

Over 130 years of strength & stability

**You can have confidence
in North American**



We focus on what matters most.

With over 130 years of business under our belt, North American’s continued and consistent financial strength is a result of our conservative and disciplined investment strategy, our private ownership structure, and **doing what’s right for our distribution partners and policyowners.**

Speaking of policyowners, did you know...

North American Company holds over **615,000 life insurance** and **annuity policies**, with assets **over \$27 billion.**

We paid out over **\$431 million in life insurance** death claims in 2018.¹

North American is a member of Sammons Financial Group, which has over **\$59 billion in life and annuity reserves.**²

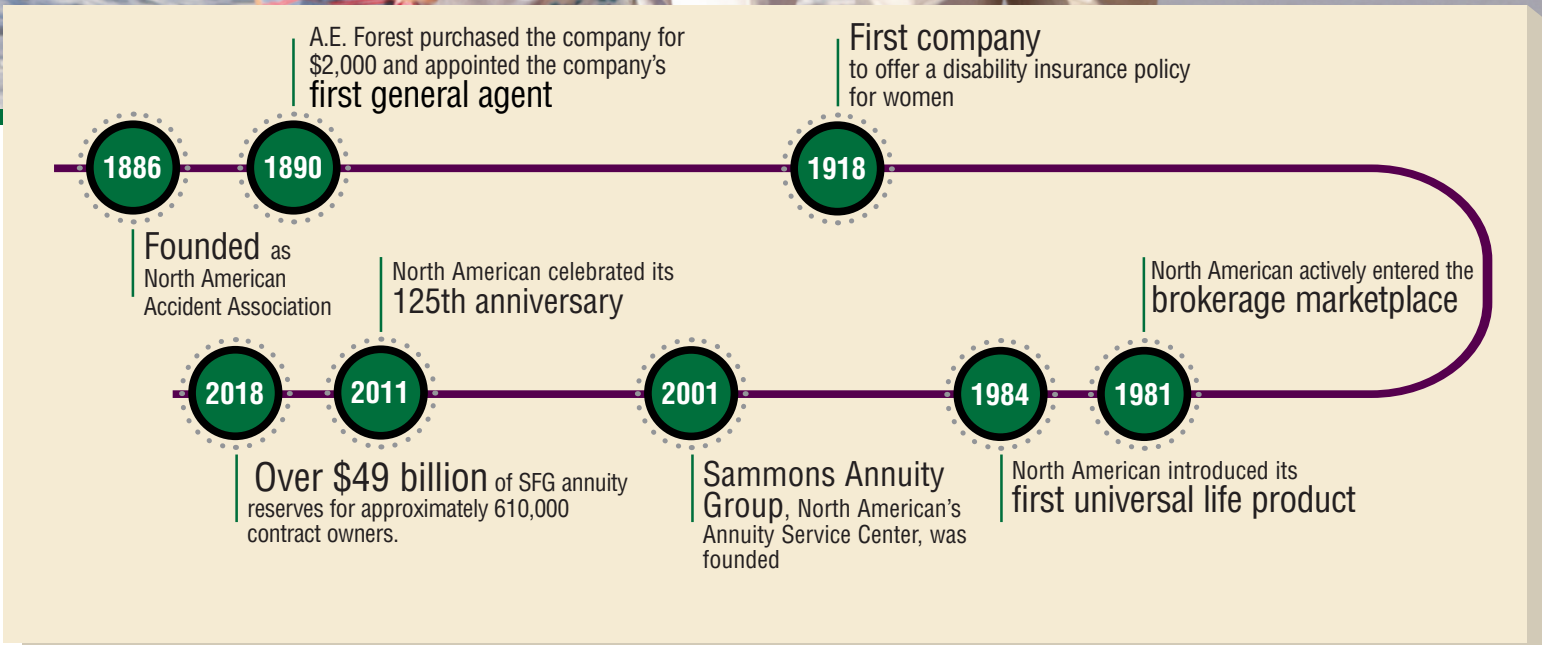


History of strength

As a subsidiary of the privately held Sammons® Financial Group, Inc.³ (SFG), we are not subject to the short-term earning pressures that publicly held companies often face. As we reflect on our long history, we are proud of our long-term business decisions and our continued tradition of financial strength and stability. The high ratings we’ve maintained from the major rating agencies are testaments to that strength:

- “A+” (Superior) A.M. Best
- “A+” (Strong) S&P Global Ratings
- “A+” (Stable) Fitch Ratings

With a track record like this, you can have confidence in North American.



