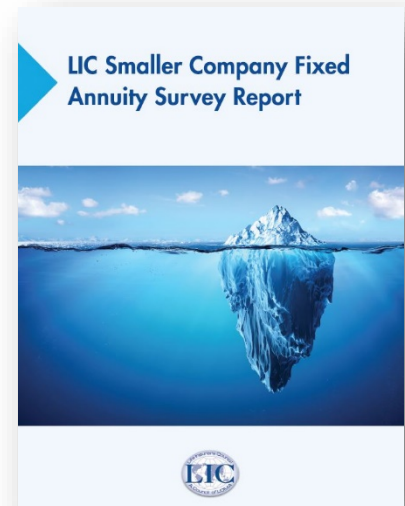


LIC Smaller Company Fixed Annuity Report (2019 Sales Data)

A significant majority of fixed annuity premium is written by the largest carriers. Sales for these carriers are reported and analyzed extensively by a variety of different sources. Although the percent of total premium produced by smaller companies is relatively small, their total premium volume is still significant. The Life Insurers Council (LIC) is the life insurance industry's recognized resource for smaller companies. Given the absence of any industry analysis of smaller company fixed annuity experience, we conducted the first such survey this year.

This year's survey included an industry overview plus detailed data from 16 companies smaller than \$5B in assets that actively market annuities. Survey topics included 2019 sales and in-force by product type, annuity operations, interest crediting, conservation, and a COVID-19 supplement.

The LIC Smaller Company Annuity Report will be available for sale in future years, but this inaugural report is available at no charge. Please see the attached form to order copies or contact lic@loma.org for information.



2019 Report Contents

- **Introduction**
- **Key Findings:** 2019 Sales, Renewal Premium, 2018-to-2019 Direct Sales, Interest Crediting, Conservation Strategies.
- **2019 Sales:** Industry Overview, Participating Company Data.
- **In-Force Premium:** Industry Overview, Participating Company Data.
- **2018 to 2019 Industry Data:** New Premium, Renewal Premium.
- **Administrative Practices:** Staffing, Interest Crediting, Conservation, Product Mix Objectives.
- **Net Yield**
- **COVID-19 Supplement**

Participating Companies

American Savings Life

Catholic Holy Family Society

Catholic Order of Foresters

Catholic United Financial

Cincinnati Equitable

ELCO Mutual

Equitable Life & Casualty

Greek Catholic Union

KSKJ Life

Liberty Bankers Insurance Group

Oxford Life Insurance Company

Physicians Mutual

Royal Neighbors of America

Slovene National Benefit Society

Trinity Life Insurance Company

Upstream Life Insurance Company

About LIC

The Life Insurers Council (www.loma.org/lic) is a council of LOMA that provides networking and practical business solutions for small-to-midsize life insurance companies, improving performance through shared excellence.



ORDER FORM
LIC Smaller Company Fixed Annuity Report – 2019 Sales Data

To order the latest LIC Smaller Company Fixed Annuity Survey Report - 2019 Sales Data (published in August 2020), complete and send this form to LIC. If you have any questions, please contact LIC at lic@loma.org.

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