



# BEST'S COMPANY REPORT

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## PACIFIC LIFE

### PACIFIC LIFE GROUP

**AMB #:** 069720

**NAIC #:** N/A

**FEIN #:** N/A

**Phone:**

**Fax:**

**Website:** N/A

### PACIFIC LIFE INSURANCE COMPANY

**A+**

**Domiciliary Address:** 6750 Mercy Road, Omaha, Nebraska 68106 United States

**Administrative Office:** 700 Newport Center Drive, Newport Beach, California 92660-6397 United States

**AMB #:** 006885

**NAIC #:** 67466

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## Best's Credit Rating Effective Date

June 24, 2022

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## Information

[Best's Credit Rating Methodology](#)

[Guide to Best's Credit Ratings](#)

[Market Segment Outlooks](#)

## Financial Data Presented

Financial data in this report: (i) includes data of affiliated entities that are not rating unit members where analytics benefit from inclusion; and/or (ii) excludes data of rating unit member entities if they operate in different segments or geographic areas than the Rating Unit generally. See [list of companies](#) for details of rating unit members and any such included and/or excluded entities.

The financial data in this report reflects the most current data available to the Analytical Team at the time of the rating. Updates to the financial exhibits in this report are available here: [Best's Financial Report](#).

## Pacific Life Group

**AMB #:** 069720

**Associated Ultimate Parent:** AMB # 050799 - Pacific Mutual Holding Company

## Best's Credit Ratings - for the Rating Unit Members

### Financial Strength Rating (FSR)

<b>A+</b>
<b>Superior</b>
Outlook: <b>Stable</b>
Action: <b>Affirmed</b>

### Issuer Credit Rating (ICR)

<b>aa</b>
<b>Superior</b>
Outlook: <b>Stable</b>
Action: <b>Affirmed</b>

## Assessment Descriptors

Balance Sheet Strength	<b>Strongest</b>
Operating Performance	<b>Strong</b>
Business Profile	<b>Favorable</b>
Enterprise Risk Management	<b>Very Strong</b>

## Rating Unit - Members

**Rating Unit:** Pacific Life Group | **AMB #:** 069720

**AMB #**   **Rating Unit Members**  
009156   Pacific Life & Annuity Co

**AMB #**   **Rating Unit Members**  
006885   Pacific Life Insurance Company

## Rating Rationale

### Balance Sheet Strength: **Strongest**

- Pacific Life Group continues to maintain very strong to strongest levels of risk-based capital, as measured by Best's Capital Adequacy Ratio (BCAR).
- Pacific Life Group's balance sheet is driven by a robust asset/liability program, which is designed to maintain strong liquidity in stressed scenarios.
- There has been a trend of de-risking the product liability structure, which supports a more consistent view of capital.

### Operating Performance: **Strong**

- Earnings profile that has demonstrated underwriting performance and growth in net premium over the long term.
- Downward pressure on earnings is due to elevated mortality over the past two years.
- Product sales growth is outpacing the overall industry in the group's core life and annuity products.

### Business Profile: **Favorable**

- Pacific Life is a market leader in several product lines, which are supported by a solid distribution system.
- The group utilizes a variety of independent agents, financial advisors, banks, and registered representatives for new business sales and does not depend on any single channel.
- High persistency among policyholders provides for a more stable and long-term profile for all constituents.

### Enterprise Risk Management: **Very Strong**

- Enterprise risk management (ERM) is embedded and formalized throughout the entire organization through both quantitative and qualitative methods.
- The group utilizes an economic capital model as a means to manage and communicate risk throughout the organization and is supported by strong and consistent quantitative modeling and monitoring for business segments, product lines and balance sheet exposures.
- The group continuously enhances its ERM program and makes appropriate changes as needed based on stated risk management preferences. Stress scenarios are regularly run and results monitored.

### Outlook

- The stable outlooks reflect the expectation that the group will maintain a balance sheet strength assessment in the strongest range over the intermediate term, supported by risk-adjusted capitalization at very strong to strongest levels, as measured by BCAR, while maintaining favorable market positions, operating profitability, and very strong ERM practices.

### Rating Drivers

- Negative rating action could occur if there is a significant and/or sustained decline in risk-adjusted capitalization.
- Negative rating action could occur if there is a sustained decline in operating performance.

## Key Financial Indicators

### Best's Capital Adequacy Ratio (BCAR) Scores (%)

Confidence Level	95.0	99.0	99.5	99.6
BCAR Score	50.3	33.5	26.0	24.1

Source: Best's Capital Adequacy Ratio Model - L/H, US

# BEST'S COMPANY REPORT

AMB #: 069720 - Pacific Life Group

Key Financial Indicators USD (000)	3-Months		Year End - December 31				
	2022	2021	2021	2020	2019	2018	2017
<b>Assets:</b>							
General Account	116,398,028	102,207,314	112,218,721	100,474,762	92,710,083	81,870,644	73,781,135
Separate Accounts	69,188,078	67,551,568	73,932,560	66,482,251	60,191,610	53,708,584	61,455,858
Total	185,586,105	169,758,882	186,151,281	166,957,014	152,901,693	135,579,228	135,236,993
<b>Liabilities:</b>							
Net Life Reserves	80,888,979	76,519,691	80,809,628	76,006,087	72,157,293	63,973,186	57,930,315
Net Accident & Health Reserves	16,062	17,943	16,311	16,881	17,855	18,873	20,174
Liability for Deposit Contracts	14,944,623	7,782,128	12,058,189	7,142,811	4,935,528	4,424,827	3,821,503
Asset Valuation Reserve	1,077,630	353,087	1,203,698	473,452	746,577	965,016	611,759
Other General Account	8,070,703	6,166,287	6,777,691	5,471,338	4,343,228	2,797,308	2,084,502
Total	174,186,073	158,390,705	174,798,077	155,592,820	142,392,092	125,887,794	125,924,111
Total Capital and Surplus	11,400,032	11,368,178	11,353,204	11,364,193	10,509,601	9,691,434	9,312,882
Net Income	624,194	215,676	851,394	-131,336	1,707,647	887,915	1,207,484
Net Premiums Earned	2,800,880	2,535,880	14,567,265	12,212,656	14,007,173	12,799,083	9,788,498
Net Investment Income	944,963	818,452	3,434,448	3,382,222	4,004,391	2,955,902	3,067,787

Source: BestLink® - Best's Financial Suite

Key Financial Ratios (%)	3-Months		Year End - December 31					Weighted Average
	2022	2021	2021	2020	2019	2018	2017	
Operating Return on Revenue	8.7	-2.6	-3.8	...	4.6	5.8	5.8	2.2
Operating Return on Capital and Surplus	12.5	-3.2	-6.5	-0.1	8.6	10.0	8.9	3.7
Net Investment Yield	3.4	3.3	3.3	3.6	4.7	3.9	4.5	3.9
Pre-Tax Investment Total Return	2.4	3.2	5.2	3.3	5.2	4.2	4.8	4.5

Source: BestLink® - Best's Financial Suite

Leverage (%)	3-Months		Year End - December 31				
	2022	2021	2021	2020	2019	2018	2017
General Account Liabilities to Capital and Surplus	9.2	8.0	8.9	7.8	7.8	7.4	6.9
<b>Higher Risk Assets to Capital and Surplus:</b>							
Mortgages Not in Good Standing	...	...	0.2	0.2	0.2	0.2	2.4
All Other Higher Risk Assets	95.4	73.9	90.2	71.5	60.7	73.5	69.0

Source: BestLink® - Best's Financial Suite

Liquidity Analysis	3-Months		Year End - December 31				
	2022	2021	2021	2020	2019	2018	2017
Current Liquidity (%)	71.6	73.5	73.0	73.8	75.0	72.7	72.8
Net Operating Cash Flow USD (000)	146,815	182,354	4,020,150	3,645,016	9,762,149	6,819,422	5,016,800

Source: BestLink® - Best's Financial Suite

## Credit Analysis

### Balance Sheet Strength

Pacific Life's general account invested assets totaled approximately \$108.4 billion at year-end 2021. Invested assets are primarily comprised of public/private corporate and government bonds (66% of invested assets), commercial mortgage loans (15%), policy loans (7%), and cash and other short-term investments (1%). Approximately 11% of the bond portfolio consisted of loan backed or structured securities, and Pacific Life has also allocated a portion of its surplus in equity investments, including private equity and real estate equity.

Pacific Life proactively manages its investment portfolio to maintain a favorable liquidity position. The company's strong cash flows and stable liability structure have historically provided significant liquidity benefits. Pacific Life's relatively higher proportion of policy loans results in a lower than average allocation to fixed income investments; However, the company does maintain a portfolio of short-term instruments to meet unexpected cash outflows, such as U.S. Treasuries and marketable long-term fixed maturity securities (including 144A securities). In addition to short-term liquid securities, Pacific Life retains additional backup liquidity in the form of internal funding

## Balance Sheet Strength (Continued...)

mechanisms and third party sources which is viewed as more than adequate to fund liquidity needs in a stressed economic/liquidity scenario.

Pacific Life Insurance Company (PLIC) maintains a \$700 million commercial paper program, utilized from time to time for short-term liquidity needs. PLIC is also a member of the Federal Home Loan Bank (FHLB) of Topeka where it has additional funding borrowing capacity against pledged collateral. The company had no outstanding borrowings from the FHLB of Topeka as of year-end.

Pacific Life & Annuity Co (PL&A) has in place an Advances and Security agreement with Federal Home Loan Bank of San Francisco (FHLBSF) which expands financing availability from FHLBSF. This agreement had no amounts outstanding as part of this program at year-end.

In June 2021, Pacific Life amended and extended two existing revolving credit facilities for Pacific LifeCorp and Pacific Life Insurance Company into a single unified \$1 billion, five-year, co-borrowed revolving credit facility (RCF), maturing June 2026. The unified RCF replaced standalone five-year revolving credit facilities of \$600 million and \$400 million for Pacific LifeCorp and Pacific Life Insurance Company, respectively, with June 2023 maturity dates.

