

1688

ANNUAL STATEMENT

OF THE

EXECUTIVE

Life Insurance Company

of

LOS ANGELES

in the

STATE OF CALIFORNIA

TO THE

Insurance Department

OF THE

STATE OF

CALIFORNIA

429

FOR THE YEAR ENDED

DECEMBER 31, 1989

LIFE AND ACCIDENT AND HEALTH

1989

1989

STATE OF CALIFORNIA

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STATE OF California
County of Los Angeles

ss

Insert proper names of officers and their respective titles, as required by Section 903 or 903.5 of the Insurance Code.

Merle A. Horst, Treasurer and William J. Adams, Secretary

of the Executive Life Insurance Company (hereinafter called the
Name of Insurer

Insurer), each for himself certifies (or declared) under the penalties of perjury that he is the officer above designated by the title appearing after his name, of the above Insurer;

- A. (Annual Statement Affidavit--applicable to all insurers except fraternal benefit societies).

That the attached Annual Statement of the Insurer to the Insurance Commissioner of the State of California for the year ended December 31, 1988, together with the statement (therein contained), of the Insurer's assets and liabilities as of December 31, 1988 with the statement of the Insurer's income and disbursements for the year ended December 31, 1988 and together with all schedules, exhibits, answers, supplements, declarations and explanations thereto annexed or therein contained or referred to, or filed therewith by the Insurer, including all special California schedules and exhibits filed therewith by the Insurer, are full, true and correct statements of the assets and liabilities of the Insurer as of December 31, 1988 of the income and disbursements of the insurer for the year ended December 31, 1988 and of the matters required to be contained in said schedules, special California schedules, exhibits, answers, supplements, declarations and explanations; all according to his best information, knowledge and belief.

- B. (Declaration relating to Valuation of Properties and Securities in Annual Statement--applicable to all insurers).

1. That we are acquainted with, and have full knowledge of the valuations of properties and securities used in said Insurer's statement exhibiting its condition and affairs as of December 31, 1988 filed with the Insurance Commissioner of the State of California pursuant to the provisions of the Insurance Code of the State of California.
2. That the said valuations comply with the order of said Insurance Commissioner, set forth in Sec. 2279 et seq. of the California Administrative Code, except as shown in Exhibit 1, if any, attached hereto and made a part hereof.
3. That valuation in accordance with said order of the properties and/or securities shown in said Exhibit 1, if any is impossible, and that the reason or reasons therefore is or are stated in said Exhibit 1.
4. That the basis of valuation of the properties and for securities shown in said Exhibit 1, if any, is described therein.

- C. (Verification)

Section 903 of the Insurance Code provides as follows: "The Commissioner shall require statements and reports to be verified as follows: (a) If made by a domestic corporation, by the oaths of any two of the executive officers thereof. (b) If made by an individual or firm, by the oath of such individual or a number of the firm. (c) If made by a foreign insurer, by the oath of the principal executive officer thereof, or manager, residing within the United States."

Section 903.5 of the Insurance Code provides as follows:

"903.5. In any case where an insurer is required by law to file with the commissioner statements or reports respecting its financial condition, income or disbursements, verified or signed by its designated officers, agents, or employees, the commissioner may accept and file the statement or report verified by affidavit of the president or vice-president and the treasurer or secretary of such insurer, in lieu of the verification or signature otherwise prescribed by law."

A "foreign insurer" as the term is used in the above-quoted Section 903 means an insurer NOT organized under the laws of the State of California.

Section 2015.5 of the Code of Civil Procedure provides that the above form of certification or declaration under the penalties of perjury is of like force and effect as a verification under oath.

Dated this 25 of February Year 1989

~~President~~ _____

~~Vice-President~~ _____

Treasurer Merle A. Horst

Secretary William J. Adams

ANNUAL STATEMENT

FOR THE YEAR ENDED DECEMBER 31, 1989
OF THE CONDITION AND AFFAIRS OF THE
EXECUTIVE LIFE INSURANCE COMPANY

NAIC Group Code 573 NAIC Company Code 63010 Employer's ID Number 95-2155625

Organized under the Laws of the State of CALIFORNIA, made to the

INSURANCE DEPARTMENT OF THE STATE OF CALIFORNIA

PURSUANT TO THE LAWS THEREOF
Incorporated OCTOBER 26, 1961 Commenced Business JANUARY 30, 1962

Statutory Home Office 11444 WEST OLYMPIC BOULEVARD, LOS ANGELES, CA 90064
(Street and Number) (City or Town, State and Zip Code)

Main Administrative Office 11444 WEST OLYMPIC BOULEVARD
(Street and Number)

LOS ANGELES, CA 90064 (213) 312-1000
(City or Town, State and Zip Code) (Area Code) (Telephone Number)

Mail Address P. O. Box 6090, INGLEWOOD, CA 90312-6090
(Street and Number or P.O. Box) (City or Town, State and Zip Code)

Primary Location of Books and Records 11444 WEST OLYMPIC BOULEVARD
(Street and Number)

LOS ANGELES, CA 90064 (213) 312-1000
(City or Town, State and Zip Code) (Area Code) (Telephone Number)

Annual Statement Contact Person and Phone Number MERLE ARTHUR HORST (213) 312-1000

OFFICERS

President FRED CARR (NMN)
Senior Vice-President, General Counsel & Secretary WILLIAM JACK ADAMS
Senior Vice-President, Chief Financial Officer & Treasurer MERLE ARTHUR HORST
Vice-President & Actuary CHONG PING CHAN
Vice-President & Controller STEVEN WILLIAM TURNER

Senior Vice Presidents

ALLAN LESLIE CHAPMAN
RAUL APOLINARIO CRUZ
ROBERT LEONARD FEIGENBAUM
GEORGE RODNEY JOHN LETTS
DOUGLAS FRANK MARCIAN
GARY RICHARD SCHULTE

DIRECTORS OR TRUSTEES

FRED CARR (NMN), CHAIRMAN ALLAN LESLIE CHAPMAN RAUL APOLINARIO CRUZ ROBERT LEONARD FEIGENBAUM
ALBERT GUSTAVE HANDSCHUMACHER MERLE ARTHUR HORST RUSSELL JAY LASHER GARY RICHARD SCHULTE

State of CALIFORNIA
County of LOS ANGELES } SS

MERLE ARTHUR HORST Treasurer, WILLIAM JACK ADAMS Secretary, STEVEN WILLIAM TURNER Controller

of the EXECUTIVE LIFE INSURANCE COMPANY, being duly sworn, each for himself deposes and says that they are the above described officers of the said insurer, and that on the thirty-first day of December last, all of the herein described assets were the absolute property of the said insurer, free and clear from any liens or claims thereon, except as herein stated, and that this annual statement, together with related exhibits, schedules and explanations therein contained, annexed or referred to are a full and true statement of all the assets and liabilities and of the condition and affairs of the said insurer as of the thirty-first day of December last, and of its income and deductions therefrom for the year ended on that date, according to the best of their information, knowledge and belief, respectively.

M. A. Horst
Senior Vice-President, Chief Financial Officer & Treasurer

W. J. Adams
Senior Vice-President, General Counsel & Secretary

Steven W. Turner
Vice-President & Controller

I, Chong Ping Chan, am the Actuary of Executive Life Insurance Company and a member of the American Academy of Actuaries.

I have examined the actuarial assumptions and the actuarial methods used to determine the items listed below, as shown in the Company's Annual Statement as prepared for filing with the State Regulatory officials as of December 31, 1989.

1. Aggregate Reserves for Life Policies and Contracts (Exhibit 8)	\$8,235,194,838
2. Net Deferred and Uncollected Premiums (Page 2, line 14)	94,933,887
3. Policy and Contract Claims (Page 3, lines 4.1 and 4.2)	32,653,120
4. Liability for Guaranteed Interest Contracts (Page 3, line 10.2)	3,554,702,753
5. Liability for Deferred Annuity Deposit Funds (Page 3, line 10.3)	49,509,033

My examination included such review of the actuarial assumptions and actuarial methods and such tests of the actuarial calculations as I considered necessary.

In my opinion, the amounts above:

- are computed in accordance with commonly accepted actuarial standards consistently applied and are fairly stated in accordance with sound actuarial principles,
- are based on actuarial assumptions which produce reserves at least as great as those called for in any policy or contract provisions as to reserve basis and method, and are in accordance with all other policy or contract provisions,
- meet the requirements of the insurance laws of California,
- make a good and sufficient provision for all unmatured obligations of the Company guaranteed under the terms of its policies,
- are computed on the basis of assumptions consistent with those used in computing the corresponding items in the annual statement of the preceding year end,
- include provisions for all actuarial reserves and related statement items which ought to be established.

Chong Ping Chan
Actuary

Subscribed and sworn to before me this
25th day of February, 1990

Patricia Diana Luppi
NOTARY PUBLIC-CALIFORNIA
LOS ANGELES COUNTY
MY COMM. EXP. DEC. 26, 1992

ASSETS

	1 Current Year	2 Previous Year
1. Bonds (less \$0 liability for asset transfers with put options)	9,874,910,394	10,609,181,245
2. Stocks:		
2.1 Preferred stocks	282,308,059	260,012,611
2.2 Common stocks	399,683,862	275,551,346
3. Mortgage loans on real estate	31,609,491	12,109,332
4. Real estate:		
4.1 Properties occupied by the company (less \$0 encumbrances)		
4.2 Properties acquired in satisfaction of debt (less \$0 encumbrances)	2,340,907	10,884,680
4.3 Investment real estate (less \$38,759,968 encumbrances)	43,046,714	16,779,240
5. Policy loans	367,625,051	258,031,769
6. Premium notes, including \$0 for first year premiums		
7. Collateral loans		
8.1 Cash on hand and on deposit	21,666,455	24,621,321
8.2 Short-term investments	1,296,080,378	639,482,391
9. Other invested assets	414,497,202	267,796,736
10. Aggregate write-ins for invested assets.....		
10A. Subtotals, cash and invested assets (Items 1 to 10)	12,733,768,513	12,374,450,671
11. Reinsurance ceded:		
11.1 Amounts recoverable from reinsurers	57,593,181	33,092,934
11.2 Commissions and expense allowances due	(7,352)	140,938
11.3 Experience rating and other refunds due		
12. Electronic data processing equipment		
13. Federal income tax recoverable	3,074,023	12,936,790
14. Life insurance premiums and annuity considerations deferred and uncollected	94,933,887	88,996,554
15. Accident and health premiums due and unpaid	0	200
16. Investment income due and accrued	263,897,474	266,845,380
17. Net adjustment in assets and liabilities due to foreign exchange rates		
18. Receivable from parent, subsidiaries and affiliates	1,222,821	735,199
19. Amounts receivable relating to uninsured accident and health plans		
21. Aggregate write-ins for other than invested assets	13,755,331	26,540,909
22. Total assets excluding Separate Accounts business (Items 10A to 21)	13,168,237,878	12,803,739,575
23. From Separate Accounts Statement		
24. Totals (Items 22 and 23)	13,168,237,878	12,803,739,575
DETAILS OF WRITE-INS AGGREGATED AT ITEM 10 FOR INVESTED ASSETS		
1001.		
1002.		
1003.		
1004.		
1005.		
1098. Summary of remaining write-ins for item 10 from overflow page		
1099. Totals (Items 1001 thru 1005 plus 1098) (Page 2, Item 10)		
DETAILS OF WRITE-INS AGGREGATED AT ITEM 21 FOR OTHER THAN INVESTED ASSETS		
2101. Amounts receivable from assuming reinsurers	11,273,854	8,014,712
2102. Due from other insurers	1,054,650	2,077,111
2103. Deposits with state guarantee funds	968,900	908,908
2104. Cash value of officer's life insurance	457,927	371,528
2105. Amounts receivable under coinsurance agreements	0	15,168,650
2198. Summary of remaining write-ins for item 21 from overflow page		
2199. Totals (Items 2101 thru 2105 plus 2198) (Page 2, Item 21)	13,755,331	26,540,909

NOTE: The items on this page to agree with Exhibit 13, Col 4.
The Notes to Financial Statements are an integral part of this statement.

LIABILITIES, SURPLUS AND OTHER FUNDS

	1 Current Year	2 Previous Year
1. Aggregate reserve for life policies and contracts \$8,235,194,838 (Exh. 8, Line H) less \$0 included in Item 7.3	8,235,194,838	8,058,239,533
2. Aggregate reserve for accident and health policies (Exhibit 9, Line C, Col. 1)	0	2,960
3. Supplementary contracts without life contingencies (Exhibit 10, Part A, Line 2.3, Col. 1)	707,060	932,871
4. Policy and contract claims:		
4.1 Life (Exhibit 11, Part 1, Line 4d, Column 1 less sum of Columns 9, 10 and 11)	32,651,120	27,484,690
4.2 Accident and health (Exhibit 11, Part 1, Line 4d, sum of Columns 9, 10 and 11)	2,000	2,000
5. Policyholders' dividend and coupon* accumulations (Exhibit 10, Part A, Line 3 plus Line 4, Col. 1)	903,961	846,710
6. Policyholders' dividends \$3,858 and coupons \$1,316 due and unpaid (Exhibit 7, Line 10)	5,174	3,417
7. Provision for policyholders' dividends and coupons payable in following calendar year — estimated amounts:		
7.1 Dividends apportioned for payment to ... December 31 ... , 1990	447,246	484,880
7.2 Dividends not yet apportioned		
7.3 Coupons and similar benefits	21,086	21,086
8. Amount provisionally held for deferred dividend policies not included in Item 7		
9. Premiums and annuity considerations received in advance less \$0 discount; including \$0 accident and health premiums (Exhibit 1, Part 1, Col. 1, sum of Lines 4 and 14)	1,641,022	1,362,496
10. Liability for premium and other deposit funds:		
10.1 Policyholder premiums, including \$0 deferred annuity liability (Exhibit 10, Part A, Line 1.1, Col. 1)	18,547,904	14,846,356
10.2 Guaranteed interest contracts, including \$3,554,702,753 deferred annuity liability (Exhibit 10, Part A, Line 1.2, Col. 1)	3,554,702,753	3,416,465,849
10.3 Other contract deposit funds, including \$8,601,008 deferred annuity liability (Exhibit 10, Part A, Line 1.3, Col. 1)	49,509,033	27,480,754
11. Policy and contract liabilities not included elsewhere:		
11.1 Surrender values on canceled policies	0	14,033,742
11.2 Provision for experience rating refunds	3,913,807	8,528,871
11.3 Other amounts payable on reinsurance assumed	(595,148)	(391,144)
12. Commissions to agents due or accrued — life and annuity \$24,667,607 accident and health \$0	24,667,607	22,506,027
12A. Commissions and expense allowances payable on reinsurance assumed		
13. General expenses due or accrued (Exhibit 5, Line 12, Col. 5)	19,103,789	22,132,916
13A. Transfers to Separate Accounts due or accrued (net)		
14. Taxes, licenses and fees due or accrued, excluding federal income taxes (Exhibit 6, Line 9, Col. 5)	4,367,442	4,240,711
14A. Federal income taxes due or accrued, including \$0 on capital gains (excluding deferred taxes)	13,574,276	1,276,000
15. "Cost of collection" on premiums and annuity considerations deferred and uncollected in excess of total loading thereon		
16. Unearned investment income (Exhibit 3, Line 10, Col. 2)	7,939,129	4,467,039
17. Amounts withheld or retained by company as agent or trustee	1,583,147	103,598
18. Amounts held for agents' account, including \$9,725,354 agents' credit balances	9,725,354	9,298,493
19. Remittances and items not allocated	97,507,212	23,214,347
20. Net adjustment in assets and liabilities due to foreign exchange rates		
21. Liability for benefits for employees and agents if not included above		
22. Borrowed money \$0 and interest thereon \$0		
23. Dividends to stockholders declared and unpaid		
24. Miscellaneous liabilities:		
24.1 Mandatory securities valuation reserve (Page 29A, final Item)	582,512,434	748,774,829
24.2 Reinsurance in unauthorized companies	2,083,782	4,537,633
24.3 Funds held under reinsurance treaties with unauthorized reinsurers		
24.4 Payable to parent, subsidiaries and affiliates	7,067,294	4,751,531
24.5 Drafts outstanding	41,062,002	53,196,750
24.6 Liability for amounts held under uninsured accident and health plans		
25. Aggregate write-ins for liabilities	100,000	137,407
26. Total Liabilities excluding Separate Accounts business (Items 1 to 25)	12,708,945,324	12,468,982,352
27. From Separate Accounts Statement		
28. Total Liabilities (Items 26 and 27)	12,708,945,324	12,468,982,352
29. Common capital stock	1,500,000	1,500,000
30. Preferred capital stock		
31. Aggregate write-ins for other than special surplus funds		
32. Gross paid in and contributed surplus (Page 3, Item 32, Col. 2 plus Page 4, Item 44a, Col. 1)	702,940,966	577,940,966
33. Aggregate write-ins for special surplus funds	300,000,000	345,000,000
34. Unassigned funds (surplus)	(545,148,412)	(589,683,743)
35. Less treasury stock, at cost:		
(1) 0 shares common (value included in Item 29 \$0)		
(2) 0 shares preferred (value included in Item 30 \$0)		
36. Surplus (total Items 31 + 32 + 33 + 34 — 35)	457,792,554	333,257,223
37. Totals of Items 29, 30 and 36 (Page 4, Item 48)	459,292,554	334,757,223
38. Totals of Items 28 and 37 (Page 2, Item 24)	13,168,237,878	12,803,739,575
DETAILS OF WRITE-INS AGGREGATED AT ITEM 25 FOR LIABILITIES		
2501. Deferred option income	100,000	137,407
2502.		
2503.		
2504.		
2505.		
2598. Summary of remaining write-ins for item 25 from overflow page		
2599. Totals (Items 2501 thru 2505 plus 2598) (Page 3, Item 25)	100,000	137,407
DETAILS OF WRITE-INS AGGREGATED AT ITEM 31 FOR OTHER THAN SPECIAL SURPLUS FUNDS		
3101.		
3102.		
3103.		
3104.		
3105.		
3198. Summary of remaining write-ins for item 31 from overflow page		
3199. Totals (Items 3101 thru 3105 plus 3198) (Page 3, Item 31)		
DETAILS OF WRITE-INS AGGREGATED AT ITEM 33 FOR SPECIAL SURPLUS FUNDS		
3301. Contribution certificates	300,000,000	345,000,000
3302.		
3303.		
3304.		
3305.		
3398. Summary of remaining write-ins for item 33 from overflow page		
3399. Totals (Items 3301 thru 3305 plus 3398) (Page 3, Item 33)	300,000,000	345,000,000

*Includes coupons, guaranteed annual pure endowments and similar benefits.

SUMMARY OF OPERATIONS
(Excluding Unrealized Capital Gains and Losses)

	1 Current Year	2 Previous Year
1. Premiums and annuity considerations (Exhibit 1, Part 1, Line 20d, Col. 1, less Col. 11)	482,633,526	518,666,339
1A. Annuity and other fund deposits	154,428,000	101,050,836
2. Considerations for supplementary contracts with life contingencies (Exhibit 12, Line 3).....		
3. Considerations for supplementary contracts without life contingencies and dividend accumulations (Exhibit 12, Lines 4 & 5).....		
3A. Coupons left to accumulate at interest (Exhibit 12, Line 5A).....		
4. Net investment income (includes \$0 equity in undistributed income or loss of subsidiaries) (Exhibit 2, Line 7)	1,361,861,150	1,303,808,764
5. Commissions and expense allowances on reinsurance ceded (Exhibit 1, Part 2, Line 26a, Col. 1)	124,869,264	175,115,616
5A. Reserve adjustments on reinsurance ceded (Exhibit 12, Line 9A).....		
6. Aggregate write-ins for miscellaneous income	16,050,393	16,886,776
7. Totals (Items 1 to 6)	2,139,842,333	2,115,528,331
8. Death benefits	75,367,543	84,346,449
9. Matured endowments (excluding guaranteed annual pure endowments)		
10. Annuity benefits (Exhibit 11, Part 2, Line 6d, Cols. 4 + 8)	16,444,126	20,041,019
11. Disability benefits and benefits under accident and health policies	9,662	13,319
11A. Coupons, guaranteed annual pure endowments and similar benefits (Exhibit 7, Line 15, Cols. 3 + 4)	70,080	56,494
12. Surrender benefits and other fund withdrawals (direct business only).....	1,215,639,109	807,403,219
13. Group conversions		
14. Interest on policy or contract funds	1,697,230	1,704,218
15. Payments on supplementary contracts with life contingencies (Exhibit 12, Line 20.1).....	90,724	90,724
16. Payments on supplementary contracts without life contingencies and of dividend accumulations (Exhibit 12, Lines 20.2 & 21).....	264,076	444,488
16A. Accumulated coupon payments (Exhibit 12, Line 21A).....		
17. Increase in aggregate reserves for life and accident and health policies and contracts	176,952,345	492,079,676
17A. Increase in liability for premium and other deposit funds	304,520,065	286,768,144
18. Increase in reserve for supplementary contracts without life contingencies and for dividend and coupon accumulations	(225,260)	(456,150)
19. Totals (Items 8 to 18)	1,790,829,700	1,692,491,600
20. Commissions on premiums and annuity considerations (direct business only) (Exhibit 1, Part 2, Line 30, Col. 1)	158,648,864	172,445,030
21. Commissions and expense allowances on reinsurance assumed (Exhibit 1, Part 2, Line 26b, Col. 1, less Col. 11)	28,805,208	27,181,998
22. General insurance expenses (Exhibit 5, Line 10, Cols. 1 + 2 + 3)	68,395,880	65,982,397
23. Insurance taxes, licenses, and fees, excluding federal income taxes (Exhibit 6, Line 7, Cols. 1 + 2 + 3)	12,335,577	15,508,330
24. Increase in loading on and cost of collection in excess of loading on deferred and uncollected premiums	487,850	(591,641)
24A. Net transfers to or (from) Separate Accounts		
25. Aggregate write-ins for deductions	(77,324,296)	(55,276,373)
26. Totals (Items 19 to 25)	1,982,178,783	1,917,741,341
27. Net gain from operations before dividends to policyholders and federal income taxes (Item 7 minus Item 26)	157,663,550	197,786,990
28. Dividends to policyholders (Exhibit 7, Line 15, Cols. 1 and 2)	363,134	394,057
29. Net gain from operations after dividends to policyholders and before federal income taxes (Item 27 minus Item 28)	157,300,416	197,392,933
30. Federal income taxes incurred (excluding tax on capital gains)	4,219,969	6,076,000
31. Net gain from operations after dividends to policyholders and federal income taxes and before realized capital gains or (losses) (Item 29 minus Item 30)	153,080,447	191,316,933
32. Net realized capital gains or (losses) less capital gains tax of \$19,956,000 (Exhibit 4, Line 11) ..	(147,826,257)	58,023,483
33. Net income (Item 31 plus Item 32)	5,254,190	249,340,416
CAPITAL AND SURPLUS ACCOUNT		
34. Capital and surplus, December 31, previous year (Page 3, Item 37, Col. 2)	334,757,223	204,369,074
35. Net income (Item 33)	5,254,190	249,340,416
36. Net unrealized capital gains or (losses) (Exhibit 4, Line 12)	(176,803,757)	(24,180,895)
37. Change in non-admitted assets and related items (Exhibit 14, Item 13, Col. 3)	(3,274,406)	(2,670,585)
38. Change in liability for reinsurance in unauthorized companies, (increase) or decrease (Page 3, Item 24.2 Col. 1 minus 2)	2,453,851	10,350,150
39. Change in reserve on account of change in valuation basis, (increase) or decrease (Exh. 8A, Line D, Col. 4)		
40. Change in mandatory securities valuation reserve, (increase) or decrease (Page 3, Item 24.1, Col. 1 minus 2)	166,262,395	(152,569,727)
41. Change in treasury stock, (increase) or decrease (Page 3, Items 35 (1) & (2) Col. 1 minus 2)		
42. Change in surplus in Separate Accounts Statement		
43. Capital changes:		
(a) Paid in		
(b) Transferred from surplus (Stock Dividend)		
(c) Transferred to surplus (Exhibit 12, Line 24).....		
44. Surplus adjustments:		
(a) Paid in	125,000,000	0
(b) Transferred to capital (Stock Dividend) (Exhibit 12, Line 25, inside amount for stock\$)		
(c) Transferred from capital (Exhibit 12, Line 24).....		
45. Dividends to stockholders		
46. Aggregate write-ins for gains and losses in surplus	5,643,058	50,118,790
47. Net change in capital and surplus for the year (Items 35 through 46)	124,535,331	130,388,149
48. Capital and surplus, December 31, current year (Items 34 + 47) (Page 3, Item 37)	459,292,554	334,757,223
DETAILS OF WRITE-INS AGGREGATED AT ITEM 6 FOR MISCELLANEOUS INCOME		
0601. Experience rating refunds	16,050,393	16,886,776
0602.		
0603.		
0604.		
0605.		
0698. Summary of remaining write-ins for item 6 from overflow page		
0699. TOTALS (Item 0601 thru 0605 plus 0698) (Page 4, Item 6)	16,050,393	16,886,776
DETAILS OF WRITE-INS AGGREGATED AT ITEM 25 FOR DEDUCTIONS		
2501. Reserve transfers under ceded modified coinsurance agreements	706,329,568	150,349,187
2502. Surrender benefits reimbursed under ceded modified coinsurance agreements	(680,910,253)	(170,477,981)
2503. Surrender benefits reimbursed under ceded coinsurance agreements	(102,743,611)	(35,147,579)
2504.		
2505.		
2598. Summary of remaining write-ins for item 25 from overflow page		
2599. TOTALS (Item 2501 thru 2505 plus 2598) (Page 4, Item 25)	(77,324,296)	(55,276,373)
DETAILS OF WRITE-INS AGGREGATED AT ITEM 46 FOR GAINS AND LOSSES IN SURPLUS		
4601. Adjustment for Federal Income Tax loss carryforward	50,643,058	50,118,790
4602. Contribution certificates	(45,000,000)	0
4603.		
4604.		
4605.		
4698. Summary of remaining write-ins for item 46 from overflow page		
4699. TOTALS (Item 4601 thru 4605 plus 4698) (Page 4, Item 46)	5,643,058	50,118,790

NOTE: Items 1 to 31 to agree with Page 5, Col. 1, Items 1 to 31.

