232	12,322,975	13,790,819	13,572,915
Total Liabilities	121,343,991	127,661,055	144,058,425	150,654,274	155,404,111
Total Capital and Surplus					
Common capital stock	0	0	0	0	0
Preferred capital stock	0	0	0	0	0
Agg write-in - other than spcl sur fun	0	0	0	0	0
Surplus notes	1,991,621	1,992,024	1,992,426	1,992,828	1,993,231
Gross paid in & contributed surplus	0	0	0	0	0
Aggregate write-ins for spcl sur fund	0	0	0	0	0
Unassigned funds (surplus)	15,862,149	16,613,969	17,503,509	18,114,733	19,019,163
Surplus as Regards Policyholders	17,853,770	18,605,993	19,495,935	20,107,561	21,012,394
Total Liabilities and C&S	139,197,761	146,267,048	163,554,360	170,761,835	176,416,505

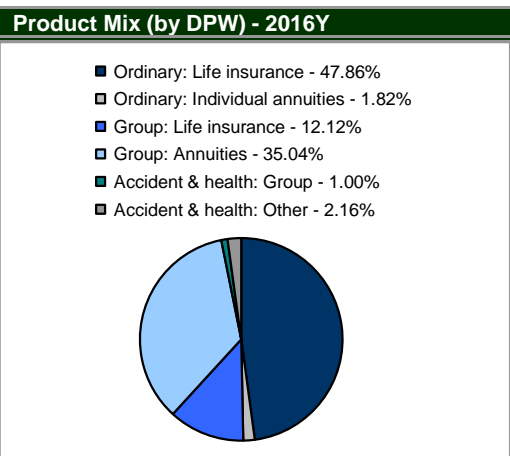
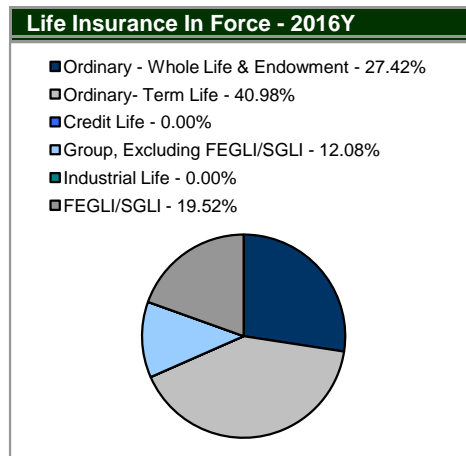
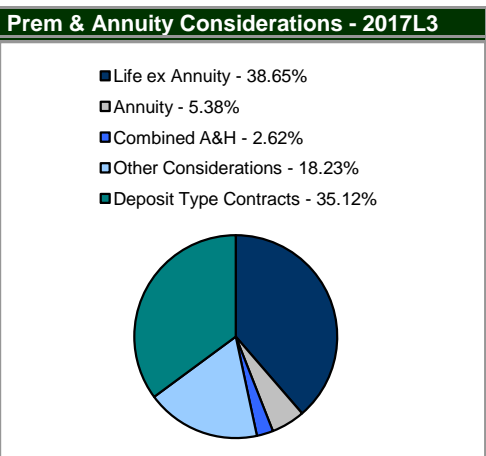
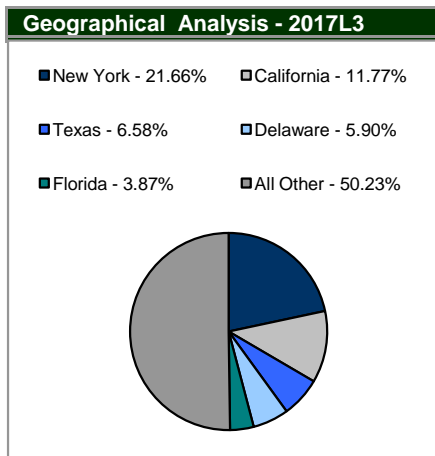
Income Statement (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Revenue					
Prem & Annuity Consi: Life, A&H	13,047,798	13,931,943	20,395,983	15,440,137	14,510,338
Consi for Contracts w/ Life Conti	985	1,108	1,469	1,167	1,024
Net Investment Income Earned	5,176,978	5,402,243	5,818,874	5,961,418	6,615,591
Amortization of Int Maintenance Res	107,235	119,247	149,365	116,608	109,699
Sep Acc Gain - Ope ex Unreal Gains	0	0	0	0	-5,139
Comm and Exp Allow on Reins Ceded	18,950	19,241	351,277	31,533	35,106
Reserve Adj on reinsurance ceded	-74,481	-87,287	-111,236	-141,715	-75,462
Miscellaneous Income	638,841	580,111	478,380	510,303	552,398
Fee Incm: Inv Mgt & Sep Acc Contract	12,039	13,155	12,868	12,869	12,215
Fee Incm: Deposit type Contracts	37,560	72,085	75,085	75,705	72,523
Aggregate Write Ins for Misc Incm	589,242	494,871	390,427	421,730	467,659
Total Revenue	18,918,432	19,968,781	27,086,414	21,919,451	21,743,555
Benefits and Incr in Aggregate Res for Life and A&H Contracts					
Benefits:					
Death Benefits	3,195,332	3,374,268	3,588,207	3,872,041	3,878,584
Matured Endo ex Annual Pure Endo	9,239	9,872	12,152	14,451	18,299
Annuity Benefits	1,151,661	1,153,937	1,168,952	1,169,522	1,201,586
Disability, A&H Benefits	378,587	215,789	225,477	232,470	239,749
Coupons, Pure Endo & Similar Benfit	0	0	0	0	0
Surr Benfits, Withdra - Life Contract	6,275,368	6,360,526	6,160,264	5,780,824	6,471,030
Group Conversions	37,627	19,175	40,945	22,911	19,429
Int & Adj on Deposit Type Contracts	295,729	272,726	290,709	306,396	364,906
Pymts on Supp Cntract w/ Life Conti	3,310	2,519	2,747	3,519	4,031
Incr in Aggr Res for L and A&H Contract	3,462,650	3,582,416	9,253,839	3,848,412	4,093,492
Total Benefits & Aggregate Reserve	14,809,502	14,991,228	20,743,292	15,250,546	16,291,108
Expense					
Commissions	441,210	447,424	1,238,758	553,431	586,366
Comm on Prens, Annty, Depo Fnds	363,169	376,519	405,698	451,981	481,173
Reinsurance Comm: Assumed Total	78,041	70,905	833,060	101,450	105,193
General Insurance Expenses	1,894,266	1,867,427	2,125,380	2,321,982	2,374,077
Taxes, Lic, & Fee Expenses Incurred	194,671	199,750	196,934	196,995	219,691
Incr in loading on defrd&unclectd Prem	20,655	-7,126	3,612	4,884	5,968
Net transfers to or (from) Sep Acc	-442,597	-56,358	120,061	999,968	-838,726
Aggregate write-ins for deductions	120,083	-38,954	257,819	203,528	273,168
Total Expenses	17,037,790	17,403,391	24,685,855	19,531,333	18,911,651
Net Income (Loss)					
Net Gain frm Ope bfr Divi & Inc Tax	1,880,642	2,565,391	2,400,559	2,388,118	2,831,904
Dividends	1,506,628	1,686,801	1,923,250	1,943,957	2,004,548
Net Gains from Ope bfr Incr Taxes	374,014	878,589	477,309	444,161	827,356
Federal and Foreign Income Taxes	-99,089	-23,172	326,687	-162,537	-150,300
Net Gain Afr Div Inc Tax, bfr Cap Gain	473,103	901,762	150,621	606,698	977,655
Net Realized Capital Gains (Losses)	47,221	-53,498	-302,863	-308,671	-233,616
Net Income (Loss)	520,324	848,263	-152,242	298,027	744,040