Given its current composition of liabilities, A.M. Best believes the company's existing asset allocation provides strong liquidity protection under various stress scenarios to meet its cash flow needs.

## Capitalization

Pacific Life's capital and surplus was relatively flat at \$11.4 billion at year-end 2021 compared to \$11.4 billion at year-end 2020. PLIC's risk adjusted capitalization levels increased in 2021 mostly due to changes in reserve valuation, AVR, and paid in surplus. A.M. Best notes that Pacific Life's risk-based capitalization ratios can exhibit some volatility due to market risk in its variable annuity business. However, over recent years, volatility has decreased due to mitigation strategies. As part of its overall Enterprise Risk Management program, PLIC runs multiple stress scenarios in which it maintains RBC well above regulatory action levels.

Pacific Life's TAC has grown significantly in recent years through organic earnings growth from positive statutory operations. During 2017, the company replaced some higher coupon surplus notes with lower coupon 50 year surplus notes, further improving financial flexibility and the capital profile of the company.

While no new senior notes were issued in 2021, PLC issued \$750 million of senior notes in 2020, \$650 million of which was contributed to PLIC.

Capital Generation Analysis USD (000)	3-Months		Year End - December 31				
	2022	2021	2021	2020	2019	2018	2017
Beginning Capital and Surplus	11,353,204	11,364,193	11,364,193	10,509,601	9,691,434	9,312,882	8,548,420
Net Operating Gain	354,648	-90,955	-732,943	-7,930	871,468	947,163	792,752
Net Realized Capital Gains (Losses)	269,546	306,631	1,584,336	-123,406	836,179	-59,248	414,732
Net Unrealized Capital Gains (Losses)	-553,836	-278,991	330,941	-171,658	-547,548	248,697	-298,154
Net Change in Paid-In Capital and Surplus	47	97	188	594,230	188	188	14,713
Stockholder Dividends	...	...	-450,000	...	-650,000	...	-160,000
Other Changes in Capital and Surplus	-23,577	67,203	-743,512	563,356	307,878	-758,248	419
Net Change in Capital and Surplus	46,828	3,984	-10,989	854,592	818,166	378,552	764,462
<b>Ending Capital and Surplus</b>	<b>11,400,032</b>	<b>11,368,178</b>	<b>11,353,204</b>	<b>11,364,193</b>	<b>10,509,601</b>	<b>9,691,434</b>	<b>9,312,882</b>
Net Change in Capital and Surplus (%)	0.4	...	-0.1	8.1	8.4	4.1	8.9
Net Change in Capital and Surplus (5 yr CAGR)	...	...	5.8	...	...	...	...

Source: BestLink® - Best's Financial Suite

## Asset Liability Management - Investments

On a statutory basis, Pacific Life's bond portfolio, as of year-end 2021, included 6.4% in below investment grade securities (BIG) bonds, and the overall bond portfolio represented roughly 66% of general account invested assets. While the percentage invested in below investment grade bonds is below industry average, its exposure to NAIC class 2 bonds (54%) is elevated relative to the industry. The corporate bond portfolio has global diversification in primarily developed economies outside of the U.S.

## Balance Sheet Strength (Continued...)

Pacific Life's structured security portfolio includes residential mortgage-backed securities (RMBS), commercial mortgage-backed securities (CMBS) and asset-backed securities (ABS). The vast majority of RMBS is invested in prime non-government agency backed bonds with modest amounts of sub-prime and Alt A investments.

The commercial mortgage portfolio represents 16% of assets and the amount of direct real estate investments is minimal, comprising less than 1% of total investments. The company maintains a well-diversified mortgage loan and real estate portfolio diversified among apartment complexes, office buildings, resorts, retail properties and hotels with modest amounts of mixed use, industrial and mobile home communities.

Composition of Cash and Invested Assets	3-Months		Year End - December 31				
	2022	2021	2021	2020	2019	2018	2017
Total Cash and Invested Assets USD (000)	112,371,724	98,562,209	108,391,609	97,293,299	90,525,964	79,291,303	71,205,996
Composition Percentages (%)							
Unaffiliated:							
Cash and Short Term Investments	0.5	1.2	1.0	2.2	4.2	0.8	1.6
Bonds	65.4	65.7	66.2	64.9	63.2	64.6	63.4
Stocks	0.1	...	...	...	...	...	...
Mortgage Loans	14.9	15.2	14.5	15.2	15.1	15.7	16.1
Other Invested Assets	14.8	14.1	14.2	13.7	13.8	13.7	14.2
<b>Total Unaffiliated</b>	<b>95.7</b>	<b>96.2</b>	<b>95.9</b>	<b>96.1</b>	<b>96.3</b>	<b>94.9</b>	<b>95.4</b>
Investments in Affiliates	4.7	4.1	4.4	4.2	4.0	8.1	7.4
Non-Admitted	-0.4	-0.3	-0.4	-0.3	-0.2	-0.2	-0.2
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Source: BestLink® - Best's Financial Suite

Bonds and Short Term Investments - Distribution by Maturity (%)	Years					Average (Years)
	0-1	1-5	5-10	10-20	20+	
Government Bonds	0.2	0.3	0.8	0.2	1.8	16.9
Government Agencies and Municipal Bonds	0.2	0.6	0.5	0.8	1.4	15.1
Industrial and Miscellaneous Bonds	2.9	26.8	33.3	12.6	15.1	9.9
Bank Loans	0.2	1.2	0.6	0.1	...	4.4
Hybrid Securities	...	...	...	...	...	20.8
Affiliated Bonds	...	...	0.1	0.1	...	9.6
<b>Total Bonds</b>	<b>3.5</b>	<b>29.0</b>	<b>35.2</b>	<b>13.9</b>	<b>18.3</b>	<b>10.2</b>

Source: BestLink® - Best's Financial Suite

Bonds - Distribution by Issuer	Year End - December 31				
	2021	2020	2019	2018	2017
Bonds USD (000)	71,879,806	63,259,131	57,288,605	51,331,143	45,223,147
US Government (%)	2.3	1.3	1.6	1.2	1.4
Foreign Government (%)	1.0	0.9	0.9	1.2	1.1
Foreign - All Other (%)	23.7	22.9	22.8	24.3	23.8
State, Municipal & Special Revenue (%)	3.6	4.6	3.8	3.0	2.5
Industrial & Miscellaneous (%)	69.2	70.1	70.8	69.8	70.1
Hybrid Securities (%)	0.1	...	...	0.4	0.2
SVO Identified (%)	...	...	...	...	0.9
Affiliated (%)	0.2	0.1	0.1	0.2	0.1
<b>Total Bonds (%)</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Source: BestLink® - Best's Financial Suite

## Balance Sheet Strength (Continued...)

### Holding Company Assessment

Pacific Life Group has an intermediate holding company Pacific LifeCorp which is rated, with an ultimate holding company, Pacific Mutual Holding Company (PMHC, not rated). Pacific LifeCorp had \$3 billion of financial debt as of year-end 2021, \$1.7 billion of which was issued by PLIC in the form of surplus notes. PMHC maintained consolidated financial Leverage ratio of 18.4% XX at year-end 2021.

#### Financial Leverage Summary - Holding Company

Financial Leverage Ratio (%)	18.40
Adjusted Financial Leverage Ratio (%)	18.40
Interest Coverage (x)	11.40

### Operating Performance

On a statutory basis, total revenue increased to \$19.1 billion, or 17.2%, in 2021, driven by an increase in premiums.

Statutory net income was \$0.9 billion in 2021, compared to -\$0.1 billion in 2020, \$1.7 billion in 2019, \$0.9 billion in 2018 and \$1.2 billion in 2017.

Statutory net income in 2017 benefited from a large one-time re-measurement of the company's deferred tax liability benefit related to the aircraft leasing company and is not a recurring event (realized gains accounted for all of the difference in net income). 2019 income was higher due to realized capital gains (Aviation Capital Group).

Consolidated GAAP net income totaled \$1.1 billion in 2021, \$-\$669 million in 2020, \$728 million in 2019 and approximately \$916 million in 2018. The 2021 results were driven by the impact of investment performance and fee income, partially offset by elevated mortality experience.

The Life Insurance segment provides a broad range of life insurance products (interest sensitive and traditional) through multiple distribution channels in the upper income, broad-term and corporate markets.

The Retirement Solutions segment products include variable and fixed annuities, mutual funds and structured settlements offered through multiple distribution channels.

The Institutional segment includes including pension risk transfer, as well as spread businesses such as stable value and funding agreement backed notes.

The Reinsurance segment primarily includes the domestic retrocession business, which was acquired in August 2011, due to the acquisition of the retrocession business from Manulife Financial Corporation. The Reinsurance segment also includes international reinsurance, which Pacific Life has assumed from its affiliated Pacific Life Re Limited, a wholly owned subsidiary of Pacific LifeCorp.

The group continues to grow and diversify its individual life, annuity, reinsurance and institutional businesses. Also, Pacific Life offers a wide range of individual annuities including variable annuities, fixed annuities and structured settlements. AM Best favorably views the diversified mix of product as it serves to reduce the group's earnings sensitivity to equity market fluctuations.