CASH FLOW

	1 Current Year	2 Previous Year
1. Premiums and annuity considerations	476,487,067	481,156,621
2. Annuity and other fund deposits	152,156,208	94,734,023
3. Other premiums, considerations and deposits		
4. Allowances and reserve adjustments received on reinsurance ceded	125,017,554	183,528,325
5. Investment income received (excluding realized gains/losses and net of investment expenses)	1,176,406,686	1,131,452,095
6. Other income received	13,123,693	392,300,607
7. Total (Items 1 to 6)	1,943,191,208	2,283,171,671
8. Life and accident and health claims paid	94,088,707	55,788,370
9. Surrender benefits and other fund withdrawals paid (direct business only).....	1,215,639,109	807,403,219
10. Other benefits to policyholders paid	19,131,851	21,714,628
11. Total (Items 8 to 10)	1,328,859,667	884,906,217
12. Commissions, other expenses and taxes paid (excluding FIT)	267,800,297	281,369,952
13. Net transfers to or (from) Separate Accounts (operational items only)		
14. Total (Items 12 to 13)	267,800,297	281,369,952
15. Dividends to policyholders paid	399,011	493,588
16. Federal income taxes paid (excluding tax on capital gains)	(68,584,132)	4,800,000
17. Net increase or (decrease) in policy loans and premium notes	109,593,282	96,697,409
18. Other operating expenses paid	(78,752,072)	(57,663,216)
19. Total (Items 15 to 18)	(37,343,911)	44,327,781
20. Net cash from operations (Item 7 minus Item 11 minus Item 14 minus Item 19)	383,875,155	1,072,567,721
21. Proceeds from investments sold, matured or repaid:		
21.1 Bonds	4,805,362,104	3,347,213,730
21.2 Stocks	246,669,414	218,301,153
21.3 Mortgage loans	3,177,502	4,412,588
21.4 Real estate	10,764,506	100,000
21.5 Collateral loans		
21.6 Other invested assets	24,984,548	16,833,751
21.7 Net gains or (losses) on cash and short-term investments	(18,929)	2,703,969
21.8 Miscellaneous proceeds	1,454,865	2,395,625
21.9 Total investment proceeds (Item 21.1 to 21.8)	5,092,394,010	3,591,960,816
22. Tax on capital gains	19,956,000	0
23. Total (Item 21.9 minus item 22)	5,072,438,010	3,591,960,816
24. Other cash provided:		
24.1 Capital and surplus paid in	125,000,000	0
24.2 Borrowed money \$0 less amounts repaid \$0		
24.3 Other sources	81,322,176	211,663,545
24.4 Total other cash provided (Item 24.1 to 24.3)	206,322,176	211,663,545
25. Total (Item 20 plus item 23 plus item 24.4)	5,662,635,341	4,876,192,082
26. Cost of investments acquired (long-term only):		
26.1 Bonds	4,248,438,188	4,693,734,081
26.2 Stocks	373,661,735	306,869,880
26.3 Mortgage loans	24,026,923	899,170
26.4 Real estate	27,205,018	1,202,158
26.5 Collateral loans		
26.6 Other invested assets	127,943,144	116,383,460
26.7 Miscellaneous applications		
26.8 Total investments acquired (Items 26.1 to 26.7)	4,801,275,008	5,119,088,749
27. Other cash applied:		
27.1 Dividends to stockholders paid	207,717,212	48,953,402
27.2 Other applications (net)		
27.3 Total other cash applied (Items 27.1 and 27.2)	207,717,212	48,953,402
28. Total (Items 26.8 and 27.3)	5,008,992,220	5,168,042,151
29. Net change in cash and short-term investments (Item 25 minus Item 28)	653,643,121	(291,850,069)
RECONCILIATION		
30. Cash and short-term investments:		
30.1 Beginning of year	664,103,712	955,953,781
30.2 End of year (Item 29 plus Item 30.1)	1,317,746,833	664,103,712

ANALYSIS OF OPERATIONS BY LINES OF BUSINESS

(Gain and Loss Exhibit) (Excluding Capital Gains and Losses)

Ordinary														Accident and Health		12 Aggregate of All Other Lines of Business
1		2	3			4	5	6	7		8	9	10	11		
Total**		Industrial Life	Life Insurance	Individual Annuities	Supplementary Contracts	Credit Life (Group & Individual) a	Life Insurance	+	Annuities	Group	Credit (Group & Individual) a	Other				
1. Premiums and annuity considerations	482,633,526		425,367,254	171,128,192	X X X		57,265,979		(16,700,192)	X X X	X X X	293				
1A. Annuity and other fund deposits	154,428,000		X X X	X X X	X X X							X X X				
2. Considerations for supplementary contracts with life contingencies																
3. Considerations for supplementary contracts without life contingencies and dividend accumulations																
3A. Coupons* left to accumulate at interest																
4. Net investment income	1,361,861,150		284,289,285	171,879,773	826,965		72,204,383		832,660,596			148				
5. Commissions and expense allowances on reinsurance ceded	124,869,264		36,944,141	22,881,173			2,325,330		62,718,620							
5A. Reserve adjustments on reinsurance ceded	16,050,393		12,882,385	(1,097,403)			2,868,250		1,397,161							
6. Aggregate write-ins for miscellaneous income																
7. Totals (Items 1 to 6)	2,139,842,333		759,483,065	364,791,735	826,965		134,663,942		880,076,185			441				
8. Death benefits																
9. Matured endowments (excluding guaranteed annual pure endowments)	75,367,543		71,595,307	X X X		X X X	3,772,236		X X X	X X X	X X X					
10. Annuity benefits	16,444,126		X X X	2,578,450			X X X		13,865,676	X X X	X X X					
11. Disability benefits and benefits under accident and health policies	9,662											9,662				
11A. Coupons, guaranteed annual pure endowments and similar benefits	70,080		70,080	285,773,770			33,647,684		823,608,612	X X X	X X X					
12. Surrender benefits and other fund withdrawals (direct business only)	1,215,639,109		72,609,043	X X X	X X X				X X X							
13. Group conversions	X X X	X X X	X X X	X X X	X X X											
13A. Transfers on account of group package policies and contracts	1,697,230	X X X	1,565,138	X X X												
14. Interest on policy or contract funds with life contingencies	90,724		X X X	X X X			132,092			X X X						
15. Payments on supplementary contracts without life contingencies and of dividend accumulations	264,076				264,076					X X X						
16A. Accumulated coupon * payments																
17. Increase in aggregate reserves for life and accident and health policies and contracts																
17A. Increase in liability for premium and other deposit funds	176,952,345		342,161,354	(9,172,418)	(14,685)		84,377,553		(240,396,499)			(2,960)				
18. Increase in reserve for supplementary contracts without life contingencies and for dividend and coupon* accumulations	304,520,065		551		660,878		656,196		303,202,991							
18. and for dividend and coupon* accumulations	(225,260)				(225,811)											
19. Totals (Items 8 to 18)	1,790,829,700		488,001,473	279,179,802	775,182		122,585,761		900,280,780			6,702				
20. Commissions on premiums and annuity considerations (direct business only)	158,648,864		133,505,892	8,464,993			11,201,540		4,476,439							
21. General insurance and expense allowances on reinsurance assumed	28,805,208		27,768,440	7,855,371			1,036,768		2,848,584							
22. Insurance taxes, licenses and fees, excluding federal income taxes	68,395,880		50,783,941	265,201			6,907,984		142,746							
23. Increase in loading on and cost of collection in excess of loading on deferred and uncollected premiums	12,335,577		9,974,296				1,953,334									
24. Net transfers to or (from) Separate Accounts	487,850		562,973				(75,123)									
25. Aggregate write-ins for Deductions	(77,324,296)		15,014,711	1,111,991			(12,097,926)		(81,353,072)							
26. Totals (Items 19 to 25)	1,982,178,783		725,611,726	296,877,358	775,182		132,512,338		826,395,477			6,702				
27. Net gain from operations before dividends to policyholders and federal income taxes (Item 7 minus Item 26)	157,663,550		33,871,339	67,914,377	51,783		2,151,604		53,680,708			(6,261)				
28. Dividends to policyholders	363,134		363,134													
29. Net gain from operations after dividends to policyholders and before federal income taxes (Item 27 minus Item 28)	157,300,416		33,508,205	67,914,377	51,783		2,151,604		53,680,708			(6,261)				
30. Federal income taxes incurred (excluding tax on capital gains)	4,219,969		898,940	1,821,970	1,389		57,722		1,440,116			(168)				
31. Net gain from operations after dividends to policyholders and federal income taxes and before realized capital gains or (losses) (Item 29 minus Item 30)	153,080,447		32,609,265	66,092,407	50,394		2,093,882		52,240,592			(6,093)				
DETAILS OF WRITE-INS AGGREGATED AT ITEM 6 FOR MISCELLANEOUS INCOME																
0601. Experience rating refunds	16,050,393		12,882,385	(1,097,403)			2,868,250		1,397,161							
0602.																
0603.																
0604.																
0605.																
0698. Summary of remaining write-ins for item 6 from overflow page																
0699. Totals (Items 0601 thru 0605 plus 0698) (Page 5, Item 6)	16,050,393		12,882,385	(1,097,403)			2,868,250		1,397,161							
DETAILS OF WRITE-INS AGGREGATED AT ITEM 25 FOR DEDUCTIONS																
2501. Reserve transfers under ceded modified coinsurance agreements	706,329,568		29,593,272	175,099,415			8,366,017		493,270,864							
2502. Surrender benefits reimbursed under ceded modified coinsurance agreements	(680,910,253)		(13,278,491)	(173,987,424)			(16,828,613)		(476,815,725)							
2503. Surrender benefits reimbursed under ceded coinsurance agreements	(102,743,611)		(1,300,070)				(3,635,330)		(97,808,211)							
2504.																
2505.																
2598. Summary of remaining write-ins for item 25 from overflow page																
2599. Totals (Items 2501 thru 2505 plus 2598) (Page 5, Item 25)	(77,324,296)		15,014,711	1,111,991			(12,097,926)		(81,353,072)							

a Business not exceeding 120 months duration.

+ Includes the following amounts for FGLI/SLI:

** The items in this column to agree with Page 4, Column 1.

Item 1

Item 22

\$0

Item 23

\$0

\$0

ANALYSIS OF INCREASE IN RESERVES AND DEPOSIT FUNDS DURING THE YEAR

	1 Total	2 Industrial Life	Ordinary				6 Credit Life (Group & Individual)	Group		
			3 Life Insurance	4 Individual Annuities	5 Supplementary Contracts	7 Life Insurance		8 Annuities		
PART A INVOLVING LIFE OR DISABILITY CONTINGENCIES (RESERVES) (NET OF REINSURANCE CEDED)										
1. Reserve December 31, previous year	8,058,239,533		2,262,530,513	939,365,748	858,655		335,663,115	4,519,821,502	1.	
2. Tabular net premiums or considerations	573,112,980		361,562,166	171,128,192			57,122,814	(16,700,192)	2.	
3. Present value of disability claims incurred					X X X				3.	
4. Tabular interest	782,947,632		225,109,035	80,391,040	77,895		37,407,337	439,962,325	4.	
5. Tabular less actual reserve released	(3,785,729)	X X X		(6,214,763)	(1,856)			2,430,890	5.	
6. Increase in reserve on account of change in valuation basis									6.	
7. Other increases (net)	260,857,602		7,718,334	33,875,333			47,879,171	171,384,764	7.	
8. Totals (Items 1 to 7)	9,671,372,018		2,856,920,048	1,218,545,550	934,694		478,072,437	5,116,899,289	8.	
9. Tabular cost	187,523,178		165,198,701		X X X		22,324,477		9.	
10. Reserves released by death	7,536,755		7,159,531	X X X	X X X		377,224	X X X	10.	
11. Reserves released by other terminations (net)	1,224,582,397		79,869,947	285,773,770			35,330,068	823,608,612	11.	
12. Annuity, supplementary contract and disability payments involving life contingencies .	16,534,850			2,578,450	90,724			13,865,676	12.	
13. Net transfers to or (from) Separate Accounts									13.	
14. Total deductions (Items 9 to 13)	1,436,177,180		252,228,179	288,352,220	90,724		58,031,769	837,474,288	14.	
15. Reserve December 31, current year	8,235,194,838		2,604,691,869	930,193,330	843,970		420,040,668	4,279,425,001	15.	
PART B NOT INVOLVING LIFE OR DISABILITY CONTINGENCIES (DEPOSIT FUNDS) (NET OF REINSURANCE CEDED)										
1. Total all accumulations and deposit fund liabilities, December 31, previous year	3,460,572,540		15,693,066		932,871		16,975,705	3,426,970,898	1.	
2. Funds added during the year	494,681,325		14,319,873		59,585,454			420,775,998	2.	
3. Tabular interest on funds	307,090,555		1,508,840		737,791		1,732,910	303,111,014	3.	
4. Increase in deposit fund liabilities on account of change in valuation basis									4.	
5. Other increases (net)									5.	
6. Funds withdrawn during the year	637,973,709		12,069,913		37,272,932		1,076,715	587,554,149	6.	
7. Net transfers to or (from) Separate Accounts									7.	
8. Total all accumulations and deposit fund liabilities, December 31, current year	3,624,370,711		19,451,866		23,983,184		17,631,900	3,563,303,761	8.	

a Business not exceeding 120 months duration.

EXHIBIT 1 - PART 1 - PREMIUMS AND ANNUITY CONSIDERATIONS

	1 Total	2 Industrial Life	Ordinary		5 Credit Life (Group & Individual)	Group		Accident and Health			11 Aggregate of All Other Lines of Business
			3 Life Insurance	4 Individual Annuities		6 Life Insurance	7 Annuities	8 Group	9 Credit (Group & Individual)	10 Other	
FIRST YEAR (other than single)											
C 1. Uncollected	(86,198)		(112,439)			26,241					1.
U 2. Deferred	11,557,479		11,284,164			273,315					2.
R 3. Deferred & uncollected:											3.
R a. Direct	12,370,206		12,071,775			298,431					a.
E b. Reinsurance assumed	534,008		534,008								b.
N c. Reinsurance ceded	1,432,933		1,434,058			(1,125)					c.
T											
d. Net (Line 1 + Line 2)	11,471,281		11,171,725			299,556					d.
4. Advance	345,376		281,581			63,795					a.
											b.
5. Line 3d — Line 4	11,125,905		10,890,144			235,761					c.
6. Collected during year:											d.
Y a. Direct	125,891,053		115,370,021			10,521,032					5.
E b. Reinsurance assumed	28,308,069		26,948,071			1,359,998					6.
A c. Reinsurance ceded	36,984,776		34,160,900			2,823,876					a.
R											b.
d. Net	117,214,346		108,157,192			9,057,154					c.
											d.
7. Line 5 + Line 6d	128,340,251		119,047,336			9,292,915					7.
8. Previous year (uncollected + deferred — advance)	9,491,889		8,640,309			851,580					8.
9. First year premiums and considerations:											9.
Y a. Direct	127,444,447		117,594,132			9,850,315					a.
E b. Reinsurance assumed	28,568,517		27,208,519			1,359,998					b.
A c. Reinsurance ceded	37,164,602		34,395,624			2,768,978					c.
R											d.
d. Net (Line 7 — Line 8)	118,848,362		110,407,027			8,441,335					
SINGLE											
10. Single premiums and considerations:											10.
Y a. Direct	44,812		44,812								a.
E b. Reinsurance assumed											b.
A c. Reinsurance ceded											c.
R											d.
d. Net	44,812		44,812								
RENEWAL											
C 11. Uncollected	19,593,690		10,333,700			9,259,990					11.
U 12. Deferred	66,634,491		61,648,822			4,985,669					12.
R 13. Deferred & uncollected:											13.
R a. Direct	117,379,311		99,298,848			18,080,463					a.
E b. Reinsurance assumed	1,184,791		1,184,791								b.
N c. Reinsurance ceded	32,335,921		28,501,117			3,834,804					c.
T											
d. Net (Line 11 + Line 12)	86,228,181		71,982,522			14,245,659					d.
14. Advance	1,295,646		1,163,130			132,516					14.
15. Line 13d — Line 14	84,932,535		70,819,392			14,113,143					15.
16. Collected during year:											16.
Y a. Direct	471,802,783		394,193,327			77,608,963				493	a.
E b. Reinsurance assumed	89,488,981		75,972,636			13,516,345					b.
A c. Reinsurance ceded	202,063,853		155,732,255			46,331,598					c.
R											d.
d. Net	359,227,911		314,433,708			44,793,710				493	
17. Line 15 + Line 16d	444,160,446		385,253,100			58,906,853				493	17.
18. Previous year (uncollected + deferred — advance)	80,420,094		70,337,685			10,082,209				200	18.
19. Renewal premiums and considerations:											19.
Y a. Direct	479,627,572		397,969,287			81,657,992				293	a.
E b. Reinsurance assumed	90,408,316		76,891,971			13,516,345					b.
A c. Reinsurance ceded	206,295,536		159,945,843			46,349,693					c.
R											d.
d. Net (Line 17 — Line 18)	363,740,352		314,915,415			48,824,644				293	
TOTAL											
20. Total premiums and annuity considerations:											
Y a. Direct	607,116,831		515,608,231			91,508,307				293	20.
E b. Reinsurance assumed	118,976,833		104,100,490			14,876,343					a.
A c. Reinsurance ceded	243,460,138		194,341,467			49,118,671					b.
R											c.
d. Net (Line 9d + 10d + 19d)	482,633,526		425,367,254			57,265,979				293	d.

a Business not exceeding 120 months duration.

EXHIBIT 1 - PART 2 - DIVIDENDS AND COUPONS* APPLIED, REINSURANCE COMMISSIONS AND EXPENSE ALLOWANCES AND COMMISSIONS INCURRED (direct business only)

	1 Total	2 Industrial Life	Ordinary		5 a Credit Life (Group & Individual)	Group		Accident and Health			11 Aggregate of All Other Lines of Business
			3 Life Insurance	4 Individual Annuities		6 Life Insurance	7 Annuities	8 Group	9 a Credit (Group & Individual)	10 Other	
DIVIDENDS AND COUPONS* APPLIED (Included in Part 1)											
21. To pay renewal premiums (Exhibit 7, Line 1)	93,679		93,679								21.
22. All other (Exhibit 7, Lines 2, 3 & 4)	225,035		225,035								22.
REINSURANCE COMMISSIONS AND EXPENSE ALLOWANCES INCURRED											
23. First year (other than single):											23.
a. Reinsurance ceded	22,771,231		22,237,513			533,718					a.
b. Reinsurance assumed	21,324,886		21,446,569			(121,683)					b.
c. Net ceded less assumed	1,446,345		790,944			655,401					c.
24. Single:											24.
a. Reinsurance ceded											a.
b. Reinsurance assumed											b.
c. Net ceded less assumed											c.
25. Renewal:											25.
a. Reinsurance ceded	102,098,033		14,706,628	22,881,173		1,791,612	62,718,620				a.
b. Reinsurance assumed	7,480,322		6,321,871			1,158,451					b.
c. Net ceded less assumed	94,617,711		8,384,757	22,881,173		633,161	62,718,620				c.
26. Totals:											26.
a. Reinsurance ceded (Page 5, Item 5)	124,869,264		36,944,141	22,881,173		2,325,330	62,718,620				a.
b. Reinsurance assumed (Page 5, Item 21)	28,805,208		27,768,440			1,036,768					b.
c. Net ceded less assumed	96,064,056		9,175,701	22,881,173		1,288,562	62,718,620				c.
COMMISSIONS INCURRED (direct business only)											
27. First year (other than single)	96,596,163		92,895,998			3,700,165	4,476,439				27.
28. Single	13,091,111		149,679	8,464,993							28.
29. Renewal	48,961,590		40,460,216			8,501,374					29.
30. Totals (to agree with Page 5, Item 20)	158,648,864		133,505,892	8,464,993		12,201,540	4,476,439				30.

a Business not exceeding 120 months duration.
* Includes coupons, guaranteed annual pure endowments and similar benefits.

EXHIBIT 2 - NET INVESTMENT INCOME

1.	Gross investment income (Exhibit 3, Line 10, Col. 7)	1,402,142,047
2.	Investment expenses (Exhibit 5, Line 10, Col. 4)	7,213,155 +
3.	Investment taxes, licenses and fees, excluding federal income taxes (Exhibit 6, Line 7, Col. 4)	(7,458) +
4.	Depreciation on real estate and other invested assets	150,200
5.	Aggregate write-ins for deductions	32,925,000
6.	Total (Lines 2 through 5)	40,280,897
7.	Net investment income — Line 1 less Line 6 (to Page 4, Item 4)	1,361,861,150
DETAILS OF WRITE-INS AGGREGATED AT LINE 5 FOR DEDUCTIONS		
0501.	Interest expense on contribution certificate	32,925,000
0502.	.....
0503.	.....
0504.	.....
0505.	.....
0598.	Summary of remaining write-ins for line 5 from overflow page	
0599.	Totals (Lines 0501 thru 0505 plus 0598) (Exhibit 2, Line 5)	32,925,000

+ Includes \$0 investment expenses and \$0 investment taxes, licenses and fees, excluding federal income taxes, attributable to Separate Accounts.

EXHIBIT 3 - GROSS INVESTMENT INCOME

	1 Collected During Year	Current Year				6 Previous Year 3 + 4 - 2 - 5	7 Earned During Year 1 - 2 + 3 + 4 - 5 - 6
		2 Unearned	3 Due	4 Accrued	5 Non-Admitted		
1.	U.S. government bonds	* 29,737,671		1,187,841		17,282,004	13,643,508
1.1	Bonds exempt from U.S. tax	*					
1.2	Other bonds (unaffiliated)	* 1,214,343,637		252,534,701		233,625,757	1,233,252,581
1.3	Bonds of affiliates	*					
2.1	Preferred stocks (unaffiliated)	++ 36,390,808		1,805,031		3,457,405	34,738,434
2.11	Preferred stocks of affiliates	++ 149,336					149,336
2.2	Common stocks (unaffiliated)	4,745,654		638,179		195,982	5,187,851
2.21	Common stocks of affiliates						
3.	Mortgage loans	** 3,216,608		275,460		176,844	3,315,224
4.	Real estate	~ 744,792					744,792
5.	Premium notes, policy loans and liens	29,758,067	7,939,129	1,964,601		(2,935,674)	26,719,213
6.	Collateral loans						
7.1	Cash on hand and on deposit						
7.2	Short-term investments	+ 52,899,658		5,398,028		5,168,137	53,129,549
8.	Other invested assets	13,860,539				2,262	13,858,277
9.	Financial options and futures	55,194					55,194
9.1	Aggregate write-ins for investment income	22,660,079		93,633		5,405,624	17,348,088
10.	Totals	# 1,408,562,043	7,939,129	263,897,474		262,378,341	# 1,402,142,047
DETAILS OF WRITE-INS AGGREGATED AT LINE 9.1 FOR INVESTMENT INCOME							
09.101.	Miscellaneous investment income	22,660,079		93,633		5,405,624	17,348,088
09.102.	.....					
09.103.	.....					
09.104.	.....					
09.105.	.....					
09.198.	Summary of remaining write-ins for line 9.1 from overflow page						
09.199.	Totals (Lines 09.101 thru 09.105 plus 09.198) (Exhibit 3, Line 9.1)	22,660,079		93,633		5,405,624	17,348,088

* Includes \$201,113,989 accrual of discount less \$9,089,329 ~Includes \$0 for company's occupancy of its own build- amortization of premiums and less \$53,896,653 paid for accrued interest on purchases. ings; and excludes \$0 interest on encumbrances.
++ Excludes \$40,816 paid for accrued dividends on purchases. +Includes \$220 accrual of discount
** Includes \$0 accrual of discount less \$0 less \$0 amortization of premium and
amortization of premium and less \$0 paid for accrued interest on purchases. less \$43,601 paid for accrued interest on purchases.
#Includes for asset transfers with put options accounted for as financing arrangements: \$0 Column 1, \$0 Column 7.

*EXHIBIT 4 - CAPITAL GAINS AND (LOSSES) ON INVESTMENTS

	1 Increase in Book Value	2 Profit on Sale or Maturity	3 Decrease in Book Value	4 Loss on Sale or Maturity	5 Net Gain or (Loss) From Change in Differ- ence Between Book & Admitted Values	6 Net Gains or (Losses) 1 + 2 - 3 - 4 + 5
1.	U.S. government bonds	16,600		16,391		209
1.1	Bonds exempt from U.S. tax					
1.2	Other bonds (unaffiliated)	52,115,790		170,572,814	(250,914,777)	(369,371,801)
1.3	Bonds of affiliates					
2.1	Preferred stocks (unaffiliated)	5,993,109		60,499,682	6,127,276	(48,379,297)
2.11	Preferred stocks of affiliates					
2.2	Common stocks (unaffiliated)	60,755,078		17,182,010	24,241,873	67,814,941
2.21	Common stocks of affiliates					
3.	Mortgage loans					
4.	Real estate	84,127	**			84,127
5.	Premium notes, policy loans and liens					
6.	Collateral loans					
7.1	Cash on hand and on deposit					
7.2	Short-term investments	6,413	**	25,342		(18,929)
8.	Other invested assets	X X X	X X X	X X X	43,741,871	43,741,871
9.	Foreign exchange					
9.1	Financial options and futures					
9.2	Aggregate write-ins for capital gains and (losses) on investments		1,454,865			1,454,865
10.	Totals		120,425,982	248,296,239	(176,803,757)	(304,674,014)
10.1	Less federal income taxes incurred on capital gains					19,956,000
10.2	Balance					(324,630,014)
11.	Distribution of Line 10.2, Col. 6. (Attach statement or memorandum explaining basis of division.) Net realized capital gains or (losses) on assets disposed of during the year (\$127,870,257) less \$0 reflected in previous years' statements and less \$19,956,000 federal income tax incurred on capital gains (Page 4, Line 32)					(147,826,257)
12.	Net unrealized capital gains or (losses) of the year (Page 4, Line 36)					(176,803,757)
DETAILS OF WRITE-INS AGGREGATED AT LINE 9.2 FOR CAPITAL GAINS AND (LOSSES) ON INVESTMENTS						
09.201.	Common Stock of First Executive Corporation		1,316,464			1,316,464
09.202.	Common Stock Rights of First Executive Corporation		138,401			138,401
09.203.	.....				
09.204.	.....				
09.205.	.....				
09.298.	Summary of remaining write-ins for line 9.2 from overflow page					
09.299.	Totals (Lines 09.201 thru 09.205 plus 09.298) (Exhibit 4, Line 9.2)		1,454,865			1,454,865

* Adjustments due to amortization to be reported in Exhibit 3.
** Excluding \$150,200 depreciation on real estate and \$0 depreciation on other invested assets included in Exhibit 2, Line 4.

EXHIBIT 5 - GENERAL EXPENSES

	Insurance			4 Investment	5 Total
	1 Life	2 Accident and Health	3 All Other Lines of Business		
1. Rent	8,776,842			470,812	9,247,654
2. Salaries and wages	23,891,603			1,587,500	25,479,103
3.11 *Contributions for benefit plans for employees	2,531,683			119,854	2,651,537
3.12 *Contributions for benefit plans for agents					
3.21 Payments to employees under non-funded benefit plans					
3.22 Payments to agents under non-funded benefit plans					
3.31 Other employee welfare	3,006,800			148,011	3,154,811
3.32 Other agent welfare					
4.1 Legal fees and expenses	2,336,275			321,679	2,657,954
4.2 Medical examination fees	3,063,063				3,063,063
4.3 Inspection report fees	1,433,614				1,433,614
4.4 Fees of public accountants and consulting actuaries	2,962,143			139,105	3,101,248
4.5 Expense of investigation and settlement of policy claims					
5.1 Traveling expenses	718,218			172,036	890,254
5.2 Advertising	307,592				307,592
5.3 Postage, express, telegraph and telephone	1,747,039			100,401	1,847,440
5.4 Printing and stationery	2,225,262			55,258	2,280,520
5.5 Cost or depreciation of furniture and equipment	3,292,586			196,483	3,489,069
5.6 Rental of equipment	1,495,295			15,247	1,510,542
6.1 Books and periodicals	172,307			37,210	209,517
6.2 Bureau and association fees	64,864			2,108	66,972
6.3 Insurance, except on real estate	367,073				367,073
6.4 Miscellaneous losses	2,628				2,628
6.5 Collection and bank service charges	395,645				395,645
6.6 Sundry general expenses					
6.7 Group service and administration fees	379,169				379,169
6.8 Reimbursements by uninsured accident and health plans					
7.1 Agency expense allowance	87,155				87,155
7.2 Agents' balances charged off (less recovered)	\$0				
7.3 Agency conferences other than local meetings	6,635,784				6,635,784
9.1 Real estate expenses				435,635	435,635
9.2 Investment expenses not included elsewhere				2,732,812	2,732,812
9.3 Aggregate write-ins for expenses	2,503,240			679,004	3,182,244
10. General Expenses Incurred	68,395,880			7,213,155	75,609,035
Reconciliation with Exhibit 12		(To Page 4, Item 22)		(To Exh 2, Line 2)	
11. General expenses unpaid December 31, previous year	22,132,916				22,132,916
12. General expenses unpaid December 31, current year	19,103,789				19,103,789
13. General expenses paid during year (10 + 11 - 12)	71,425,007 X X X	X X X	X X X	7,213,155 X X X	78,638,162 (To Exh 12, Line 23)
DETAILS OF WRITE-INS AGGREGATED AT LINE 9.3 FOR EXPENSES					
09.301. Outside services	2,553,638			679,004	3,232,642
09.302. Administrative issue cost fee	1,147,770				1,147,770
09.303. Reinsurance issue cost recovery	(1,198,168)				(1,198,168)
09.304.					
09.305.					
09.398. Summary of remaining write-ins for line 9.3 from overflow page					
09.399. Totals (Lines 09.301 thru 09.305 plus 09.398) (Exh 5, Line 9.3) ...	2,503,240			679,004	3,182,244
* These items include \$0 on account of prior service.					
ORDINARY LIFE INSURANCE AND INDIVIDUAL ANNUITY BUSINESS ONLY					
A. Compensation to agents on a plan other than commissions, included in Col. 1: First year	\$0		\$0	, Renewal	\$0
B. Agency supervision, except home office, include in Col. 1: Line 2	\$0			, Line 5.1	\$0
C. Branch office expenses other than those in A and B included in Col. 1: Line 1	\$0		\$0	, Line 2	
All other lines					

EXHIBIT 6 - TAXES, LICENSES AND FEES (EXCLUDING FEDERAL INCOME TAXES)

	Insurance			4 Investment	5 Total
	1 Life	2 Accident and Health	3 All Other Lines of Business		
1. Real estate taxes				(120,601)	(120,601)
2. State insurance department licenses and fees	403,185			2,015	405,200
3. State taxes on premiums	9,887,729				9,887,729
4. Other state taxes, incl. for employee benefits	275				275
5. U.S. Social Security taxes	1,234,531			102,243	1,336,774
6. All other taxes	809,857			8,885	818,742
7. Taxes, Licenses and Fees Incurred	12,335,577			(7,458)	12,328,119
Reconciliation with Exhibit 12		(To Page 4, Item 23)		(To Exh 2, Line 3)	
8. Taxes, licenses and fees unpaid December 31, previous year	4,240,711				4,240,711
9. Taxes, licenses and fees unpaid December 31, current year	4,367,442				4,367,442
10. Taxes, licenses and fees paid during year (7 + 8 - 9)	12,208,846 X X X	X X X	X X X	(7,458) X X X	12,201,388 (To Exh 12, Line 23.1)

NOTE: Canadian and other foreign taxes are included appropriately in Lines 1, 2, 3, 4, and 6.