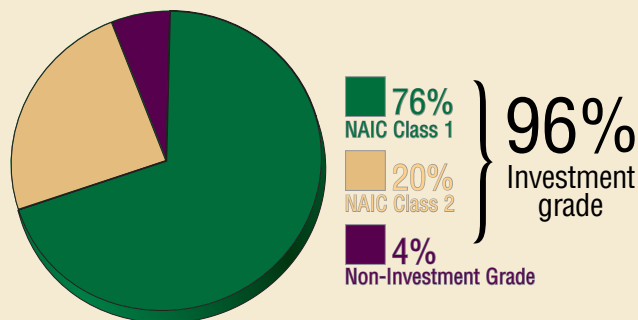
Measures of strength

2018 FACT SHEET

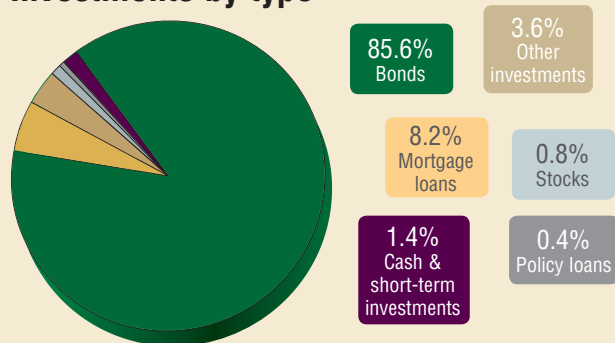
With over 130 years of business and a strong vision for the future, here is a glance at the successes we enjoyed in asset quality in 2018.

STRENGTH

Bonds by NAIC Quality Rating



Investments by type



Numbers are stated as a percentage of total invested assets.

BALANCE SHEET

Assets

As of December 31, 2018 (in thousands)

Bonds.....	\$22,959,797
Stocks.....	\$207,239
Mortgage loans.....	\$2,202,950
Cash and short-term investments.....	\$375,090
Loans to policyholders.....	\$107,127
Other invested assets.....	\$974,349
Accrued investment income.....	\$203,929
All other assets.....	\$300,005
Total assets	\$27,330,486

Liabilities and capital

As of December 31, 2018 (in thousands)

Life and Annuity Reserves	\$21,446,839
Interest Maintenance Reserve (IMR)	\$63,912
Asset Valuation Reserve (AVR).....	\$196,475
Accounts payable and other liabilities.....	\$4,192,087
Total liabilities	\$25,899,313
Capital and surplus.....	\$1,431,173
Total liabilities, capital, and surplus.....	\$27,330,486



Visit us online at
northamericancompany.com

1. North American Company Balance sheets as of 12/31/18

2. Sammons Financial Group Balance sheets as of 12/31/18

3. Sammons® Financial Group is comprised of North American Company for Life and Health Insurance®, Midland National® Life Insurance Company, Sammons Institutional GroupSM, Inc., and Sammons Financial Network®, LLC, member FINRA.

A.M. Best is a large third party independent reporting and rating company that rates an insurance company on the basis of the company's financial strength, operating performance and ability to meet its obligations to policyholders. A+ is the second highest rating out of 15 categories and was affirmed for North American Company for Life and Health Insurance as part of Sammons Financial Group on August 2, 2018. For the latest rating, access www.ambest.com.

S&P Global Ratings awarded its "A+" (Strong) rating for insurer financial strength on February 26, 2009 and affirmed on September 10, 2018 to North American Company for Life and Health Insurance, as part of Sammons Financial Group. The "A+" (Strong) rating is the fifth highest out of 22 available ratings.

Fitch Ratings, a global leader in financial information services and credit ratings, on April 17, 2019, assigned an Insurer Financial Strength rating of A+ Stable for North American. This rating is the fifth highest of 19 possible rating categories. The rating reflects the organization's strong business profile, low financial leverage, very strong statutory capitalization and strong operating profitability supported by strong investment performance. For more information, read the Fitch Ratings report.