Net Operating Gain By LOB USD (000)	Year End - December 31				
	2021	2020	2019	2018	2017
Individual Life	-1,135,519	-757,535	-585,666	280,922	-241,151
Group Life	262	184	205	198	-35
Individual Annuities	155,999	552,243	235,931	367,803	512,068
Group Annuities	172,522	55,792	57,158	78,233	67,940
Accident & Health	203	-529	-639	-235	-1,777
Other Lines of Business	157,773	191,739	1,146,648	220,243	455,708
YRT Mortality Risk Only	-84,182	-49,824	17,832	...	...
Total	-732,943	-7,930	871,468	947,163	792,752

Source: BestLink® - Best's Financial Suite

## Operating Performance (Continued...)

	Year End - December 31				
Accident & Health Statistics	2021	2020	2019	2018	2017
Net Premiums Written USD (000)	2,491	1,333	1,564	1,150	2,444
Net Premiums Earned USD (000)	2,491	1,333	1,564	1,150	2,444
Claims and Cost Containment Ratio (%)	83.7	174.3	150.0	117.3	184.7
Expense Ratio (%)	18.0	0.2	7.3	8.4	17.9
Combined Ratio (%)	101.7	174.4	157.3	125.7	202.6
Underwriting Results USD (000)	-44	-992	-897	-295	-2,508

Source: BestLink® - Best's Financial Suite

## Business Profile

PLIC operates in conjunction with its subsidiary, PL&A, and is collectively referred to as Pacific Life. Pacific Life and affiliates have primary business operations consisting of life insurance, reinsurance, individual annuities, mutual funds, investment related products and institutional products. PLIC is owned by Pacific LifeCorp, an intermediate holding company whose ultimate parent is Pacific Mutual Holding Company. Primary business reporting segments for Pacific LifeCorp include the Life Insurance Division (LID), Retirement Solutions Division (RSD), Institutional Division and Reinsurance, which includes the international reinsurance operations of Pacific Life Re Limited, an affiliate of PLIC and a wholly owned subsidiary of Pacific LifeCorp and the life retrocession business. A final segment is the Corporate and Other segment. Beginning in 2020, the company established a new Institutional Division which focuses on pension risk transfer solutions (previously included in RSD) as well as stable value wrap and spread lending products.

LID's principal products include IUL, UL, VUL, interest-sensitive whole life, survivor life, term life and corporate-owned life insurance (COLI). The company's continuing success in the individual life insurance market stems from diversified product offerings, a focus on key market segments, diversified, highly professional distribution sources, and an excellent producer and policy owner service platform. This combination has allowed the company to build a stable and profitable book of business over the years. The company's multi-channel life distribution system includes regional life offices, the M Financial producer group, independent marketing organizations, and institutional accounts. The institutional accounts distribution focuses on national and regional wirehouses, as well as banks and other joint marketing organizations. Pacific Life's strategy has been to focus on expanding its present distribution systems, continuing to address the changing needs of the high net worth and corporate markets, and broadening market share in the upper middle-income market. In June 2016, the Company acquired a term insurance technology platform from Genworth Financial Inc., which is allowing Pacific Life to expand beyond its historically affluent and corporate customer base.

RSD develops and markets a diversified range of competitive fixed and variable annuities, mutual funds and structured settlement products, to individuals and businesses through a diverse wholesaler network consisting of regional and national wirehouses, financial institutions, independent planners and settlement firms.

A broad range of both name-brand funds and proprietary fund selections are offered through its variable annuity and mutual fund products. RSD is positioned to meet a variety of retirement needs including wealth planning, wealth accumulation, retirement and retirement income management through its ability to continue providing value-added products and services, characterized by a strong customer and producer service orientation. The variable annuity products include institutional money management, asset allocation strategies and asset-based compensation, with an emphasis on service. Variable annuity products are sold with and without riders and the company has demonstrated progress in diversifying its overall annuity product mix. Pacific Life has successfully diversified its individual annuity product offerings through the continued development and enhancement of the company's suite of fixed products, resulting in strong fixed annuity sales over the past several years. Fixed annuity products now include book value, market value adjustment, indexed and immediate annuity options.

The Institutional Division offers a competitive suite of products including pension risk transfer, as well as spread businesses such as stable value and funding agreement backed notes. Pacific Life ranked among the top five in stable value notional outstanding for 2021, and top 10 in pension risk transfer sales and funding agreement backed note issuances.

The Reinsurance segment offers a comprehensive range of wholesale life risk management products in the United Kingdom, Ireland, Asia, Australia, and North America. The Reinsurance segment specializes in term life, critical illness, income protection, and annuity businesses. Also included in the Reinsurance segment is the international reinsurance operations of Pacific Life Re Limited (PLRL), an affiliate of PLIC and a wholly owned subsidiary of Pacific LifeCorp. PLRL reinsurance risks are primarily mortality risks in the UK and Asia along with some assumption of retrocession business from larger reinsurers and some UK related longevity swaps from insurers and pension funds without material investment risk.



## Business Profile (Continued...)

2021 By Line Business	Direct Premiums Written		Reinsurance Premiums Assumed		Reinsurance Premiums Ceded		Net Premiums Written		Business Retention
	USD (000)	%	USD (000)	%	USD (000)	%	USD (000)	%	%
Ordinary Life	4,553,328	32.8	777,814	30.8	1,466,740	80.3	3,864,402	26.5	72.5
Group Life	...	...	...	...	22	...	-22	...	...
Individual Annuities	7,625,217	55.0	17,931	0.7	358,945	19.7	7,284,204	50.0	95.3
Group Annuities	1,689,392	12.2	1,726,798	68.4	...	...	3,416,190	23.5	100.0
Individual Accident & Health	...	...	2,491	0.1	...	...	2,491	...	100.0
<b>Total</b>	<b>13,867,937</b>	<b>100.0</b>	<b>2,525,035</b>	<b>100.0</b>	<b>1,825,707</b>	<b>100.0</b>	<b>14,567,265</b>	<b>100.0</b>	<b>88.9</b>

Source: BestLink® - Best's Financial Suite

### Year End - December 31

#### Geographic Breakdown by Direct Premiums Written and Deposit-Type Contracts USD (000)

	2021	2020	2019	2018	2017
Utah	1,646,709	88,036	189,631	199,597	151,141
California	1,599,861	1,427,282	1,810,231	1,621,959	1,390,346
Texas	1,101,415	891,662	1,214,305	1,044,726	670,520
Florida	1,040,907	861,822	1,031,530	895,868	639,642
Colorado	930,406	1,131,461	1,490,978	1,467,469	1,315,318
Top 5 States	6,319,300	4,400,263	5,736,675	5,229,619	4,166,967
All Other	9,640,222	8,861,638	9,531,275	8,758,723	6,557,151
<b>Total</b>	<b>15,959,522</b>	<b>13,261,901</b>	<b>15,267,950</b>	<b>13,988,341</b>	<b>10,724,118</b>
Geographic Concentration Index	0.05	...	...	...	...

Source: BestLink® - Best's Financial Suite

## Enterprise Risk Management

Pacific Life has a formalized and well-defined enterprise-level risk framework, with committees attended by senior management. Key risks managed within the ERM program include interest rate, equity, credit, insurance, liquidity, model, operational and emerging risks. The principal objective of the ERM program is to enable Pacific Life to grow and prosper, regardless of the economic environment, by ensuring that risks are identified, understood, and well managed. The ERM framework defines objectives, establishes risk appetites and tolerances, specifies practices for risk management and provides transparency of risk throughout the organization. The ERM group along with senior management monitors key risks and reports to the board of directors on a quarterly basis, or more frequently if needed. Business segments, in coordination with ERM, define and execute risk management for their operations. Equity and interest rate risks are the greatest exposures with credit risk being smaller. Pacific Life manages its significant equity market risk through a combination of product design, customer asset allocation, and hedging programs that focus on mitigating GAAP income volatility and preserving statutory capital. Interest rate risk is managed by separate product portfolios with clear duration targets and interest rate guidelines. Mortality, longevity and lapse risks are managed through product design, underwriting, monitoring and reinsurance. The company also has an information security program to protect against current and emerging risks that is linked to their business strategy, drivers, objectives, and processes.

The Company continuously monitors the results of their dynamic ERM program and makes continuous improvements relative to stated risk management preferences and risk limits based on the market and economic environment, and hedging effectiveness results as necessary. The company also employs an economic capital model to aid in understanding its risk profile, integrated into certain product pricing activity, and capital allocation. The economic capital model has been reviewed by independent consultants.

## Reinsurance Summary

Pacific Life company is not overly reliant on reinsurance. Reinsurance leverage is approximately 45%. The company mostly utilizes reinsurers that are rated between A- and A+ on A.M. Best's FSR scale (one reinsurer is Not Rated).