EXHIBIT 7 - DIVIDENDS AND COUPONS* TO POLICYHOLDERS

	Dividends		Coupons*	
	1 Life	2 Accident and Health	3 Life	4 Accident and Health
1. Applied to pay renewal premiums	77,870		15,809	
2. Applied to shorten the endowment or premium-paying period				
3. Applied to provide paid-up additions	198,194		26,841	
4. Applied to provide paid-up annuities				
5. Totals Lines 1 - 4	276,064		42,650	
6. Paid in cash	42,337		5,727	
7. Left on deposit with the company	80,610		21,703	
8. Aggregate write-ins for dividend options				
9. Total Lines 5 - 8	399,011		70,080	
10. Amount due and unpaid (Page 3, Item 6)	3,858		1,316	
11. Provision for annual dividend and coupon* policies (Page 3, Item 7, in part)	447,246		21,086	
11A. Terminal dividends (Page 3, Item 7 in part)				
12. Provision for deferred dividend policies (Page 3, Item 7, in part)				
12A. Amount provisionally held for deferred dividend policies not included in Line 12 (Page 3, Item 8)				
13. Total Lines 10 - 12A	451,104		22,402	
14. Line 13 of previous year	486,981		22,402	
15. Total Dividend and Coupons* to Policyholders (Lines 9 + 13 - 14)	363,134 (To Page 4, Item 28)		70,080 (To Page 4, Item 11A)	
DETAILS OF WRITE-INS AGGREGATED AT LINE 8 FOR DIVIDEND OPTIONS				
0801.				
0802.				
0803.				
0804.				
0805.				
0898. Summary of remaining write-ins for line 8 from overflow page				
0899. Totals (Lines 0801 thru 0805 plus 0898) (Exhibit 7, Line 8)				

* Includes coupons, guaranteed annual pure endowments and similar benefits.

EXHIBIT 8
AGGREGATE RESERVE FOR LIFE POLICIES AND CONTRACTS

1 Valuation Standard	2 Total	3 Industrial	4 Ordinary	5 a Credit (Group and Individual)	6 Group
A. LIFE INSURANCE:					
010001. 1941 CSO ANB 3.00% NLP	774,594		774,594		
010002. 1941 CSO ANB 3.50% NLP	20,261		20,261		
010003. 1941 CSO ANB 4.00% NLP	84,627		84,627		
010004. 1958 CSO ANB 2.50% NLP	2,876		2,876		
010005. 1958 CSO ANB 3.50% NLP	1,365,999		1,365,999		
010006. 1958 CSO ANB 4.00% NLP	213,108		213,108		
010007. 1958 CSO ALB 2.50% NLP	35,563		35,563		
010008. 1958 CSO ALB 3.00% NLP	1,068,966		1,068,966		
010009. 1958 CSO ALB 3.50% NLP	3,588,696		2,592,396		996,300
010010. 1958 CSO ALB 3.75% NLP	13,023		13,023		
010011. 1958 CSO ALB 4.00% NLP	3,995,188		3,995,188		
010012. 1958 CSO ALB 4.50% NSP	64,809,761		64,809,761		
010013. 1958 CET ANB 3.50% NLP	29,870		29,870		
010014. 1958 CET ALB 3.00% NLP	5,456		5,456		
010015. 1958 CET ALB 3.50% NLP	13,133		13,133		
010016. 1958 CET ALB 4.00% NLP	1,081		1,081		
010017. 1958 CSO ALB 3.50% CRVM	20,936,291		20,936,291		
010018. 1958 CSO ALB 4.00% CRVM	424,785,079		424,785,079		
010019. 1958 CSO ALB 4.50% CRVM	353,924,721		47,520,723		306,403,998
010020. 1980 CSO ALB 5.50% NSP	159,836,889		159,836,889		
010021. 1980 CSO ALB 6.00% NLP	825,658		825,658		
010022. 1980 CSO ALB 6.00% NSP	893,596,286		893,596,286		
010023. 1980 CSO ALB 5.50% CRVM	561,037,356		481,070,981		79,966,375
010024. 1980 CSO ALB 6.00% CRVM	1,083,432,833		917,073,623		166,359,210
010025.					
010026.					
010027.					
010028.					
019997. Totals (Gross)	3,574,397,315		3,020,671,432		553,725,883
019998. Reinsurance ceded	571,109,251		435,861,646		135,247,605
019999. Totals (Net)	3,003,288,064		2,584,809,786		418,478,278
B. ANNUITIES (excluding supplementary contracts with life contingencies):					
020001. 1971 IAM/GAM 7.75%	174,729,162	X X X	154,773,843	X X X	19,955,319
020002. 1971 IAM/GAM 8.75%	868,050,975	X X X	8,600,269	X X X	859,450,706
020003. 1971 IAM/GAM 9.00%	310,187,920	X X X	170,781,962	X X X	139,405,958
020004. 1971 IAM/GAM 9.25%	432,015,803	X X X	51,759,176	X X X	380,256,627
020005. 1971 IAM/GAM 10.50%	769,097,334	X X X	20,820,963	X X X	748,276,371
020006. IMMED 1971 GAM/IAM 8.00%	30,946,252	X X X		X X X	30,946,252
020007. IMMED 1971 GAM/IAM 9.25%	117,235,026	X X X	47,856	X X X	117,187,170
020008. IMMED 1971 GAM/IAM 11.00%	243,929,129	X X X		X X X	243,929,129
020009. IMMED 1971 IAM/GAM 11.25%	353,618,481	X X X	203,253	X X X	353,415,228
020010. IMMED 1971 GAM/GAF 11.00% & Declining	138,983,254	X X X		X X X	138,983,254
020011. IMMED 1983 GAM/GAF 8.00% & Declining	138,559,896	X X X		X X X	138,559,896
020012. IMMED 1983 GAM/GAF 8.75% & Declining	65,478,526	X X X		X X X	65,478,526
020013. IMMED 1983 GAM/GAF 9.25% & Declining	653,193,754	X X X		X X X	653,193,754
020014. IMMED 9.25%	74,348,651	X X X	2,305,475	X X X	72,043,176
020015. IMMED 11.00%	72,034,942	X X X		X X X	72,034,942
020016. IMMED 11.25%	160,672,400	X X X	1,544,723	X X X	159,127,677
020017. Other Bases	1,323,229,893	X X X	538,204,814	X X X	785,025,079
029997. Totals (Gross)	5,926,311,398	X X X	949,042,334	X X X	4,977,269,064
029998. Reinsurance ceded	716,693,067	X X X	18,849,004	X X X	697,844,063
029999. Totals (Net)	5,209,618,331	X X X	930,193,330	X X X	4,279,425,001
C. SUPPLEMENTARY CONTRACTS WITH LIFE CONTINGENCIES:					
030001. IMMED 1971 IAM/GAM 11.25%	24,555		24,555		
030002. IMMED 1971 IAM/GAM 11.00%	226,619		226,619		
030003. IMMED 1971 IAM/GAM 9.25%	84,062		84,062		
030004. IMMED 1971 IAM/GAM 8.00%	122,936		122,936		
030005. IMMED 1971 IAM/GAM 7.50%	385,798		385,798		
039997. Totals (Gross)	843,970		843,970		
039998. Reinsurance ceded					
039999. Totals (Net)	843,970		843,970		
D. ACCIDENTAL DEATH BENEFITS:					
040001. 1959 ADB — 1958 CSO 3.00%	227,395		218,821		8,574
040002.					
040003.					
040004.					
049997. Totals (Gross)	227,395		218,821		8,574
049998. Reinsurance ceded					
049999. Totals (Net)	227,395		218,821		8,574
E. DISABILITY — ACTIVE LIVES:					
050001. 1952 Disability Pd-2-1958 CSO 3.00%	3,044,136		2,738,724		305,412
050002.					
050003.					
050004.					
050005.					
050006.					
059997. Totals (Gross)	3,044,136		2,738,724		305,412
059998. Reinsurance ceded	740,328		676,380		63,948
059999. Totals (Net)	2,303,808		2,062,344		241,464
F. DISABILITY — DISABLED LIVES:					
060001. 1952 Disability Pd-2-1958 CSO 3.00%	295,457		255,953		39,504
060002.					
060003.					
060004.					
060005.					
060006.					
069997. Totals (Gross)	295,457		255,953		39,504
069998. Reinsurance ceded	111,146		93,073		18,073
069999. Totals (Net)	184,311		162,880		21,431

a Business not exceeding 120 months duration.

Annual Statement for the Year 1989 of the
Executive Life Insurance Company

Supplement to Exhibit 8

Procedures used to determine nonguaranteed elements for
life insurance and annuity contracts

At issuance nonguaranteed elements of life insurance and annuity contracts are determined using estimates of anticipated investment earnings, mortality experience, persistency and expenses. Actual premium levels are set to meet profit objectives with consideration given to competing products in the market.

Redetermination of nonguaranteed elements are based on then prevailing conditions on a prospective basis. Subject to minimum guarantees contained in the contracts the nonguaranteed elements are established at the Company's discretion.

Interrogatories

1. Since this statement was last filed, have there been any changes in the values of nonguaranteed elements on new or existing business authorized for illustration by the company? If yes, describe the changes that were made.

Yes. Illustrations have changed to reflect current declarations by the Company, which have varied throughout the year.

2. Since this statement was last filed, have there been any changes in the values of nonguaranteed elements actually charged or credited? If yes, describe the changes that were made.

Yes. Interest rates credited to new and existing contracts have varied throughout the year.

3. Indicate to what extent any changes described in 1 or 2 vary from the policy and/or general methods and procedures last reported for the affected contracts.

Not applicable.

4. Are the anticipated experience factors underlying any nonguaranteed elements different from current experience? If yes, describe in general terms the ways in which future experience is anticipated to differ from current experience and the nonguaranteed element factors which are affected by such anticipation.

Except for interest rates credited to contracts in the future, which depend in part on prevailing market investment yields, no deviation from current experience factors are anticipated.

5. State whether anticipated investment income experience factors are based on (a) a portfolio average approach, (b) an investment generation approach, or (c) other. If (b) or (c), describe the general basis used, including the investment generation groupings.

Anticipated investment income experience factors are based on (c) other. Our investment portfolio is segmented to support various product lines. Investments in each segment are chosen to meet the characteristics of the underlying liabilities. Interest rates credited to contracts are determined in part by reference to available investment yields in the market, as well as overall portfolio returns of the appropriate portfolio segment.

6. Describe how the company allocates anticipated experience among its various classes of business.

There is no allocation of anticipated experience.

7. Does the undersigned believe there is a substantial probability that illustrations authorized by the company to be presented on new and existing business cannot be supported by currently anticipated experience? If yes, indicate which classes and explain.

No.

8. Describe any aspects of the determination of non-guaranteed elements not covered above that involve material departures from the actuarial principles and practices of the American Academy of Actuaries applicable to the determination of nonguaranteed elements.

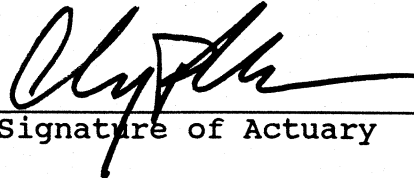
Not applicable.

ACTUARIAL OPINION

I, Chong Ping Chan, am the Actuary of Executive Life Insurance Company, and a Member of the American Academy of Actuaries. I have examined the actuarial assumptions and methods used in determining nonguaranteed elements for the individual life insurance and annuity policies of the company used for delivery in the United States. The nonguaranteed elements included are those:

- i. paid, credited, charged or determined in 1989; and
- ii. authorized by the company to be illustrated on new and existing business during 1989.

My examination included such review of the actuarial assumptions and methods of the underlying basic records and such tests of the actuarial calculations as I considered necessary. In my opinion, the nonguaranteed elements described above have been determined in accordance with generally accepted actuarial principles and practices applicable to the determination of nonguaranteed elements, except as described above.



Signature of Actuary

Feb 24, 1990

Date

EXHIBIT 8-AGGREGATE RESERVE FOR LIFE POLICIES AND CONTRACTS (Continued)

1 Valuation Standard	2 Total	3 Industrial	4 Ordinary	5 a Credit (Group and Individual)	6 Group
G. Miscellaneous Reserves:					
070001. For excess of valuation net premiums over corresponding gross premiums on respective policies, computed according to the standard of valuation required by this state	1,074,450		1,074,450		
070002. For non-deduction of deferred fractional premiums or return of premiums at the death of the insured	15,957,993		14,664,988		1,293,005
070003. For surrender values in excess of reserves otherwise required and carried in this schedule					
070004. Substandard Extra	4,871,524		4,413,759		457,765
070005.....					
070006.....					
079997. Totals (Gross)	21,903,967		20,153,197		1,750,770
079998. Reinsurance ceded	3,175,008		2,715,159		459,849
079999. Totals (Net)	18,728,959		17,438,038		1,290,921
H. Grand Totals (Net) — (Item 1, Page 3)	8,235,194,838		3,535,729,169		4,699,465,669

1. Has the company ever issued both participating and non-participating policies? Answer: YES

2. Does the company at present issue both participating and non-participating policies? Answer:..... NO

If not, state which kind is issued.
Answer: NON-PARTICIPATING

3. Does the company at present issue or have in force policies that contain non-guaranteed elements? Answer: YES ... If so, attach a statement that contains (a) the determination procedures, (b) the answers to the Interrogatories, and (c) an actuarial opinion as described in the Instructions.

4. Has the company any assessment or stipulated premium policies in force? Answer: NOIf so, state:
Amount of insurance
Amount of reserve
Basis of reserve:
Basis of regular assessments:.....
Basis of special assessments:.....
Assessments collected during year

5. If the policy loan interest rate guaranteed in any one or more of its currently issued policies is less than 5%, not in advance, state the policy loan rate guarantees on any such policies. Answer: N/A

6. Does the company hold reserves for any annuity contracts which are less than the reserves that would be held on a standard basis? Answer: NO
If so, state the amount of reserve on such policies (a) on the basis actually held:
(b) which would have been held (on an exact or approximate basis) using the actual ages of the annuitants; the interest rate(s) used in (a); and the same mortality basis used by the company for the valuation of comparable annuity benefits issued to standard lives. If the company has no comparable annuity benefits for standard lives to be valued, the mortality basis shall be the table most recently approved by the state of domicile for valuing individual annuity benefits: ; and (c) attach statement of methods employed in their valuation.

EXHIBIT 8A-CHANGES IN BASES OF VALUATION DURING THE YEAR

1 Description of Valuation Class	Valuation Bases		4 Increase in Actuarial Reserve Due to Change
	2 Changed From	3 Changed To	
A. LIFE POLICIES AND CONTRACTS (Including supplementary contracts set upon a basis other than that used to determine benefits) (Exhibit 8)			
1.			
2.			
3.			
4.			
5.			
A99. Subtotal (Item 6, Part A, Page 6)			
B. ACCIDENT AND HEALTH POLICIES (Exhibit 9)		NN NN 000000 NN NN EEEEE	
1.		NN N NN 00 00 NN N NN EE	
2.		NN N NN 00 00 NN N NN EEEEE	
		NN NNN 00 00 NN NNN EE	
		NN NN 000000 NN NN EEEEE	
B99. Subtotal			
C. DEPOSIT FUNDS AND OTHER LIABILITIES WITHOUT LIFE OR DISABILITY CONTINGENCIES (Exhibit 10)			
1.			
2.			
3.			
4.			
5.			
C99. Subtotal (Item 4, Part B, Page 6)			
D.999. GRAND TOTAL (Column 4 only)			

EXHIBIT 9 - AGGREGATE RESERVE FOR ACCIDENT AND HEALTH POLICIES

	1 Total	2 Group Accident and Health	3 a Credit (Group and Individual)	4 Collectively Renewable	Other Individual Policies				
					5 Non- Cancelable	6 Guaranteed Renewable	7 Non-Renewable for Stated Reasons Only	8 Other Accident Only	9 All Other
A. ACTIVE LIFE RESERVE									
1. Unearned premium reserve				NN NN 000000	NN NN	EEEEEE			
2. Additional reserves*				NN N NN 00 00	NN N NN	EE			
3. Reserve for future contingent bene- fits (deferred maternity and other similar benefits)				NN N NN 00 00	NN N NN	EEEEEE			
4. Reserve for rate credits				NN NNN 00 00	NN NNN	EE			
5. Totals (Gross)				NN NN 000000	NN NN	EEEEEE			
6. Reinsurance ceded									
7. Totals (Net)									
B. CLAIM RESERVE									
1. Present value of amounts not yet due on claims**				NN NN 000000	NN NN	EEEEEE			
2. Reserve for future contingent bene- fits (deferred maternity and other similar benefits)				NN N NN 00 00	NN N NN	EE			
3. Aggregate write-ins for reserves				NN N NN 00 00	NN N NN	EEEEEE			
4. Totals (Gross)				NN NNN 00 00	NN NNN	EE			
5. Reinsurance ceded				NN NN 000000	NN NN	EEEEEE			
6. Totals (Net)									
C. GRAND TOTALS (Net) (Item 2, Page 3)									
D. Tabular Interest on policy funds									
DETAILS OF WRITE-INS AGGREGATED IN SECTION B, LINE 3 FOR RESERVES									
0301.									
0302.									
0303.									
0304.									
0305.									
0398. Summary of remaining write-ins for line 3 from overflow page									
0399. Totals (Items 0301 thru 0305 plus 0398) (Exh 9, Section B, Line 3)									

* Attach statement as to valuation standard used in calculating this reserve, specifying reserve bases, interest rates and methods.
** Includes reserves for unaccrued benefits on incurred but unreported claims. Accrued benefits should be reported in Exhibit 11, Part 1, Lines 2.2 and 3.
a Business not exceeding 120 months duration.

EXHIBIT 10 - DEPOSIT FUNDS AND OTHER LIABILITIES WITHOUT LIFE OR DISABILITY CONTINGENCIES

	1 Total	2 Industrial Life	Ordinary			6 a Credit Life (Group & Individual)	Group		Accident & Health				12 Aggregate of All Other Lines of Business
			3 Life Insurance	4 Individual Annuities Insurance	5 Supplementary Contracts		7 Life Insurance	8 Annuities	9 Group	10 a Credit (Group & Individual)	11 Other		
Part A Structure of Liabilities (Net of Reinsurance Ceded)													
1. Liability for premiums and other deposit funds	18,547,904		18,547,904										A.
1.1 Policyholders premiums	3,554,702,753							3,554,702,753					1.1
1.2 Guaranteed interest contracts	49,509,033				23,276,124		17,631,901	8,601,008					1.2
1.3 Other contract deposit funds													1.3
1.4 Subtotal	3,622,759,690		18,547,904		23,276,124		17,631,901	3,563,303,761					1.4
2. Supplementary contracts without life contingencies	707,060				707,060								2.1
2.1 Present value of amounts not yet due													2.2
2.2 Amounts left on deposit					707,060								2.3
2.3 Subtotal	707,060												3.
3. Dividend accumulations	645,351		645,351										4.
4. Coupon accumulations	258,610		258,610										
5. Total all accumulations and deposit fund liability current year (Page 3, Column 1, Lines 3, 5, 10.1, 10.2 and 10.3)	3,624,370,711		19,451,865		23,983,184		17,631,901	3,563,303,761					5.
6. Total all accumulations and deposit fund liability previous year (Page 3, Column 2, Lines 3, 5, 10.1, 10.2 and 10.3)	3,460,572,540		15,693,066		932,871		16,975,705	3,426,970,898					6.
Part B Reinsurance Ceded													
Total all accumulations and deposit fund liability													B.
1. Current year	2,772,931						2,772,931						1.
2. Previous year	2,397,098						2,397,098						2.
Part C Total Interest Credited													
	307,090,555		1,508,840		737,791			303,111,014					C.
Part D Deferred Annuity Liability Included In Part A Line 1													
(Total to the inserts for Page 3, Lines 10.1, 10.2 and 10.3)													D.
1.1 Policyholders premiums	3,554,702,753							3,554,702,753					1.1
1.2 Guaranteed interest contracts	8,601,008							8,601,008					1.2
1.3 Other contract deposit funds													1.3
1.4 Total	3,563,303,761							3,563,303,761					1.4

a Business not exceeding 120 months duration.

EXHIBIT 11 - POLICY AND CONTRACT CLAIMS

PART 1 - Liability End of Current Year

	1 Total	2 Industrial Life	Ordinary			6 a Credit Life (Group and Individual)	Group		Accident and Health			
			3 Life Insurance	4 Individual Annuities	5 Supplementary Contracts		7 Life Insurance	8 Annuities	9 Group	10 a Credit (Group and Individual)	11 Other	
1. Due and Unpaid:												1.
a. Direct												a.
b. Reinsurance assumed												b.
c. Reinsurance ceded												c.
d. Net												d.
2. In course of settlement:												2.
2.1 Resisted	8,096,274		7,411,444				684,830		X X X X	X X X X	X X X X	2.1a.
a. Direct									X X X X	X X X X	X X X X	b.
b. Reinsurance assumed	1,920,000		1,685,000				235,000		X X X X	X X X X	X X X X	c.
c. Reinsurance ceded	5,185,000		4,935,000				250,000		X X X X	X X X X	X X X X	d.
d. Net	4,831,274		4,161,444	+		+	669,830		X X X X	X X X X	X X X X	
2.2 Other	13,260,155		12,171,738				1,086,417				2,000	2.2a.
a. Direct												b.
b. Reinsurance assumed	12,904,820		12,057,077				847,743					c.
c. Reinsurance ceded	7,198,129		6,799,521				398,608					d.
d. Net	18,966,846		17,429,294	+		+	1,535,552		+	+	2,000	
3. Incurred but unreported - net as to reinsurance	8,855,000		8,165,000	+		+	690,000		+	+		3.
4. TOTALS	31,075,429		28,488,182				2,585,247				2,000	4.a.
a. Direct												b.
b. Reinsurance assumed	14,943,820		13,861,077				1,082,743					c.
c. Reinsurance ceded	13,366,129		12,593,521				772,608					
d. Net	32,653,120	*	29,755,738				2,895,382	*			2,000	d.

* Including matured endowments (but not guaranteed annual pure endowments) unpaid amounting to \$0 in Column 2, \$0 in Column 3 and \$0 in Column 7.
+ Include only portion of disability and accident and health claim liabilities applicable to assumed "accrued" benefits. Reserves (including reinsurance assumed and net of reinsurance ceded) for unaccrued benefits for Ordinary Life Insurance and for Group Accident and Health \$0 , Credit Life (Group and Individual) \$0 , and Group Life \$0 , are included in Page 3, Item 1,(See Exhibit 8, Section F); \$0 , and Other Accident and Health \$0 , are included in Page 3, Item 2, (See Exhibit 9, Section B).

EXHIBIT 11 - POLICY AND CONTRACT CLAIMS

PART 2 - Incurred During the Year

	1 Total	2 Industrial Life	Ordinary			6 Credit Life (Group and Individual)	Group		Accident and Health		
			3 Life Insurance**	4 Individual Annuities	5 Supplementary Contracts		7 Life Insurance***	8 Annuities	9 Group	10 Credit (Group and Individual)	11 Other
1. Settlements during the year:											
a. Direct	200,904,828		151,340,864	4,381,868	354,800		18,647,009	26,170,625			1. a. 9,662
b. Reinsurance assumed	24,229,208		22,242,546				1,364,347	622,315			b.
c. Reinsurance ceded	113,624,088		84,909,018	1,803,418			14,606,703	12,304,949			c.
d. Net	111,509,948		88,674,392	2,578,450	354,800		5,404,653	14,487,991			d. 9,662
2. Liability December 31, current year from Part 1:											
a. Direct	31,075,429		28,488,182				2,585,247				2. a. 2,000
b. Reinsurance assumed	14,943,820		13,861,077				1,082,743				b.
c. Reinsurance ceded	13,366,129		12,593,521				772,608				c.
d. Net	32,653,120		29,755,738				2,895,382				d. 2,000
3. Amounts recoverable from reinsurers December 31, current year (Schedule S, Part 1, Col. 3)	57,593,181		52,157,122				5,436,059				3.
4. Liability December 31, previous year:											
a. Direct	34,420,826		33,024,812				1,394,014				4. a. 2,000
b. Reinsurance assumed	11,004,978		9,572,559				810,104	622,315			b.
c. Reinsurance ceded	17,939,114		17,196,971				742,143				c.
d. Net	27,486,690		25,400,400				1,461,975	622,315			d. 2,000
5. Amounts recoverable from reinsurers December 31, previous year	33,092,934		30,722,699				2,370,235				5.
6. Incurred Benefits:											
a. Direct	197,559,431		146,804,234	4,381,868	354,800		19,838,242	26,170,625			6. a. 9,662
b. Reinsurance assumed	28,168,050		26,531,064				1,636,986				b.
c. Reinsurance ceded	133,551,350		101,739,991	1,803,418			17,702,992	12,304,949			c.
d. Net	92,176,131		71,595,307	2,578,450	354,800		3,772,236	13,865,676			d. 9,662

* Including matured endowments (but not guaranteed annual pure endowments) amounting to

** Including matured endowments (but not guaranteed annual pure endowments) amounting to

*** Including matured endowments (but not guaranteed annual pure endowments) amounting to

+ Equals Sum of Exhibit 12, Lines 14.1, 14.2, 15, 20.1 and 20.2.

Includes

\$206,384 premiums waived under total and permanent disability benefits.

a Business not exceeding 120 months duration.

\$0 in line 1d,

\$0 in line 6d.

\$0 in line 1d,

\$0 in line 6d.

\$0 in line 1d,

\$0 in line 6d.