Separate Account (Annual) (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
Assets					
Bonds	7,157,312	7,424,954	7,417,804	8,046,770	9,712,404
Preferred Stock	0	0	0	0	0
Common Stock	2,131,010	2,415,768	2,785,644	2,497,504	2,504,216
Cash	38,381	30,071	32,431	152,551	52,694
Cash Equivalents	445,261	159,307	219,911	250,357	207,216
Short-term Investments	140,792	130,833	157,776	87,975	129,982
Subtotal: Cash & Invested Assets	10,805,860	11,141,642	11,630,905	12,056,438	13,602,872
Other Investments	-3,350,320	-3,420,025	-3,553,330	-3,882,075	-4,428,320
Total Separate Account Assets	7,455,540	7,721,618	8,077,575	8,174,363	9,174,552
Liabilities					
Aggregate Reserves Life Contracts	9,512,950	9,775,623	10,133,194	10,455,800	11,842,207
Depo Type Contracts Fund Balance	1,272,356	1,334,249	1,442,285	1,562,949	1,682,806
Interest Maintenance Reserve	6,040	4,012	3,165	3,325	121
Other Transfers to Genl Accts: Liab	-22,931	-5,898	-682	41	2,602
Other Liabilities	223,356	205,954	226,270	300,861	263,083
Liabilities	10,991,771	11,313,940	11,804,232	12,322,975	13,790,819
Surplus	6,550	4,521	4,730	3,615	5,875

Cash Flow Statement (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Cash from Operations	3,454,979	3,946,879	4,922,661	4,360,370	5,488,001
Net Cash from Investing	-3,199,930	-4,792,009	-2,876,411	-6,670,342	-7,240,593
Net Cash from Financing	-551,727	860,768	1,004,380	906,941	1,481,495
Total Net Change in Cash	-296,677	15,638	3,050,630	-1,403,030	-271,097

Asset Valuation Reserve (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
AVR Real Cap Gain Gen Accts	-85,213	46,582	29,893	-250,676	-147,936
AVR Real Cap Gain Separate Accts	-3,231	896	-409	1,091	2,912
AVR Unreal Cap Gain Gen Accts	700,829	85,587	-7,107	-121,109	-167,648
AVR Unreal Cap Gain Separate Accts	1,006	544	274	0	0
Asset Valuation Reserve	2,279,222	2,418,138	2,437,645	2,260,338	2,175,467

Lapse & Surrender Ratios (%)	2012Y	2013Y	2014Y	2015Y	2016Y
Industrial Life: Lapse & Surrender Ratio	NA	NA	NA	NA	NA
Ordinary Life : Lapse & Surrender Ratio	6.26	6.01	6.00	5.48	5.34
Grp Life : Lapse & Surrender Ratio	2.03	1.54	1.65	1.74	1.69
Life ex Annuity: Lapse & Surrender Ratio	4.71	4.43	4.51	4.25	4.18



Analysis of State Premiums (Schedule T)		
Rank	State	Prem (\$000)
1	New York	2,530,721
2	California	1,375,881
3	Texas	768,409
4	Delaware	689,338
5	Florida	452,109
--	All Other	5,869,693

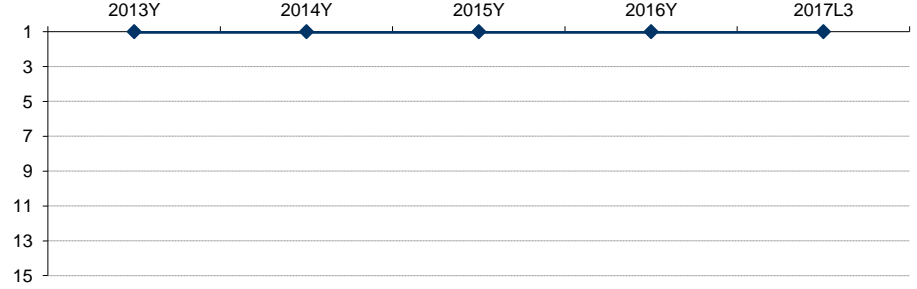
Life and Accident & Health Premiums & Annuity Considerations (Schedule T)		(\$000)
Life Insurance Premiums		6,961,958
Annuity Considerations		969,277
A&H Prem, Incl Policy, M'ship & Other Fees		471,170
Other Considerations		3,283,746
Deposit Type Contracts		6,325,227
Total		18,011,378

Life Insurance In Force (\$000)	2016Y
Ordinary - Whole Life & Endowment	319,653,341
Ordinary- Term Life	477,658,045
Credit Life	0
Group, Excluding FEGLI/SGLI	140,789,442
Industrial Life	0
FEGLI/SGLI	227,569,956
Total	1,165,670,784