## Financial Statements

	3-Months		Year End - December 31			
	2022		2021		2020	
Balance Sheet	USD (000)	%	USD (000)	%	USD (000)	%
Cash and Short Term Investments	604,366	0.3	1,066,926	0.6	2,134,716	1.3
Bonds	73,628,375	39.7	71,879,806	38.6	63,259,131	37.9
Preferred and Common Stock	201,754	0.1	170,333	0.1	140,751	0.1
Other Invested Assets	37,937,230	20.4	35,274,545	18.9	31,758,701	19.0
<b>Total Cash and Invested Assets</b>	<b>112,371,724</b>	<b>60.5</b>	<b>108,391,609</b>	<b>58.2</b>	<b>97,293,299</b>	<b>58.3</b>
Premium Balances	249,214	0.1	156,049	0.1	274,520	0.2
Net Deferred Tax Asset	398,771	0.2	477,975	0.3	424,965	0.3
Other Assets	3,378,318	1.8	3,193,088	1.7	2,481,980	1.5
<b>Total General Account Assets</b>	<b>116,398,028</b>	<b>62.7</b>	<b>112,218,721</b>	<b>60.3</b>	<b>100,474,762</b>	<b>60.2</b>
Separate Account Assets	69,188,078	37.3	73,932,560	39.7	66,482,251	39.8
<b>Total Assets</b>	<b>185,586,105</b>	<b>100.0</b>	<b>186,151,281</b>	<b>100.0</b>	<b>166,957,014</b>	<b>100.0</b>
Net Life Reserves	80,888,979	43.6	80,809,628	43.4	76,006,087	45.5
Net Accident & Health Reserves	16,062	...	16,311	...	16,881	...
Liability for Deposit Contracts	14,944,623	8.1	12,058,189	6.5	7,142,811	4.3
Asset Valuation Reserve	1,077,630	0.6	1,203,698	0.6	473,452	0.3
Other Liabilities	8,070,703	4.3	6,777,691	3.6	5,471,338	3.3
<b>Total General Account Liabilities</b>	<b>104,997,996</b>	<b>56.6</b>	<b>100,865,517</b>	<b>54.2</b>	<b>89,110,569</b>	<b>53.4</b>
Separate Account Liabilities	69,188,078	37.3	73,932,560	39.7	66,482,251	39.8
<b>Total Liabilities</b>	<b>174,186,073</b>	<b>93.9</b>	<b>174,798,077</b>	<b>93.9</b>	<b>155,592,820</b>	<b>93.2</b>
Capital Stock	30,000	...	30,000	...	30,000	...
Paid-In and Contributed Surplus	1,835,789	1.0	1,835,789	1.0	1,835,789	1.1
Unassigned Surplus	7,590,359	4.1	7,690,120	4.1	7,693,204	4.6
Other Surplus	1,943,885	1.0	1,797,295	1.0	1,805,201	1.1
<b>Total Capital and Surplus</b>	<b>11,400,032</b>	<b>6.1</b>	<b>11,353,204</b>	<b>6.1</b>	<b>11,364,193</b>	<b>6.8</b>
<b>Total Liabilities, Capital and Surplus</b>	<b>185,586,105</b>	<b>100.0</b>	<b>186,151,281</b>	<b>100.0</b>	<b>166,957,014</b>	<b>100.0</b>

Source: BestLink® - Best's Financial Suite

Income Statement USD (000)	3-Months		Year End - December 31	
	2022	2021	2021	2020
Net Premiums Earned:				
Individual Life	...	...	3,702,441	3,233,777
Group Life	...	...	-22	-33
Individual Annuities	...	...	7,284,204	6,284,413
Group Annuities	...	...	3,416,190	2,257,637
Accident & Health	...	...	2,491	1,333
YRT Mortality Risk Only	...	...	161,961	435,528
Total Net Premiums Earned	2,800,880	2,535,880	14,567,265	12,212,656
Net Investment Income	944,963	818,452	3,434,448	3,382,222
Reserve Adjustments on Reinsurance Ceded	-121,945	-213,985	-677,295	-779,554
Other Income	434,579	412,838	1,748,815	1,522,722
Total Revenue	4,058,478	3,553,185	19,073,233	16,338,045
Policy Benefits	3,190,184	3,628,921	17,153,147	14,520,939
Commissions and Expense Allowances	270,105	255,359	1,036,067	1,012,731
Insurance and Other Expense	293,855	256,289	1,104,207	1,127,370
Net Transfers to (from) Separate Accounts	-80,880	-493,030	288,308	-136,164
Dividends to Policyholders	2,117	2,039	8,178	8,230
Pre-Tax Net Operating Gain	383,096	-96,393	-516,674	-195,060
Income Taxes Incurred	28,449	-5,438	216,269	-187,130
Net Operating Gain	354,648	-90,955	-732,943	-7,930
Net Realized Capital Gains	269,546	306,631	1,584,336	-123,406
Net Income	624,194	215,676	851,394	-131,336

Source: BestLink® - Best's Financial Suite

Statement of Operating Cash Flows USD (000)	3-Months		Year End - December 31	
	2022	2021	2021	2020
Net Premiums Collected	2,708,839	2,548,021	14,241,476	11,732,204
Net Investment Income	811,810	721,289	3,427,189	3,544,367
Other Income Received	351,960	209,667	1,144,580	794,707
Total Collected Operating Revenue	3,872,609	3,478,976	18,813,245	16,071,278
Net Benefits and Loss Related Payments	3,094,784	3,134,396	12,293,712	10,081,565
Commissions and Other Expenses Paid	715,499	584,027	2,055,931	2,130,311
Net Transfers to (from) Separate Accounts	-89,598	-446,815	211,059	-283,891
Dividends to Policyholders	2,085	2,283	8,654	8,995
Income Taxes Paid (Recovered)	3,024	22,731	223,739	489,281
Total Paid Expenses and Transfers	3,725,794	3,296,622	14,793,095	12,426,262
Net Operating Cash Flow	146,815	182,354	4,020,150	3,645,016

Source: BestLink® - Best's Financial Suite

## Last Update

June 24, 2022

## Identifiers

**AMB #:** 069720

This company is a data record that AM Best utilizes to represent the AM Best Consolidated financials for the Life, Annuity, and Accident business of AMB#: [050799 Pacific Mutual Holding Company](#).

AMB#: [006885 Pacific Life Insurance Company](#) has been assigned as the AMB Group Lead for this consolidation and should be used to access name, address, or other contact information for this AM Best Consolidated Group.

## Financial Data Presented

See [LINK](#) for details of the entities represented by the data presented in this report.

# Pacific Life Group

## Operations

**Date Incorporated:** January 02, 1868

**Domiciled:** Nebraska, United States

**Business Type:** Life, Annuity, and Accident

**Organization Type:** Mutual

**Marketing Type:** Independent Agency

## Best's Credit Ratings

### Rating Relationship

This group represents an AM Best Rating Unit. In our opinion, companies under this Rating Unit have a Superior ability to meet their ongoing insurance obligations and a Superior ability to meet their ongoing senior financial obligations.

**Best's Credit Rating Effective Date:** June 24, 2022

Rating rationale and credit analysis can be found in the [Best's Credit Report for AMB# 069720 - Pacific Life Group](#).

AMB#	Rating Unit Members	Best's Credit Ratings		
		Financial Strength Rating	Long-Term Issuer Credit Rating	Short-Term Issuer Credit Rating
009156	Pacific Life & Annuity Co	A+	aa	
006885	Pacific Life Insurance Company	A+	aa	AMB-1+

## Corporate Structure

**Associated Ultimate Parent:** AMB # 050799 - Pacific Mutual Holding Company

Based on AM Best's analysis, AMB# 050799 Pacific Mutual Holding Company is the Associated Ultimate Parent to this group. Its current data structure is based on the corporate structure for the associated ultimate parent and the non-legal entities such as data records and AM Best Groups. Access current [Corporate Structure](#) in BestLink.

## Financial Results

Financial exhibits presented in this report provide calculated ratios using the most recent AM Best consolidated statements available in BestLink - Best's Statement File - L/H, US. Access [Quantitative Analytical Report \(QAR\) Annual](#) and [Quarterly](#) for additional details.

**Currency:** US Dollars

## Balance Sheet Highlights

Year End - December 31

### Ceded Reinsurance Analysis

	2021	2020	2019	2018	2017
<b>Pacific Life Group</b>					
Face Amount Reinsurance Ceded USD (000)	220,010,948	204,288,981	196,418,205	175,385,542	160,439,788
Affiliated Reinsurance Recoverable / Capital & Surplus (%)	2.0	0.8	...	...	...
Unaffiliated Reinsurance Recoverable / Capital & Surplus (%)	4.3	3.8	3.1	2.9	2.4
Total Reinsurance Recoverable / Capital & Surplus (%)	6.3	4.6	3.1	2.9	2.4
Surplus Relief (%)	1.4	0.6	1.7	1.8	1.7
Reinsurance Leverage (%)	46.9	39.8	38.4	42.1	38.1
<b>Individual Annuity Composite</b>					
Total Reinsurance Recoverable / Capital & Surplus (%)	3.8	3.5	2.8	2.7	3.0
Reinsurance Leverage (%)	218.3	187.5	156.8	156.8	160.7

Source: BestLink® - Best's Financial Suite

## Asset Liability Management | Investments

3-Months

Year End - December 31

	2022	2021	2021	2020	2019	2018	2017
<b>Bond Portfolio</b>							
Bonds & Short Term Investments USD (000)	73,807,306	64,820,783	72,080,684	63,267,753	59,779,965	51,361,143	45,243,591
Unaffiliated Bonds:							
US Government	...	...	2.3	1.3	1.6	1.2	1.4
Foreign Government	...	...	1.0	0.9	0.9	1.2	1.1
Foreign – All Other	...	...	23.7	22.9	22.8	24.3	23.8
State, Municipal & Special Revenue	...	...	3.6	4.6	3.8	3.0	2.5
Industrial & Miscellaneous	...	...	69.2	70.1	70.8	69.8	70.1
Hybrid Securities	...	...	0.1	...	...	0.4	0.2
SVO Identified	...	...	...	...	...	...	0.9
Affiliated	...	...	0.2	0.1	0.1	0.2	0.1
<b>Total Bonds</b>	...	...	100.0	100.0	100.0	100.0	100.0
<b>By Private vs Public (%)</b>							
Private issues	...	...	47.4	44.0	40.4	39.6	37.9
Public issues	...	...	52.6	56.0	59.6	60.4	62.1
<b>By Quality (%)</b>							
Class 1	39.6	39.7	39.4	40.5	45.2	41.2	40.9
Class 2	54.2	53.9	54.2	53.3	50.6	54.2	53.8
Class 3	5.0	5.1	5.0	4.8	2.9	3.3	4.0
Class 4	0.9	0.9	1.1	1.1	0.9	1.0	1.1
Class 5	0.1	0.3	0.2	0.3	0.3	0.4	0.2
Class 6	0.2	...	0.2	...	0.1	...	...
Below Investment Grade (NAIC 3-6)	6.1	6.3	6.4	6.2	4.2	4.6	5.3
Below Investment Grade - % of Capital & Surplus	39.8	36.1	37.0	33.0	22.3	22.3	24.2