EXHIBIT 12 RECONCILIATION OF LEDGER ASSETS

INCREASES IN LEDGER ASSETS			
1.	Premiums on life policies and annuity considerations		476,486,574
1A.	Annuity and other fund deposits		152,156,208
2.	Accident and health cash premiums, including \$0 policy, membership and other fees (Schedule T, Line 98, Col. 5)		493
3.	Considerations for supplementary contracts with life contingencies		
4.	Considerations for supplementary contracts without life contingencies, including \$0 disability		
5.	Dividends left with the company to accumulate at interest		
5A.	Coupons* left with the company to accumulate at interest		
6.	Gross investment income (Exhibit 3, Line 10, Col. 1)		1,375,637,043
7.	Increase of paid up capital during the year		
8.	Borrowed money gross \$0 less amount repaid \$0		
9.	Commissions and expense allowances on reinsurance ceded		125,017,554
9A.	Reserve adjustments on reinsurance ceded		
10.	From sale or maturity of ledger assets (Exhibit 4, Line 10, Column 2)		120,425,982
11.	By adjustment in book value of ledger assets (Exhibit 4, Line 10, Column 1)		
12.	Aggregate write-ins for increases in ledger assets		138,123,693
13.	Total Increases in Ledger Assets (Lines 1 through 12)		2,387,847,547
DECREASES IN LEDGER ASSETS			
14.	Policy and contract claims (Exhibit 11, Part 2):		
14.1	Life	94,079,045	
14.2	Accident and health	9,662	
15.	For annuities with life contingencies, excluding payments on supplementary contracts (including cash refund payments)	17,066,441	
16.	Premium notes and liens voided by lapse, less \$0 restorations		
17.	Surrender values	1,215,639,109	
17A.	Group conversions		
17B.	Interest on policy or contract funds	1,697,230	
18.	Dividends to policyholders:		
18.1	Life insurance and annuities (Exhibit 7, Line 9, Col. 1)	399,011	
18.2	Accident and health (Exhibit 7, Line 9, Col. 2)		
18A.	Coupons, guaranteed annual pure endowments and similar benefits (Exhibit 7, Line 9, Cols. 3 + 4)	70,080	
19.	Total Paid Policyholders		1,328,960,578
20.	Paid for claims on supplementary contracts:		
20.1	With life contingencies	90,724	
20.2	Without life contingencies	264,076	354,800
21.	Dividends and interest thereon held on deposit disbursed during the year		
21A.	Coupons* and interest thereon held on deposit disbursed during the year		
22.	Commissions to agents (direct business only):		
22.1	Life insurance and annuities, including \$0 commuted commissions	156,487,283	
22.2	Accident and health, including \$0 commuted commissions		
22.3	Policy, membership and other fees retained by agents		156,487,283
22A.	Commissions and expense allowances on reinsurance assumed		28,805,208
23.	General expenses (Exhibit 5, Line 13, Col. 5)		78,638,162
23.1	Taxes, license and fees, excluding federal income taxes (Exhibit 6, Line 10, Col. 5)		12,201,388
23.2	Federal income taxes, including \$19,956,000 on capital gains		(48,628,132)
24.	Decrease of paid up capital during the year		
25.	Paid stockholders for dividends (cash \$0 stock \$0)		
26.	Borrowed money repaid gross \$0 less amount borrowed \$0		
27.	Interest on borrowed money		
27A.	Net transfers to or (from) Separate Accounts		
28.	From sale or maturity of ledger assets (Exhibit 4, Line 10, Column 4)		248,296,240
29.	By adjustment in book value of ledger assets (Exhibit 4, Line 10, Column 3, and Exhibit 2, Line 4)		150,200
30.	Aggregate write-ins for decreases in ledger assets		41,032,544
31.	Total Decreases in Ledger Assets (Lines 19 through 30)		1,846,298,271
RECONCILIATION BETWEEN YEARS			
32.	Amount of ledger assets December 31st of previous year		12,693,315,462
33.	Increase or (decrease) in ledger assets during the year (Line 13 minus Line 31)		541,549,276
34.	Total = Ledger Assets December 31st of Current Year (Exhibit 13, Line 22, Col. 1)		13,234,864,738
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR INCREASES IN LEDGER ASSETS			
1201.	Increase in paid in and contributed surplus during the year		125,000,000
1202.	Experience rating refunds		13,123,693
1203.	.....	
1204.	.....	
1205.	.....	
1298.	Summary of remaining write-ins for line 12 from overflow page		
1299.	Total (Items 1201 thru 1205 plus 1298) (Exhibit 12, Line 12)		138,123,693
DETAILS OF WRITE-INS AGGREGATED AT LINE 30 FOR DECREASES IN LEDGER ASSETS			
3001.	Reserve transfers under ceded modified coinsurance agreements		691,160,918
3002.	Surrender benefits reimbursed under ceded modified coinsurance agreements		(680,910,253)
3003.	Surrender benefits reimbursed under ceded coinsurance agreements		(89,002,737)
3004.	Decrease in ledger liabilities		74,784,616
3005.	Decrease in contribution certificate		45,000,000
3098.	Summary of remaining write-ins for line 30 from overflow page		
3099.	Total (Items 3001 thru 3005 plus 3098) (Exhibit 12, Line 30)		41,032,544

* Includes coupons, guaranteed annual pure endowments and similar benefits.

EXHIBIT 13 - ASSETS

	1	2	3	4
	Ledger Assets	Non-Ledger Assets	Assets Not Admitted	Net Admitted Assets (Cols. 1 + 2 - 3)
1. Bonds (Schedule D, Part 1)	10,155,167,355		280,256,961	9,874,910,394
2. Stocks:				
2.1 Preferred stocks (Schedule D, Part 2, Section 1)	310,795,960		28,487,901	282,308,059
2.2 Common stocks (Schedule D, Part 2, Section 2)	543,004,003		143,320,141	399,683,862
3. Mortgage loans on real estate (Schedule B, Part 1, Sec. 1):				
3.1 First liens	31,609,491			31,609,491
3.2 Other than first liens				
4. Real estate (Schedule A, Part 1):				
4.1 Properties occupied by the company (less encumbrances)	\$0			
4.2 Properties acquired in satisfaction of debt (less encumbrances)	\$0			
4.3 Investment real estate (less encumbrances)	\$38,759,968			
	2,340,907			2,340,907
	43,046,714			43,046,714
	367,625,051			367,625,051
5. Policy loans				
6. Premium notes, including \$0 for first year premiums				
7. Collateral loans (Schedule C, Part 1)				
8.1 Cash on hand and on deposit:				
a. Cash in company's office	800			800
b. Cash on deposit (Schedule E)	21,665,655			21,665,655
8.2 Short-term investments (Schedule DA, Part 1)	1,296,080,378			1,296,080,378
9. Other invested assets (Schedule BA, Part 1)	444,981,130		30,483,928	414,497,202
10. Aggregate write-ins for invested assets				
11. Reinsurance ceded:				
11.1 Amounts recoverable from reinsurers (Schedule S, Part 1)		57,593,181		57,593,181
11.2 Commissions and expense allowances due		(7,352)		(7,352)
11.3 Experience rating and other refunds due				
12. Electronic data processing equipment				
13. Federal income tax recoverable		3,074,023		3,074,023
14. Life insurance premiums and annuity considerations deferred and uncollected on in force Dec. 31st of current year (less premiums on reinsurance ceded and less \$2,765,575 loading)		94,933,887		94,933,887
15. Accident and health premiums due and unpaid				
16. Investment income due and accrued		263,897,474		263,897,474
17. Net adjustment in assets and liabilities due to foreign exchange rates				
18. Receivable from parent, subsidiaries and affiliates	1,222,821			1,222,821
19. Amount receivable relating to uninsured accident and health plans				
20. Other assets :				
20.1 Agents' balances (gross debt less \$350,000 for doubtful accounts less \$9,725,354 credit balances)	\$3,384,509			
	(6,690,845)		(6,690,845)	X X X
20.2 Bills receivable	5,645,574		5,645,574	X X X
20.3 Furniture and equipment	4,364,413		4,364,413	X X X
20.4 Cash advanced to or in hands of officers or agents				X X X
20.5 Loans on personal security, endorsed or not				X X X
21. Aggregate write-ins for other than invested assets	14,005,331		250,000	13,755,331
22. Total assets excluding Separate Accounts business (Lines 1 to 21)	13,234,864,738	419,491,213	486,118,073	13,168,237,878
23. From Separate Accounts Statement				
24. Total (Lines 22 and 23)				13,168,237,878
DETAILS OF WRITE-INS AGGREGATED AT LINE 10 FOR INVESTED ASSETS				
1001.				
1002.				
1003.				
1004.				
1005.				
1098. Summary of remaining write-ins for line 10 from overflow page				
1099. Totals (Lines 1001 thru 1005 plus 1098) (Exhibit 13, Line 10)				
DETAILS OF WRITE-INS AGGREGATED AT LINE 21 FOR OTHER THAN INVESTED ASSETS				
2101. Amounts receivable from assuming reinsurers	11,273,854			11,273,854
2102. Due from other insurers	1,304,650		250,000	1,054,650
2103. Deposits with state guarantee funds	968,900			968,900
2104. Cash value of officer's life insurance	457,927			457,927
2105.				
2198. Summary of remaining write-ins for line 21 from overflow page				
2199. Totals (Lines 2101 thru 2105 plus 2198) (Exhibit 13, Line 21)	14,005,331		250,000	13,755,331

EXHIBIT 14
ANALYSIS OF NON-ADMITTED ASSETS AND RELATED ITEMS
(Excluding Investment Adjustments Not Listed)

	1	2	3
	End of Previous Year	End of Current Year	Changes for Year (Increase) or Decrease
1. Loans on company's stock			
2. Supplies, stationery, printed matter			
3. Furniture and equipment	6,575,951	4,364,413	2,211,538
4. Commuted commissions			X X X
5. Agents' balances (net)	(7,658,933)	(6,690,845)	(968,088)
6. Cash advanced to or in the hands of officers or agents			
7. Loans on personal security, endorsed or not			
8. Bills receivable	428,532	5,645,574	(5,217,042)
9. Premium notes, etc., in excess of net value and other policy liabilities on individual policies			X X X
10. Accident and health premiums due and unpaid			
11. Aggregate write-ins for assets not admitted	6,087,813	4,961,766	1,126,047
12. Agents' credit balances (Page 3, Item 18 inside)	9,298,493	9,725,354	(426,861)
13. Total Change	X X X	X X X	* (3,274,406)
DETAILS OF WRITE-INS AGGREGATED AT LINE 11 FOR ASSETS NOT ADMITTED			
1101. Other invested assets — leasehold improvements	5,837,813	4,711,766	1,126,047
1102. Due from other insurers	250,000	250,000	
1103.			
1104.			
1105.			
1198. Summary of remaining write-ins for line 11 from overflow page			
1199. Totals (Lines 1101 thru 1105 plus 1198) (Exhibit 14, Line 11)	6,087,813	4,961,766	1,126,047

* (Carry to Item 37, Page 4)

FIVE-YEAR HISTORICAL DATA

All Figures Taken From or Developed From Annual Statements of Corresponding Years

Show amounts in whole dollars only, no cents. Items from prior years should be included only if they are available from prior years' statements.

	1 1989	2 1988	3 1987	4 1986	5 1985
Life Insurance in Force (Pages 15 & 15A)					
1. Ordinary — Whole Life and Endowment (Line 31D, Col. 4 [Line 29D, Col. 4, 1986 and after])	51,909,181	49,355,347	46,652,908	39,698,518	30,207,762
2. Ordinary—Term (Line 22, Col. 4, less Line 31D, Col. 4 [Line 20, Col. 4 less Line 29D, Col. 4, 1986 and after]) ...	4,676,705	3,314,005	3,045,775	2,546,735	2,121,059
3. Credit Life (Line 22, Col. 6 [Line 20, Col. 6, 1986 and after])					
4. Group, excluding FEGLI/SGLI (Line 22, Col. 9 less Lines 38 & 39, Col. 4 [Line 20, Col. 9 less Lines 36 & 37, Col. 4, 1986 and after])	3,831,547	3,868,838	3,672,184	3,208,264	2,642,389
5. Industrial (Line 22, Col. 2 [Line 20,Col. 2 1986 and after])					
6. FEGLI/SGLI (Lines 38 & 39, Col. 4 [Lines 36 & 37, Col. 4, 1986 and after])					
7. Total (Line 22, Col.10 [Line 20,Col. 10, 1986 & after])	60,417,433	56,538,190	53,370,867	45,453,517	34,971,210
New Business Issued (Pages 15 & 15A)					
8. Ordinary—Whole Life and Endowment (Line 31D, Col. 2 [Line 29D, Col. 2, 1986 and after])	7,514,147	7,582,301	11,210,174	11,862,424	8,717,540
9. Ordinary—Term (Line 2, Col. 4, less Line 31D, Col. 2 [Line 2, Col. 4, less line 29D, Col. 2, 1986 and after]) ...	188,983	146,533	148,234	88,654	20,639
10. Credit Life (Line 2, Col. 6)					
11. Group (Line 2, Col. 9)	872,273	896,385	669,255	813,553	810,789
12. Industrial (Line 2, Col. 2)					
13. Total (Line 2, Col. 10)	8,575,403	8,625,219	12,027,663	12,764,631	9,548,968
Premium Income (Exhibit 1 — Part 1)					
14. Ordinary and Industrial Life — First Year (Line 9d, Cols. 2 & 3)	110,407,027	170,379,729	213,656,518	169,924,662	135,440,821
15. Ordinary and Industrial Life — Single and Renewal (Line 10d, Line 19d, Cols. 2 & 3)	314,960,227	292,239,616	357,911,659	394,292,099	310,360,139
16. Other Life (Line 20d, Cols. 5 & 6)	57,265,979	56,046,194	64,259,999	69,333,840	85,106,764
17. Annuity (Line 20d, Cols. 4 & 7)					
18. A & H (Line 20d, Cols. 8, 9 and 10)	293	800	654	1,246	2,168
18A. Other Lines of Business (Line 20d, Col. 11)					
19. Total (Line 20d, Col. 1)	482,633,526	518,666,339	635,828,830	633,551,847	530,909,892
Balance Sheet Items (Pages 2 & 3)					
20. Total Admitted Assets Excluding Separate Accounts Business (Page 2, Item 26 [Item 22, 1986 and after])	13,168,237,878	12,803,739,575	11,400,312,114	9,870,909,961	5,597,532,220
21. Total Liabilities Excluding Separate Accounts Business (Page 3, Item 26 [less Items 24A and 24B, 1987 and 1986; Items 25A and 25B, 1985])	12,708,945,324	12,468,982,352	11,195,943,040	9,600,943,405	5,413,623,373
22. Aggregate Life Reserves (Page 3, Item 1)	8,235,194,838	8,058,239,533	7,566,159,857	6,357,604,060	4,678,218,838
23. Aggregate A & H Reserves (Page 3, Item 2)	0	2,960	2,960	2,960	3,908
24. Mandatory Securities Valuation Reserve (Page 3, Item 25.1 [Item 24.1, 1986 and after])	582,512,434	748,774,829	596,205,102	492,843,757	294,447,496
25. Capital (Page 3, Items 27A and 27B [Items 29 and 30, 1988 and after])	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000
26. Surplus (Page 3, Item 29D [Item 36, 1988 and after])	457,792,554	333,257,223	202,869,074	268,466,556	182,408,847
Percentage Distribution of Assets (Page 2)					
(Item No. / Page 2, Item 10A) x 100.0					
27. Bonds (Item 1)	77.5	85.7	83.9	75.4	79.9
28. Stocks (Items 2.1 and 2.2)	5.4	4.3	3.3	5.9	6.3
29. Mortgage Loans on Real Estate (Item 3)	0.2	0.1	0.3	0.3	0.7
30. Real Estate (Items 4.1, 4.2 and 4.3)	0.4	0.2	0.1	0.2	0.1
31. Policy Loans (Item 5)	2.9	2.1	1.5	0.8	0.6
32. Premium Notes (Item 6)					
33. Collateral Loans (Item 7)					
34. Cash and Short-Term Investments (Items 8.1 and 8.2)	10.3	5.4	8.8	16.9	10.0
35. Other Invested Assets (Item 10 [Item 9, 1986 and after]) ...	3.3	2.2	2.0	0.5	2.4
35A. Aggregate write-ins for Invested Assets (Item 9 [Item 10, 1986 and after])					
36. Cash and Invested Assets (Item 10A)	100.0	100.0	100.0	100.0	100.0

FIVE-YEAR HISTORICAL DATA

(Continued)

	1 1989	2 1988	3 1987	4 1986	5 1985
<u>Investments in Parent, Subsidiaries and Affiliates</u>					
37. Affiliated Bonds (Page 29, Line 29, Col. 6)					
38. Affiliated Preferred Stocks (Page 29, Line 47, Col. 3)	1,350,000	1,616,700	1,416,700	1,116,700	1,016,700
39. Affiliated Common Stocks (Page 29, Line 65, Col. 3)	23,184,956	0	0	54,696,902	0
40. Affiliated Short-term Investments (Subtotals included in Schedule DA, Part 1, Col. 10)					
40A. Affiliated Mortgage Loans on Real Estate					
40B. All Other Affiliated	314,462,167	170,751,601	122,204,615	9,701,903	127,565,147
41. Total of above Lines 37 to 40B	338,997,123	172,368,301	123,621,315	65,515,505	128,581,847
<u>Total Non-admitted and Admitted Assets</u>					
42. Total Non-admitted Assets (Page 14, Line 26, Col. 3 [Page 14, Line 22, Col. 3, 1986 & after])	486,118,073	306,466,771	277,106,970	148,046,711	35,006,305
43. Total Admitted Assets (Page 14, Line 28, Col.4 [Page 14, Line 24, Col. 4, 1986 & after])	13,168,237,878	12,803,739,575	11,400,312,114	9,870,909,961	5,597,532,220
<u>Investment Data (Page 8)</u>					
44. Net Investment Income (Exhibit 2, Line 7)	1,361,861,150	1,303,808,764	1,134,844,769	800,593,318	574,244,222
45. Realized Capital Gains (Losses)(Exhibit 4, Line 11, Col.6)	(147,826,257)	58,023,483	(51,613,389)	52,891,081	68,441,799
46. Unrealized Capital Gains (Losses) (Exhibit 4, Line 12, Col. 6)	(176,803,757)	(24,180,895)	(137,164,336)	(117,101,251)	21,868,866
47. Total of above Lines 44, 45 & 46	1,037,231,136	1,337,651,352	946,067,044	736,383,148	664,554,887
<u>Benefits and Reserve Increases (Page 5)</u>					
48. Total Policy Benefits — Life (Items 8, 9, 10, 11, 11A & 12, Col. 1 less items 11 & 11A, Cols. 9, 10 & 11)	1,307,520,858	706,221,621	813,037,301	402,451,631	520,890,033
49. Total Policy Benefits — A & H (Items 11 & 11A, Cols. 9, 10 & 11)	9,662	13,319	10,272	6,900	7,831
50. Increase in Life Reserves — Other than Group and Annuities (Item 17, Cols. 2 and 3)	342,161,354	442,822,378	687,716,280	451,121,206	372,907,268
51. Increase in A & H Reserves (Item 17, Cols. 9, 10, & 11)	(2,960)	0	0	(948)	(48,197)
52. Dividends to Policyholders (Item 28, Col. 1)	363,134	394,057	535,052	587,946	852,450
<u>Operating Percentages</u>					
53. Insurance Expense Percent (Page 5,Col. 1,Items 21 & 21A [20, 21, 1986 & after] & 22 less item 5)/(Page 5, Col. 1, Item 1 plus group annuity contribution funds) x 100.0	20.6	14.6	7.0	14.7	13.5
54. Lapse Percent (Ordinary Only) (Page 15, Col.4,Lines 14 & 15 [Lines 13 & 14, 1986 and after])x100.0 / 1/2 (Lines 1 & 22 [Lines 1 & 20, 1986 and after])	10.9	12.4	13.2	8.6	9.9
55. A & H Loss Percent (Schedule H, Part 1, Lines 3 and 4, Col. 1, %)	N/A	N/A	N/A	N/A	N/A
56. A & H Expense Percent (Schedule H, Pt 1, Line 8, Col. 1, %)	N/A	N/A	N/A	N/A	N/A
<u>A & H Claim Reserve Adequacy</u>					
57. Incurred Losses on Prior Years' Claims — Group Health (Schedule H, Part 3, Line 3a, Col. 2)					
58. Prior Years' Claim Liability and Reserve — Group Health (Schedule H, Part 3, Line 3b, Col. 2)					
59. Incurred Losses on Prior Years' Claims—Health other than Group (Schedule H, Part 3, Line 3a, Col. 1 less Col. 2)	7,150	7,150	7,150	2,000	3,689
60. Prior Years' Claim Liability and Reserve—Health other than Group (Schedule H, Part 3, Line 3b, Col. 1 less Col. 2)	2,000	2,000	2,000	2,000	19,969
<u>Net Gains From Operations After Federal Income Taxes by Lines of Business (Page 5, Item 31)</u>					
61. Industrial Life (Col. 2)					
62. Ordinary — Life (Col. 3)	32,609,265	43,771,322	3,722,344	2,209,282	1,281,150
63. Ordinary — Individual Annuities (Col. 4)	66,092,407	72,447,357	434,983	891,091	749,044
64. Ordinary—Supp. Contracts (Col. 5)	50,394	265,765	224,908	3,278	47,252
65. Credit Life (Col. 6)					
66. Group Life (Col. 7)	2,093,882	2,542,137	5,329,721	484,043	319,957
67. Group Annuities (Col. 8)	52,240,592	72,302,007	3,667,700	1,385,722	808,465
68. A & H—Group (Col. 9)					
69. A & H—Credit (Col. 10)					
70. A & H—Other (Col. 11)	(6,093)	(11,655)	(9,177)	(4,706)	48,953
71. Aggregate of All Other Lines of Business (Col. 12)					
72. Total (Col. 1)	153,080,447	191,316,933	13,370,479	4,968,710	3,254,821

EXHIBIT OF LIFE INSURANCE

*AMOUNTS OF LIFE INSURANCE IN THIS EXHIBIT SHALL BE SHOWN IN THOUSANDS (RMIT 000)

	Industrial		Ordinary		Credit Life a(Group & Individual)		Group			10 Total Amount of Insurance *
	1 Number of Policies	2 Amount of Insurance *	3 Number of Policies	4 Amount of Insurance *	5 No. of Individual Policies and Group Certs..	6 Amount of Insurance *	Number of		9 Amount of Insurance *	
							7 Policies	8 Certificates		
1. In force end of previous year			235,812	52,669,352				63,723	3,868,838	56,538,190
2. Issued during year			19,353	7,703,130				7,332	872,273	8,575,403
3. Reinsurance assumed			12,317	2,504,056				1,112	25,127	2,529,183
4. Revived during year			551	107,474				240	26,051	133,525
5. Increased during year (net)									16,555	16,555
5A. Subtotals, Lines 2 to 5	X X X X		32,221	10,314,560	X X X X		X X X X	8,684	940,006	11,254,666
6. Additions by dividends during year			59	1,378				X X X X	1,378	1,378
7. Aggregate write-ins for increases				9,310						9,310
8. Totals (Lines 1 and 5A to 7)			268,092	62,994,700				72,407	4,808,844	67,803,544
Deductions during year:										
9. Death			705	127,903			X X X X	208	13,695	141,598
10. Maturity			2	25			X X X X			25
11. Disability							X X X X			
12. Expiry			866	105,653			X X X X			
13. Surrender			3,637	552,084				88	7,144	112,797
14. Lapse			12,431	5,380,165				4,570	209,729	761,813
15. Conversion							X X X X	7,288	746,729	6,126,894
16. Decreased (net)				242,984				X X X X	X X X X	
17. Reinsurance										242,984
18. Aggregate write-ins for decreases										
19. Totals, Lines 9 to 18			17,641	6,408,814				12,154	977,297	7,386,111
20. In force end of year, Line 8 minus Line 19	X X X X		250,451	56,585,886	X X X X		X X X X	60,253	3,831,547	60,417,433
21. Reinsurance ceded end of year				25,947,171				X X X X	2,751,977	28,699,148
22. Line 20 minus Line 21	X X X X		X X X X	30,638,715	X X X X	+	X X X X	X X X X	1,079,570	31,718,285
DETAILS OF WRITE-INS AGGREGATED AT LINE 7 FOR INCREASES										
0701. Reinsurance assumed on assumption basis			59	9,310						9,310
0702.										
0703.										
0704.										
0705.										
0798. Summary of remaining write-ins for line 7 from overflow page										
0799. TOTALS (Items 0701 thru 0705 plus 0798) (Page 15, Line 7)			59	9,310						9,310
DETAILS OF WRITE-INS AGGREGATED AT LINE 18 FOR DECREASES										
1801.										
1802.										
1803.										
1804.										
1805.										
1898. Summary of remaining write-ins for line 18 from overflow page										
1899. TOTALS (Items 1801 thru 1805 plus 1898) (Page 15, Line 18)										

a Business not exceeding 120 months duration.

+ Group

\$0 ;

Individual

\$0

EXHIBIT OF LIFE INSURANCE (Continued)

*AMOUNTS OF LIFE INSURANCE IN THIS EXHIBIT
SHALL BE SHOWN IN THOUSANDS (OMIT 000)

ADDITIONAL INFORMATION ON INSURANCE IN FORCE END OF YEAR

	Industrial		Ordinary	
	1 Number of Policies	2 Amount of Insurance *	3 Number of Policies	4 Amount of Insurance *
23. Additions by dividends	X X X X		X X X X	3,181
24. Other paid-up insurance			22,998	2,365,984
25. Debit ordinary insurance	X X X X	X X X X		
ADDITIONAL INFORMATION ON ORDINARY INSURANCE				
	Issued During Year (Included in Page 15, Line 2)		In Force End of Year (Included in Page 15, Line 20)	
Term Insurance Excluding Extended Term Insurance and Term Additions	1 Number of Policies	2 Amount of Insurance *	3 Number of Policies	4 Amount of Insurance *
26. Term policies — decreasing			1,558	12,881
27. Term policies — other	379	180,563	14,432	4,560,796
28. Other term insurance — decreasing	X X X X		X X X X	522
29. Other term insurance	X X X X	8,420	X X X X	18,513
29A. Totals, Line 26 to 29	379	188,983	15,990	4,592,712
Reconciliation to Page 15, Lines 2 and 20:				
29B. Term additions	X X X X	X X X X	X X X X	1,106
29C. Totals, extended term insurance	X X X X	X X X X	752	82,886
29D. Totals, whole life and endowment	18,974	7,514,147	233,709	51,909,181
29E. Totals, Lines 29A to 29D	19,353	7,703,130	250,451	56,585,885
CLASSIFICATION OF AMOUNT OF INSURANCE* BY PARTICIPATING STATUS				
	Issued During Year (Included in Page 15, Line 2)		In Force End of Year (Included in Page 15, Line 20)	
	1 Non-Participating	2 Participating	3 Non-Participating	4 Participating
30. Industrial				
31. Ordinary	7,703,130		56,541,280	44,606
31A. Credit Life (Group and Individual)a				
32. Group	872,273		3,831,547	
33. Totals (Lines 30 to 32)	8,575,403		60,372,827	44,606
ADDITIONAL INFORMATION ON CREDIT LIFE AND GROUP INSURANCE				
	Credit Life a		Group	
	1 Number of Individual Policies and Group Certificates	2 Amount of Insurance *	3 Number of Certificates	4 Amount of Insurance *
34. Amount of insurance included in Page 15, Line 2 ceded to other companies	X X X X		X X X X	
35. Number in force end of year if the number under shared groups is counted on a pro-rata basis		X X X X		X X X X
36. Federal Employees' Group Life Insurance included in Page 15, Line 20				
37. Servicemen's Group Life Insurance included in Page 15, Line 20			46,089	3,057,616
38. Group Permanent Insurance included in Page 15, Line 20				
ADDITIONAL ACCIDENTAL DEATH BENEFITS				
39. Amount of additional accidental death benefits in force end of year under ordinary policies*		\$379,908		
BASIS OF CALCULATION OF ORDINARY TERM INSURANCE				
40. State basis of calculation of (i) decreasing term insurance contained in Family Income, Mortgage Protection, etc., policies and riders and of (ii) term insurance on wife and children under Family, Parent and Children, etc., policies and riders included above. (i) Actual Amount (ii) For each \$5,000 on husband, wife \$1,000, children \$2,500				

a
Business not exceeding 120 months duration.