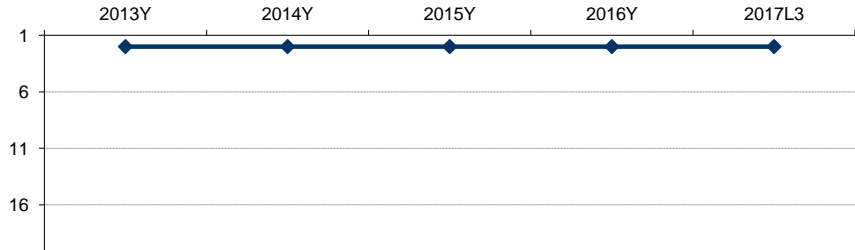
Analysis of Line of Business (\$000)	2016Y
Ordinary: Life insurance	7,165,022
Ordinary: Individual annuities	272,989
Group: Life insurance	1,814,330
Group: Annuities	5,245,255
Accident & health: Group	149,803
Accident & health: Other	324,052
Total premiums & annuity considerations	14,971,451

Financial Strength Ratings	2013Y	2014Y	2015Y	2016Y	2017L3
AM Best	A++	A++	A++	A++	A++
<i>Weightage</i>	1	1	1	1	1
S&P	AA+	AA+	AA+	AA+	AA+
<i>Weightage</i>	2	2	2	2	2
Moody's	Aaa	Aaa	Aaa	Aaa	Aaa
<i>Weightage</i>	1	1	1	1	1
Fitch	AAA	AAA	AAA	AAA	AAA
<i>Weightage</i>	1	1	1	1	1

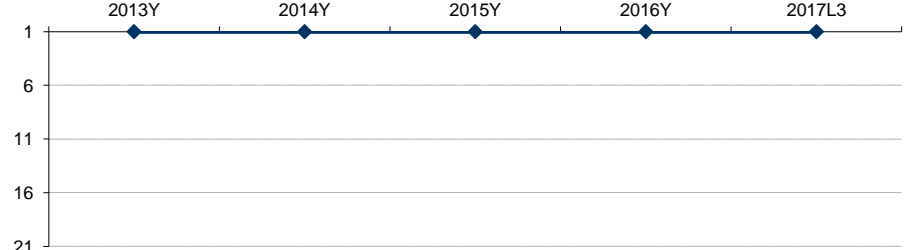
AM Best - Ratings History



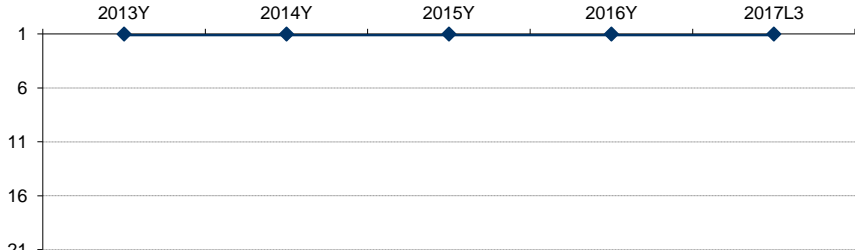
S&P - Ratings History



Moody's - Ratings History



Fitch - Ratings History





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	NAIC Own Struct/Co Code: Mutual Company/67091 Tax Identification No: 39-0509570

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Email	ERICHEISE@NORTHWESTERNMUTUAL.COM	President	Gregory Charles Oberland

Financial Strength Ratings	Rating	Date	Direction	Watch/Outlook
Fitch	AAA	07/12/2017	Affirm	Outlook Stable
Moody's	Aaa	07/27/2017	Affirm	Outlook Stable
S&P	AA+	06/10/2013	--	Outlook Stable
AM Best	A++	04/26/2017	Affirm	--
Carrier Rating Index (CRI)	100			

Key Financial Ratios (%)	2013Y	2014Y	2015Y	2016Y	2017L3
ACL Risk Based Capital Ratio (%)	1,234.91	1,299.46	1,296.83	1,227.38	NA
Liquidity Ratio	67.33	67.16	65.75	66.43	67.67
Industry Average	80.28	79.63	79.84	78.90	78.97
Bonds rated 3-6/Total Bonds	9.20	10.16	10.12	10.04	9.59
Industry Average	5.85	5.92	5.94	6.08	5.81
Net % Chg in Capital and Surplus	6.32	10.79	3.17	2.90	10.27
Industry Average	1.63	6.62	3.75	3.66	5.73
Leverage Ratio	1,003.69	965.06	977.40	997.15	954.71
Industry Average	1,007.87	984.34	965.85	982.20	968.83