Source: BestLink® - Best's Financial Suite

## Balance Sheet Highlights

## Asset Liability Management | Investments (Continued...)

	3-Months			Year End - December 31			
	2022	2021	2021	2020	2019	2018	2017
<b>Stock Portfolio</b>							
Stocks USD(000)	201,754	135,312	170,333	140,751	272,457	156,574	175,111
<b>By Type (%)</b>							
Unaffiliated Common	...	...	24.5	8.1	3.5	5.1	3.3
Affiliated Common	...	...	74.6	85.2	91.9	86.7	89.2
Unaffiliated Preferred	...	...	0.9	6.6	4.6	8.2	7.5

Source: BestLink® - Best's Financial Suite

## Operating Performance Highlights

<b>A&amp;H Current Year Experience</b>	Premiums Written USD(000)	Premiums Earned USD(000)	Loss Ratio (%)	Expense Ratio (%)	Underwriting Results USD(000)
Group	...	...	...	...	53
Individual:					
Non-cancelable	...	...	999.9	18.2	-161
Guaranteed renewable	2,491	2,491	77.3	20.1	65

Source: BestLink® - Best's Financial Suite

## Business Profile Highlights

## Historical Market Presence

	Year End - December 31				
	2021	2020	2019	2018	2017
<b>By Line Breakdown - NPW USD (000)</b>					
Individual Life	3,702,441	3,233,777	3,090,786	3,585,493	3,266,124
Group Life	-22	-33	-32	-38	-36
Individual Annuities	7,284,204	6,284,413	8,560,643	8,292,860	5,678,712
Group Annuities	3,416,190	2,257,637	1,885,930	919,617	841,254
Accident & Health	2,491	1,333	1,564	1,150	2,444
YRT Mortality Risk Only	161,961	435,528	468,282	...	...
<b>Total</b>	<b>14,567,265</b>	<b>12,212,656</b>	<b>14,007,173</b>	<b>12,799,083</b>	<b>9,788,498</b>

Source: BestLink® - Best's Financial Suite

**Business Profile Highlights**
**Historical Market Presence (Continued...)**
**Geographic Breakdown by Direct Premiums Written and Deposit-Type Contracts USD (000)**

	2021	2020	2019	2018	2017
Utah	1,646,709	88,036	189,631	199,597	151,141
California	1,599,861	1,427,282	1,810,231	1,621,959	1,390,346
Texas	1,101,415	891,662	1,214,305	1,044,726	670,520
Florida	1,040,907	861,822	1,031,530	895,868	639,642
Colorado	930,406	1,131,461	1,490,978	1,467,469	1,315,318
Illinois	770,109	555,055	721,105	652,281	464,852
Ohio	662,127	394,552	553,610	589,752	363,532
New York	640,618	478,810	664,157	566,236	517,147
Michigan	482,428	547,205	600,214	511,449	324,103
Pennsylvania	438,847	439,512	403,090	359,365	278,838
All Other	6,646,093	6,446,504	6,589,101	6,079,640	4,608,679
<b>Total</b>	<b>15,959,522</b>	<b>13,261,901</b>	<b>15,267,950</b>	<b>13,988,341</b>	<b>10,724,118</b>
Geographic Concentration Index	0.05	...	...	...	...

Source: BestLink® - Best's Financial Suite

	Year End - December 31				
	2021	2020	2019	2018	2017

**By Line Reserves USD (000)**

Individual Life	37,924,433	35,495,338	33,457,884	31,546,704	30,405,526
Individual Annuities	34,102,183	33,405,978	31,945,049	27,478,612	23,322,719
Group Life	14,488	14,282	14,027	13,906	13,580
Group Annuities	7,701,887	6,037,374	5,744,171	4,138,360	3,438,556
Deposit Type Contracts	12,058,189	7,142,811	4,935,528	4,424,827	3,821,503
Accident & Health	16,311	16,881	17,855	18,873	20,174
Other	...	...	...	2,809	2,856
<b>Total (including Supplemental Contracts)</b>	<b>91,817,492</b>	<b>82,112,663</b>	<b>76,114,514</b>	<b>67,624,090</b>	<b>61,024,914</b>

Source: BestLink® - Best's Financial Suite

	Year End - December 31				
	2021	2020	2019	2018	2017

**Life Policies Statistics**

<b>Ordinary Policies</b>					
Issued	57,680	70,633	62,826	55,727	36,584
In Force	4,936,119	5,475,687	6,013,902	6,650,146	6,822,621
<b>Group Policies</b>					
In Force	6	6	6	6	6
<b>Group Certificates</b>					
In Force	140	146	149	154	161
<b>Life Insurance In Force USD (000)</b>					
Whole Life & Endowment & Additions	165,456,563	158,917,419	153,617,609	150,832,102	146,754,094
Term	395,096,764	387,129,832	360,693,124	351,091,334	342,898,030
Group	18,003	17,964	17,858	17,904	17,890
<b>New Life Business Issued USD (000)</b>					
Whole Life & Endowment & Additions	9,296,376	9,495,404	10,534,839	11,550,264	10,021,715
Term	36,046,245	44,674,133	35,316,987	29,779,439	19,482,981

Source: BestLink® - Best's Financial Suite

## Last Update

June 24, 2022

## Identifiers

**AMB #:** 006885

**NAIC #:** 67466

**FEIN #:** 95-1079000

**LEI #:** 8WC3XYHE06SQFW7CQK10

## Contact Information

### Administrative Office:

700 Newport Center Drive,  
Newport Beach, California  
92660-6397  
United States

### Domiciliary Address:

6750 Mercy Road, Omaha,  
Nebraska 68106  
United States

**Web:** [www.pacificlife.com](http://www.pacificlife.com)

**Phone:** +1-949-219-3011

**Fax:** +1-949-644-6417

## Financial Data Presented

The financial data in this report reflects the most current data available at the time the report was printed.

# Pacific Life Insurance Company

## Operations

**Date Incorporated:** January 02, 1868 | **Date Commenced:** May 01, 1868

**Domiciled:** Nebraska, United States

**Licensed:** (Current since 10/01/2001). The company is licensed in the District of Columbia, AL, AK, AZ, AR, CA, CO, CT, DE, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE, NV, NH, NJ, NM, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI and WY.

**Business Type:** Life, Annuity, and Accident

**Organization Type:** Stock

**Marketing Type:** Independent Agency

**Financial Size:** XV (\$2 Billion or greater)

## Best's Credit Ratings

### Rating Relationship

**AM Best Rating Unit:** [069720 - Pacific Life Group](#)

Refer to the [Best's Credit Report for AMB# 069720 - Pacific Life Group](#) for details regarding the rating rationale, credit analysis, and financial exhibits available at the time the credit analysis was performed.

### Best's Credit Rating History

AM Best has assigned ratings on this company since 1928. In our opinion, the company has a Superior ability to meet their ongoing insurance obligations and a Superior ability to meet their ongoing senior financial obligations.

The following are the most recent rating events, for longer history refer to [Rating History](#) in BestLink:

Best's Financial Strength Ratings				Best's Long-Term Issuer Credit Ratings		
Effective Date	Rating	Outlook	Action	Rating	Outlook	Action
<b>Current -</b>						
<b>Jun 24, 2022</b>	<b>A+</b>	<b>Stable</b>	<b>Affirmed</b>	<b>aa</b>	<b>Stable</b>	<b>Affirmed</b>
Jun 4, 2021	A+	Stable	Affirmed	aa	Stable	Affirmed
May 29, 2020	A+	Stable	Affirmed	aa	Stable	Affirmed
May 24, 2019	A+	Stable	Affirmed	aa	Stable	Affirmed
May 9, 2018	A+	Stable	Affirmed	aa	Stable	Upgraded



**Best's Credit Rating History (Continued...)**

Best's Short-Term Issuer Credit Ratings	
Effective Date	Rating
Current -	
Jun 24, 2022	AMB-1+
Jun 4, 2021	AMB-1+
May 29, 2020	AMB-1+
May 24, 2019	AMB-1+
May 9, 2018	AMB-1+

**Best's Issue Credit Ratings**

AM Best assigns Best's Issue Credit Ratings. Refer to the profile page to view current Issue Ratings for [Pacific Life Insurance Company \(AMB#6885\)](#).

**Corporate Structure**

**Ultimate Parent:** AMB # 050799 - Pacific Mutual Holding Company

Based on AM Best's analysis, AMB# 050799 Pacific Mutual Holding Company is the AMB Ultimate Parent and identifies the topmost entity of the corporate structure. Access in BestLink this company's current [Corporate Structure](#).

**Management****Officers**

**President and CEO:** Darryl D. Button

**SVP and Chief Accounting Officer:** Joshua D. Scott

**Vice President and Secretary:** Jane M. Guon

**Vice President and Treasurer:** Craig W. Leslie

**Directors**

Darryl D. Button

Adrian S. Griggs

Lawrence F. Harr

James T. Morris

Jason (Jay) Orlandi

**History**

Originally incorporated in 1868 as The Pacific Mutual Life Insurance Company of California, the company was reincorporated in 1936 as Pacific Mutual Life Insurance Company (Pacific Mutual Life) and officially became a mutual company in 1959. Following the passage of California's mutual holding company legislation, Pacific Mutual Life converted to a mutual holding company structure in 1997 through the formation of Pacific Mutual Holding Company. Concurrently, Pacific Mutual Life converted to a California domiciled stock life insurance company, issued all of its capital stock to an intermediate stock holding company named Pacific LifeCorp and continued its corporate existence under the name Pacific Life Insurance Company (PLIC). Pacific Mutual Holding Company is controlled by members who are policyholders and currently own 100% of the voting stock of Pacific LifeCorp. Pacific Mutual Holding Company is legally required to retain not less than 51% of the voting stock of Pacific LifeCorp, and Pacific LifeCorp must hold all of the voting stock of PLIC. The remaining voting stock of Pacific LifeCorp may be sold to the public, although this is not contemplated in the foreseeable future. This structure provides the group with greater financial flexibility in its capital management, including access to additional funding from the public markets. At the time of the company's conversion to a mutual holding company, PLIC established a closed block for certain individual life policies, with related assets of \$271 million at year-end 2013.

