

# Individual Insurance Overview

Global Atlantic Financial Group, through its subsidiaries, offers a broad range of retirement, life and reinsurance products designed to help our customers address financial challenges with confidence. A variety of options help Americans customize a strategy to fulfill their protection, accumulation, income, wealth transfer and end-of-life needs.

Global Atlantic was founded at Goldman Sachs in 2004 and separated as an independent company in 2013. Its success is driven by a unique heritage that combines deep product and distribution knowledge with leading investment and risk management capabilities, alongside a strong financial foundation.

*Global Atlantic is well-positioned as a leader across our businesses.*

**Top 5**  
in fixed  
annuity sales

Based on LIMRA data,  
as of June 30, 2020

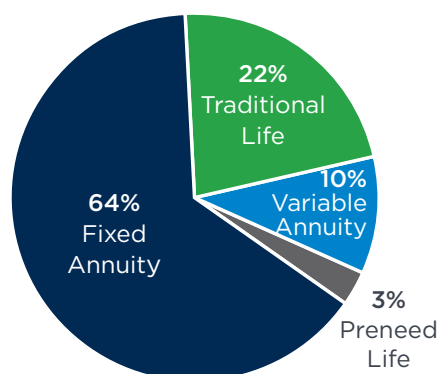
**Top 3**  
insurer of indexed  
universal life

Based on sales from Wink's  
Sales & Market Report, 1998-2019

**Top 10**  
preneed life  
insurance provider

Based on industry-wide statutory statement  
filings, as of June 30, 2020

## FOCUSED AND BALANCED PRODUCT MIX<sup>2</sup>



<sup>2</sup> Based on statutory reserves, as of 06/30/2020.  
Percentages may not equal 100% due to rounding.

# A

A.M. Best  
Third of 13

# A-

Standard & Poors  
Seventh of 21

# A

Fitch  
Sixth of 19

# A3

Moody's  
Seventh of 21

## LATEST ACTIONS BY RATING AGENCY

7/2020	S&P	Affirmation
7/2020	Moody's	Outlook improved to Positive
7/2020	Fitch	Affirmation
7/2020	A.M. Best	Affirmation

A.M. Best, Fitch and Standard & Poor's ratings apply to the individual financial strength of Accordia Life and Annuity Company, Commonwealth Annuity and Life Insurance Company, First Allmerica Financial Life Insurance Company, Forethought Life Insurance Company, and Global Atlantic Re Limited.

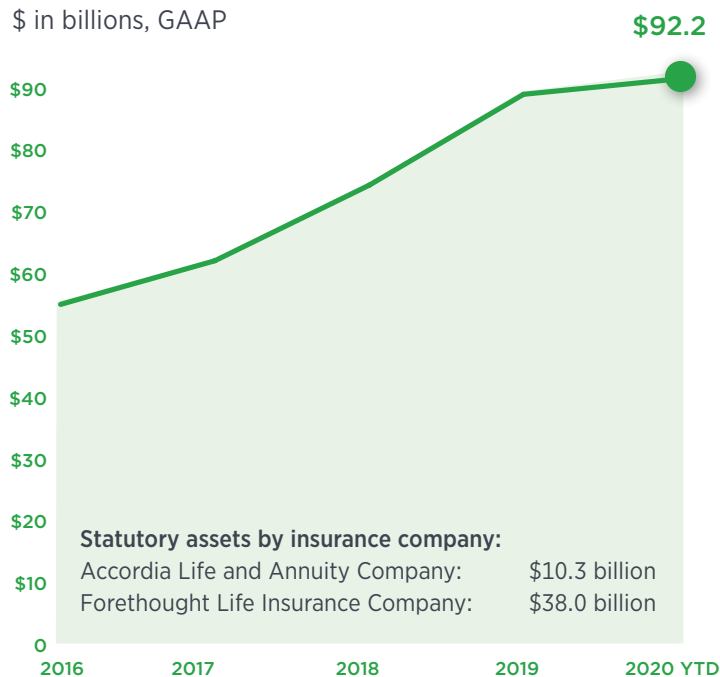
Moody's rating applies to the individual financial strength of Accordia Life and Annuity Company, Commonwealth Annuity and Life Insurance Company, First Allmerica Financial Life Insurance Company and Forethought Life Insurance Company.

Ratings apply to the issuing company and do not apply to any specific product or underlying fund.  
Ratings as of 07/09/2020.

