

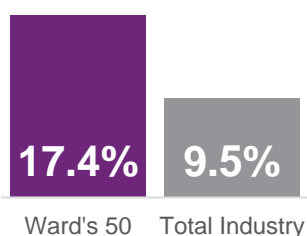


2020 Ward's 50 L&H Top Performers

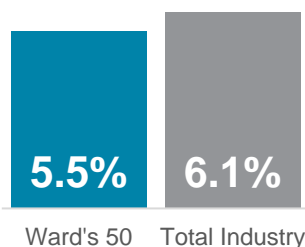
Annually, we analyze the financial performance of nearly 700 life-health insurance companies domiciled in the United States and identify the top performers. Each Ward's 50 company has passed all safety and consistency screens and achieved superior performance over the five years analyzed.

Ward's 50 benchmarks outperform the industry (2015-2019)

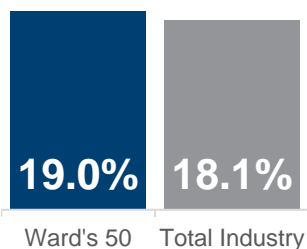
More favorable statutory return on average equity



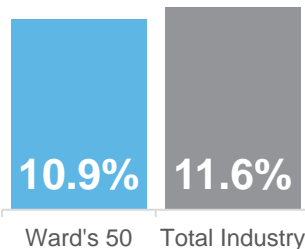
Lower Lapse Ratio



Greater growth in policyholder surplus



Lower expenses relative to net premiums



Ward's 50
five-year
return on
equity

1.8x
higher
than the
industry

2020 Ward's 50 L&H Companies

Listed alphabetically.

- AAA Life Insurance Company
- Aetna Life Insurance Company
- AFLAC
- Allianz Life Insurance Company of North America
- Allstate Life Insurance Company
- American Family Life Insurance Company
- American Fidelity Assurance Company
- American Memorial Life Insurance Company
- Americo Financial Life and Annuity Insurance Company
- Anthem Life Insurance Company
- Athene Annuity and Life Company
- Auto-Owners Life Insurance Company
- Berkley Life and Health Insurance Company
- Berkshire Hathaway Life Insurance Co of Nebraska
- CIGNA Group
- Companion Life Insurance Company
- Delaware Life Insurance Company
- Equitable Life Insurance Company
- EquiTrust Life Insurance Company
- Farm Bureau Life Insurance Company
- Farm Bureau Life Insurance Company of Michigan
- Farmers New World Life Insurance Company
- Federated Life Insurance Company
- Fidelity Investments Life Insurance Company
- Fidelity Security Life Insurance Company
- Foresters Life Insurance and Annuity Company
- Forethought Life Insurance Company
- Great American Insurance Group
- John Hancock Life Insurance Company
- Liberty National Life Insurance Company
- M Life Insurance Company
- Metropolitan Life Insurance Company
- Midland National Life Insurance Company
- Nationwide Life Insurance Company
- Pacific Life Insurance Company
- Primerica Life Insurance Company
- Principal Life Insurance Company
- Prudential Insurance Company of America
- RiverSource Life Insurance Company
- Security Benefit Life Insurance Company
- ShelterPoint Life Insurance Company
- State Farm Life Insurance Company
- Tennessee Farmers Life Insurance Company
- Tokio Marine HCC
- United Insurance Company of America
- UnitedHealthcare Insurance Company
- Unum Life Insurance Company of America
- USAA Life Insurance Company
- USABLE Life Insurance Company
- Variable Annuity Life Insurance Company

In selecting the Ward's 50, we identified companies that pass financial stability requirements and measure their ability to grow while maintaining strong capital positions and underwriting results.

Nearly
700



life-health insurance companies are analyzed based on objective data and subjective quality measures

30th year



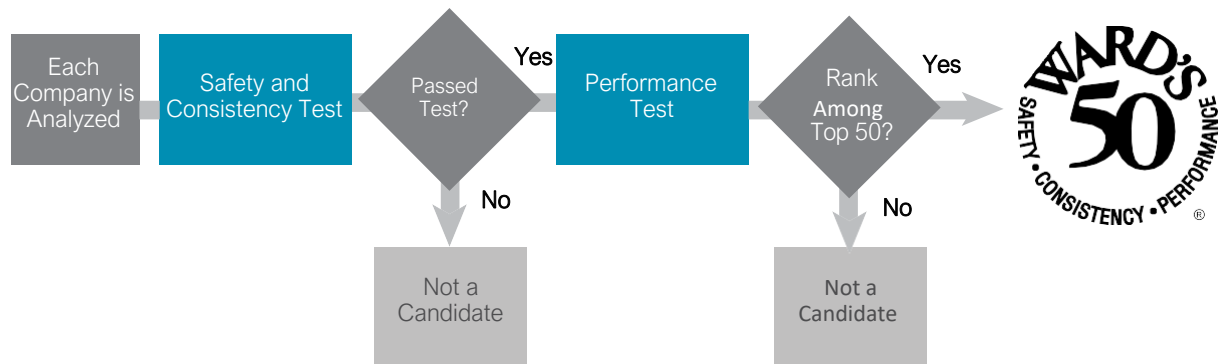
for conducting the analysis

For more information about the Ward's 50 analysis and to order a customized Ward's 50 comparison report, go to ward.aon.com.

2020 Ward's 50 L&H Top Performers

Methodology

Insurance companies are evaluated and must pass minimum thresholds to be considered for the Ward's 50 designation.



Safety and Consistency Tests

Each company must pass primary safety and consistency tests, including:

- Surplus and premiums of at least \$50 million for each of the five years analyzed
- Adjusted net income in at least four of the last five years
- Compound annual growth in premiums between -10 percent and +40 percent

Performance Measurements

Companies that pass the safety and consistency tests are measured and scored on the following elements:

- Five Year Average Return on Average Equity
- Five Year Average Return on Average Assets
- Five Year Average Return on Total Revenue
- Five Year Growth in Revenue
- Five Year Growth in Surplus