In 1999, PM Group Life Insurance Company, a wholly-owned subsidiary of PLIC, domiciled in Arizona, secured its license to conduct business in the state of New York and changed its name to Pacific Life & Annuity Company (PL&A).

In 2005, the company sold the group insurance businesses of PLIC and PL&A to an unrelated third party. The business included medical, dental and life coverage for small and large group employers. The transaction was structured as a coinsurance arrangement and effectively eliminated the company's exposure to the group medical market.

Also in 2005, ACG, then a subsidiary of Pacific LifeCorp, acquired Seattle-based Boullion Aviation Services from WestLB AG. The transaction effectively doubled the size of ACG's commercial aircraft leasing business, placing it among the largest operating lessors in the industry. On December 31, 2009, Pacific LifeCorp contributed its entire ownership in ACG to PLIC. In 2017, Tokyo Century Corporation (Tokyo Century) acquired a 20% membership interest in ACG, and later expanded ownership to 24.5%. In December 2019, PLIC completed the sale of its remaining ownership in ACG to Tokyo Century.

On September 1, 2005, PLIC transferred its legal domicile from the State of California to the State of Nebraska. On June 29, 2007, Pacific Mutual Holding Company transferred its legal domicile from the State of California to the State of Nebraska.

In 2005, Pacific Alliance Reinsurance Ltd. (PAR Bermuda) was formed to provide reinsurance exclusively to PLIC for no lapse guarantee benefits. PAR Bermuda is a Bermuda-based life reinsurance company 100% owned by Pacific LifeCorp. In 2007, Pacific Alliance Reinsurance Company of Vermont (PAR VT) was incorporated and is a wholly owned subsidiary of PLIC. PAR VT is licensed as a special purpose financial insurance company under the laws of the State of Vermont and was formed to reinsure certain no lapse guarantee benefits issued by the Company. Effective October 1, 2010, all the reinsurance ceded to PAR Bermuda was novated to PAR VT, consolidating the in force no lapse guarantee reinsurance into one captive entity.

In 2013, Pacific Baleine Reinsurance Company (PBRC) was incorporated and is a wholly owned subsidiary of PLIC. PBRC is licensed as a special purpose financial insurance company under the laws of the State of Vermont and was formed to reinsure certain level term insurance policies issued by the Company as well as certain no lapse guarantee rider benefits not ceded to PAR VT.

Pacific Life Re Limited (PL Re) was formed in 2008 following the acquisition by Pacific LifeCorp of the International Life Reinsurance segment of Scottish Re Group Limited. PL Re provides reinsurance to insurance and annuity providers in the United Kingdom, Ireland, and selected markets in Asia.

In August 2011, PLIC and Pacific Life Reinsurance (Barbados) Limited (PLRB), a newly formed insurer and wholly owned subsidiary of Pacific LifeCorp, acquired Manulife Financial (Manulife) domestic and international life retrocession businesses, respectively. Upon closing the transaction, PLIC retroceded to PLRB, the majority of the domestic retrocession business it assumed from Manulife. In March 2020, PLRB was redomiciled to Bermuda and changed its name to Pacific Life Re Global Limited.

In October 2012, the Company formed Pacific Annuity Reinsurance Company (PARC), a captive reinsurance company subject to regulatory supervision by the Arizona Department of Insurance and Financial Institutions. PARC was formed to reinsure benefits provided by variable annuity contracts and contract rider guarantees issued by PLIC. Base annuity contracts were reinsured on a modified coinsurance basis and the contract guarantees were reinsured on a coinsurance with funds withheld basis. In October 2020, PLIC recaptured the variable annuity business reinsured by PARC and PARC was dissolved as of December 31, 2020.

## Corporate Changes

Date	Event Type	Company Name	Current Company Name	Corporate Changes Text
09/01/2005	Domiciliary Change	Pacific Life Insurance Company		This company redomesticated from California to Nebraska on September 1, 2005.
09/01/1997	Name Change	Pacific Mutual Life Insurance Company	Pacific Life Insurance Company	This company changed its name to Pacific Life Insurance Company and converted to a mutual holding company on September 01, 1997.
08/03/1936	Name Change	The Pacific Mutual Life Insurance Company of California	Pacific Life Insurance Company	This company changed its name to Pacific Mutual Life Insurance Company on August 03, 1936.

Search for this company in [Corporate Changes](#) in BestLink to review previous changes.

## Regulatory

**Auditor:** Deloitte & Touche, LLP

**Actuary:** Kristina L. Kennedy, FSA, MAAA

An examination of the financial condition was made as of December 31, 2016, by the insurance department of Nebraska. The 2021 annual independent audit of the company was conducted by Deloitte & Touche, LLP. The annual statement of actuarial opinion is provided by Kristina L. Kennedy, FSA, MAAA, Vice President & Chief Actuary.

## Financial Statements

Financial Statements reflected were compiled from the most recent company-filed statement available in BestLink - Best's Statement File - L/H, US.

**Currency:** US Dollars

	3-Months		Year End - December 31			
	2022		2021		2020	
<b>Balance Sheet</b>	USD (000)	%	USD (000)	%	USD (000)	%
Cash and Short Term Investments	577,879	0.3	992,861	0.6	2,000,148	1.3
Bonds	69,005,455	38.8	67,346,281	37.8	58,896,972	37.0
Preferred and Common Stock	737,372	0.4	696,756	0.4	689,063	0.4
Other Invested Assets	37,478,452	21.1	34,837,143	19.6	31,310,964	19.7
<b>Total Cash and Invested Assets</b>	<b>107,799,158</b>	<b>60.7</b>	<b>103,873,040</b>	<b>58.3</b>	<b>92,897,147</b>	<b>58.3</b>
Premium Balances	249,104	0.1	156,003	0.1	274,394	0.2
Net Deferred Tax Asset	383,323	0.2	462,311	0.3	410,656	0.3
Other Assets	3,315,337	1.9	3,132,850	1.8	2,427,937	1.5
<b>Total General Account Assets</b>	<b>111,746,923</b>	<b>62.9</b>	<b>107,624,204</b>	<b>60.4</b>	<b>96,010,134</b>	<b>60.3</b>
Separate Account Assets	65,902,742	37.1	70,441,999	39.6	63,283,167	39.7
<b>Total Assets</b>	<b>177,649,664</b>	<b>100.0</b>	<b>178,066,203</b>	<b>100.0</b>	<b>159,293,301</b>	<b>100.0</b>
Net Life Reserves	77,134,078	43.4	77,070,991	43.3	72,397,115	45.4
Net Accident & Health Reserves	16,062	...	16,311	...	16,881	...
Liability for Deposit Contracts	14,063,503	7.9	11,197,544	6.3	6,280,823	3.9
Asset Valuation Reserve	1,075,915	0.6	1,200,890	0.7	468,775	0.3
Other Liabilities	8,057,334	4.5	6,785,264	3.8	5,482,347	3.4
<b>Total General Account Liabilities</b>	<b>100,346,891</b>	<b>56.5</b>	<b>96,271,000</b>	<b>54.1</b>	<b>84,645,941</b>	<b>53.1</b>
Separate Account Liabilities	65,902,742	37.1	70,441,999	39.6	63,283,167	39.7
<b>Total Liabilities</b>	<b>166,249,632</b>	<b>93.6</b>	<b>166,712,999</b>	<b>93.6</b>	<b>147,929,108</b>	<b>92.9</b>
Capital Stock	30,000	...	30,000	...	30,000	...
Paid-In and Contributed Surplus	1,835,789	1.0	1,835,789	1.0	1,835,789	1.2
Unassigned Surplus	7,590,359	4.3	7,690,120	4.3	7,693,204	4.8
Other Surplus	1,943,885	1.1	1,797,295	1.0	1,805,201	1.1
<b>Total Capital and Surplus</b>	<b>11,400,032</b>	<b>6.4</b>	<b>11,353,204</b>	<b>6.4</b>	<b>11,364,193</b>	<b>7.1</b>
<b>Total Liabilities, Capital and Surplus</b>	<b>177,649,664</b>	<b>100.0</b>	<b>178,066,203</b>	<b>100.0</b>	<b>159,293,301</b>	<b>100.0</b>

Source: BestLink® - Best's Financial Suite

<b>Income Statement USD (000)</b>	<b>3-Months</b>		<b>Year End - December 31</b>	
	<b>2022</b>	<b>2021</b>	<b>2021</b>	<b>2020</b>
Net Premiums Earned:				
Individual Life	...	...	3,689,005	3,219,321
Group Life	...	...	-22	-33
Individual Annuities	...	...	6,861,369	5,880,439
Group Annuities	...	...	3,269,453	2,223,254
Accident & Health	...	...	2,491	1,333
YRT Mortality Risk Only	...	...	161,961	435,528
Total Net Premiums Earned	2,677,910	2,448,179	13,984,256	11,759,841
Net Investment Income	885,538	764,950	3,252,091	3,181,766
Reserve Adjustments on Reinsurance Ceded	-121,887	-213,935	-677,151	-779,299
Other Income	415,521	395,978	1,676,089	1,455,151
Total Revenue	3,857,082	3,395,171	18,235,286	15,617,460
Policy Benefits	3,039,480	3,484,098	16,341,909	13,859,035
Commissions and Expense Allowances	259,831	247,225	999,670	979,046
Insurance and Other Expense	286,451	252,012	1,082,688	1,098,029
Net Transfers to (from) Separate Accounts	-97,706	-477,630	343,718	-95,282
Dividends to Policyholders	2,117	2,039	8,178	8,230
Pre-Tax Net Operating Gain	366,909	-112,573	-540,879	-231,598
Income Taxes Incurred	27,761	-3,743	210,046	-196,529
Net Operating Gain	339,148	-108,830	-750,924	-35,069
Net Realized Capital Gains	259,374	319,010	1,611,888	-63,632
Net Income	598,521	210,179	860,964	-98,701