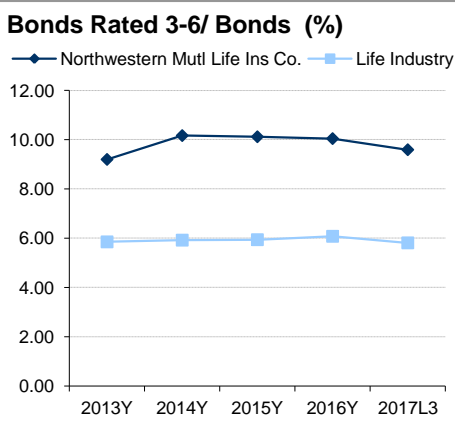
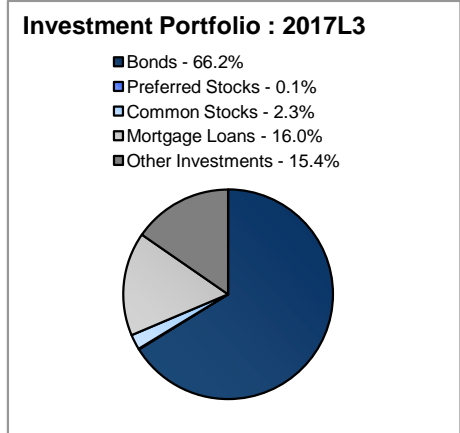
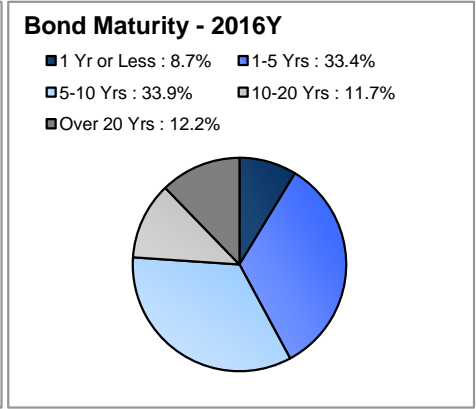
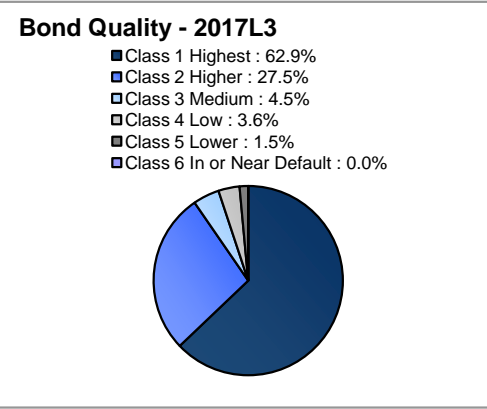
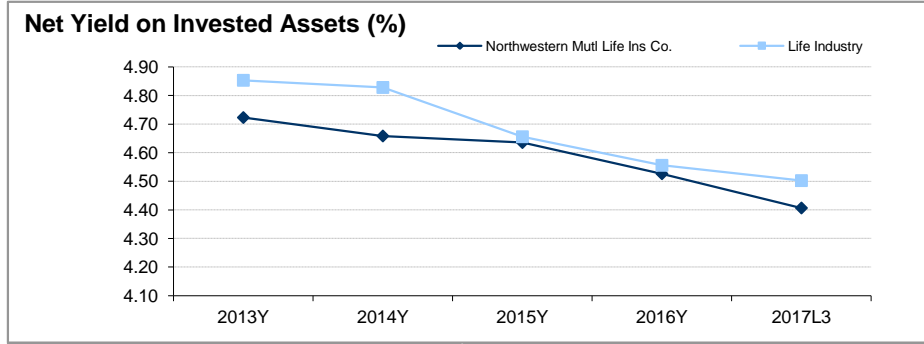
Investment Analysis (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Investment Income	8,400,306	8,748,773	9,252,929	9,449,905	9,555,523
Realized Capital Gains	257,503	165,931	-44,762	-215,491	63,668
Net Chg in Unrlzd Cap Gains Less Tax	281,705	1,621,880	-184,165	-329,102	260,334
Affiliated Investments	7,776,057	8,252,191	8,284,261	7,676,353	8,470,546
Total Preferred Stock	547,169	175,000	180,521	204,551	248,150
Total Common Stock	2,466,124	3,616,819	3,787,577	4,054,101	5,225,208
Total Mortgage Loans	26,613,940	29,367,332	32,260,555	34,197,578	35,882,659
Total Real Estate	1,505,788	1,609,667	1,998,608	2,468,345	2,480,109
Total Bonds (incl Short-Term)	122,849,827	130,575,310	134,734,463	141,899,232	148,284,313
Total Cash & Investments	182,491,412	195,004,092	203,511,874	213,629,958	224,066,788
Net Yield on Invested Assets (%)	4.72	4.66	4.64	4.53	4.41
Industry Average (%)	4.85	4.83	4.66	4.56	4.50

Financial Highlights (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Total Cash and Investments	182,491,412	195,004,092	203,511,874	213,629,958	224,066,788
Separate Account Assets	25,342,906	27,055,809	26,731,417	28,559,006	31,837,973
Total Assets	215,165,006	230,003,964	238,543,832	250,507,191	264,164,691
Total Policy Reserves	153,453,283	164,123,729	173,405,670	182,607,398	189,091,312
Total Liabilities	197,966,221	210,948,836	218,884,208	230,277,607	242,137,182
Capital, Surplus and AVR	20,506,649	22,599,415	23,223,477	23,676,735	25,949,938
As a % of GA Assets (%)	10.80	11.14	10.96	10.67	11.17
Prem, Consideration and Deposits	16,142,079	18,549,810	17,787,430	17,915,170	17,991,282
Net Investment Income Earned	8,400,306	8,748,773	9,252,929	9,449,905	9,555,523
Net Income	886,377	330,943	801,202	810,131	1,239,218
Pre-Tax Operating Income	602,125	249,791	792,231	849,327	1,272,306
Total Revenue	25,361,626	28,169,560	27,875,181	28,152,191	28,347,550

Growth Rates & Trends (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Admitted Assets Growth	7.08	6.90	3.71	5.02	6.59
Total Liabilities Growth	7.14	6.56	3.76	5.21	6.26
Direct Premiums Written Growth	6.89	1.96	4.31	0.25	-1.03
Pre-Tax Operating Income Growth	-25.84	-58.52	217.16	7.21	125.04
Net Income Growth	-9.25	-62.66	142.10	1.11	154.65
Investment Income Growth	-0.39	4.15	5.76	2.13	1.35
Revenue Growth	4.93	11.07	-1.05	0.99	0.42
Admitted Assets Five-year CAGR	6.80	6.64	5.88	5.83	5.89
Capital & Surplus Five-year CAGR	6.76	8.97	6.45	6.43	6.27

Profitability Analysis (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Yield on Invested Assets	4.72	4.66	4.64	4.53	4.41
Pre-Tax Operating Margin	2.37	0.89	2.84	3.02	4.49
Return on Average Equity (C&S)	5.26	1.85	4.13	4.05	6.00
Pre-Tax Operating ROAE	3.57	1.39	4.08	4.25	6.16
Return on Average Assets	0.43	0.15	0.34	0.33	0.49