# Global Atlantic Financial Group

## GLOBAL ATLANTIC ASSETS

\$ in billions, GAAP



Assets as of 06/30/2020.

## WHAT THE RATING AGENCIES SAY

On July 8, 2020, announcement that KKR would acquire Global Atlantic Financial Group Limited. The deal is expected to close in late 2020 or early 2021, subject to customary closing conditions, including regulatory approvals and shareholder approval.

*"AM Best expects that Global Atlantic Financial Group Limited may benefit from **enhanced financial flexibility and access to new sources of capital under KKR.**"*

AM Best: Press Release, July 9, 2020

*"GAFG maintains a **strong competitive position** with a record of **solid operating performance** and a **balanced business mix.**"*

S&P: Research Update, July 8, 2020

*"...The transaction with KKR will provide Global Atlantic access to capital and improve the company's business profile over the long term...[and] also reflects Global Atlantic's **consistent profitability and improvement in its market position** achieved growing its distribution reach through both its retail and institutional channels."*

Moody's: Rating action, July 9, 2020

*"The ratings assigned to GAFG continue to reflect the company's strong business profile... The company has reported solid operating performance over the last five years with **return metrics that have exceeded rating expectations.**...The ratings also consider the company's **strong reported risk-adjusted capitalization and high quality investment portfolio.**"*

Fitch: Non-Rating Action Commentary, July 8, 2020

## ISSUING INSURANCE COMPANIES Data as of 06/30/2020

### Accordia Life & Annuity Company

#### CAPITAL AND SURPLUS

\$ in millions



**TOTAL ASSETS** **\$10.3 billion**

**FACE AMOUNT INFORCE** **\$83.3 billion**

**INFORCE POLICIES** **307,043**

## INVESTMENT AND RISK MANAGEMENT

Global Atlantic is built on keen financial understanding and knowledge that includes:

- A core foundation of investment and risk management experience
- Investment in a state-of-the-art integrated risk and asset-liability management technology platform
- Seasoned portfolio managers who have historically delivered top-quartile results<sup>1</sup>

## WHAT ARE NAIC CREDIT DESIGNATIONS?

The National Association of Insurance Commissioners (NAIC) assigns designations of 1 through 6 to rate the credit quality of insurer investment holdings. An NAIC 1 rating indicates the highest quality and lowest credit risk, and an NAIC 6 represents the lowest quality and highest credit risk. Those carrying an NAIC 1 or 2 rating are deemed “investment grade” assets.

<sup>1</sup> Based on the investment results of over 1000 fixed income funds measured by Morningstar.

<sup>2</sup> Credit includes U.S. corporate debt, U.S. municipalities, and U.S. and foreign government.

<sup>3</sup> Structured products includes RMBS, CMBS, CLO, ABS.

<sup>4</sup> Mortgage and other loans includes commercial and residential mortgage loans, consumer loans and other lending facilities.

<sup>5</sup> Real assets includes renewable energy, transportation and other leased assets, and real estate equity.

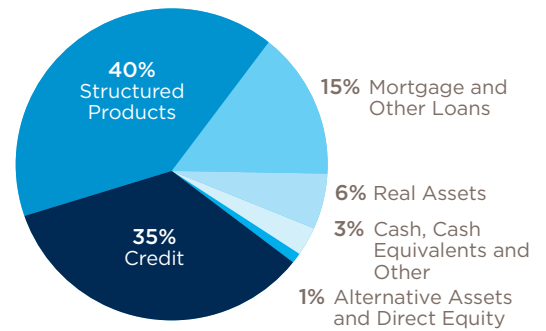
<sup>6</sup> Excludes derivative positions & closed block assets.

<sup>7</sup> Includes NAIC designations for AFS fixed maturity securities and Commercial mortgage loans.

<sup>8</sup> Excludes derivative positions & closed block assets.