Source: BestLink® - Best's Financial Suite

<b>Statement of Operating Cash Flows USD (000)</b>	<b>3-Months</b>		<b>Year End - December 31</b>	
	<b>2022</b>	<b>2021</b>	<b>2021</b>	<b>2020</b>
Net Premiums Collected	2,585,924	2,460,311	13,658,400	11,279,398
Net Investment Income	758,746	671,866	3,244,707	3,346,631
Other Income Received	333,083	193,027	1,072,748	728,226
Total Collected Operating Revenue	3,677,753	3,325,204	17,975,854	15,354,255
Net Benefits and Loss Related Payments	2,969,666	2,982,275	11,645,633	9,576,980
Commissions and Other Expenses Paid	698,037	571,504	1,997,887	2,077,156
Net Transfers to (from) Separate Accounts	-111,715	-433,899	260,518	-245,692
Dividends to Policyholders	2,085	2,283	8,654	8,995
Income Taxes Paid (Recovered)	3,024	22,731	215,043	481,892
Total Paid Expenses and Transfers	3,561,098	3,144,894	14,127,735	11,899,332
Net Operating Cash Flow	116,655	180,310	3,848,119	3,454,923

Source: BestLink® - Best's Financial Suite

## Financial Results

Financial exhibits presented in this report provide calculated ratios using the most recent company-filed statements available in BestLink - Best's Statement File – L/H, US. Access [Quantitative Analytical Report \(QAR\) Annual](#) and [Quarterly](#) for additional details.

**Currency:** US Dollars

## Key Financial Indicators

	3-Months		Year End - December 31				
Key Financial Indicators USD (000)	2022	2021	2021	2020	2019	2018	2017
<b>Assets:</b>							
General Account	111,746,923	97,763,899	107,624,204	96,010,134	88,394,308	77,909,525	70,118,212
Separate Accounts	65,902,742	64,298,824	70,441,999	63,283,167	57,266,846	51,087,324	58,534,118
Total	177,649,664	162,062,723	178,066,203	159,293,301	145,661,155	128,996,849	128,652,331
<b>Liabilities:</b>							
Net Life Reserves	77,134,078	72,925,500	77,070,991	72,397,115	68,658,950	60,767,847	54,941,978
Net Accident & Health Reserves	16,062	17,943	16,311	16,881	17,855	18,873	20,174
Liability for Deposit Contracts	14,063,503	6,928,975	11,197,544	6,280,823	4,118,556	3,673,719	3,135,262
Asset Valuation Reserve	1,075,915	348,567	1,200,890	468,775	727,945	938,247	596,919
Other General Account	8,057,334	6,174,735	6,785,264	5,482,347	4,361,401	2,819,404	2,110,997
Total	166,249,632	150,694,546	166,712,999	147,929,108	135,151,554	119,305,414	119,339,449
Total Capital and Surplus	11,400,032	11,368,178	11,353,204	11,364,193	10,509,601	9,691,434	9,312,882
Net Income	598,521	210,179	860,964	-98,701	1,715,880	868,726	1,201,443
Net Premiums Earned	2,677,910	2,448,179	13,984,256	11,759,841	13,440,678	12,254,201	9,267,944
Net Investment Income	885,538	764,950	3,252,091	3,181,766	3,829,565	2,772,948	2,909,503

Source: BestLink® - Best's Financial Suite

	3-Months		Year End - December 31					Weighted Average
Key Financial Ratios (%)	2022	2021	2021	2020	2019	2018	2017	
Operating Return on Revenue	8.8	-3.2	-4.1	-0.2	4.8	6.0	6.1	2.2
Operating Return on Capital and Surplus	11.9	-3.8	-6.6	-0.3	8.6	9.8	8.8	3.5
Net Investment Yield	3.3	3.2	3.3	3.5	4.7	3.9	4.5	3.9
Pre-Tax Investment Total Return	2.3	3.2	5.3	3.3	5.2	4.2	4.9	4.6
<b>Leverage (%)</b>								
General Account Liabilities to Capital and Surplus	8.8	7.6	8.5	7.4	7.4	7.0	6.5	...
Higher Risk Assets to Capital and Surplus:								
Mortgages Not in Good Standing	...	...	0.2	0.2	0.2	0.2	2.4	...
All Other Higher Risk Assets	94.3	72.2	89.0	69.8	59.4	72.0	67.1	...
<b>Liquidity Analysis</b>								
Current Liquidity (%)	70.2	72.1	71.7	72.3	73.5	71.1	71.1	...
Net Operating Cash Flow USD (000)	116,655	180,310	3,848,119	3,454,923	9,436,039	6,549,407	4,768,058	...

Source: BestLink® - Best's Financial Suite

## Balance Sheet Highlights

	3-Months		Year End - December 31				
Capital Generation Analysis USD (000)	2022	2021	2021	2020	2019	2018	2017
Beginning Capital and Surplus	11,353,204	11,364,193	11,364,193	10,509,601	9,691,434	9,312,882	8,548,420
Net Operating Gain	339,148	-108,830	-750,924	-35,069	869,367	927,466	783,909
Net Realized Capital Gains (Losses)	259,374	319,010	1,611,888	-63,632	846,512	-58,739	417,534
Net Unrealized Capital Gains (Losses)	-527,391	-273,341	317,597	-172,380	-547,043	252,330	-293,265
Net Change in Paid-In Capital and Surplus	47	97	188	594,230	188	188	14,713
Stockholder Dividends	...	...	-450,000	...	-650,000	...	-160,000
Other Changes in Capital and Surplus	-24,349	67,049	-739,738	531,443	299,142	-742,692	1,570
Net Change in Capital and Surplus	46,828	3,984	-10,989	854,592	818,166	378,552	764,462
<b>Ending Capital and Surplus</b>	<b>11,400,032</b>	<b>11,368,178</b>	<b>11,353,204</b>	<b>11,364,193</b>	<b>10,509,601</b>	<b>9,691,434</b>	<b>9,312,882</b>
Net Change in Capital and Surplus (%)	0.4	...	-0.1	8.1	8.4	4.1	8.9
Net Change in Capital and Surplus (5 yr CAGR)	...	...	5.8	...	...	...	...

Source: BestLink® - Best's Financial Suite

	Year End - December 31				
Ceded Reinsurance Analysis	2021	2020	2019	2018	2017
<b>Pacific Life Insurance Company</b>					
Face Amount Reinsurance Ceded USD (000)	218,435,214	202,705,903	194,798,537	173,751,491	158,746,086
Affiliated Reinsurance Recoverable / Capital & Surplus (%)	2.0	0.8	...	...	...
Unaffiliated Reinsurance Recoverable / Capital & Surplus (%)	4.3	3.8	3.1	2.9	2.4
Total Reinsurance Recoverable / Capital & Surplus (%)	6.3	4.6	3.1	2.9	2.4
Surplus Relief (%)	1.4	0.6	1.7	1.8	1.7
Reinsurance Leverage (%)	46.9	39.8	38.3	41.9	37.9
<b>Individual Annuity Composite</b>					
Total Reinsurance Recoverable / Capital & Surplus (%)	3.8	3.5	2.8	2.7	3.0
Reinsurance Leverage (%)	218.3	187.5	156.8	156.8	160.7

Source: BestLink® - Best's Financial Suite

## Asset Liability Management | Investments

	3-Months		Year End - December 31				
Composition of Cash and Invested Assets	2022	2021	2021	2020	2019	2018	2017
Total Cash and Invested Assets USD (000)	107,799,158	94,204,222	103,873,040	92,897,147	86,274,950	75,391,086	67,614,565
<b>Composition Percentages (%)</b>							
<b>Unaffiliated:</b>							
Cash and Short Term Investments	0.5	1.2	1.0	2.2	4.3	0.8	1.6
Bonds	63.9	64.0	64.7	63.3	61.4	62.8	61.6
Stocks	0.1	...	...	...	...	...	...
Mortgage Loans	15.2	15.5	14.8	15.5	15.4	15.9	16.2
Other Invested Assets	15.3	14.7	14.8	14.3	14.4	14.4	14.9
<b>Total Unaffiliated</b>	<b>95.0</b>	<b>95.5</b>	<b>95.3</b>	<b>95.3</b>	<b>95.5</b>	<b>93.9</b>	<b>94.3</b>
Investments in Affiliates	5.4	4.9	5.1	5.0	4.8	9.2	8.6
Non-Admitted	-0.4	-0.3	-0.4	-0.3	-0.3	-0.2	-0.2
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Source: BestLink® - Best's Financial Suite

## Balance Sheet Highlights

### Asset Liability Management | Investments (Continued...)

Bonds and Short Term Investments	Years					Average (Years)	
	0-1	1-5	5-10	10-20	20+		
	Distribution by Maturity (%)						
	Government Bonds	0.2	0.3	0.8	0.2	1.9	17.0
	Government Agencies and Municipal Bonds	0.2	0.6	0.5	0.6	1.4	15.3
	Industrial and Miscellaneous Bonds	2.9	27.6	33.7	11.8	14.7	9.7
	Bank Loans	0.2	1.3	0.7	0.1	...	4.4
	Hybrid Securities	...	...	...	...	...	20.8
	Affiliated Bonds	...	...	0.1	0.1	...	9.6
	Total Bonds	3.6	29.8	35.7	12.9	18.1	10.0