Asset Quality Analysis (%)	2012Y	2013Y	2014Y	2015Y	2016Y
Non-Investment Grade Bonds (Class 3-6)					
Non-Inv Grade Bonds/Total Bonds	8.79	9.20	10.16	10.12	10.04
Non-Inv Grad Bonds/Surplus & AVR	52.45	55.10	58.73	58.69	60.18
Non-Performing Bonds (Class 6)					
Non-Perf Bonds/Total Bonds	0.14	0.05	0.01	0.01	0.17
Non-Perf Bonds/Surplus & AVR	0.81	0.33	0.06	0.07	1.05
Non-Performing Mortgages & Real Estate					
Non-Perf Mort & R.E./Total Mort & R.E	0.97	1.05	1.07	1.29	1.83
Non-Perf Mort & R.E./Surplus & AVR	1.27	1.45	1.46	1.90	2.83
Non-Performing Assets/Surplus & AVR					
Bonds In or Near Default (Class 6)	0.81	0.33	0.06	0.07	1.05
Problem Mortgages (Foreclosure)	0.00	0.00	0.00	0.00	0.00
RE Acq by Foreclosure (Occupied)	0.01	1.45	1.46	1.90	2.83
Total Non-Perf Assets/Surplus & AVR	0.82	1.77	1.52	1.97	3.88
Total Non-Perf Assets/Invested Assets	0.23	0.20	0.18	0.23	0.43



Bond Quality / Maturity - Annual Only	2012Y	2013Y	2014Y	2015Y	2016Y
Weighted Avg Class	1.54	1.54	1.57	1.58	1.56
Weighted Avg Maturity	6.81	7.19	7.29	7.54	7.63

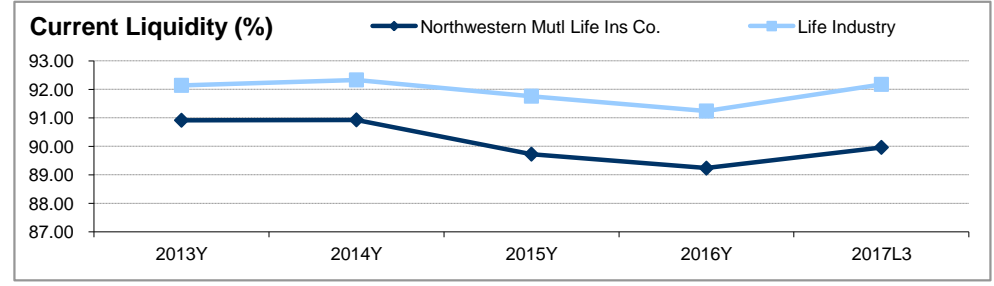
Cap Adequacy & Leverage (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Surplus as Regards Policyholders	17,198,785	19,055,128	19,659,624	20,229,584	22,027,509
Affiliated Investments	7,776,057	8,252,191	8,284,261	7,676,353	8,470,546
Asset Valuation Reserve	3,307,864	3,544,288	3,563,853	3,447,151	3,922,429
Interest Maintenance Reserve	1,170,754	1,069,735	688,586	803,256	884,621
RBC - Total Adjusted Capital	23,161,922	25,354,415	26,028,477	26,279,235	NA
ACL - Risk Based Capital	1,875,595	1,951,144	2,007,085	2,141,077	NA
Risk Based Capital Ratio (%)	1,234.91	1,299.46	1,296.83	1,227.38	NA
Surplus Notes/C&S (%)	10.18	9.18	8.90	8.65	13.38
Surplus Relief/C&S (%)	0.00	0.00	0.00	0.00	NA
Affiliated Investments/C&S (%)	45.21	43.31	42.14	37.95	38.45
Stockholder Dividends/C&S (%)	0.00	0.00	0.00	0.00	0.00
Prem, Consid and Dep/C&S (%)	95.81	103.59	91.69	89.57	87.15
Total Reserves & Deposits/C&S (%)	907.43	875.31	896.08	917.74	872.79
Liabilities/Capital & Surplus (%)	1,003.69	965.06	977.40	997.15	954.71

Reinsurance Analysis (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
Premiums & Annuity Considerations Ceded					
General Acct: Ceded: Life Premiums	800,499	815,765	828,036	851,786	853,780
Sep Accts: Ceded: Life Premiums	0	0	0	0	0
A&H: Ceded: A&H Premiums	52,972	54,542	53,257	52,760	57,507

Liquidity Ratios (%)	2013Y	2014Y	2015Y	2016Y	2017L3
Cash & Short-Term Inv/Liabilities	1.28	1.41	0.76	1.14	1.44
Cash, Comm & Liquid Bonds/Liabilities	67.33	67.16	65.75	66.43	67.67
Cash & Short-Term Inv/C&S	12.86	13.56	7.39	11.37	13.77
Current Liquidity	90.92	90.93	89.73	89.24	89.96
Total Public Bonds/ Total Bonds	72.05	70.79	69.26	69.56	NA

IRIS Ratios	Unusual Values Equal to or		2014Y	2015Y	2016Y
	Over	Under			
Net Change in Capital and Surplus	50	-10	11	3	3
Gross Change in Capital and Surplus	50	-10	11	3	3
Net Income to Total Income	---	0	1	3	3
Adequacy of Investment Income	900	125	129	130	127
Non-Admitted to Admitted Assets	10	---	0	0	0
Total RE & Mrtg Lns to Cash & Inv Ass	30	---	17	18	18
Total Affiliated Investments to C&S	100	---	43	42	38
Surplus Relief					
(Over \$5 Million Capital & Surplus)	30	-99	1	0	0
(\$5 Million or Less Capital & Surplus)	10	-10			
Change in Premium	50	-10	15	-4	0
Change in Product Mix	5	---	2.4	1.7	0.1
Change in Asset Mix	5	---	0.2	0.2	0.1
Change in Reserving	20	-20	-2	-2	-3

*Indicates an unusual value.
NOTE: Year to year assessment of IRIS Ratios is not always significant due to periodic changes in the complements of each ratio.





