

Life Insurer Financial Profile

Company	Berkshire Life Ins Co of Amer	Guardian Life Ins Co of Amer	Massachusetts Mutual Life Ins	Metropolitan Life Ins Co	Principal Life Ins Co	Standard Ins Co
Ratings						
A.M. Best Company (Best's Rating, 15 ratings)	A++ (1)	A++ (1)	A++ (1)	A+ (2)	A+ (2)	A (3)
Standard & Poor's (Financial Strength, 20 ratings)	AA+ (2)	AA+ (2)	AA+ (2)	AA- (4)	A (6)	A+ (5)
Moody's (Financial Strength, 21 ratings)		Aa2 (3)	Aa2 (3)	Aa3 (4)	Aa3 (4)	A1 (5)
Fitch Ratings(Financial Strength, 21 ratings)		AA+ (2)	AA+ (2)	AA- (4)	AA- (4)	A+ (5)
Weiss (Safety Rating, 16 ratings)	A (2)	A (2)	A (2)	B- (6)	B+ (4)	B+ (4)
Comdex (Percentile in Rated Companies)	100	99	99	95	91	86
Assets & Liabilities						
Total Admitted Assets	2,814,669	33,178,003	129,290,316	316,204,247	122,004,241	15,616,840
Total Liabilities	2,320,894	28,747,043	118,937,915	302,986,843	117,626,480	14,445,326
Separate Accounts	0	0	41,315,528	87,971,995	63,444,494	4,787,388
Total Surplus & AVR	509,522	4,970,396	11,780,196	15,481,245	4,610,753	1,266,134
As % of General Account Assets	18.1%	15.0%	13.4%	6.8%	7.9%	11.7%
Invested Asset Distribution & Yield						
Total Invested Assets	2,697,683	31,243,472	85,091,665	218,337,471	56,570,578	10,508,765
Bonds (%)	87.1%	68.5%	59.1%	63.8%	72.2%	56.2%
Stocks (%)	0.0%	6.8%	5.0%	4.9%	1.2%	0.0%
Mortgages (%)	11.0%	10.3%	13.2%	18.4%	15.6%	41.9%
Real Estate (%)	0.2%	0.6%	1.3%	1.3%	0.6%	0.4%
Policy Loans (%)	0.0%	8.7%	10.5%	2.8%	1.5%	0.0%
Cash & Short-Term (%)	1.2%	1.1%	1.3%	2.0%	1.3%	0.5%
Other Invested Assets (%)	0.4%	3.9%	9.4%	6.7%	7.5%	0.9%
Net Yield on Mean Invested Assets						
2010 (Industry Average 4.56%)	6.35%	5.62%	5.37%	5.13%	5.40%	5.69%
5 Year Average (Industry Average 5.15%)	6.39%	5.67%	5.97%	5.41%	5.83%	5.85%
Non-Performing Assets as % of Surplus & AVR						
Bonds In or Near Default	0.0%	0.2%	1.6%	0.8%	3.5%	0.0%
Problem Mortgages	0.0%	0.0%	0.0%	0.1%	0.0%	0.3%
Real Estate Acquired by Foreclosure	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Non-Performing Assets	0.0%	0.2%	1.6%	0.8%	3.5%	0.3%
As a Percent of Invested Assets	0.0%	0.0%	0.2%	0.1%	0.3%	0.0%
Bond Quality						
Total Value of Bonds	2,375,550	21,877,201	51,127,253	143,746,308	41,425,053	5,943,319
Class 1-2: Highest Quality	98.0%	91.8%	93.2%	89.1%	91.1%	94.3%
Class 3-5: Lower Quality	2.0%	8.1%	6.4%	10.8%	8.5%	5.7%
Class 6: In or Near Default	0.0%	0.0%	0.4%	0.1%	0.4%	0.0%
Weighted Bond Class	1.5	1.6	1.5	1.5	1.6	1.4
Income & Earnings						
Total Income	670,997	7,808,305	16,139,662	41,542,453	9,603,042	3,893,047
Net Premiums Written	458,080	5,943,491	11,158,497	31,363,584	5,582,295	3,263,491
Earnings Before Dividends and Taxes	79,130	1,058,018	1,730,941	2,524,722	916,405	307,725
Net Operating Earnings	48,840	228,314	772,130	2,188,922	509,721	196,852

Data for Year-End 2010 from the life insurance companies' statutory annual statements. All dollar amounts are in thousands. All ratings shown are current as of October 03, 2011.
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