Source: BestLink® - Best's Financial Suite

	3-Months			Year End - December 31			
	2022	2021	2021	2020	2019	2018	2017
<b>Bond Portfolio</b>							
Bonds & Short Term Investments USD (000)	69,184,386	60,411,447	67,547,159	58,905,594	55,533,710	47,460,272	41,705,183
Unaffiliated Bonds:							
US Government	...	...	2.5	1.4	1.7	1.3	1.5
Foreign Government	...	...	1.0	1.0	0.9	1.1	1.1
Foreign – All Other	...	...	24.3	23.6	23.5	25.0	24.5
State, Municipal & Special Revenue	...	...	3.3	4.3	3.4	2.6	1.8
Industrial & Miscellaneous	...	...	68.7	69.6	70.2	69.4	69.8
Hybrid Securities	...	...	0.1	...	...	0.4	0.2
SVO Identified	...	...	...	...	...	...	1.0
Affiliated	...	...	0.2	0.1	0.2	0.2	0.1
<b>Total Bonds</b>	...	...	100.0	100.0	100.0	100.0	100.0
<b>By Private vs Public (%)</b>							
Private issues	...	...	49.0	45.5	41.5	40.7	39.0
Public issues	...	...	51.0	54.5	58.5	59.3	61.0
<b>By Quality (%)</b>							
Class 1	39.0	39.0	38.7	39.7	44.3	40.0	39.6
Class 2	54.6	54.5	54.6	53.9	51.3	55.2	55.0
Class 3	5.2	5.3	5.2	4.9	3.0	3.4	4.1
Class 4	0.9	1.0	1.1	1.2	0.9	1.0	1.1
Class 5	0.1	0.3	0.2	0.3	0.3	0.4	0.2
Class 6	0.2	...	0.2	...	0.1	...	...
Below Investment Grade (NAIC 3-6)	6.4	6.5	6.7	6.4	4.3	4.8	5.4
Below Investment Grade - % of Capital & Surplus	38.9	34.7	36.1	31.7	21.4	21.3	22.8

Source: BestLink® - Best's Financial Suite

	3-Months			Year End - December 31			
	2022	2021	2021	2020	2019	2018	2017
<b>Stock Portfolio</b>							
Stocks USD(000)	737,372	677,303	696,756	689,063	811,578	700,503	709,009
<b>By Type (%)</b>							
Unaffiliated Common	...	...	5.5	1.0	0.6	0.5	0.1
Affiliated Common	...	...	94.3	97.9	98.1	97.9	98.3
Unaffiliated Preferred	...	...	0.2	1.1	1.3	1.6	1.6

Source: BestLink® - Best's Financial Suite

## Operating Performance Highlights

Year End - December 31

### Net Operating Gain by Line of Business USD (000)

	2021	2020	2019	2018	2017
Individual Life	-1,139,205	-760,795	-571,383	293,433	-220,939
Group Life	178	170	138	116	-83
Individual Annuities	101,572	488,677	204,209	331,581	473,330
Group Annuities	171,095	55,590	60,001	81,142	70,320
Accident & Health	144	-626	-634	-340	-1,827
Other Lines of Business	199,473	231,739	1,158,950	221,533	463,108
YRT Mortality Risk Only	-84,182	-49,824	18,086	...	...
<b>Total</b>	<b>-750,924</b>	<b>-35,069</b>	<b>869,367</b>	<b>927,466</b>	<b>783,909</b>

Source: BestLink® - Best's Financial Suite

Year End - December 31

	2021	2020	2019	2018	2017
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### Accident & Health Statistics

Net Premiums Written USD (000)	2,491	1,333	1,564	1,150	2,444
Net Premiums Earned USD (000)	2,491	1,333	1,564	1,150	2,444
Claims and Cost Containment Ratio (%)	83.7	174.3	150.0	117.3	184.7
Expense Ratio (%)	20.1	7.0	6.7	20.0	23.4
Combined Ratio (%)	103.9	181.3	156.7	137.2	208.2
Underwriting Results USD (000)	-96	-1,084	-887	-428	-2,644

Source: BestLink® - Best's Financial Suite

### A&H Current Year Experience

	Premiums Written USD(000)	Premiums Earned USD(000)	Loss Ratio (%)	Expense Ratio (%)	Underwriting Results USD(000)
Individual:					
Non-cancelable	...	...	999.9	18.2	-161
Guaranteed renewable	2,491	2,491	77.3	20.1	65

Source: BestLink® - Best's Financial Suite

## Business Profile Highlights

	Direct Premiums Written		Reinsurance Premiums Assumed		Reinsurance Premiums Ceded		Net Premiums Written		Business Retention
	USD (000)	%	USD (000)	%	USD (000)	%	USD (000)	%	%
Ordinary Life	4,536,206	34.2	777,773	30.8	1,463,013	80.3	3,850,966	27.5	72.5
Group Life	...	...	...	...	22	...	-22	...	...
Individual Annuities	7,202,382	54.2	17,931	0.7	358,945	19.7	6,861,369	49.1	95.0
Group Annuities	1,542,654	11.6	1,726,798	68.4	...	...	3,269,453	23.4	100.0
Individual Accident & Health	...	...	2,491	0.1	...	...	2,491	...	100.0
<b>Total</b>	<b>13,281,242</b>	<b>100.0</b>	<b>2,524,994</b>	<b>100.0</b>	<b>1,821,980</b>	<b>100.0</b>	<b>13,984,256</b>	<b>100.0</b>	<b>88.5</b>

Source: BestLink® - Best's Financial Suite



## Business Profile Highlights

### Historical Market Presence

	Year End - December 31				
	2021	2020	2019	2018	2017
<b>By Line Breakdown - NPW USD (000)</b>					
Individual Life	3,689,005	3,219,321	3,075,297	3,569,357	3,242,078
Group Life	-22	-33	-32	-38	-36
Individual Annuities	6,861,369	5,880,439	8,009,637	7,764,114	5,182,204
Group Annuities	3,269,453	2,223,254	1,885,930	919,617	841,254
Accident & Health	2,491	1,333	1,564	1,150	2,444
YRT Mortality Risk Only	161,961	435,528	468,282	...	...
<b>Total</b>	<b>13,984,256</b>	<b>11,759,841</b>	<b>13,440,678</b>	<b>12,254,201</b>	<b>9,267,944</b>

Source: BestLink® - Best's Financial Suite

### Geographic Breakdown by Direct Premiums Written and Deposit-Type Contracts USD (000)

	2021	2020	2019	2018	2017
Utah	1,646,709	88,017	189,611	199,578	151,122
California	1,599,609	1,426,920	1,809,890	1,621,563	1,390,141
Texas	1,101,337	891,267	1,214,190	1,044,584	670,312
Florida	1,022,647	856,716	1,029,128	893,969	636,499
Colorado	827,278	959,655	1,273,313	1,270,769	1,164,338
Illinois	766,052	553,477	720,318	652,075	464,528
Ohio	661,775	394,504	553,529	589,524	363,444
Michigan	482,275	547,053	600,118	511,344	324,000
Pennsylvania	438,427	435,581	402,216	359,008	278,355
Minnesota	404,343	388,072	516,801	421,474	372,391
All Other	6,357,976	6,153,506	6,257,689	5,750,728	4,291,964
<b>Total</b>	<b>15,308,428</b>	<b>12,694,769</b>	<b>14,566,802</b>	<b>13,314,616</b>	<b>10,107,094</b>
Geographic Concentration Index	0.05	...	...	...	...

Source: BestLink® - Best's Financial Suite

	Year End - December 31				
	2021	2020	2019	2018	2017
<b>By Line Reserves USD (000)</b>					
Individual Life	37,849,627	35,422,261	33,386,476	31,482,767	30,337,471
Individual Annuities	30,623,013	29,910,202	28,524,467	24,343,644	20,415,926
Group Life	14,203	13,986	13,733	13,611	13,291
Group Annuities	7,525,122	6,003,990	5,744,171	4,138,360	3,438,556
Deposit Type Contracts	11,197,544	6,280,823	4,118,556	3,673,719	3,135,262
Accident & Health	16,311	16,881	17,855	18,873	20,174
Other	...	...	...	2,809	2,856
<b>Total (including Supplemental Contracts)</b>	<b>87,225,820</b>	<b>77,648,143</b>	<b>71,805,259</b>	<b>63,673,783</b>	<b>57,363,537</b>

Source: BestLink® - Best's Financial Suite

## Business Profile Highlights

## Historical Market Presence (Continued...)

	Year End - December 31				
	2021	2020	2019	2018	2017
<b>Life Policies Statistics</b>					
<b>Ordinary Policies</b>					
Issued	57,584	70,522	62,606	55,531	36,211
In Force	4,933,036	5,472,349	6,010,511	6,646,816	6,812,242
<b>Group Policies</b>					
In Force	1	1	1	1	1
<b>Group Certificates</b>					
In Force	20	20	20	21	21
<b>Life Insurance In Force USD (000)</b>					
Whole Life & Endowment & Additions	163,815,228	157,336,097	152,188,851	149,417,210	145,282,650
Term	392,557,498	384,280,246	357,684,667	348,190,056	339,413,687
Group	17,531	17,465	17,354	17,390	17,363
<b>New Life Business Issued USD (000)</b>					
Whole Life & Endowment & Additions	9,082,751	9,308,304	10,486,580	11,518,979	9,911,812
Term	36,046,245	44,674,133	35,060,634	29,641,603	19,099,496

Source: BestLink® - Best's Financial Suite

A Best's Financial Strength Rating opinion addresses the relative ability of an insurer to meet its ongoing insurance obligations. The ratings are not assigned to specific insurance policies or contracts and do not address any other risk, including, but not limited to, an insurer's claims-payment policies or procedures; the ability of the insurer to dispute or deny claims payment on grounds of misrepresentation or fraud; or any specific liability contractually borne by the policy or contract holder. A Financial Strength Rating is not a recommendation to purchase, hold or terminate any insurance policy, contract or any other financial obligation issued by an insurer, nor does it address the suitability of any particular policy or contract for a specific purpose or purchaser.

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