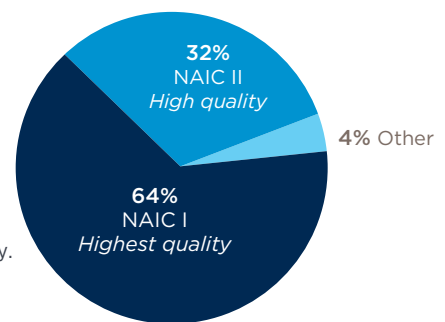
## INVESTMENT SECTORS<sup>2,3,4,5,6</sup>

As of 06/30/2020



## NAIC CREDIT QUALITY RATINGS<sup>7,8</sup>

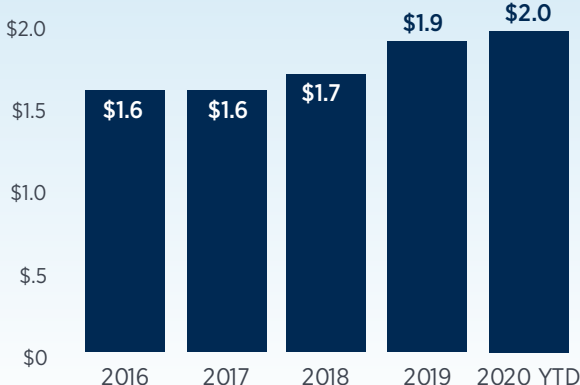
As of 06/30/2020



## Forethought Life Insurance Company

### CAPITAL AND SURPLUS

\$ in billions



**TOTAL ASSETS** \$36.3 billion

**2020 YTD ANNUITY PREMIUM** \$3.3 billion

**2020 YTD LIFE PREMIUM** \$98.4 million

## GLOBAL ATLANTIC MANAGEMENT

Global Atlantic brings together people with deep experience at all levels of our organization garnered through decades of experience gained both at predecessor companies and throughout the industry.

Leadership consistency drives a steady vision, strategy and commitment to the retirement and life markets.

- CEO Allan Levine has led the business for 16 years
- The majority of the executive team has been together for more than 10 years
- Leadership has more than 20 years of experience, on average

### Allan Levine

Chairman and CEO

### Robert Arena

President

### Anup Agarwal

Chief Investment Officer

### Padma Elmgart

Chief Technology Officer

### Kim Lee

Chief Financial Officer

### Paula Nelson

President, Retirement

### Daniel O'Shea

Chief Human Resources Officer

### Samuel Ramos

Chief Legal Officer

### John Rugel

Chief Operations Officer

### Manu Sareen

Head of Reinsurance

### Philip Sherrill

Head of Corporate Development

### David Wilken

President, Life

### Edward Wilson

Chief Risk Officer

## BUSINESS PRINCIPLES

### People.

We strive to attract, develop and retain a diverse team of talented individuals who reinforce our culture. We are dedicated to advancing their careers in the spirit of meritocracy.

### Teamwork.

As shared owners of our organization, we take a collaborative approach to problem solving and decision making.

### Integrity.

We are honest, fair and transparent in all aspects of our business. We deeply value our reputation and client relationships.

### Client-Centricity.

We are committed to building meaningful relationships and providing quality interactions for all stakeholders.

### Stewardship.

We are rigorous in understanding and quantifying risk and judicious when electing to deploy capital, as we seek to grow and preserve our clients' and shareholders' assets.

[globalatlantic.com](http://globalatlantic.com)

This material is intended to provide educational information and is intended for producer use only. It should not be considered, and does not constitute, personalized investment advice. The issuing insurance company is not an investment adviser nor registered as such with the SEC or any state securities regulatory authority. It's not acting in any fiduciary capacity with respect to any contract and/or investment.

Annuities are issued by Forethought Life Insurance Company, 10 West Market Street, Suite 2300, Indianapolis, Indiana; or Commonwealth Annuity and Life Insurance Company, 20 Guest Street, Brighton, Massachusetts. Variable annuities are underwritten and distributed by Global Atlantic Distributors, LLC.

Life Insurance is issued by Accordia Life and Annuity Company, 215 10th St, Des Moines, Iowa; and preneed life insurance is issued by Forethought Life Insurance Company.

Reinsurance transactions are entered into by Global Atlantic Re Limited, 19 Par-La-Ville Rd Second Floor, Hamilton, Bermuda or Commonwealth Annuity and Life Insurance Company.

Global Atlantic Financial Group (Global Atlantic) is the marketing name for Global Atlantic Financial Group Limited and its subsidiaries, including Accordia Life and Annuity Company, Commonwealth Annuity and Life Insurance Company, Forethought Life Insurance Company and Global Atlantic Re Limited. Each subsidiary is responsible for its own financial and contractual obligations. These subsidiaries are not authorized to do business in New York.