EXHIBITS OF ANNUITIES (PAID-FOR BASIS) AND SUPPLEMENTARY CONTRACTS WITH LIFE CONTINGENCIES

Classification	Individual Annuities*		Group Annuities			Supplementary Contracts	
	1 No.	2 Annual Income	3 Contracts	4 Certificates	5 Annual Income	6 No.	7 Annual Income
1. Outstanding at end of previous year.....	35,918	86,083,256	7	237,225	370,372,683	11	90,724
2. Issued during year.....	6,689	30,809,803		6,919	22,920,790	X X X	X X X
3. Transferred from insurance account during year.....	X X X	X X X	X X X	X X X	X X X		
4. Totals.....	42,607	116,893,059	7	244,144	393,293,473	11	90,724
5. Other net changes during year.....	(6,630)	(28,289,803)		(15,427)	(69,347,967)		
6. Outstanding at end of current year.....	35,977	88,603,256	7	228,717	323,945,506	11	90,724

CLASSIFICATION OF ANNUITIES AND SUPPLEMENTARY CONTRACTS WITH LIFE CONTINGENCIES OUTSTANDING AT THE END OF THE YEAR

Classification	Individual Annuities*		Group Annuities			Supplementary Contracts		Total	
	1 No.	2 Annual Income	3	4 Certificates	5 Annual Income	6 No.	7 Annual Income	8 No.	9 Annual Income
7. Income now payable	1,761	5,325,720	X X X	58,235	69,970,930	11	90,724	60,007	75,387,374
8. Deferred; fully paid	32,688	81,425,815	X X X	170,482	253,974,576			203,170	335,400,391
9. Deferred; not fully paid	1,528	1,851,721	X X X					1,528	1,851,721
10. Totals	35,977	88,603,256	X X X	228,717	323,945,506	11	90,724	264,705	412,639,486

*Individual Annuities. Include here all survivorship annuities and deferred annuities, including contracts providing for deferred annuities purchased by accumulations during deferred period and which provide for a death benefit during the period of deferment substantially equal to the value of the non-forfeiture benefit available on lapse.

California

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SCHEDULE DM
FOR THE YEAR ENDED DECEMBER 31, 1989
OF THE EXECUTIVE LIFE INSURANCE COMPANY
11444 WEST OLYMPIC BOULEVARD, LOS ANGELES, CALIFORNIA 90064
NAIC GROUP CODE: 573 NAIC COMPANY CODE: 63010

	(a) STATEMENT (ADMITTED) VALUE	(b) FAIR MARKET VALUE	(c) EXCESS OF STATEMENT OVER MARKET (-) OR MARKET OVER STATEMENT (+)
1. BONDS	11,145,225,061	9,961,128,010	(1,184,097,051)
2. PREFERRED STOCKS	282,308,059	264,539,019	(17,769,040)
3. TOTALS	11,427,533,120	10,225,667,029	(1,201,866,091)

SOURCES FOR THE DETERMINATION OF THE FAIR MARKET VALUE OF ALL BONDS AND PREFERRED STOCKS OWNED:

- 1) STANDARD AND POOR'S CORPORATION BOND AND STOCK GUIDE AND MOODY'S BOND RECORD CONTAINING DECEMBER MONTH END PRICES.
- 2) VALUES ASSIGNED TO YIELD 15.00% TO MATURITY, THE U.S. TREASURY AVERAGE YIELD OF 8% FOR DECEMBER 1989 PLUS 7.00% SPREAD.
- 3) SECURITY DEALERS QUOTATION FROM DREXEL BURNHAM LAMBERT AND/OR VARIOUS ASSET MANAGEMENT FIRMS.
- 4) VALUES ASSIGNED BY THE NAIC IN THE MANUAL ENTITLED " VALUATION OF SECURITIES " AS OF DECEMBER 31, 1989.

GENERAL INTERROGATORIES

1. In all cases where the company has assumed accident and health risks from another company, provision should be made in this statement on account of such reinsurances for a reserve equal to that which the original company would have been required to establish had it retained the risks. Has this been done?

.....N/A.....

2. Is the business of the company conducted upon the mutual, mixed or strictly proprietary plan?

Answer: (a) Mutual []

(b) Mixed []

(c) Strictly Proprietary [X]

3. Is the company a member of an insurance Holding Company System consisting of two or more affiliated persons, one or more of which is an insurer?

Yes [X] No []

4. (a) If the answer to General Interrogatory 3 is yes, did the company register and file with its domiciliary State Insurance Commissioner, Director or Superintendent, or with such regulatory official of the state of domicile of the principal insurer in the Holding Company System, a registration statement providing disclosure substantially similar to the standards adopted by the National Association of Insurance Commissioners in its Model Insurance Holding Company System Regulatory Act and model regulations pertaining thereto, or is the company subject to standards and disclosure requirements substantially similar to those required by such Act and regulations?

Yes [X] No [] N/A []

(b) Regulating State: California

5. FOR STOCK COMPANIES ONLY: Total amount paid in by stockholders since organization of the company as surplus funds:

\$717,522,485

6. Total dividends paid stockholders since organization of the company:

(i) Cash \$7,596,088

(ii) Stock \$135,095

7. What interest, direct or indirect, has this company in the capital stock of any other insurance company?

See Schedule Y

.....

.....

8. (a) Are personnel or facilities of this company used by another company or companies or are personnel or facilities of another company or companies used by this company (except for activities such as administration of jointly underwritten group contracts and joint mortality or morbidity studies)?

Yes [X] No []

(b) Net reimbursement of such expenses between companies:

(i) Paid \$1,147,770

(ii) Received \$10,594,768

9. CAPITAL STOCK OF THIS COMPANY

1 Class	2 Number Shares Authorized	3 Number Shares Outstanding	4 Par Value Per Share	5 Redemption Price if Stock is Callable	6 IS DIVIDEND RATE LIMITED?	7 ARE DIVIDENDS CUMULATIVE?
Preferred	NONE	NONE	N/A	N/A	N/A	N/A
Common	1,000	750	\$2000	X X X X	X X X X X X	X X X X X X

10. (a) Does the company own any securities of a real estate holding company or otherwise hold real estate indirectly?

Yes [X] No []

(i) Name of real estate holding company See (b)

(ii) Number of parcels involved Not Available

(iii) Total book value \$236,009,844

(b) Provide explanation: The Company owns 100% of Andorra Real Estate Management Company which owns real estate with a book value of \$20,320,000. The .. Company also owns 43.8% of Palma Real Estate Management Company which has real estate holding with a book value of \$1,718,249. Palma also has other investments. The Company's other indirect holdings are listed in Schedule BA of this statement.

11. Did any person while an officer, director or trustee of the company receive directly or indirectly, during the period covered by this statement, any commission on the business transactions of the company?

Yes [] No [X]

12. Has the company an established procedure for disclosure to its board of directors or trustees of any material interest or affiliation on the part of any of its officers, directors, trustees, or responsible employees which is in or is likely to conflict with the official duties of such person?

Yes [X] No []

13. Amount of compensation, if any, received during the year by any representative, officer, trustee or director of the company for services rendered as a member of any bondholders' or stockholders' reorganization or protective committee with which the company has deposited any securities.

\$0

14. Amount of such compensation retained by the representative.

\$0

15. (a) Total amount loaned during the year (exclusive of policy loans):

(i) to directors or other officers \$0

(ii) to stockholders not officers \$0

(b) Total amount of loans outstanding at end of year (exclusive of policy loans):

(i) to directors or other officers \$0

(ii) to stockholders not officers \$0

16. Except for retirement plans generally applicable to its staff employees, has the company any agreement with any person, other than contracts with its agents for the payment of commissions whereby it agrees that for any service rendered or to be rendered, he shall receive directly or indirectly, any salary, compensation or emolument that will extend beyond a period of 12 months from the date of the agreement?

Yes [X] No []

17. (a) Were all the stocks, bonds and other securities owned December 31 of current year, over which the company has exclusive control, in the actual possession of the company on said date, except as shown by the Schedules of Special and Other Deposits?

Yes [] No [X]

(b) If no, give full and complete information relating thereto:
Securities are held in safekeeping at Security Pacific Bank, Los Angeles, California and Merchants National Bank, Indianapolis, Indiana

18. (a) Have all private placement investments which were the subject of renegotiation or modification of their terms during the year been disclosed to the Valuation of Securities office of the NAIC, with full details as to the provisions renegotiated or modified?

Yes [X] No []

(b) Have filings been made with the Valuation of Securities office of the NAIC in connection with acquisition and disposition of securities as required by Section 8 of the Valuation Procedures and Instructions for Bonds and Stocks?

Yes [X] No []

GENERAL INTERROGATORIES (Continued)

19.

(a) Were any of the stocks, bonds or other assets of the company owned at December 31 of the current year not exclusively under the control of the company; or has the company sold or transferred any assets subject to a put option contract that is currently in force?

Yes ☒ No ☐

(b) If yes, state the amount thereof at December 31 of the current year:

(i) Loaned to others

\$0

(ii) Subject to reverse repurchase agreements

\$0

(iii) Subject to dollar repurchase agreements

\$0

(iv) Subject to dollar reverse repurchase agreements

\$0

(v) Pledged as collateral

\$0

(vi) Placed under option agreements

\$0

(vii) Letter stock or other securities restricted as to sale

\$91,502,652

(viii) Other

\$0

(c) For each category above, if any of these assets are held by others, identify by whom held:

(i) N/A

(ii) N/A

(iii) N/A

(iv) N/A

(v) N/A

(vi) N/A

(vii) Security Pacific National Bank

(viii) N/A

(d) For categories (b)(i) and (ii) above, and for any other securities that were made available for use by another person during the year covered by this statement, attach a schedule as shown in the instructions to the annual statement.

See attached

(e) For category (b)(vi) above, do any of the option agreements involve "asset transfers with put options"? If yes, disclose in the Notes to Financial Statements the information specified in the instructions to the annual statement.

Yes ☐ No ☒

20.

(a) State as of what date the latest financial examination of the company was made or is being made:

..... 12/31/87

(b) By what department or departments?

California, Georgia, Idaho, and Ohio Insurance Departments

21.

(a) Has any change been made during the year of this statement in the charter, by-laws, articles of incorporation, or deed of settlement of the company?

Yes ☐ No ☒

(b) If yes, date of change:

If not previously filed, furnish herewith a certified copy of the instrument as amended.

..... N/A

22.

FOR UNITED STATES BRANCHES OF ALIEN COMPANIES ONLY:

(a) What changes have been made during the year in the United States Manager or the United States Trustees of the company?

N/A

(b) Does this statement contain all business transacted for the company through its United States Branch on risks wherever located?

Yes ☐ No ☐ N/A ☒

(c) Have there been any changes made to any of the trust indentures during the year?

Yes ☐ No ☐ N/A ☒

(d) If answer to (c) is yes, has the domiciliary or entry state approved the changes?

Yes ☐ No ☐ N/A ☒

23.

What officials and heads of departments of the company supervised the making of this report?

Chief Financial Officer

Controller

Actuary

24.

(a) Has any direct new business been solicited or written in any state where the company was not licensed?

Yes ☐ No ☒

(b) If "yes", explain:

25.

Is the purchase or sale of all investments of the company passed upon either by the Board of Directors or a subordinate committee thereof?

Yes ☒ No ☐

26.

Does the company keep a complete permanent record of the proceedings of its Board of Directors and all subordinate committees thereof?

Yes ☒ No ☐

27.

Have the instructions for completing the blank required by this department been followed in every detail?

Yes ☒ No ☐

28.

(a) Does this company have Separate Accounts?

Yes ☐ No ☒

(b) If yes, has Separate Account Statement been filed with the Department?

Yes ☐ No ☐ N/A ☒

(c) State the authority under which Separate Accounts are maintained. . N/A

29.

(a) During the period covered by this statement, did any agent, general agent, broker, sales representative, non-affiliated sales/service organization or any combination thereof under common control (other than salaried employees of the company) receive credit or commissions for or control a substantial part (more than 20 percent of any major line of business measured on direct premiums) of:

(i) sales of new business?

Yes ☐ No ☒

(ii) renewals?

Yes ☐ No ☒

(b) During the period covered by this statement, did any sales/service organization owned in whole or in part by the company or an affiliate, receive credit or commissions for or control a substantial part (more than 20 percent of any major line of business measured on direct premiums) of:

(i) sales of new business?

Yes ☐ No ☒

(ii) renewals?

Yes ☐ No ☒

30.

(a) In what year did your company begin including the equity in undistributed income of subsidiaries in the net gain of operations?

..... N/A

(b) Are there any additions or deletions in the current Schedule DS when compared to the previous year's schedule?

Yes ☐ No ☒

(c) If yes, did the regulatory authority for your state of domicile approve this change?

Yes ☐ No ☐ N/A ☒

31.

(a) Has this company written any Medicare Supplement insurance business?

Yes ☐ No ☒

(b) If yes, indicate total premium volume.

NOTES TO FINANCIAL STATEMENTS

10. Premium and Annuity Considerations Deferred and Uncollected
Deferred and Uncollected life insurance premiums and annuity considerations as of December 31, 1989 were as follows:

Type	Gross	Loading	Net of Loading
Ordinary new business	\$11,171,725	\$ 2,686,852	\$ 8,484,873
Ordinary renewal	71,982,522	42,449	71,940,073
Group life	14,545,215	36,274	14,508,941
Total	\$97,699,462	\$ 2,765,575	\$94,933,887

11. Uncollectible Reinsurance
The Company had no uncollectible reinsurance during the year.

12. Commutation of Ceded Reinsurance
No accident and health treaties were commuted in 1989.

13. Contingent Liabilities
a. The Company is not aware of any material contingent liabilities as of December 31, 1989, except the purchase of 25% of the voting rights of ELAR I Holding Company in May, 1990. See Schedule Y.
b. The Company has committed no reserves to cover any contingent liabilities.
c. In the normal course of its business operations, the Company is involved in litigation from time to time with claimants, beneficiaries, and others. In the opinion of the Company, the ultimate liability, if any, would not have a material adverse financial effect upon the Company.

14. Leases
The Company had previously occupied office space in California under a lease not expiring until 1992, for rent of approximately \$77,000 per month. This space is currently subleased. The lease is subject to escalation for increases in taxes, utility rates and building operating costs.
The Company rents office space on a month-to-month basis. Rent expense is expected to be approximately \$100,000 per month. The Company is currently negotiating for a long-term lease.
The Company currently has a 27% interest in a partnership which owns a 11-story, 230,000 square foot building in West Los Angeles. The building is the home office of the Company. The Company has a ten-year lease, which expires in 1993, with the partnership. Rent expense is approximately \$506,000 per month. The Company leases storage space, expiring in 1995. Rent expense is approximately \$50,000 per month.

15. Interest Rate Swap Contracts
The company has not entered into any interest rate swap contracts.

16. Uninsured A & H Plans
The company is not engaged in any business using uninsured accident and health plans.

17. Asset Transfers with Put Options
The company has no asset transfers with put options.

18. Events Subsequent
The Company is not aware of any events occurring subsequent to the close of the books for this statement which may have a material effect on its financial condition.

19. Other Items
The Company elected to use rounding in reporting amounts in the statement. The amounts in this statement pertain to the entire company business. The Company has no Separate Account business.
Certain reclassifications of amounts presented in the previous year column have been made to conform to the current year's classification.

Note: In case the following schedules do not afford sufficient space, companies may furnish them on separate forms, provided the same are upon paper of like size and arrangements and contain the information asked for herein and have the name of the Company printed or stamped at the top thereof.

SPECIAL DEPOSIT SCHEDULE

Showing all deposits or investments NOT held for the protection of ALL the policyholders of the Company

1 Where Deposited	2 Description and Purpose of Deposit (Indicating literal form of registration of Securities)	3 Par Value	4 Statement Value	5 Market Value
Arkansas	U.S. Treasury Notes 8.125% 05/15/91	100,000	100,111	100,000
Florida	U.S. Treasury Notes 10.50% 04/15/90 Capital City First National Bank, Tallahassee, Fla. Certificate of Deposit 8.50% 01/05/90 The securities held by the Department of Insurance, State of Florida, in trust for the benefit of policyholders of Executive Life Insurance Company pursuant to the Insurance Code of the State of Florida.	1,500,000 500,000	1,502,013 500,000	1,515,000 500,000
Georgia	Province of Nova Scotia 5.875% 02/01/92	50,000	50,037	50,036
Idaho	U.S. Treasury Notes 8.125% 05/15/91 Wells Fargo & Co. S.F. Debts. 8.60% 04/01/02 The securities held by First Interstate Bank of Idaho for the Director of Insurance, State of Idaho, pursuant to Section 41-316 of the Idaho Code.	60,000 165,000	60,066 165,000	60,000 151,800
Massachusetts	U.S. Treasury Bonds 10.125% 11/15/94 U.S. Treasury Notes 8.375% 07/31/90 The securities held in trust for the benefit and security of the policyholders, claimants and creditors of Executive Life Insurance Company in the Commonwealth of Massachusetts & tax deposit.	2,000 300,000	1,980 299,450	2,180 300,000
Michigan	U.S. Treasury Notes 7.125% Series L 02/28/90 U.S. Treasury Notes 8.25% 10/31/90 U.S. Treasury Notes 8.50% 09/30/90 State Treasurer for the State of Michigan in trust for Executive Life Insurance Company for the sole protection of Michigan policyholders, claimants and creditors pursuant to section 901(5) (F) of the Michigan Insurance Code of 1956, As Amended, MCLA 500.901(5) (F); MSA 24.1901(5) (F).	10,000,000 10,300,000 30,000,000	9,963,568 10,219,964 29,837,136	10,000,000 10,300,000 30,000,000
Michigan	Amer. Finl. Corp. Ohio 13.5% E-II Holdings 13.05% Far West 9.155% Golden Nugget Finance 13.25% McCaw Cellular 12.95% Revlon 11.75% Ingersoll Newspaper Inc. 14.825% The securities held in trust at Bankers Trust Co., New York for the benefit of Michigan policyholders.	19,500,000 27,643,000 10,000,000 7,520,000 40,000,000 105,700,000 16,150,000	20,530,453 27,643,000 9,975,501 7,684,253 39,481,536 105,799,784 17,051,213	19,500,000 17,415,090 9,975,501 6,768,000 39,481,536 97,244,000 13,566,000
New Mexico	U.S. Treasury Notes 8.25% 10/31/90 The securities held by the State Treasurer of New Mexico for the benefit of policyholders of Executive Life Insurance Company pursuant to Section 59A-10-5 of the Insurance Statutes of New Mexico.	100,000	99,223	100,000
North Carolina	U.S. Treasury Bonds 10.125% 11/15/94 U.S. Treasury Notes 10.75% 07/15/90 U.S. Treasury Notes 7.875% 08/15/90 The securities held by the Department of Insurance, Raleigh, N.C., in trust for the benefit of policyholders of Executive Life Insurance Company pursuant to the Insurance Code of the State of North Carolina	50,000 800,000 275,000	49,502 798,906 275,248	54,500 808,000 275,000
Virginia	U.S. Treasury Bonds 10.125% 11/15/94 U.S. Treasury Notes, Ser.N, 8.25% 06/30/91 The securities held by the Treasurer of Virginia, Richmond, VA, in trust for the benefit of policyholders of Executive Life Insurance Company pursuant to Section 38.2-1045 of the Insurance Code of the Commonwealth of Virginia.	43,000 175,000	42,572 174,766	46,870 175,000
Wisconsin	Province of Nova Scotia 7.25% 11/15/93 The securities held by the State Treasurer as tax deposit pursuant to Section 601-13 of the Insurance Code of the State of Wisconsin.	50,000	49,917	49,917
999999	TOTALS	280,983,000	282,355,199	258,438,430

SCHEDULE OF ALL OTHER DEPOSITS

Showing all deposits made with any Government, Province, State, District, County, Municipality, Corporation, firm or individual, except those shown in Schedule E, and those shown in "Special Deposit Schedule" above

1 Where Deposited	2 Description and Purpose of Deposit (Indicating literal form of registration of Securities)	3 Par Value	4 Statement Value	5 Market Value
California	Security Pacific National Bank, Los Angeles, CA Certificate of Deposit 7.90% 08/18/90 U.S. Treasury Bonds 4.25% 08/15/92-87 U.S. Treasury Bonds 7.25% 08/15/92 U.S. Treasury Bonds 4.00% 02/15/93-88 U.S. Treasury Bonds 7.50% 08/15/93-88 General Tel. of Calif. 6.75% 12/01/97 Central Ill. Pub. Service 7.50% 04/01/01 Central Power & Light 8.25% 10/01/07 Southwestern Bell Telephone Co. 7.75% 09/01/09 Puerto Rico New Pub. Hsg. Auth. 3.625% 06/01/96 Puerto Rico New Pub. Hsg. Auth. 5.00% 06/01/97 Puerto Rico New Pub. Hsg. Auth. 3.875% 06/01/97 Puerto Rico Commwlth. Wtr. Res. 5.40% 01/01/94 The securities held by the State Treasurer of California, Sacramento, California, in trust for the benefit of policyholders of Executive Life Insurance Company, pursuant to Section 940-955 of the Insurance Code of the State of California.	85,000 50,000 500,000 50,000 500,000 148,000 100,000 1,000,000 100,000 250,000 70,000 200,000 100,000	85,000 50,000 499,107 50,000 505,281 138,630 100,000 986,362 100,000 185,623 58,771 145,434 84,125	85,000 46,000 490,000 46,000 490,000 130,240 91,000 910,000 89,000 185,623 58,771 145,434 84,124
Guam	U.S. Treasury Bond 10.125% 11/15/94	55,000	54,452	59,950
999999	TOTALS	3,208,000	3,042,785	2,911,142

SCHEDULE D-SUMMARY BY COUNTRY

Long-Term Bonds and Stocks OWNED December 31 of Current Year

1 Description		2 Book Value	3 *Market Value (Excluding accrued interest)	4 Actual Cost (Excluding accrued interest)	5 Par Value of Bonds	6 *Amortized or Investment Value
BONDS						
	1. United States	89,216,803	89,803,975	81,870,870	146,938,080	89,216,803
	2. Canada					
	3. Other Countries	20,000	17,800	20,000	20,000	20,000
Governments (Including all obligations guaranteed by governments)	4. Totals	89,236,803	89,821,775	81,890,870	146,958,080	89,236,803
States, Territories and Possessions (Direct and guaranteed)	5. United States	289,151	275,729	287,814	290,000	289,151
	6. Canada					
	7. Other Countries					
	8. Totals	289,151	275,729	287,814	290,000	289,151
Political Subdivisions of States, Territories and Possessions (Direct and guaranteed)	9. United States.....	148,935	137,500	147,875	150,000	148,935
	10. Canada.....					
	11. Other Countries					
	12. Totals	148,935	137,500	147,875	150,000	148,935
Special revenue and special assessment obligations and all non-guaranteed obligations of agencies and authorities of governments and their political subdivisions	13. United States	245,986,120	246,043,891	245,263,599	249,157,806	245,986,120
	14. Canada					
	15. Other Countries					
	16. Totals	245,986,120	246,043,891	245,263,599	249,157,806	245,986,120
Railroads (unaffiliated)	17. United States	10,670,453	11,192,298	10,938,105	10,192,508	10,670,453
	18. Canada					
	19. Other Countries					
	20. Totals	10,670,453	11,192,298	10,938,105	10,192,508	10,670,453
Public Utilities (unaffiliated)	21. United States	44,967,165	23,401,774	44,465,996	46,825,000	44,967,165
	22. Canada					
	23. Other Countries					
	24. Totals	44,967,165	23,401,774	44,465,996	46,825,000	44,967,165
Industrial and Miscellaneous (unaffiliated)	25. United States	9,763,868,728	8,899,983,929	9,426,577,591	10,475,198,813	9,483,611,767
	26. Canada					
	27. Other Countries					
	28. Totals	9,763,868,728	8,899,983,929	9,426,577,591	10,475,198,813	9,483,611,767
Parent, Subsidiaries, and Affiliates	29. Totals					
	30. TOTAL BONDS	10,155,167,355	9,270,856,896	9,809,571,850	10,928,772,207	9,874,910,394
PREFERRED STOCKS						
Railroads (unaffiliated)	31. United States					
	32. Canada					
	33. Other Countries					
	34. Totals					
Public Utilities (unaffiliated)	35. United States	16,037,737	12,241,852	16,037,737		
	36. Canada					
	37. Other Countries					
	38. Totals	16,037,737	12,241,852	16,037,737		
Banks, Trust and Insurance Companies (unaffiliated)	39. United States	33,913,819	30,872,361	33,913,819		
	40. Canada					
	41. Other Countries					
	42. Totals	33,913,819	30,872,361	33,913,819		
Industrial and Miscellaneous (unaffiliated)	43. United States	259,494,404	237,843,845	259,494,404		
	44. Canada					
	45. Other Countries					
	46. Totals	259,494,404	237,843,845	259,494,404		
Parent, Subsidiaries, and Affiliates	47. Totals	1,350,000	1,350,000	1,350,000		
	48. TOTAL PREFERRED STOCKS .	310,795,960	282,308,058	310,795,960		
COMMON STOCKS						
Railroads (unaffiliated)	49. United States					
	50. Canada					
	51. Other Countries					
	52. Totals					
Public Utilities (unaffiliated)	53. United States	706,355	128,337	706,355		
	54. Canada					
	55. Other Countries					
	56. Totals	706,355	128,337	706,355		
Banks, Trust and Insurance Companies (unaffiliated)	57. United States	29,025,809	18,953,768	29,025,809		
	58. Canada					
	59. Other Countries					
	60. Totals	29,025,809	18,953,768	29,025,809		
Industrial and Miscellaneous (unaffiliated)	61. United States	315,582,570	357,416,800	315,582,570		
	62. Canada					
	63. Other Countries					
	64. Totals	315,582,570	357,416,800	315,582,570		
Parent, Subsidiaries, and Affiliates	65. Totals	197,689,269	23,184,956	197,689,269		
	66. TOTAL COMMON STOCKS	543,004,003	399,683,861	543,004,003		
	67. Total Stocks	853,799,963	681,991,919	853,799,963		
	68. Total Bonds and Stocks .	11,008,967,318	9,952,848,815	10,663,371,813		

+For certain bonds, values other than actual market may appear in this column (See Schedule D, Part 1, for details). Statement Value for Preferred Stocks.
The aggregate value of bonds which are valued at other than actual market is \$5,625,069,627
*Companies, societies, and associations which do not amortize their bonds should leave this column blank.