Balance Sheet (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Assets					
Net Adm Cash, Cash Equity, ST Inv	2,211,166	2,583,952	1,453,287	2,300,563	3,033,501
Bonds	120,690,144	128,071,367	133,395,929	139,795,347	145,640,333
Fair Value Bonds	125,438,347	135,152,026	135,447,160	142,757,376	NA
Non-Inv Grade Bonds	11,298,507	13,272,032	13,630,508	14,249,194	14,221,298
Preferred Stocks	547,169	175,000	180,521	204,551	248,150
Common Stocks	2,462,692	3,614,111	3,784,731	4,051,313	5,222,442
Affiliated Investments	7,776,057	8,252,191	8,284,261	7,676,353	8,470,546
First Lien Real Estate Loans	26,436,958	29,171,189	31,983,147	33,893,706	35,590,350
Real Estate Loans Less First Liens	176,982	196,143	277,408	303,872	289,755
Total Mortgage Loans	26,613,940	29,367,332	32,260,555	34,197,578	35,880,104
Occupied Properties	296,384	330,882	441,312	671,050	773,240
Income Generating Properties	1,209,404	1,278,784	1,557,296	1,797,296	1,706,869
Properties for Sale	0	0	0	0	0
Total Real Estate	1,505,788	1,609,667	1,998,608	2,468,345	2,480,109
Contract Loans	16,305,873	16,756,089	17,146,394	17,149,802	17,372,177
Other Invested Assets	11,116,824	12,410,536	12,735,844	12,279,185	13,016,149
Receivables for Securities	841,006	81,112	80,811	401,967	703,583
Aggregate write-ins for Inv Assets	10,742	5,608	6,542	451	7,873
Subtotals, Cash & Invested Assets	182,491,412	195,004,092	203,511,874	213,629,958	224,066,788
Premiums & Considerations Due	1,954,957	2,028,522	2,098,587	2,193,898	2,162,658
Reinsurance Recoverable	50,448	91,218	103,790	106,234	102,077
Other Assets	5,325,283	5,824,323	6,098,163	6,018,095	5,995,195
Separate Account Assets	25,342,906	27,055,809	26,731,417	28,559,006	31,837,973
Total Net Admitted Assets	215,165,006	230,003,964	238,543,832	250,507,191	264,164,691
Liabilities					
Aggregate Res For Life Contracts	148,442,861	156,766,985	165,611,024	174,263,001	180,105,492
Aggregate Reserves A&H Contracts	5,010,422	7,356,743	7,794,646	8,344,397	8,985,820
Reserve for Deposit Type Contracts	2,612,797	2,668,539	2,759,657	3,048,474	3,161,881
Total Policy Reserves	153,453,283	164,123,729	173,405,670	182,607,398	189,091,312
Life & A&H Contract Claims	463,646	514,121	552,250	606,677	613,782
Provi - Policyholders' Divi & Cpns P'ble	5,210,000	5,510,000	5,610,000	5,205,000	5,463,377
Dividends apportioned for pmt	5,210,000	5,510,000	5,610,000	5,205,000	1,392,691
Dividends not yet apportioned for pr	0	0	0	0	4,070,686
Coupons and similar benefits	0	0	0	0	0
Interest Maintenance Reserve	1,170,754	1,069,735	688,586	803,256	884,621
Asset Valuation Reserve (AVR)	3,307,864	3,544,288	3,563,853	3,447,151	3,922,429
Reinsurance in unauthorized Co	0	0	0	0	0
Funds held under Reins treaties	0	0	0	0	0
Payable to parent, sub and affiliates	21,689	59,651	65,141	72,512	72,021
Drafts outstanding	0	0	0	0	0
Lia for amt held under uninsured plan	0	0	0	0	0
Payable for securities	1,908,362	1,411,480	606,464	1,030,934	1,525,076
Aggregate write-ins for Liabilities	2,191,049	2,698,564	2,707,164	2,749,661	2,787,636
Total Liabilities excl Sep Acct Liabilities	172,623,315	183,893,027	192,152,791	201,718,600	210,299,210
Separate Account Liabilities	25,342,906	27,055,809	26,731,417	28,559,006	31,837,973
Total Liabilities	197,966,221	210,948,836	218,884,208	230,277,607	242,137,182
Total Capital and Surplus					
Common capital stock	0	0	0	0	0
Preferred capital stock	0	0	0	0	0
Agg write-in - other than spcl sur fun	0	0	0	0	0
Surplus notes	1,750,000	1,750,000	1,750,000	1,750,000	2,947,444
Gross paid in & contributed surplus	0	0	0	0	0
Aggregate write-ins for spcl sur fund	0	0	0	0	0
Unassigned funds (surplus)	15,448,785	17,305,128	17,909,624	18,479,584	19,080,065
Surplus as Regards Policyholders	17,198,785	19,055,128	19,659,624	20,229,584	22,027,509
Total Liabilities and C&S	215,165,006	230,003,964	238,543,832	250,507,191	264,164,691

