

## COMPANY PROFILE



# Western & Southern Financial Group

Western & Southern Financial Group, Inc. (Western & Southern) is a mutual insurance holding company whose heritage dates back to 1888. It is among the financially strongest life insurance groups in the industry.

- As a diversified family of financial services companies, Western & Southern owns and manages assets of \$89 billion.<sup>1</sup>
- Annuities are underwritten by Western-Southern Life Assurance Company or National Integrity Life Insurance Company. Western-Southern Life Assurance Company, Cincinnati, Ohio, operates in DC and all states except New York, where National Integrity Life Insurance Company, Greenwich, New York, operates. Both are member companies of Western & Southern.



## Financial Strength Ratings<sup>2</sup>

Major rating agencies issue public ratings on the member insurance companies affiliated with Western & Southern. Financial strength ratings apply to the individual member insurance companies affiliated with Western & Southern. Industry ratings from the four major rating agencies are widely recognized indicators of a company's financial strength and stability. Western & Southern's financial strength is reflected through the individual insurance companies in some of the highest ratings in the life insurance industry:

<b>A<sup>+</sup></b>	<b>AA<sup>4</sup></b>	<b>AA<sup>5</sup></b>	<b>Aa3<sup>6</sup></b>
AM Best	Standard & Poor's	Fitch	Moody's
Superior	Very Strong	Very Strong	Excellent



## Services

Western & Southern member companies provide:

**Life insurance, annuities, retirement planning, and a variety of investment management products and services to help individuals and businesses plan and protect their financial future.**



## Highlights and Accomplishments

- Western & Southern is a Fortune 500<sup>7</sup> company.
- Western & Southern member insurance companies have a Comdex ranking of 96 out of 100.<sup>8</sup> Comdex is a composite score of all the financial strength ratings an insurance company holds from the major independent insurance rating agencies.
- Western & Southern's balance sheet reflects a capital-to-asset ratio of 18.6 percent, which is more than double the average capital-to-asset ratio of the 15 largest publicly traded life insurers doing business in the U.S.<sup>9</sup>
- Responsive life insurance customer service has earned Western & Southern a top-five customer call center ranking from DALBAR, Inc., for five consecutive years.<sup>10</sup>

See reverse for more information →

<sup>1</sup>As of June 30, 2020.

<sup>2</sup>Ratings, current as of July 2020, are subject to change. Ratings refer to the claims-paying ability of the insurance company and do not reflect the safety or performance of any investment product. The rating agencies listed are independent of each other and use proprietary evaluation criteria and ratings scales.

<sup>3</sup>Superior ability to meet ongoing insurance obligations (second highest of 13 ratings, held since June 2009).

<sup>4</sup>Very strong financial security characteristics (fourth highest of 21 ratings, held since August 2018).

<sup>5</sup>Very strong capacity to meet policyholder and contract obligations on a timely basis (third highest of 21 ratings, held since June 2009).

<sup>6</sup>Excellent financial security (fourth highest of 21 ratings, held since February 2009).

<sup>7</sup>Based on revenue as reported by "Fortune 500," *Fortune* magazine, May 18, 2020. See [Fortune.com/Fortune500](http://Fortune.com/Fortune500) for methodology.

<sup>8</sup>Ranking, current as of July 2020, is subject to change. Insurers ranked on a scale of 1 (lowest) to 100 in an effort to reduce confusion over ratings because each rating agency uses a different scale.

<sup>9</sup>GAAP basis; compared to the 7.6% average of the 15 largest publicly traded life insurers doing business in the U.S., as of December 31, 2019.

<sup>10</sup>DALBAR, Inc., Service Quality Measurement Program, Life Insurance Service Evaluation 2019 ([Dalbar.com](http://Dalbar.com)).

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**Life insurance and annuity products are not bank products, are not deposits, are not insured by the FDIC or any other federal entity, have no bank guarantee, and may lose value.**