SCHEDULE D-VERIFICATION BETWEEN YEARS

1. Book value of bonds and stocks, per Items 1 & 2, Col. 1, Exhibit 13, previous year.....	11,376,264,575	6. Deduct consideration for bonds and stocks disposed of, Col. 5, Part 4.....	5,052,031,518
2. Cost of bonds and stocks acquired, Col. 5, Pt. 3	4,622,099,920	7. Decrease by adjustment in book value:	
3. Increase by adjustment in book value:		(a) Col. 11, Part 1.....	6,017,434
(a) Col. 10, Part 1	165,915,448	(b) Col. 10, Part 2, Sec. 1.....	
(b) Col. 9, Pt. 2, Sec. 1		(c) Col. 9, Part 2, Sec. 2.....	
(c) Col. 8, Pt. 2, Sec. 2		(d) Col. 10, Part 4.....	3,071,893
(d) Col. 9, Part 4.....	35,198,541	8. Loss on disposal of bonds and stocks, Col. 12, Part 4.....	248,270,899
4. Profit on disposal of bonds and stocks, Col. 11, Pt.4	118,880,578	9. Book value of bonds and stocks, per Items 1 and 2, Col. 1, Exhibit 13, current year	11,008,967,318
5. Total	16,318,359,062		

SCHEDULE H - ACCIDENT AND HEALTH EXHIBIT

	1 Total		2 Group Accident and Health		3 ^a Credit (Group and Individual)		4 Collectively Renewable		Other Individual Policies					8		9 All Other	
	Amount	±	Amount	±	Amount	±	Amount	±	5 Non-Cancelable		6 Guaranteed Renewable		7 Non-Renewable for Stated Reasons Only		Other Accident Only		
									Amount	±	Amount	±	Amount	±	Amount	±	Amount
PART 1.— ANALYSIS OF UNDERWRITING OPERATIONS																	
1. Premiums written	293											293					
2. Premiums earned (see note b)	693											693					
3. Incurred claims	9,662	1,394.2										9,662	1,394.2				
4. Increase in policy reserves	(2,560)	(369.4)										(2,560)	(369.4)				
5. Commissions*																	
6. General insurance expenses																	
7. Taxes, licenses and fees																	
8. Total expenses incurred																	
8A. Aggregate write-ins for deductions																	
9. Gain from underwriting before dividends to policyholders ...	(6,409)	(924.8)										(6,409)	(924.8)				
10. Dividends to policyholders																	
11. Gain from underwriting after dividends to policyholders	(6,409)	(924.8)										(6,409)	(924.8)				
DETAILS OF WRITE-INS AGGREGATED AT ITEM 8A FOR DEDUCTIONS																	
08A01.																	
08A02.																	
08A03.																	
08A04.																	
08A05.																	
08A98. Summary of remaining write-ins for item 08A from overflow page																	
08A99. TOTALS (Items 08A01 thru 08A05 plus 08A98) (Schedule H, Part 1, Item 8A)																	

^a Business not exceeding 120 months duration.

[±] In each column of Part 1, show the percentages of line 2 for lines 3 through 11 inclusive.

(b) Premiums earned are before adjustment for the increase in policy reserves which has been treated as a separate deduction.

* Includes

reported as "Policy, membership and other fees retained by agents."

SCHEDULE H - ACCIDENT AND HEALTH EXHIBIT (Continued)

	1 Total	2 Group Accident and Health	3 a Credit (Group and Individual)	4 Collectively Renewable	Other Individual Policies				
					5 Non-Cancelable	6 Guaranteed Renewable	7 Non-Renewable for Stated Reasons Only	8 Other Accident Only	9 ALL Other
PART 2.— RESERVES AND LIABILITIES									
A. Premium Reserves:									
1. Unearned premiums	0					0			
2. Advance premiums									
3. Reserve for rate credits	0					0			
4. Total premium reserves, current year	400					400			
5. Total premium reserves, previous year	(400)					(400)			
6. Increase in total premium reserves									
B. Policy Reserves:									
1. Additional reserves	0					0			
2. Reserve for future contingent benefits (deferred maternity and other similar benefits)**									
3. Total policy reserves, current year	0					0			
4. Total policy reserves, previous year	2,560					2,560			
5. Increase in policy reserves	(2,560)					(2,560)			
C. Claim Reserves and Liabilities:									
1. Total current year	2,000					2,000			
2. Total previous year	2,000					2,000			
3. Increase									
PART 3. — TEST OF PREVIOUS YEAR'S CLAIM RESERVES AND LIABILITIES									
1. Claims paid during the year:									
a. On claims incurred prior to current year	6,600					6,600			
b. On claims incurred during current year	3,062					3,062			
2. Claim reserves and liabilities, Dec. 31, current year:									
a. On claims incurred prior to current year	550					550			
b. On claims incurred during current year	1,450					1,450			
3. Test:									
a. Line 1a and 2a	7,150					7,150			
b. Claim reserves and liabilities,December 31, previous year	2,000					2,000			
c. Line a minus Line b	5,150					5,150			
PART 4. — REINSURANCE									
A. Reinsurance Assumed:			NN NN 000000 NN NN EEEEE NN N NN 00 00 NN N NN EE NN N NN 00 00 NN N NN EE NN NN NN 00 00 NN NN NN EEEEE						
1. Premiums written			NN NN 000000 NN NN EEEEE						
2. Premiums earned (see note b)			NN N NN 00 00 NN N NN EEEEE						
3. Incurred claims			NN NN NN 00 00 NN NN NN EEEEE						
4. Commissions			NN NN 000000 NN NN EEEEE						
B. Reinsurance Ceded:			NN NN 000000 NN NN EEEEE NN N NN 00 00 NN N NN EE NN N NN 00 00 NN N NN EEEEE NN NN NN 00 00 NN NN NN EEEEE						
1. Premiums written			NN NN 000000 NN NN EEEEE						
2. Premiums earned (see note b)			NN N NN 00 00 NN N NN EEEEE						
3. Incurred claims			NN NN NN 00 00 NN NN NN EEEEE						
4. Commissions			NN NN 000000 NN NN EEEEE						

a Business not exceeding 120 months duration.
(b) Premiums earned are before adjustment for the increase in policy reserves which has been treated as a separate deduction.
** If not included in claim reserves.

SCHEDULE T - PREMIUMS AND ANNUITY CONSIDERATIONS
Allocated by States and Territories

1 States, Etc.	2 Is Insurer Licensed? (Yes or No)	Direct Business Only		
		3 Life Insurance Premiums	4 Annuity Considerations	5 Accident and Health Insurance Premiums, Including Policy, Membership and Other Fees
1. Alabama	AL . Yes	5,032,255	200,000	
2. Alaska	AK . Yes	141,963		
3. Arizona	AZ . Yes	11,109,578	447,297	
4. Arkansas	AR . Yes	4,580,189	155,204	
5. California	CA . Yes	166,046,727	11,490,407	
6. Colorado	CO . Yes	13,001,172	909,114	
7. Connecticut	CT . No	731,903		
8. Delaware	DE . Yes	8,813,965	(90,922)	
9. District of Columbia	DC . Yes	995,518		
10. Florida	FL . Yes	42,940,186	2,115,261	
11. Georgia	GA . Yes	10,740,514	308,299	
12. Hawaii	HI . Yes	6,760,424	445,391	
13. Idaho	ID . Yes	2,236,017	36,542	
14. Illinois	IL . Yes	32,245,622	1,714,862	
15. Indiana	IN . Yes	6,269,877	224,327	
16. Iowa	IA . Yes	4,616,131	183,101	
17. Kansas	KS . Yes	10,711,531	180,079	
18. Kentucky	KY . Yes	5,555,988	16,027	
19. Louisiana	LA . Yes	13,028,004	1,310,105	
20. Maine	ME . No	47,488		
21. Maryland	MD . Yes	8,669,415	129,693	
22. Massachusetts	MA . Yes	22,273,689	1,191,983	
23. Michigan	MI . Yes	14,408,468	1,395,323	
24. Minnesota	MN . Yes	7,517,606	727,310	
25. Mississippi	MS . Yes	10,349,351	220,068	
26. Missouri	MO . Yes	22,148,292	571,797	
27. Montana	MT . Yes	851,978	136,463	
28. Nebraska	NE . Yes	3,025,479	117,022	
29. Nevada	NV . Yes	4,669,476	10,271	
30. New Hampshire	NH . No	190,375		
31. New Jersey	NJ . Yes	6,849,936	584,350	
32. New Mexico	NM . Yes	1,952,686	209,735	
33. New York	NY . No	3,283,370		
34. North Carolina	NC . Yes	10,458,183	215,507	
35. North Dakota	ND . Yes	1,384,603	104,410	
36. Ohio	OH . Yes	15,261,781	870,090	
37. Oklahoma	OK . Yes	3,772,164	20,075	
38. Oregon	OR . Yes	3,801,564		310
39. Pennsylvania	PA . Yes	13,723,677	1,882,472	
40. Rhode Island	RI . Yes	1,489,877	227,200	
41. South Carolina	SC . Yes	4,190,373	269,687	
42. South Dakota	SD . Yes	2,444,013	38,994	
43. Tennessee	TN . Yes	8,905,626	125,456	
44. Texas	TX . Yes	50,482,588	3,349,270	
45. Utah	UT . Yes	3,310,046	49,000	
46. Vermont	VT . No	16,252		
47. Virginia	VA . Yes	10,648,573	351,956	
48. Washington	WA . Yes	8,195,585	304,135	183
49. West Virginia	WV . Yes	185,751		
50. Wisconsin	WI . Yes	5,800,406	415,578	
51. Wyoming	WY . Yes	814,683	10,000	
52. American Samoa	AS . No	285		
53. Guam	GU . Yes	66,539		
54. Puerto Rico	PR . Yes	476,938	53,985	
55. U.S. Virgin Islands	VI . Yes	229,890		
56. Canada	CN . No	24,863		
57. Aggregate Other Alien***	OT .	33,685		
58. Subtotal	X X X	597,513,118	33,226,924	493
90. Company contributions for employee benefit plans	X X X			
91. + Dividends applied to purchase paid-up additions and annuities	X X X	225,035		
92. + Dividends applied to shorten endowment or premium paying period	X X X			
93. * Premium or annuity considerations waived under disability or other contract provisions	X X X			
93A. Aggregate of other amounts not allocable by state	X X X			
94. Totals (Direct Business)	X X X	597,738,153	33,226,924	493
95. Plus Reinsurance Assumed	X X X	117,797,050		
96. Totals (All Business)	X X X	715,535,203	33,226,924	493
97. Less Reinsurance Ceded	X X X	239,048,629	40,446,229	
98.** Totals (All Busn) less Reinsurance Ceded	++ 49	476,486,574	(7,219,305)	493
DETAILS OF WRITE-INS AGGREGATED AT LINE 57 FOR OTHER ALIEN				
5701. Other foreign		33,685		
5702.				
5703.				
5704.				
5705.				
5798. Summary of remaining write-ins for Line 57 from overflow page				
5799. Totals (Lines 5701 thru 5705 plus 5798) (Schedule T, Line 57)		33,685		
DETAILS OF WRITE-INS AGGREGATED AT LINE 93A FOR OTHER AMOUNTS NOT ALLOCABLE BY STATE				
93A01.				
93A02.				
93A03.				
93A04.				
93A05.				
93A98. Summary of remaining write-ins for Line 93A from overflow page				
93A99. Totals (Lines 93A01 thru 93A05 plus 93A98) (Schedule T, Line 93A)	X X X			

Explanation of basis of allocation by states, etc., of premiums and annuity considerations

NOTE: Schedule T does not cross reference to Exh. 12 or Exh. 1 due to Immediate Annuities being reported on Line 1A of Exh. 12 and not on Exh. 1.

+ Dividend accumulations used to purchase paid-up additions and annuities, or to shorten endowment or premium-paying period, should not be included in this item but should be included in Columns 3 and 4 and distributed by states for those states which allowed the dividends to be deducted in calculating premium taxes. For other states, separate totals similar to those for dividends so applied may be shown. Dividends applied to pay renewal premiums and consideration for annuities must also be included in Columns 3 and 4 and distributed by states.

* Premium or annuity considerations waived under disability or other contract provisions should be shown here in one sum and not included in the distribution by states.

** The sum of Columns 3 and 4 should balance with Exhibit 1, Lines 6d, 10d and 16d, Col. 1, less Col. 8, 9, 10 and 11. Column 5 should balance with Exhibit 1, Lines 6d, 10d and 16d, Cols. 8, 9, and 10, or with Schedule H, Part 1, Line 1 indicate which: ... Exhibit 1, Lines 6d, 10d, and 16d, Cols. 8, 9 and 10 ...

*** All US business must be allocated by state regardless of license status. ++ Insert the number of yes responses except for Canada and Other alien.

SUPPLEMENTAL EXHIBITS AND SCHEDULES
INTERROGATORIES

The following supplemental reports are required to be filed as part of your annual statement filing. However, in the event that your company does not transact the type of business for which the special report must be filed, your response to the specific interrogatory will be accepted in lieu of filing a NONE report.

1. Will Schedule SIS (Stockholders Information Supplement) be filed with this Department by March 1?

Yes ☐ No ☒

If answer is no, please explain: Not required — only one stockholder
2. Will Schedule DS (Supplemental Schedule D) be filed with this Department by March 1?

Yes ☐ No ☒

If answer is no, please explain: The Company has no subsidiaries accounted for on the equity method
3. Will the Long Term Care Insurance Exhibit be filed with this Department by March 1?

Yes ☐ No ☒

If answer is no, please explain: No long term care insurance is written
4. Will Schedule S, Part 3C (Section 1 and 2) be filed with this Department by April 1?

Yes ☒ No ☐

If answer is no, please explain:
5. Will the Credit Life and Accident and Health Experience Exhibit be filed with this Department by May 1?

Yes ☐ No ☒

If answer is no, please explain: No credit life or credit accident & health insurance is written
6. Will the Accident and Health Policy Experience Exhibit be filed with this Department by June 30?

Yes ☒ No ☐

If answer is no, please explain:
7. Will the Medicare Supplement Insurance Experience Exhibit be filed with this Department by June 30?

Yes ☐ No ☒

If answer is no, please explain: No medicare supplement insurance is written

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life (Group and Individual)		4 Group		5 Industrial		6 Total	
1. Life insurance	133,771,189				32,275,538				166,046,727	
2. Annuity considerations	11,421,554				68,853				11,490,407	
3. Aggregate write-ins for other lines of business										
4. Totals	145,192,743				32,344,391				177,537,134	
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	27,739,636		X X X		4,674,920		X X X		32,414,556	
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	41,744								41,744	
5.2 Applied to pay renewal premiums	30,754								30,754	
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	67,523								67,523	
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	140,021								140,021	
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	140,021								140,021	
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	40,454,550				4,270,948				44,725,498	
9. Matured endowments										
10. Annuity benefits	1,244,543				8,073,507				9,318,050	
11. Surrender values	118,504,656				245,544,949				364,049,605	
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	160,203,749				257,889,404				418,093,153	
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	57	15,499,069			8	856,298			65	16,355,367
16. Incurred during current year	117	53,309,011			51	9,835,939			168	63,144,950
Settled during current year:										
17.1 By payment in full	150	33,625,875			54	3,356,919			204	36,982,794
17.2 By payment on compromised claims	2	150,000							2	150,000
17.3 Totals paid	152	33,775,875			54	3,356,919			206	37,132,794
17.4 Reduction by compromise										
17.5 Amount rejected		23,577,834				5,633,983				29,211,817
17.6 Total settlements	152	57,353,709			54	8,990,902			206	66,344,611
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..	22	11,454,371			5	1,701,335			27	13,155,706
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
					No. of Policies					
19. In force December 31, previous year	46,587	13,056,461,689		+		1,683,443,892			46,587	14,739,905,581
20. Issued during year	3,723	1,846,943,123				153,122,623			3,723	2,000,065,746
21. Ceased to be in force during year (Net)	3,710	1,439,588,651				426,209,387			3,710	1,865,798,038
22. In force December 31 of current year	46,600	13,463,816,161		+		1,410,357,128			46,600	14,874,173,289

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable				8,122	8,122
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)				8,122	8,122
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)				8,122	8,122

^a Business not exceeding 120 months duration.

MEDICARE SUPPLEMENT INSURANCE EXPERIENCE EXHIBIT

NN	NN	000000	NN	NN	EEEEEE			
NN	N	NN	00	00	NN	N	NN	EE
NN	N	NN	00	00	NN	N	NN	EEEEEE
NN	NNN	00	00	NN	NNN	EE		
NN	NN	000000	NN	NN	EEEEEE			

OVERFLOW PAGE FOR WRITE-INS

NN	NN	000000	NN	NN	EEEEEE			
NN	N	NN	00	00	NN	N	NN	EE
NN	N	NN	00	00	NN	N	NN	EEEEEE
NN	NNN	00	00	NN	NNN	EE		
NN	NN	000000	NN	NN	EEEEEE			

DIRECT BUSINESS IN THE STATE OF ALABAMA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	4,599,385		432,870		5,032,255
2. Annuity considerations	200,000				200,000
3. Aggregate write-ins for other lines of business					
4. Totals	4,799,385		432,870		5,232,255
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	587,509	X X X	263,206	X X X	850,715
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit					
5.2 Applied to pay renewal premiums					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	8,670				8,670
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)	8,670				8,670
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)	8,670				8,670
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits	2,035,711		34,778		2,070,489
9. Matured endowments					
10. Annuity benefits			549,689		549,689
11. Surrender values	579,550		5,780,788		6,360,338
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals	2,615,261		6,365,255		8,980,516

DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS

0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					

DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID

1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					

1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life (Group and Individual)		4 Group		5 Industrial		6 Total	
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year	10	962,890							10	962,890
Settled during current year:										
17.1 By payment in full	10	962,890							10	962,890
17.2 By payment on compromised claims										
17.3 Totals paid	10	962,890							10	962,890
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	10	962,890							10	962,890
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					No. of Policies					
19. In force December 31, previous year	1,615	460,078,225	+			10,476,093			1,615	470,554,318
20. Issued during year	157	64,557,707				398,769			157	64,956,476
21. Ceased to be in force during year (Net)	97	66,481,467				999,503			97	67,480,970
22. In force December 31 of current year	1,675	458,154,465	+			9,875,359			1,675	468,029,824

*Includes Individual Credit Life Insurance: previous year

; current year

Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year

; current year

Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year

; current year

NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Ac cepted and without deduc tion of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF ALASKA

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 ^a Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	141,519		444		141,963					
2. Annuity considerations										
3. Aggregate write-ins for other lines of business										
4. Totals	141,519		444		141,963					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	2,715	X X X	25,000	X X X	27,715					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	349				349					
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	349				349					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	349				349					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits										
9. Matured endowments										
10. Annuity benefits										
11. Surrender values	1,064,248		2,098,926		3,163,174					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	1,064,248		2,098,926		3,163,174					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pols & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year										
Settled during current year:										
17.1 By payment in full										
17.2 By payment on compromised claims										
17.3 Totals paid										
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements										
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	110	22,816,018		+			110	22,816,018		
20. Issued during year	107	14,312,839					107	14,312,839		
21. Ceased to be in force during year (Net)	24	1,945,000					24	1,945,000		
22. In force December 31 of current year	193	35,183,857		+			193	35,183,857		

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF ARIZONA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	10,421,234		688,344		11,109,578
2. Annuity considerations	447,297				447,297
3. Aggregate write-ins for other lines of business					
4. Totals	10,868,531		688,344		11,556,875
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	1,855,633	X X X	13,124	X X X	1,868,757
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit	2,391				2,391
5.2 Applied to pay renewal premiums	92				92
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	1,544				1,544
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)	4,027				4,027
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)	4,027				4,027
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits	6,145,350		152,647		6,297,997
9. Matured endowments					
10. Annuity benefits			995,130		995,130
11. Surrender values	5,723,162		22,402,955		28,126,117
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals	11,868,512		23,550,732		35,419,244

DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS

0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					

DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID

1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					

1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life (Group and Individual)		4 Group		5 Industrial		6 Total	
	No.	Amount	No. of Ind. Pals & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	3	1,165,000							3	1,165,000
16. Incurred during current year	17	5,228,796							17	5,228,796
Settled during current year:										
17.1 By payment in full	17	5,468,796							17	5,468,796
17.2 By payment on compromised claims	17	5,468,796							17	5,468,796
17.3 Totals paid	17	5,468,796							17	5,468,796
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	17	5,468,796							17	5,468,796
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	3	925,000							3	925,000
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					No. of Policies					
19. In force December 31, previous year	3,269	1,001,761,150				31,490,057			3,269	1,033,251,207
20. Issued during year	461	196,628,573	+			29,668,440			461	226,297,013
21. Ceased to be in force during year (Net)	401	221,435,979				29,940,625			401	251,376,604
22. In force December 31 of current year	3,329	976,953,744	+			31,217,872			3,329	1,008,171,616

*Includes Individual Credit Life Insurance: previous year

; current year

Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year

; current year

Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year

NOTE: This company's participations in the FGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Ac cepted and without deduc tion of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF ARKANSAS

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	3,844,149		736,040		4,580,189					
2. Annuity considerations	155,204				155,204					
3. Aggregate write-ins for other lines of business										
4. Totals	3,999,353		736,040		4,735,393					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	336,849	X X X	147,740	X X X	484,589					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	107				107					
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	107				107					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	107				107					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	173,657		1,533,986		1,707,643					
9. Matured endowments										
10. Annuity benefits	6,550				6,550					
11. Surrender values	570,428		2,098,489		2,668,917					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	750,635		3,632,475		4,383,110					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life (Group and Individual)		4 Group	5 Industrial		6 Total		
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	1	200,000							1	200,000
16. Incurred during current year	5	423,657			2	39,951			7	463,608
Settled during current year:										
17.1 By payment in full	4	173,657			2	39,951			6	213,608
17.2 By payment on compromised claims	4	173,657			2	39,951			6	213,608
17.3 Totals paid										
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	4	173,657			2	39,951			6	213,608
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	2	450,000							2	450,000
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					No. of Policies					
19. In force December 31, previous year	1,756	301,682,627	+			22,293,302			1,756	323,975,929
20. Issued during year	100	34,640,546				20,871,588			100	55,512,134
21. Ceased to be in force during year (Net)	100	78,546,000				12,814,957			100	91,360,957
22. In force December 31 of current year	1,756	257,777,173	+			30,349,933			1,756	288,127,106

+Includes Individual Credit Life Insurance: previous year

; current year

Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year

; current year

Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year

; current year

NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Ac cepted and without deduc tion of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF CALIFORNIA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	133,771,189		32,275,538		166,046,727					
2. Annuity considerations	11,421,554		68,853		11,490,407					
3. Aggregate write-ins for other lines of business										
4. Totals	145,192,743		32,344,391		177,537,134					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	27,739,636	X X X	4,674,920	X X X	32,414,556					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	41,744				41,744					
5.2 Applied to pay renewal premiums	30,754				30,754					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	67,523				67,523					
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	140,021				140,021					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	140,021				140,021					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	40,454,550		4,270,948		44,725,498					
9. Matured endowments										
10. Annuity benefits	1,244,543		8,073,507		9,318,050					
11. Surrender values	118,504,656		245,544,949		364,049,605					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	160,203,749		257,889,404		418,093,153					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	57	15,499,069			8	856,298			65	16,355,367
16. Incurred during current year	117	53,309,011			51	9,835,939			168	63,144,950
Settled during current year:										
17.1 By payment in full	150	33,625,875			54	3,356,919			204	36,982,794
17.2 By payment on compromised claims	2	150,000							2	150,000
17.3 Totals paid	152	33,775,875			54	3,356,919			206	37,132,794
17.4 Reduction by compromise										
17.5 Amount rejected		23,577,834				5,633,983				29,211,817
17.6 Total settlements	152	57,353,709			54	8,990,902			206	66,344,611
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	22	11,454,371			5	1,701,335			27	13,155,706
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	46,587	13,056,461,689	+			1,683,443,892			46,587	14,739,905,581
20. Issued during year	3,723	1,846,943,123				153,122,623			3,723	2,000,065,746
21. Ceased to be in force during year (Net)	3,710	1,439,588,651				426,209,387			3,710	1,865,798,038
22. In force December 31 of current year	46,600	13,463,816,161	+			1,410,357,128			46,600	14,874,173,289

+Includes Individual Credit Life Insurance: previous year

; current year

Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year

; current year

Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year

; current year

NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable				8,122	8,122
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)				8,122	8,122
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)				8,122	8,122

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF COLORADO

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group		5 Industrial		6 Total	
1. Life insurance	11,384,951				1,616,221				13,001,172	
2. Annuity considerations	899,143				9,971				909,114	
3. Aggregate write-ins for other lines of business										
4. Totals	12,284,094				1,626,192				13,910,286	
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	1,791,310		X X X		464,880		X X X		2,256,190	
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	15								15	
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	5,778								5,778	
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	5,793								5,793	
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	5,793								5,793	
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	1,265,466				176,987				1,442,453	
9. Matured endowments										
10. Annuity benefits	146,060				466,310				612,370	
11. Surrender values	6,755,377				14,924,255				21,679,632	
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	8,166,903				15,567,552				23,734,455	
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group		5 Industrial		6 Total	
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	2	77,541								
16. Incurred during current year	8	1,247,070			1	43,160			3	120,701
Settled during current year:						14,661			8	1,261,731
17.1 By payment in full	8	1,261,075			1	57,821			9	1,318,896
17.2 By payment on compromised claims	2	63,536							2	63,536
17.3 Totals paid	10	1,324,611			1	57,821			11	1,382,432
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	10	1,324,611			1	57,821			11	1,382,432
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
					No. of Policies					
19. In force December 31, previous year	4,461	1,200,064,070	+			38,416,469			4,461	1,238,480,539
20. Issued during year	445	186,343,036				9,025,746			445	195,368,782
21. Ceased to be in force during year (Net)	426	255,186,125				9,430,106			426	264,616,231
22. In force December 31 of current year	4,480	1,131,220,981	+			38,012,109			4,480	1,169,233,090

+Includes Individual Credit Life Insurance: previous year

; current year

Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year

; current year

Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year

; current year

NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Ac- cepted and without deduc- tion of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF CONNECTICUT

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	690,918		40,985		731,903					
2. Annuity considerations										
3. Aggregate write-ins for other lines of business										
4. Totals	690,918		40,985		731,903					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals		X X X		X X X						
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	31				31					
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	31				31					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	31				31					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	214,143				214,143					
9. Matured endowments										
10. Annuity benefits	39,205		34,088		73,293					
11. Surrender values	196,027		2,840,105		3,036,132					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	449,375		2,874,193		3,323,568					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year	4	297,136							4	297,136
Settled during current year:										
17.1 By payment in full	3	197,136							3	197,136
17.2 By payment on compromised claims	3	197,136							3	197,136
17.3 Totals paid	3	197,136							3	197,136
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	3	197,136							3	197,136
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	1	100,000							1	100,000
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
					No. of Policies					
19. In force December 31, previous year	204	85,652,147	+			1,001,664			204	86,653,811
20. Issued during year	5	4,435,805							5	4,435,805
21. Ceased to be in force during year (Net)	15	21,906,773				98,617			15	22,005,390
22. In force December 31 of current year	194	68,181,179	+			903,047			194	69,084,226

+Includes Individual Credit Life Insurance: previous year

; current year

Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year

; current year

Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year

; current year

NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF DELAWARE

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	7,959,934		854,031		8,813,965					
2. Annuity considerations	142,997		(233,919)		(90,922)					
3. Aggregate write-ins for other lines of business										
4. Totals	8,102,931		620,112		8,723,043					
4.1 Annuity and other fund deposits - based on residence of identifiable individuals	1,204,172	X X X	316,860	X X X	1,521,032					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	2,202				2,202					
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	2,151				2,151					
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	4,353				4,353					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	4,353				4,353					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	2,669,141		186,102		2,855,243					
9. Matured endowments										
10. Annuity benefits			54,228		54,228					
11. Surrender values	1,656,386		2,162,254		3,818,640					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	4,325,527		2,402,584		6,728,111					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pals & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	2	900,000								
16. Incurred during current year	5	2,467,320			2	184,597			2	900,000
Settled during current year:									7	2,651,917
17.1 By payment in full	6	2,667,320			2	184,597			8	2,851,917
17.2 By payment on compromised claims					2	184,597				
17.3 Totals paid	6	2,667,320			2	184,597			8	2,851,917
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	6	2,667,320			2	184,597			8	2,851,917
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	1	700,000							1	700,000
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	1,129	225,497,397				25,814,736			1,129	251,312,133
20. Issued during year	172	63,944,845	+			1,206,477			172	65,151,322
21. Ceased to be in force during year (Net)	23	4,600,000				998,497			23	5,598,497
22. In force December 31 of current year	1,278	284,842,242	+			26,022,716			1,278	310,864,958

^aIncludes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF DIST. COLUMBIA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	897,432		98,086		995,518					
2. Annuity considerations										
3. Aggregate write-ins for other lines of business										
4. Totals	897,432		98,086		995,518					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	174,416	X X X	20,000	X X X	194,416					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)										
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)										
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits										
9. Matured endowments										
10. Annuity benefits										
11. Surrender values	1,229,756		518,020		1,747,776					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	1,229,756		518,020		1,747,776					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pol's & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year										
Settled during current year:										
17.1 By payment in full										
17.2 By payment on compromised claims										
17.3 Totals paid										
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements										
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	369	248,280,925	+		818,071		369	249,098,996		
20. Issued during year	82	72,003,778					82	72,003,778		
21. Ceased to be in force during year (Net)	107	67,366,583			100,000		107	67,466,583		
22. In force December 31 of current year	344	252,918,120	+		718,071		344	253,636,191		