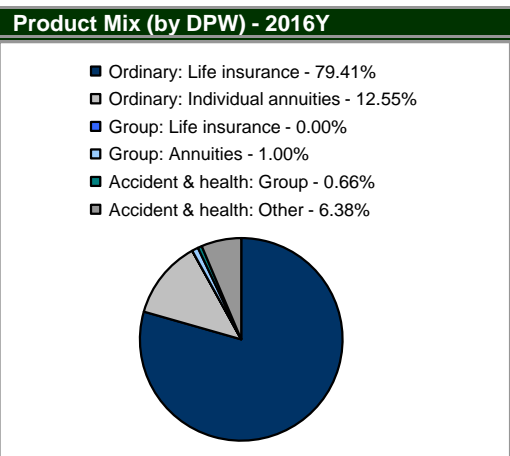
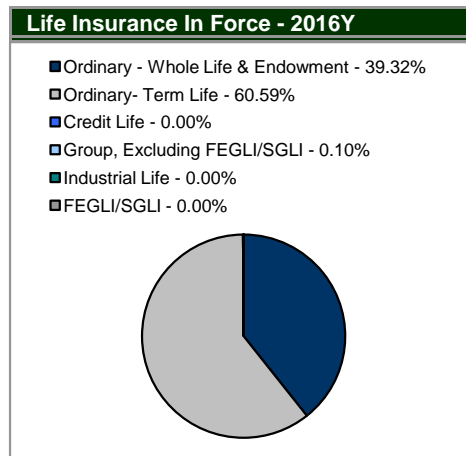
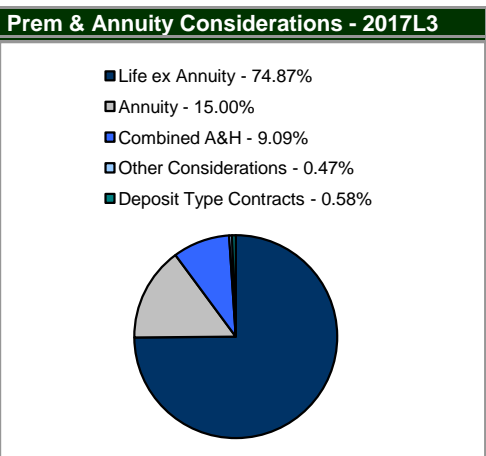
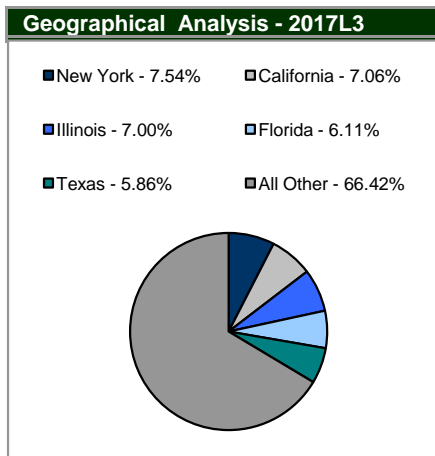
Income Statement (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Revenue					
Prem & Annuity Consi: Life, A&H	15,995,244	18,362,120	17,581,322	17,660,628	17,785,297
Consi for Contracts w/ Life Conti	146,835	187,690	206,109	254,542	205,985
Net Investment Income Earned	8,400,306	8,748,773	9,252,929	9,449,905	9,555,523
Amortization of Int Maintenance Res	256,149	272,394	212,899	154,756	164,969
Sep Acc Gain - Ope ex Unreal Gains	0	0	0	0	0
Comm and Exp Allow on Reins Ceded	160,584	158,141	156,786	148,763	146,797
Reserve Adj on reinsurance ceded	0	0	0	0	0
Miscellaneous Income	402,508	440,443	465,136	483,597	488,979
Fee Incm: Inv Mgt & Sep Acc Contract	279,011	298,101	305,741	305,275	319,433
Fee Incm: Deposit type Contracts	43	18	20	27	25
Aggregate Write Ins for Misc Incm	123,454	142,324	159,376	178,295	169,521
Total Revenue	25,361,626	28,169,560	27,875,181	28,152,191	28,347,550
Benefits and Incr in Aggregate Res for Life and A&H Contracts					
Benefits:					
Death Benefits	2,598,539	2,723,724	3,189,755	3,343,966	3,462,879
Matured Endo ex Annual Pure Endo	12,814	9,955	8,299	6,205	5,468
Annuity Benefits	303,757	316,282	363,370	383,913	420,082
Disability, A&H Benefits	638,702	661,747	698,318	741,070	757,910
Coupons, Pure Endo & Similar Benfit	0	0	0	0	0
Surr Benfits, Withdra - Life Contract	4,224,223	4,562,841	4,675,803	5,203,148	5,299,783
Group Conversions	0	0	0	0	0
Int & Adj on Deposit Type Contracts	129,899	117,490	90,169	106,270	111,401
Pymts on Supp Cntract w/ Life Conti	74,287	82,111	88,419	96,129	102,277
Incr in Aggr Res for L and A&H Contract	8,494,596	10,670,445	9,280,648	9,201,728	9,041,435
Total Benefits & Aggregate Reserve	16,476,817	19,144,596	18,394,781	19,082,429	19,201,235
Expense					
Commissions	1,133,264	1,177,848	1,318,149	1,339,636	1,325,935
Comm on Prems, Annty, Depo Fnds	1,133,264	1,137,918	1,163,689	1,191,514	1,206,125
Reinsurance Comm: Assumed Total	0	39,930	154,460	148,122	119,810
General Insurance Expenses	1,117,883	1,151,235	1,318,937	1,482,765	1,471,295
Taxes, Lic, & Fee Expenses Incurred	243,488	276,259	265,583	276,202	289,574
Incr in loading on defrd&unclectd Prem	33,177	19,484	26,887	34,084	30,421
Net transfers to or (from) Sep Acc	542,342	501,145	150,291	-117,854	-144,003
Aggregate write-ins for deductions	3	137,966	-1,075	804	18,177
Total Expenses	19,546,974	22,408,532	21,473,553	22,098,066	22,192,634
Net Income (Loss)					
Net Gain frm Ope bfr Divi & Inc Tax	5,814,653	5,761,028	6,401,628	6,054,125	6,154,916
Dividends	5,212,528	5,511,237	5,609,398	5,204,798	4,882,610
Net Gains from Ope bfr Incm Taxes	602,125	249,791	792,231	849,327	1,272,306
Federal and Foreign Income Taxes	-26,749	84,779	-53,734	-176,295	96,756
Net Gain Afr Div Inc Tax, bfr Cap Gain	628,874	165,012	845,965	1,025,622	1,175,550
Net Realized Capital Gains (Losses)	257,503	165,931	-44,762	-215,491	63,668
Net Income (Loss)	886,377	330,943	801,202	810,131	1,239,218

Separate Account (Annual) (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
Assets					
Bonds	1,185,809	2,000,806	2,243,228	2,030,083	2,373,916
Preferred Stock	12,949	12,129	12,663	8,752	8,072
Common Stock	19,627,718	22,816,164	24,188,304	24,052,351	25,563,865
Cash	15,262	14,566	10,057	14,329	61,537
Cash Equivalents	0	0	0	219,057	132,471
Short-term Investments	273,572	133,887	258,453	71,952	234,449
Subtotal: Cash & Invested Assets	21,357,324	25,247,071	27,025,200	26,681,442	28,521,042
Other Investments	16,676	93,983	30,016	49,039	38,027
Total Separate Account Assets	21,374,000	25,341,055	27,055,216	26,730,481	28,559,069
Liabilities					
Aggregate Reserves Life Contracts	21,263,354	25,163,921	26,934,633	26,592,921	28,437,412
Depo Type Contracts Fund Balance	22,681	26,519	27,505	27,476	27,889
Interest Maintenance Reserve	0	0	0	0	0
Other Transfers to Genl Accts: Liab	63,919	48,757	39,657	45,202	38,002
Other Liabilities	24,047	101,857	53,420	64,882	55,766
Liabilities	21,374,000	25,341,055	27,055,216	26,730,481	28,559,069
Surplus	0	0	0	0	0