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF FLORIDA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)		2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group		5 Industrial		6 Total	
1. Life insurance		40,948,167				1,992,019				42,940,186	
2. Annuity considerations		2,168,095				(52,834)				2,115,261	
3. Aggregate write-ins for other lines of business											
4. Totals		43,116,262				1,939,185				45,055,447	
4.1 Annuity and other fund deposits — based on residence of identifiable individuals		7,680,985		X X X		4,511,995		X X X		12,192,980	
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)											
Life insurance:											
5.1 Paid in cash or left on deposit		27								27	
5.2 Applied to pay renewal premiums											
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period		19,418								19,418	
5.4 Other											
5.5 Totals (sum of 5.1 to 5.4)		19,445								19,445	
Annuities:											
6.1 Paid in cash or left on deposit											
6.2 Applied to provide paid-up annuities											
6.3 Other											
6.4 Totals (sum of 6.1 to 6.3)											
7. Grand Totals (Lines 5.5 plus 6.4)		19,445								19,445	
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)											
8. Death benefits		15,987,816				1,487,781				17,475,597	
9. Matured endowments											
10. Annuity benefits		605,945				3,150,494				3,756,439	
11. Surrender values		35,813,385				46,620,308				82,433,693	
12. Aggregate write-ins for miscellaneous direct claims and benefits paid											
13. All other benefits, except accident and health											
14. Totals		52,407,146				51,258,583				103,665,729	
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS											
0301.											
0302.											
0303.											
0304.											
0305.											
0398. Summary of remaining write-ins for Line 3 from overflow page											
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)											
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID											
1201.											
1202.											
1203.											
1204.											
1205.											
1298. Summary of remaining write-ins for Line 12 from overflow page											
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)											
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)		2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group		5 Industrial		6 Total	
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount	
15. Unpaid December 31, previous year	5	4,623,965			1	7,171			6	4,631,136	
16. Incurred during current year	73	13,084,686			16	858,944			89	13,943,630	
Settled during current year:											
17.1 By payment in full	68	12,640,651			16	664,478			84	13,305,129	
17.2 By payment on compromised claims	1	1,000,000							1	1,000,000	
17.3 Totals paid	69	13,640,651			16	664,478			85	14,305,129	
17.4 Reduction by compromise											
17.5 Amount rejected											
17.6 Total settlements	69	13,640,651			16	664,478			85	14,305,129	
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	9	4,068,000			1	201,637			10	4,269,637	
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies					
19. In force December 31, previous year	12,479	3,336,576,147		+		214,863,591			12,479	3,551,439,738	
20. Issued during year	1,301	607,347,925				20,425,979			1,301	627,773,904	
21. Ceased to be in force during year (Net)	1,079	391,704,117				53,988,938			1,079	445,693,055	
22. In force December 31 of current year	12,701	3,552,219,955		+		181,300,632			12,701	3,733,520,587	

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF GEORGIA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	9,086,208		1,654,306		10,740,514					
2. Annuity considerations	308,299				308,299					
3. Aggregate write-ins for other lines of business										
4. Totals	9,394,507		1,654,306		11,048,813					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	1,778,305	X X X	1,992,363	X X X	3,770,668					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	7,853				7,853					
5.2 Applied to pay renewal premiums	1,363				1,363					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	460				460					
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	9,676				9,676					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	9,676				9,676					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	3,594,991		1,740,721		5,335,712					
9. Matured endowments										
10. Annuity benefits	145,010		335,931		480,941					
11. Surrender values	5,420,523		8,962,476		14,382,999					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	9,160,524		11,039,128		20,199,652					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life^a (Group and Individual)		4 Group	5 Industrial		6 Total		
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year	21	3,880,765			41	1,667,105			62	5,547,870
Settled during current year:										
17.1 By payment in full	19	3,724,658			41	1,667,105			60	5,391,763
17.2 By payment on compromised claims	19	3,724,658			41	1,667,105			60	5,391,763
17.3 Totals paid										
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	19	3,724,658			41	1,667,105			60	5,391,763
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..	2	156,107							2	156,107
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					No. of Policies					
19. In force December 31, previous year	3,272	917,570,277	+			146,638,451			3,272	1,064,208,728
20. Issued during year	343	156,128,614				246,694,533			343	402,823,147
21. Ceased to be in force during year (Net)	294	132,408,142				170,028,416			294	302,436,558
22. In force December 31 of current year	3,321	941,290,749	+			223,304,568			3,321	1,164,595,317

^aIncludes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)		2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance		6,752,358		8,066		6,760,424					
2. Annuity considerations		445,391				445,391					
3. Aggregate write-ins for other lines of business											
4. Totals		7,197,749		8,066		7,205,815					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals		1,476,579	X X X	12,507	X X X	1,489,086					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)											
Life insurance:											
5.1 Paid in cash or left on deposit	22					22					
5.2 Applied to pay renewal premiums											
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period											
5.4 Other											
5.5 Totals (sum of 5.1 to 5.4)	22					22					
Annuities:											
6.1 Paid in cash or left on deposit											
6.2 Applied to provide paid-up annuities											
6.3 Other											
6.4 Totals (sum of 6.1 to 6.3)											
7. Grand Totals (Lines 5.5 plus 6.4)	22					22					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)											
8. Death benefits	1,836,140					1,836,140					
9. Matured endowments											
10. Annuity benefits	104,020			108,901		212,921					
11. Surrender values	5,025,772			8,094,625		13,120,397					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid											
13. All other benefits, except accident and health											
14. Totals	6,965,932			8,203,526		15,169,458					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS											
0301.											
0302.											
0303.											
0304.											
0305.											
0398. Summary of remaining write-ins for Line 3 from overflow page											
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)											
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID											
1201.											
1202.											
1203.											
1204.											
1205.											
1298. Summary of remaining write-ins for Line 12 from overflow page											
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)											
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)		2 Ordinary		3 Credit Life (Group and Individual)		4 Group		5 Industrial		6 Total	
		No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year		3	249,203							3	249,203
16. Incurred during current year		15	1,076,577							15	1,076,577
Settled during current year:											
17.1 By payment in full		14	1,075,780							14	1,075,780
17.2 By payment on compromised claims		2	150,000							2	150,000
17.3 Totals paid		16	1,225,780							16	1,225,780
17.4 Reduction by compromise											
17.5 Amount rejected											
17.6 Total settlements		16	1,225,780							16	1,225,780
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..		2	100,000							2	100,000
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies					
19. In force December 31, previous year		14,145	799,239,363	+			1,402,498			14,145	800,641,861
20. Issued during year		758	75,750,042				358,892			758	76,108,934
21. Ceased to be in force during year (Net)		527	30,392,430				313,050			527	30,705,480
22. In force December 31 of current year		14,376	844,596,975	+			1,448,340			14,376	846,045,315

*Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF IDAHO

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total				
1. Life insurance	1,905,736		330,281		2,236,017				
2. Annuity considerations	36,542				36,542				
3. Aggregate write-ins for other lines of business									
4. Totals	1,942,278		330,281		2,272,559				
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	90,957	X X X	12,841	X X X	103,798				
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)									
Life insurance:									
5.1 Paid in cash or left on deposit	404				404				
5.2 Applied to pay renewal premiums									
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period									
5.4 Other									
5.5 Totals (sum of 5.1 to 5.4)	404				404				
Annuities:									
6.1 Paid in cash or left on deposit									
6.2 Applied to provide paid-up annuities									
6.3 Other									
6.4 Totals (sum of 6.1 to 6.3)									
7. Grand Totals (Lines 5.5 plus 6.4)	404				404				
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)									
8. Death benefits	423,253		100,256		523,509				
9. Matured endowments									
10. Annuity benefits			132,766		132,766				
11. Surrender values	683,479		2,139,989		2,823,468				
12. Aggregate write-ins for miscellaneous direct claims and benefits paid									
13. All other benefits, except accident and health									
14. Totals	1,106,732		2,373,011		3,479,743				
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS									
0301.									
0302.									
0303.									
0304.									
0305.									
0398. Summary of remaining write-ins for Line 3 from overflow page									
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)									
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID									
1201.									
1202.									
1203.									
1204.									
1205.									
1298. Summary of remaining write-ins for Line 12 from overflow page									
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)									
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life^a (Group and Individual)		4 Group	5 Industrial		6 Total	
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No. Amount
15. Unpaid December 31, previous year									
16. Incurred during current year	3	500,000			1	100,000			4 600,000
17. Settled during current year:									
17.1 By payment in full	2	400,000			1	100,000			3 500,000
17.2 By payment on compromised claims									
17.3 Totals paid	2	400,000			1	100,000			3 500,000
17.4 Reduction by compromise									
17.5 Amount rejected									
17.6 Total settlements	2	400,000			1	100,000			3 500,000
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	1	100,000							1 100,000
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					No. of Policies				
19. In force December 31, previous year	1,360	193,389,194	+			6,377,007			1,360 199,766,201
20. Issued during year	187	34,160,826				797,539			187 34,958,365
21. Ceased to be in force during year (Net)	122	38,448,045				644,901			122 39,092,946
22. In force December 31 of current year	1,425	189,101,975	+			6,529,645			1,425 195,631,620

*Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF ILLINOIS

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life (Group and Individual)		4 Group		5 Industrial		6 Total	
1. Life insurance	25,804,838				6,440,784				32,245,622	
2. Annuity considerations	1,714,862								1,714,862	
3. Aggregate write-ins for other lines of business										
4. Totals	27,519,700				6,440,784				33,960,484	
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	8,106,562		X X X		7,362,602		X X X		15,469,164	
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	29,806								29,806	
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	23,562								23,562	
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	53,368								53,368	
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	53,368								53,368	
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	6,398,480				596,477				6,994,957	
9. Matured endowments										
10. Annuity benefits	68,497				765,504				834,001	
11. Surrender values	15,427,880				61,430,851				76,858,731	
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	21,894,857				62,792,832				84,687,689	
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	2 Ordinary		3 Credit Life (Group and Individual)		4 Group		5 Industrial		6 Total	
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	5	360,475							5	360,475
16. Incurred during current year	34	4,969,445			8	765,697			42	5,735,142
Settled during current year:										
17.1 By payment in full	34	4,513,282			7	665,697			41	5,178,979
17.2 By payment on compromised claims										
17.3 Totals paid	34	4,513,282			7	665,697			41	5,178,979
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	34	4,513,282			7	665,697			41	5,178,979
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..	5	816,638			1	100,000			6	916,638
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
					No. of Policies					
19. In force December 31, previous year	10,706	2,192,802,414	+			164,410,984			10,706	2,357,213,398
20. Issued during year	1,020	390,032,068				10,831,086			1,020	400,863,154
21. Ceased to be in force during year (Net)	1,179	229,361,854				19,986,502			1,179	249,348,356
22. In force December 31 of current year	10,547	2,353,472,628	+			155,255,568			10,547	2,508,728,196

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF INDIANA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	5,711,628		558,249		6,269,877					
2. Annuity considerations	224,327				224,327					
3. Aggregate write-ins for other lines of business										
4. Totals	5,935,955		558,249		6,494,204					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	2,310,869	X X X	673,948	X X X	2,984,817					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)										
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)										
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	3,279,814		110		3,279,924					
9. Matured endowments										
10. Annuity benefits	53,686		395,792		449,478					
11. Surrender values	11,465,132		8,370,442		19,835,574					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	14,798,632		8,766,344		23,564,976					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pals & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year	7	2,742,048							7	2,742,048
17. Settled during current year:										
17.1 By payment in full	7	2,742,048							7	2,742,048
17.2 By payment on compromised claims										
17.3 Totals paid	7	2,742,048							7	2,742,048
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	7	2,742,048							7	2,742,048
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	2,280	460,609,627	+			17,593,446			2,280	478,203,073
20. Issued during year	336	91,521,984				797,539			336	92,319,523
21. Ceased to be in force during year (Net)	80	63,834,570				99,006			80	63,933,576
22. In force December 31 of current year	2,536	488,297,041	+			18,291,979			2,536	506,589,020

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) &					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF IOWA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1										
DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
1. Life insurance										
2. Annuity considerations										
3. Aggregate write-ins for other lines of business										
4. Totals										
4.1 Annuity and other fund deposits — based on residence of identifiable individuals										
2										
Ordinary										
3										
Credit Life (Group and Individual)										
4										
Group										
5										
Industrial										
6										
Total										
4,354,337										
166,225										
261,794										
16,876										
4,520,562										
278,670										
3,561,599										
X X X										
1,076,415										
X X X										
4,638,014										
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)										
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)										
2,283										
2,283										
2,283										
2,283										
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits										
9. Matured endowments										
10. Annuity benefits										
11. Surrender values										
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals										
388,390										
104,244										
207,710										
2,881,863										
330,053										
10,765,427										
3,477,963										
11,199,724										
14,677,687										
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1										
DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
2										
Ordinary										
3										
Credit Life (Group and Individual)										
4										
Group										
5										
Industrial										
6										
Total										
No.										
Amount										
No. of Ind. Pcls & Gr. Certifs.										
Amount										
No. of Certifs.										
Amount										
No.										
Amount										
No.										
Amount										
15. Unpaid December 31, previous year										
16. Incurred during current year										
Settled during current year:										
17.1 By payment in full										
17.2 By payment on compromised claims										
17.3 Totals paid										
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements										
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..										
2										
594,021										
No. of Policies										
1,930										
362,314,644										
+										
7,724,336										
160										
44,619,756										
13										
61,544,153										
+										
10,882,375										
2,077										
345,390,247										
10,223,863										
2,077										
355,614,110										

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF KANSAS

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	9,853,554		857,977 (250,439)		10,711,531
2. Annuity considerations	430,518				180,079
3. Aggregate write-ins for other lines of business					
4. Totals	10,284,072		607,538		10,891,610
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	1,018,353	X X X	268,525	X X X	1,286,878
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit	45				45
5.2 Applied to pay renewal premiums					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period					
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)	45				45
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)	45				45
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits	1,857,933		191,870		2,049,803
9. Matured endowments					
10. Annuity benefits	11,945		42,681		54,626
11. Surrender values	2,884,866		3,010,700		5,895,566
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals	4,754,744		3,245,251		7,999,995
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
	No. Amount	No. of Ind. Pals & Gr. Certifs. Amount	No. of Certifs. Amount	No. Amount	No. Amount
15. Unpaid December 31, previous year	2 798,263				2 798,263
16. Incurred during current year	11 201,737		4 93,178		15 294,915
Settled during current year:					
17.1 By payment in full	11 250,000		4 93,178		15 343,178
17.2 By payment on compromised claims	1 700,000				1 700,000
17.3 Totals paid	12 950,000		4 93,178		16 1,043,178
17.4 Reduction by compromise					
17.5 Amount rejected					
17.6 Total settlements	12 950,000		4 93,178		16 1,043,178
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	1 50,000				1 50,000
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
19. In force December 31, previous year	5,772 808,238,235	+	35,150,095		5,772 843,388,330
20. Issued during year	610 116,613,603		6,579,455		610 123,193,058
21. Ceased to be in force during year (Net)	17 95,189,887		991,801		17 96,181,688
22. In force December 31 of current year	6,365 829,661,951	+	40,737,749		6,365 870,399,700

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF KENTUCKY

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group		5 Industrial		6 Total	
1. Life insurance		5,212,825			343,163				5,555,988	
2. Annuity considerations		16,027							16,027	
3. Aggregate write-ins for other lines of business										
4. Totals		5,228,852			343,163				5,572,015	
4.1 Annuity and other fund deposits — based on residence of identifiable individuals		1,060,934	X X X		320,648		X X X		1,381,582	
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)										
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)										
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits		2,139,375							2,139,375	
9. Matured endowments										
10. Annuity benefits					156,288				156,288	
11. Surrender values		1,202,270			5,056,951				6,259,221	
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals		3,341,645			5,213,239				8,554,884	
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group		5 Industrial		6 Total	
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	1	101,601							1	101,601
16. Incurred during current year	4	1,842,740							4	1,842,740
Settled during current year:										
17.1 By payment in full	5	1,944,341							5	1,944,341
17.2 By payment on compromised claims										
17.3 Totals paid	5	1,944,341							5	1,944,341
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	5	1,944,341							5	1,944,341
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
19. In force December 31, previous year	2,716	490,271,510	+						2,716	520,717,847
20. Issued during year	285	66,918,491				30,446,337			285	66,918,491
21. Ceased to be in force during year (Net)	168	100,596,311				2,563,233			168	103,159,544
22. In force December 31 of current year	2,833	456,593,690	+			27,883,104			2,833	484,476,794

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)		3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies						
23.1 Credit (Group and Individual) ^a						
23.2 Collectively Renewable Policies						
Other Individual Policies:						
24.1 Non-cancelable						
24.2 Guaranteed renewable						
24.3 Non-renewable for stated reasons only						
24.4 Other accident only						
24.5 All other						
24.6 Totals (sum of 24.1 to 24.5)						
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)						

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF LOUISIANA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group		5 Industrial		6 Total	
1. Life insurance	10,336,265				2,691,739				13,028,004	
2. Annuity considerations	1,310,105								1,310,105	
3. Aggregate write-ins for other lines of business										
4. Totals	11,646,370				2,691,739				14,338,109	
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	1,700,765		X X X		270,411		X X X		1,971,176	
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)										
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)										
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	4,789,600				711,948				5,501,548	
9. Matured endowments										
10. Annuity benefits					465,323				465,323	
11. Surrender values	6,060,446				9,359,087				15,419,533	
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	10,850,046				10,536,358				21,386,404	
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group		5 Industrial		6 Total	
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	2	185,000			1	121,412			3	306,412
16. Incurred during current year	20	5,148,246			7	839,000			27	5,987,246
Settled during current year:										
17.1 By payment in full	19	4,834,890			6	787,967			25	5,622,857
17.2 By payment on compromised claims										
17.3 Totals paid	19	4,834,890			6	787,967			25	5,622,857
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	19	4,834,890			6	787,967			25	5,622,857
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..	3	498,356			2	172,445			5	670,801
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
					No. of Policies					
19. In force December 31, previous year	3,092	1,079,892,757	+			58,835,487			3,092	1,138,728,244
20. Issued during year	287	139,324,961				102,457,438			287	241,782,399
21. Ceased to be in force during year (Net)	282	175,574,225				872,320			282	176,446,545
22. In force December 31 of current year	3,097	1,043,643,493	+			160,420,605			3,097	1,204,064,098

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF MAINE

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group		5 Industrial		6 Total	
1. Life insurance	47,488								47,488	
2. Annuity considerations										
3. Aggregate write-ins for other lines of business										
4. Totals	47,488								47,488	
4.1 Annuity and other fund deposits — based on residence of identifiable individuals			X X X				X X X			
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	101								101	
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	101								101	
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	101								101	
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits										
9. Matured endowments										
10. Annuity benefits										
11. Surrender values	55,892				232,191				288,083	
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	55,892				232,191				288,083	
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group		5 Industrial		6 Total	
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year										
Settled during current year:										
17.1 By payment in full										
17.2 By payment on compromised claims										
17.3 Totals paid										
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements										
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
					No. of Policies					
19. In force December 31, previous year	29	5,524,891	+						29	5,524,891
20. Issued during year	2	409,431							2	409,431
21. Ceased to be in force during year (Net)	3	383,607							3	383,607
22. In force December 31 of current year	28	5,550,715	+						28	5,550,715

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF MARYLAND

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total				
1. Life insurance	8,411,459		257,956		8,669,415				
2. Annuity considerations	34,431		95,262		129,693				
3. Aggregate write-ins for other lines of business									
4. Totals	8,445,890		353,218		8,799,108				
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	677,607	X X X	475,546	X X X	1,153,153				
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)									
Life insurance:									
5.1 Paid in cash or left on deposit	18				18				
5.2 Applied to pay renewal premiums									
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	241				241				
5.4 Other									
5.5 Totals (sum of 5.1 to 5.4)	259				259				
Annuities:									
6.1 Paid in cash or left on deposit									
6.2 Applied to provide paid-up annuities									
6.3 Other									
6.4 Totals (sum of 6.1 to 6.3)									
7. Grand Totals (Lines 5.5 plus 6.4)	259				259				
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)									
8. Death benefits	1,015,800		11,288		1,027,088				
9. Matured endowments									
10. Annuity benefits			258,887		258,887				
11. Surrender values	1,413,788		2,560,340		3,974,128				
12. Aggregate write-ins for miscellaneous direct claims and benefits paid									
13. All other benefits, except accident and health									
14. Totals	2,429,588		2,830,515		5,260,103				
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS									
0301.									
0302.									
0303.									
0304.									
0305.									
0398. Summary of remaining write-ins for Line 3 from overflow page									
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)									
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID									
1201.									
1202.									
1203.									
1204.									
1205.									
1298. Summary of remaining write-ins for Line 12 from overflow page									
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)									
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)									
	2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group	5 Industrial		6 Total	
	No.	Amount	No. of Ind. Pols & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No. Amount
15. Unpaid December 31, previous year	1	35,351							1 35,351
16. Incurred during current year	10	1,122,081			1	50,000			11 1,172,081
Settled during current year:									
17.1 By payment in full	9	1,039,663			1	50,000			10 1,089,663
17.2 By payment on compromised claims									
17.3 Totals paid	9	1,039,663			1	50,000			10 1,089,663
17.4 Reduction by compromise									
17.5 Amount rejected									
17.6 Total settlements	9	1,039,663			1	50,000			10 1,089,663
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	2	117,769							2 117,769
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies			
19. In force December 31, previous year	1,739	846,138,972	+			7,364,546			1,739 853,503,518
20. Issued during year	404	169,263,315				2,435,285			404 171,698,600
21. Ceased to be in force during year (Net)	51	97,587,960				996,966			51 98,584,926
22. In force December 31 of current year	2,092	917,814,327	+			8,802,865			2,092 926,617,192

+Includes Individual Credit Life Insurance: previous year

; current year

Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year

; current year

Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year

NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Ac cepted and without deduc tion of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF MASSACHUSETTS

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	18,402,719		3,870,970		22,273,689
2. Annuity considerations	610,554		581,429		1,191,983
3. Aggregate write-ins for other lines of business					
4. Totals	19,013,273		4,452,399		23,465,672
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	3,499,159	X X X	(924,825)	X X X	2,574,334
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit	1,022				1,022
5.2 Applied to pay renewal premiums	2,663				2,663
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	4,997				4,997
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)	8,682				8,682
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)	8,682				8,682
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits	2,801,495		76,299		2,877,794
9. Matured endowments					
10. Annuity benefits	147,400		1,142,972		1,290,372
11. Surrender values	20,723,372		62,574,411		83,297,783
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals	23,672,267		63,793,682		87,465,949
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
No. Amount No. of Ind. Pols & Gr. Certifs. Amount No. of Certifs. Amount No. Amount No. Amount					
15. Unpaid December 31, previous year					
16. Incurred during current year	22	3,318,261			
Settled during current year:					
17.1 By payment in full	21	3,172,727			
17.2 By payment on compromised claims					
17.3 Totals paid	21	3,172,727			
17.4 Reduction by compromise					
17.5 Amount rejected					
17.6 Total settlements	21	3,172,727			
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	1	145,534			
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)			No. of Policies		
19. In force December 31, previous year	4,498	840,421,404	+		
20. Issued during year	504	195,433,506			
21. Ceased to be in force during year (Net)	317	3,546,167			
22. In force December 31 of current year	4,685	1,032,308,743	+		

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF MICHIGAN

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	12,450,121		1,958,347		14,408,468					
2. Annuity considerations	1,395,323				1,395,323					
3. Aggregate write-ins for other lines of business										
4. Totals	13,845,444		1,958,347		15,803,791					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	16,355,581	X X X	6,500,353	X X X	22,855,934					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	51				51					
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	51				51					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	51				51					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	4,535,509		1,254,229		5,789,738					
9. Matured endowments										
10. Annuity benefits	30,315		168,294		198,609					
11. Surrender values	925,919		2,264,388		3,190,307					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	5,491,743		3,686,911		9,178,654					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pals & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	8	2,015,274							8	2,015,274
16. Incurred during current year	12	931,155			4	234,623			16	1,165,778
Settled during current year:										
17.1 By payment in full	15	2,655,032			4	234,623			19	2,889,655
17.2 By payment on compromised claims	3	57,156							3	57,156
17.3 Totals paid	18	2,712,188			4	234,623			22	2,946,811
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	18	2,712,188			4	234,623			22	2,946,811
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	2	234,241							2	234,241
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	2,495	856,770,376	+			38,027,911			2,495	894,798,287
20. Issued during year	447	207,683,798				53,006,258			447	260,690,056
21. Ceased to be in force during year (Net)	220	83,127,813				1,806,597			220	84,934,410
22. In force December 31 of current year	2,722	981,326,361	+			89,227,572			2,722	1,070,553,933

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF MINNESOTA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)											2 Ordinary		3 Credit Life (Group and Individual)		4 Group		5 Industrial		6 Total	
1. Life insurance											7,165,490				352,116				7,517,606	
2. Annuity considerations											275,916				451,394				727,310	
3. Aggregate write-ins for other lines of business																				
4. Totals											7,441,406				803,510				8,244,916	
4.1 Annuity and other fund deposits — based on residence of identifiable individuals											11,167,190		X X X		801,478		X X X		11,968,668	
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)																				
Life insurance:																				
5.1 Paid in cash or left on deposit											1,410								1,410	
5.2 Applied to pay renewal premiums																				
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period											20,600								20,600	
5.4 Other																				
5.5 Totals (sum of 5.1 to 5.4)											22,010								22,010	
Annuities:																				
6.1 Paid in cash or left on deposit																				
6.2 Applied to provide paid-up annuities																				
6.3 Other																				
6.4 Totals (sum of 6.1 to 6.3)																				
7. Grand Totals (Lines 5.5 plus 6.4)											22,010								22,010	
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)																				
8. Death benefits											2,425,628				2,375				2,428,003	
9. Matured endowments																				
10. Annuity benefits											151,240				159,046				310,286	
11. Surrender values											6,404,576				9,530,563				15,935,139	
12. Aggregate write-ins for miscellaneous direct claims and benefits paid																				
13. All other benefits, except accident and health																				
14. Totals											8,981,444				9,691,984				18,673,428	
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS																				
0301.																				
0302.																				
0303.																				
0304.																				
0305.																				
0398. Summary of remaining write-ins for Line 3 from overflow page																				
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)																				
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID																				
1201.																				
1202.																				
1203.																				
1204.																				
1205.																				
1298. Summary of remaining write-ins for Line 12 from overflow page																				
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)																				
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)											2 Ordinary		3 Credit Life (Group and Individual)		4 Group		5 Industrial		6 Total	
											No.	Amount	No. of Ind. Pals & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year											3	1,000,000								
16. Incurred during current year											14	679,343							3	1,000,000
Settled during current year:																			14	679,343
17.1 By payment in full											14	1,608,909							14	1,608,909
17.2 By payment on compromised claims																				
17.3 Totals paid											14	1,608,909							14	1,608,909
17.4 Reduction by compromise																				
17.5 Amount rejected																				
17.6 Total settlements											14	1,608,909							14	1,608,909
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..											3	70,434							3	70,434
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)															No. of Policies					
19. In force December 31, previous year											1,800	579,330,352	+			7,532,886			1,800	586,863,238
20. Issued during year											447	103,938,262							447	103,938,262
21. Ceased to be in force during year (Net)											235	95,078,365				1,000,000			235	96,078,365
22. In force December 31 of current year											2,012	588,190,249	+			6,532,886			2,012	594,723,135