Cash Flow Statement (\$000)	2013Y	2014Y	2015Y	2016Y	2017L3
Net Cash from Operations	9,189,354	8,938,251	10,179,622	10,545,114	10,066,152
Net Cash from Investing	-9,349,528	-8,888,005	-10,746,578	-9,068,587	-10,886,148
Net Cash from Financing	58,917	322,540	-563,709	-629,251	1,381,732
Total Net Change in Cash	-101,258	372,786	-1,130,665	847,276	561,736

Asset Valuation Reserve (\$000)	2012Y	2013Y	2014Y	2015Y	2016Y
AVR Real Cap Gain Gen Accts	171,128	296,633	144,871	-31,348	-212,753
AVR Real Cap Gain Separate Accts	0	0	0	0	0
AVR Unreal Cap Gain Gen Accts	116,767	276,781	1,633,252	-249,678	-327,906
AVR Unreal Cap Gain Separate Accts	0	0	0	0	0
Asset Valuation Reserve	3,179,535	3,307,864	3,544,288	3,563,853	3,447,151

Lapse & Surrender Ratios (%)	2012Y	2013Y	2014Y	2015Y	2016Y
Industrial Life: Lapse & Surrender Ratio	NA	NA	NA	NA	NA
Ordinary Life : Lapse & Surrender Ratio	3.49	3.54	3.47	3.42	3.55
Grp Life : Lapse & Surrender Ratio	0.00	0.00	0.00	0.00	0.00
Life ex Annuity: Lapse & Surrender Ratio	3.49	3.53	3.47	3.41	3.54



Analysis of State Premiums (Schedule T)

Rank	State	Prem (\$000)
1	New York	1,039,833
2	California	974,181
3	Illinois	965,717
4	Florida	842,845
5	Texas	807,713
--	All Other	9,159,433

Life and Accident & Health Premiums & Annuity Considerations (Schedule T)

Considerations	(\$000)
Life Insurance Premiums	10,383,999
Annuity Considerations	2,080,724
A&H Prem, Incl Policy, M'ship & Other Fees	1,260,412
Other Considerations	64,588
Deposit Type Contracts	80,450
Total	13,870,173

Life Insurance In Force (\$000)

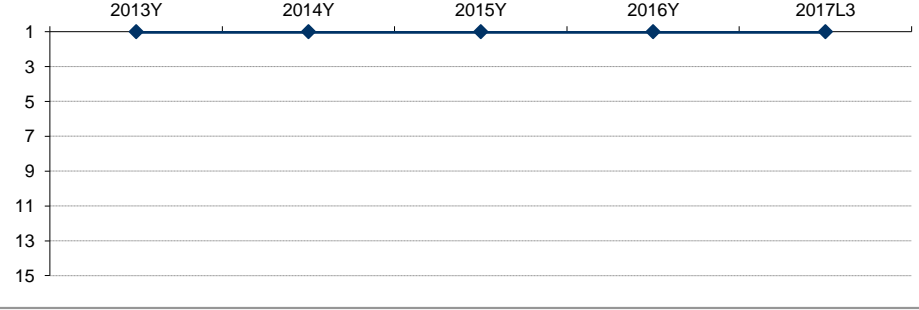
Line of Business	2016Y
Ordinary - Whole Life & Endowment	660,759,782
Ordinary- Term Life	1,018,189,287
Credit Life	0
Group, Excluding FEGLI/SGLI	1,633,895
Industrial Life	0
FEGLI/SGLI	0
Total	1,680,582,964

Analysis of Line of Business (\$000)

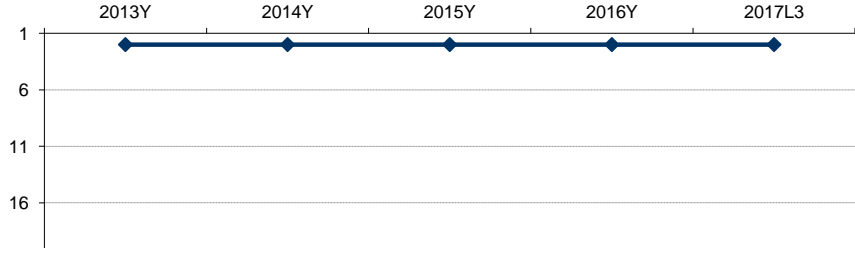
Line of Business	2016Y
Ordinary: Life insurance	14,280,573
Ordinary: Individual annuities	2,256,094
Group: Life insurance	0
Group: Annuities	180,177
Accident & health: Group	119,038
Accident & health: Other	1,146,533
Total premiums & annuity considerations	17,982,416

Financial Strength Ratings	2013Y	2014Y	2015Y	2016Y	2017L3
AM Best	A++	A++	A++	A++	A++
<i>Weightage</i>	1	1	1	1	1
S&P	AA+	AA+	AA+	AA+	AA+
<i>Weightage</i>	2	2	2	2	2
Moody's	Aaa	Aaa	Aaa	Aaa	Aaa
<i>Weightage</i>	1	1	1	1	1
Fitch	AAA	AAA	AAA	AAA	AAA
<i>Weightage</i>	1	1	1	1	1

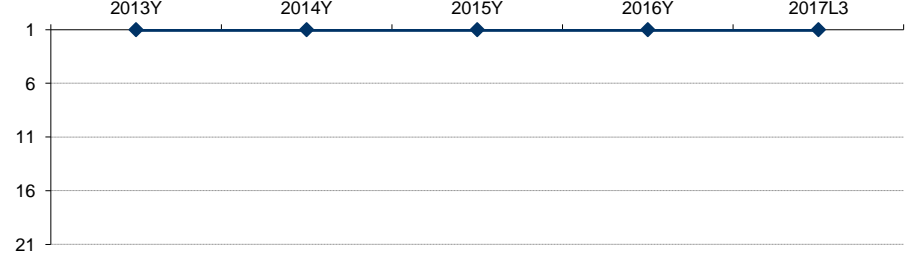
AM Best - Ratings History



S&P - Ratings History



Moody's - Ratings History



Fitch - Ratings History