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF MISSISSIPPI

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	9,235,047		1,114,304		10,349,351					
2. Annuity considerations	220,068				220,068					
3. Aggregate write-ins for other lines of business										
4. Totals	9,455,115		1,114,304		10,569,419					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	925,738	X X X	70,615	X X X	996,353					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	20				20					
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	20				20					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	20				20					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	2,039,952		83,845		2,123,797					
9. Matured endowments										
10. Annuity benefits	41,618				41,618					
11. Surrender values	2,850,144		758,994		3,609,138					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	4,931,714		842,839		5,774,553					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pals & Gr. Certifs.	Amount	No.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	1	50,000							1	50,000
16. Incurred during current year	14	1,473,584			4	41,000			18	1,514,584
Settled during current year:										
17.1 By payment in full	14	1,434,912			4	41,000			18	1,475,912
17.2 By payment on compromised claims					4	41,000			18	1,475,912
17.3 Totals paid	14	1,434,912			4	41,000			18	1,475,912
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	14	1,434,912			4	41,000			18	1,475,912
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	1	88,672							1	88,672
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	2,753	595,136,246	+		35,639,070			2,753	630,775,316	
20. Issued during year	175	68,532,176			10,733,077			175	79,265,253	
21. Ceased to be in force during year (Net)	168	39,110,010			986,625			168	40,096,635	
22. In force December 31 of current year	2,760	624,558,412	+		45,385,522			2,760	669,943,934	

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF MISSOURI

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	8,492,981		13,655,311		22,148,292					
2. Annuity considerations	321,358		250,439		571,797					
3. Aggregate write-ins for other lines of business										
4. Totals	8,814,339		13,905,750		22,720,089					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	3,606,704	X X X	237,164	X X X	3,843,868					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	133				133					
5.2 Applied to pay renewal premiums	8,336				8,336					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	1,279				1,279					
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	9,748				9,748					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	9,748				9,748					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	3,861,855		645,337		4,507,192					
9. Matured endowments										
10. Annuity benefits	84,153		879,890		964,043					
11. Surrender values	5,052,105		10,404,087		15,456,192					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	8,998,113		11,929,314		20,927,427					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pals & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	1	50,000			2	104,610			3	154,610
16. Incurred during current year	15	3,357,687			9	388,765			24	3,746,452
Settled during current year:										
17.1 By payment in full	15	3,207,687			11	493,375			26	3,701,062
17.2 By payment on compromised claims										
17.3 Totals paid	15	3,207,687			11	493,375			26	3,701,062
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	15	3,207,687			11	493,375			26	3,701,062
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	1	200,000							1	200,000
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
19. In force December 31, previous year	2,645	692,403,119				38,428,558			2,645	730,831,677
20. Issued during year	457	195,811,146				40,674,475			457	236,485,621
21. Ceased to be in force during year (Net)	79	39,612,651				26,364,086			79	65,976,737
22. In force December 31 of current year	3,023	848,601,614				52,738,947			3,023	901,340,561

+Includes Individual Credit Life Insurance: previous year

; current year

Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year

; current year

Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year

; current year

NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF MONTANA

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	825,190		26,788		851,978
2. Annuity considerations	136,463				136,463
3. Aggregate write-ins for other lines of business					
4. Totals	961,653		26,788		988,441
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	375,296	X X X	(26,463)	X X X	348,833
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit	119				119
5.2 Applied to pay renewal premiums					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period					
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)	119				119
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)	119				119
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits	152,504				152,504
9. Matured endowments					
10. Annuity benefits	14,425				14,425
11. Surrender values	1,069,121		1,280,779		2,349,900
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals	1,236,050		1,280,779		2,516,829
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
	No. Amount	No. of Ind. Pols & Gr. Certifs. Amount	No. of Certifs. Amount	No. Amount	No. Amount
15. Unpaid December 31, previous year					
16. Incurred during current year	2 65,519				2 65,519
Settled during current year:					
17.1 By payment in full	2 65,519				2 65,519
17.2 By payment on compromised claims					
17.3 Totals paid	2 65,519				2 65,519
17.4 Reduction by compromise					
17.5 Amount rejected					
17.6 Total settlements	2 65,519				2 65,519
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..					
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)			No. of Policies		
19. In force December 31, previous year	918 83,203,297	+			918 85,389,095
20. Issued during year	51 7,017,517		2,185,798		51 7,017,517
21. Ceased to be in force during year (Net)	85 15,773,912		215,199		85 15,989,111
22. In force December 31 of current year	884 74,446,902	+	1,970,599		884 76,417,501

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) &					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF NEBRASKA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	2,684,620		340,859		3,025,479					
2. Annuity considerations	117,022				117,022					
3. Aggregate write-ins for other lines of business										
4. Totals	2,801,642		340,859		3,142,501					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	1,027,584	X X X	330,299	X X X	1,357,883					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	32				32					
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	32				32					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	32				32					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	286,884		9,637		296,521					
9. Matured endowments										
10. Annuity benefits	10,805		145,412		156,217					
11. Surrender values	674,569		2,764,890		3,439,459					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	972,258		2,919,939		3,892,197					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	1	50,002							1	50,002
16. Incurred during current year	5	348,017							5	348,017
Settled during current year:										
17.1 By payment in full	4	233,097							4	233,097
17.2 By payment on compromised claims										
17.3 Totals paid	4	233,097							4	233,097
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	4	233,097							4	233,097
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	2	164,922							2	164,922
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
19. In force December 31, previous year	1,735	227,985,044	+			8,313,675			1,735	236,298,719
20. Issued during year	90	17,467,665				1,196,308			90	18,663,973
21. Ceased to be in force during year (Net)	105	37,919,895				2,515,205			105	40,435,100
22. In force December 31 of current year	1,720	207,532,814	+			6,994,778			1,720	214,527,592

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF NEVADA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	4,606,423		63,053		4,669,476					
2. Annuity considerations	10,271				10,271					
3. Aggregate write-ins for other lines of business										
4. Totals	4,616,694		63,053		4,679,747					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	169,866	X X X	(38,463)	X X X	131,403					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	424				424					
5.2 Applied to pay renewal premiums	21,972				21,972					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	22,396				22,396					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	22,396				22,396					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	1,707,629		49,600		1,757,229					
9. Matured endowments										
10. Annuity benefits	9,157		259,811		268,968					
11. Surrender values	1,232,656		2,431,702		3,664,358					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	2,949,442		2,741,113		5,690,555					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	1	300,000							1	300,000
16. Incurred during current year	4	1,280,000							4	1,280,000
Settled during current year:										
17.1 By payment in full	5	1,580,000							5	1,580,000
17.2 By payment on compromised claims										
17.3 Totals paid	5	1,580,000							5	1,580,000
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	5	1,580,000							5	1,580,000
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	1,684	405,132,445	+			5,494,468			1,684	410,626,913
20. Issued during year	131	77,734,604							131	77,734,604
21. Ceased to be in force during year (Net)	66	59,522,077				100,000			66	59,622,077
22. In force December 31 of current year	1,749	423,344,972	+			5,394,468			1,749	428,739,440

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF NEW HAMPSHIRE

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	191,202		(827)		190,375					
2. Annuity considerations										
3. Aggregate write-ins for other lines of business										
4. Totals	191,202		(827)		190,375					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals		X X X	16,757	X X X	16,757					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)										
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)										
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	350,403		443,282		793,685					
9. Matured endowments										
10. Annuity benefits										
11. Surrender values	9,060		609,485		618,545					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	359,463		1,052,767		1,412,230					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group	5 Industrial		6 Total		
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year					2	440,851			2	440,851
Settled during current year:										
17.1 By payment in full	(1)	(250,000)			2	440,851			1	190,851
17.2 By payment on compromised claims	1	250,000							1	250,000
17.3 Totals paid					2	440,851			2	440,851
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements					2	440,851			2	440,851
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	96	40,005,917	+						96	40,005,917
20. Issued during year	9	3,177,444							9	3,177,444
21. Ceased to be in force during year (Net)	19	11,748,166							19	11,748,166
22. In force December 31 of current year	86	31,435,195	+						86	31,435,195

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGII and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF NEW JERSEY

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	4,667,962		2,181,974		6,849,936
2. Annuity considerations	584,350				584,350
3. Aggregate write-ins for other lines of business					
4. Totals	5,252,312		2,181,974		7,434,286
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	4,433,907	X X X	376,202	X X X	4,810,109
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit	2				2
5.2 Applied to pay renewal premiums					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period					
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)	2				2
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)	2				2
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits	1,814,235		1,419,489		3,233,724
9. Matured endowments					
10. Annuity benefits	65,045		204,612		269,657
11. Surrender values	1,228,237		6,083,425		7,311,662
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals	3,107,517		7,707,526		10,815,043
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
No. Amount No. of Ind. Pols & Gr. Certifs. Amount No. of Certifs. Amount No. Amount No. Amount					
15. Unpaid December 31, previous year					
16. Incurred during current year	5 1,515,753		1 15,690		1 15,690
Settled during current year:			7 1,463,533		12 2,979,286
17.1 By payment in full	5 1,515,753		8 1,479,223		13 2,994,976
17.2 By payment on compromised claims			8 1,479,223		13 2,994,976
17.3 Totals paid	5 1,515,753		8 1,479,223		13 2,994,976
17.4 Reduction by compromise					
17.5 Amount rejected					
17.6 Total settlements	5 1,515,753		8 1,479,223		13 2,994,976
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..					
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)			No. of Policies		
19. In force December 31, previous year	926 395,155,878				926 418,051,946
20. Issued during year	232 75,610,358	+	22,896,068		232 99,355,518
21. Ceased to be in force during year (Net)	177 86,118,954		23,745,160		177 86,189,363
22. In force December 31 of current year	981 384,647,282	+	70,409		981 431,218,101
			46,570,819		

*Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF NEW MEXICO

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	1,712,055		240,631		1,952,686					
2. Annuity considerations	209,735				209,735					
3. Aggregate write-ins for other lines of business										
4. Totals	1,921,790		240,631		2,162,421					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	1,766,001	X X X	50,406	X X X	1,816,407					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	26				26					
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	906				906					
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	932				932					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	932				932					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	4,012				4,012					
9. Matured endowments										
10. Annuity benefits			11,410		11,410					
11. Surrender values	712,821		4,264,267		4,977,088					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	716,833		4,275,677		4,992,510					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pals & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year										
Settled during current year:										
17.1 By payment in full										
17.2 By payment on compromised claims										
17.3 Totals paid										
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements										
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	709	201,828,769	+		3,590,750			709	205,419,519	
20. Issued during year	79	42,782,164						79	42,782,164	
21. Ceased to be in force during year (Net)	64	34,659,206						64	34,659,206	
22. In force December 31 of current year	724	209,951,727	+		3,590,750			724	213,542,477	

+Includes Individual Credit Life Insurance: previous year

; current year

Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year

; current year

Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year

NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF NEW YORK

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	3,241,165		42,205		3,283,370					
2. Annuity considerations										
3. Aggregate write-ins for other lines of business										
4. Totals	3,241,165		42,205		3,283,370					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	225	X X X	47,119,409	X X X	47,119,634					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)										
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)										
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	1,002,444		100,521		1,102,965					
9. Matured endowments										
10. Annuity benefits			9,709		9,709					
11. Surrender values	1,669,803		7,549,210		9,219,013					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	2,672,247		7,659,440		10,331,687					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year	3	914,364			1 (1)	35,000 (35,000)			1 2	35,000 879,364
Settled during current year:										
17.1 By payment in full	4	949,364							4	949,364
17.2 By payment on compromised claims	4	949,364							4	949,364
17.3 Totals paid	(1)	(35,000)							(1)	(35,000)
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	3	914,364							3	914,364
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	567	265,567,165	+			797,937			567	266,365,102
20. Issued during year	177	161,659,385							177	161,659,385
21. Ceased to be in force during year (Net)	132	59,197,538				94,572			132	59,292,110
22. In force December 31 of current year	612	368,029,012	+			703,365			612	368,732,377

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF NORTH CAROLINA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	9,703,225		754,958		10,458,183					
2. Annuity considerations	26,411		189,096		215,507					
3. Aggregate write-ins for other lines of business										
4. Totals	9,729,636		944,054		10,673,690					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	2,736,943	X X X	1,386,722	X X X	4,123,665					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	2,651				2,651					
5.2 Applied to pay renewal premiums	1,748				1,748					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	21,205				21,205					
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	25,604				25,604					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	25,604				25,604					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	1,328,935		19,763		1,348,698					
9. Matured endowments										
10. Annuity benefits	265,402		512,574		777,976					
11. Surrender values	4,336,771		9,096,161		13,432,932					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	5,931,108		9,628,498		15,559,606					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	6	600,000							6	600,000
16. Incurred during current year	10	1,031,781			1	3,506			11	1,035,287
Settled during current year:										
17.1 By payment in full	12	1,146,781			1	3,506			13	1,150,287
17.2 By payment on compromised claims										
17.3 Totals paid	12	1,146,781			1	3,506			13	1,150,287
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	12	1,146,781			1	3,506			13	1,150,287
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	4	485,000							4	485,000
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	4,213	769,618,051	+			28,797,206			4,213	798,415,257
20. Issued during year	696	168,673,927				398,769			696	169,072,696
21. Ceased to be in force during year (Net)	267	49,927,417				999,503			267	50,926,920
22. In force December 31 of current year	4,642	888,364,561	+			28,196,472			4,642	916,561,033

*Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF NORTH DAKOTA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	1,343,538		41,065		1,384,603					
2. Annuity considerations	104,410				104,410					
3. Aggregate write-ins for other lines of business										
4. Totals	1,447,948		41,065		1,489,013					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	348,044	X X X	958,508	X X X	1,306,552					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	703				703					
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	703				703					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	703				703					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	261,276				261,276					
9. Matured endowments										
10. Annuity benefits			108,818		108,818					
11. Surrender values	863,384		1,137,429		2,000,813					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	1,124,660		1,246,247		2,370,907					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	1	30,000								
16. Incurred during current year	3	293,343							1	30,000
Settled during current year:									3	293,343
17.1 By payment in full	4	323,343							4	323,343
17.2 By payment on compromised claims	4	323,343							4	323,343
17.3 Totals paid	4	323,343							4	323,343
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	4	323,343							4	323,343
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	767	104,470,244	+			2,564,406			767	107,034,650
20. Issued during year	32	7,893,806							32	7,893,806
21. Ceased to be in force during year (Net)	26	2,317,091				100,000			26	2,417,091
22. In force December 31 of current year	773	110,046,959	+			2,464,406			773	112,511,365

*Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	13,758,477		1,503,304		15,261,781
2. Annuity considerations	870,090				870,090
3. Aggregate write-ins for other lines of business					
4. Totals	14,628,567		1,503,304		16,131,871
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	6,812,097	X X X	371,681	X X X	7,183,778
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit					
5.2 Applied to pay renewal premiums					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period					
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)					
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits	3,337,705		204,143		3,541,848
9. Matured endowments					
10. Annuity benefits	17,718		111,230		128,948
11. Surrender values	13,249,482		4,877,697		18,127,179
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals	16,604,905		5,193,070		21,797,975
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
	No. Amount	No. of Ind. Pals & Gr. Certifs. Amount	No. of Certifs. Amount	No. Amount	No. Amount
15. Unpaid December 31, previous year	2 252,496		1 200,000		3 452,496
16. Incurred during current year	16 2,691,158		4 4,006		20 2,695,164
Settled during current year:					
17.1 By payment in full	14 2,735,499		5 204,006		19 2,939,505
17.2 By payment on compromised claims	1 27,496				1 27,496
17.3 Totals paid	15 2,762,995		5 204,006		20 2,967,001
17.4 Reduction by compromise					
17.5 Amount rejected					
17.6 Total settlements	15 2,762,995		5 204,006		20 2,967,001
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	3 180,659				3 180,659
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)			No. of Policies		
19. In force December 31, previous year	3,402 915,899,824	+	35,301,041		3,402 951,200,865
20. Issued during year	367 148,869,305				367 148,869,305
21. Ceased to be in force during year (Net)	238 48,725,603		1,000,000		238 49,725,603
22. In force December 31 of current year	3,531 1,016,043,526	+	34,301,041		3,531 1,050,344,567

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF OKLAHOMA

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	3,537,301		234,863		3,772,164
2. Annuity considerations	64,497		(44,422)		20,075
3. Aggregate write-ins for other lines of business					
4. Totals	3,601,798		190,441		3,792,239
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	353,258	X X X	479,990	X X X	833,248
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit					
5.2 Applied to pay renewal premiums					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period					
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)					
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits	2,643,837		18,325		2,662,162
9. Matured endowments					
10. Annuity benefits			96,323		96,323
11. Surrender values	1,462,454		3,033,847		4,496,301
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals	4,106,291		3,148,495		7,254,786
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
	No. Amount	No. of Ind. Pals & Gr. Certifs. Amount	No. of Certifs. Amount	No. Amount	No. Amount
15. Unpaid December 31, previous year	1 50,000				1 50,000
16. Incurred during current year	14 2,636,647				14 2,636,647
Settled during current year:					
17.1 By payment in full	14 2,685,497				14 2,685,497
17.2 By payment on compromised claims	14 2,685,497				14 2,685,497
17.3 Totals paid	14 2,685,497				14 2,685,497
17.4 Reduction by compromise					
17.5 Amount rejected					
17.6 Total settlements	14 2,685,497				14 2,685,497
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	1 1,150				1 1,150
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)			No. of Policies		
19. In force December 31, previous year	1,359 361,391,869	+			1,359 372,856,995
20. Issued during year	104 47,016,532		11,465,126		104 51,050,674
21. Ceased to be in force during year (Net)	148 70,893,035		4,034,142		148 73,694,711
22. In force December 31 of current year	1,315 337,515,366	+	2,801,676		1,315 350,212,958
			12,697,592		

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF OREGON

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	3,670,849		130,715		3,801,564
2. Annuity considerations					
3. Aggregate write-ins for other lines of business					
4. Totals	3,670,849		130,715		3,801,564
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	30,250	X X X	(26,655)	X X X	3,595
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit	22,318				22,318
5.2 Applied to pay renewal premiums	662				662
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	3,658				3,658
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)	26,638				26,638
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)	26,638				26,638
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits	593,220		23,614		616,834
9. Matured endowments					
10. Annuity benefits	42,878		915,755		958,633
11. Surrender values	1,427,617		12,111,038		13,538,655
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals	2,063,715		13,050,407		15,114,122
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
	No. Amount	No. of Ind. Pol's & Gr. Certifs. Amount	No. of Certifs. Amount	No. Amount	No. Amount
15. Unpaid December 31, previous year	1 5,000				1 5,000
16. Incurred during current year	9 410,255		1 23,613		10 433,868
Settled during current year:					
17.1 By payment in full	9 390,255		1 23,613		10 413,868
17.2 By payment on compromised claims					
17.3 Totals paid	9 390,255		1 23,613		10 413,868
17.4 Reduction by compromise					
17.5 Amount rejected					
17.6 Total settlements	9 390,255		1 23,613		10 413,868
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	1 25,000				1 25,000
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)			No. of Policies		
19. In force December 31, previous year	3,441 425,676,672	+			3,441 432,764,240
20. Issued during year	121 46,564,116				121 47,880,055
21. Ceased to be in force during year (Net)	476 92,830,076				476 94,088,971
22. In force December 31 of current year	3,086 379,410,712	+			3,086 386,555,324

*Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable	310	518		1,540	1,540
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)	310	518		1,540	1,540
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)	310	518		1,540	1,540

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF PENNSYLVANIA

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life (Group and Individual)		4 Group	5 Industrial		6 Total		
1. Life insurance	9,870,084				3,853,593			13,723,677		
2. Annuity considerations	1,125,935				756,537			1,882,472		
3. Aggregate write-ins for other lines of business										
4. Totals	10,996,019				4,610,130			15,606,149		
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	17,428,944		X X X		778,189	X X X		18,207,133		
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	323							323		
5.2 Applied to pay renewal premiums	8,505							8,505		
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	4,293							4,293		
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	13,121							13,121		
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	13,121							13,121		
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	5,162,359				753,380			5,915,739		
9. Matured endowments										
10. Annuity benefits	311,880				2,897,190			3,209,070		
11. Surrender values	11,767,775				142,316,827			154,084,602		
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	17,242,014				145,967,397			163,209,411		
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	2 Ordinary		3 Credit Life (Group and Individual)		4 Group		5 Industrial		6 Total	
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	7	277,156							7	277,156
16. Incurred during current year	19	6,237,496			10	427,917			29	6,665,413
Settled during current year:										
17.1 By payment in full	21	6,106,447			10	427,917			31	6,534,364
17.2 By payment on compromised claims										
17.3 Totals paid	21	6,106,447			10	427,917			31	6,534,364
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	21	6,106,447			10	427,917			31	6,534,364
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..	5	408,205							5	408,205
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
					No. of Policies					
19. In force December 31, previous year	4,031	1,080,785,538	+			140,720,836			4,031	1,221,506,374
20. Issued during year	475	226,222,961				77,345,975			475	303,568,936
21. Ceased to be in force during year (Net)	184	82,024,115				36,181,037			184	118,205,152
22. In force December 31 of current year	4,322	1,224,984,384	+			181,885,774			4,322	1,406,870,158

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Noncancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	1,270,349		219,528		1,489,877
2. Annuity considerations	227,200				227,200
3. Aggregate write-ins for other lines of business					
4. Totals	1,497,549		219,528		1,717,077
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	102,996	X X X	915,857	X X X	1,018,853
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit					
5.2 Applied to pay renewal premiums					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period					
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)					
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits					
9. Matured endowments					
10. Annuity benefits					
11. Surrender values	1,007,431		180,287		180,287
12. Aggregate write-ins for miscellaneous direct claims and benefits paid			6,833,625		7,841,056
13. All other benefits, except accident and health					
14. Totals	1,007,431		7,013,912		8,021,343
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total
	No. Amount	No. of Ind. Pcls & Gr. Certifs. Amount	No. of Certifs. Amount	No. Amount	No. Amount
15. Unpaid December 31, previous year	1 61,528				1 61,528
16. Incurred during current year					
Settled during current year:					
17.1 By payment in full	1 65,000				1 65,000
17.2 By payment on compromised claims					
17.3 Totals paid	1 65,000				1 65,000
17.4 Reduction by compromise					
17.5 Amount rejected					
17.6 Total settlements	1 65,000				1 65,000
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..					
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)			No. of Policies		
19. In force December 31, previous year	513 128,659,726	+	12,724,603		513 141,384,329
20. Issued during year	39 21,449,525		957,047		39 22,406,572
21. Ceased to be in force during year (Net)	33 19,173,740		2,637,437		33 21,811,177
22. In force December 31 of current year	519 130,935,511	+	11,044,213		519 141,979,724

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) &					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF SOUTH CAROLINA

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	3,952,005		238,368		4,190,373					
2. Annuity considerations			269,687		269,687					
3. Aggregate write-ins for other lines of business										
4. Totals	3,952,005		508,055		4,460,060					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	827,342	X X X	117,266	X X X	944,608					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	622				622					
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	622				622					
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	622				622					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	915,341		48,095		963,436					
9. Matured endowments										
10. Annuity benefits			114,251		114,251					
11. Surrender values	693,185		9,678,008		10,371,193					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	1,608,526		9,840,354		11,448,880					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life (Group and Individual)		4 Group	5 Industrial		6 Total		
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year	6	1,052,135			1	6,803			7	1,058,938
Settled during current year:										
17.1 By payment in full	6	1,052,135			1	6,803			7	1,058,938
17.2 By payment on compromised claims	6	1,052,135			1	6,803			7	1,058,938
17.3 Totals paid	6	1,052,135			1	6,803			7	1,058,938
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	6	1,052,135			1	6,803			7	1,058,938
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
					No. of Policies					
19. In force December 31, previous year	2,207	423,350,147	+			6,461,119			2,207	429,811,266
20. Issued during year	183	41,866,346				574,228			183	42,440,574
21. Ceased to be in force during year (Net)	50	43,376,723				999,285			50	44,376,008
22. In force December 31 of current year	2,340	421,839,770	+			6,036,062			2,340	427,875,832

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF SOUTH DAKOTA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	2,262,332		181,681		2,444,013					
2. Annuity considerations	38,994				38,994					
3. Aggregate write-ins for other lines of business										
4. Totals	2,301,326		181,681		2,483,007					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	149,216	X X X	17,904	X X X	167,120					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)										
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)										
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	240				240					
9. Matured endowments										
10. Annuity benefits			53,257		53,257					
11. Surrender values	817,185		318,166		1,135,351					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	817,425		371,423		1,188,848					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pals & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year	2	60,000							2	60,000
Settled during current year:										
17.1 By payment in full	1	30,000							1	30,000
17.2 By payment on compromised claims	1	30,000							1	30,000
17.3 Totals paid										
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	1	30,000							1	30,000
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	1	30,000							1	30,000
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	1,500	182,758,007	+			9,036,601			1,500	191,794,608
20. Issued during year	131	23,027,465							131	23,027,465
21. Ceased to be in force during year (Net)	6	16,890,109				1,260,748			6	18,150,857
22. In force December 31 of current year	1,625	188,895,363	+			7,775,853			1,625	196,671,216

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life (Group and Individual)		4 Group		5 Industrial		6 Total	
1. Life insurance	8,118,723				786,903				8,905,626	
2. Annuity considerations	125,456								125,456	
3. Aggregate write-ins for other lines of business										
4. Totals	8,244,179				786,903				9,031,082	
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	1,539,371		X X X		255,207		X X X		1,794,578	
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	820								820	
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	1,010								1,010	
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	1,830								1,830	
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	1,830								1,830	
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	2,532,639				37,384				2,570,023	
9. Matured endowments										
10. Annuity benefits	8,948				162,666				171,614	
11. Surrender values	2,449,027				4,506,295				6,955,322	
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	4,990,614				4,706,345				9,696,959	
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	2 Ordinary		3 Credit Life (Group and Individual)		4 Group		5 Industrial		6 Total	
	No.	Amount	No. of Ind. Pals & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year	14	2,342,235			2	29,000			16	2,371,235
Settled during current year:										
17.1 By payment in full	14	2,342,235			2	29,000			16	2,371,235
17.2 By payment on compromised claims	14	2,342,235			2	29,000			16	2,371,235
17.3 Totals paid	14	2,342,235			2	29,000			16	2,371,235
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	14	2,342,235			2	29,000			16	2,371,235
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
					No. of Policies					
19. In force December 31, previous year	3,124	767,817,556	+			41,931,481			3,124	809,749,037
20. Issued during year	327	99,033,209				3,416,265			327	102,449,474
21. Ceased to be in force during year (Net)	300	123,704,805				604,527			300	124,309,332
22. In force December 31 of current year	3,151	743,145,960	+			44,743,219			3,151	787,889,179

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life (Group and Individual)		4 Group		5 Industrial		6 Total	
1. Life insurance	48,367,105				2,115,483				50,482,588	
2. Annuity considerations	3,115,351				233,919				3,349,270	
3. Aggregate write-ins for other lines of business										
4. Totals	51,482,456				2,349,402				53,831,858	
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	16,916,649		X X X		19,967,273		X X X		36,883,922	
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit	20,606								20,606	
5.2 Applied to pay renewal premiums	108								108	
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	27,032								27,032	
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)	47,746								47,746	
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)	47,746								47,746	
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits	10,505,486				1,341,409				11,846,895	
9. Matured endowments										
10. Annuity benefits	98,727				299,596				398,323	
11. Surrender values	18,202,511				25,961,216				44,163,727	
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	28,806,724				27,602,221				56,408,945	
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pols & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	12	2,520,926			1	10,673			13	2,531,599
16. Incurred during current year	55	13,211,617			3	1,062,550			58	14,274,167
Settled during current year:										
17.1 By payment in full	55	9,702,105			3	1,048,223			58	10,750,328
17.2 By payment on compromised claims										
17.3 Totals paid	55	9,702,105			3	1,048,223			58	10,750,328
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	55	9,702,105			3	1,048,223			58	10,750,328
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	12	6,030,438			1	25,000			13	6,055,438
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
19. In force December 31, previous year	14,734	5,253,296,502	+			188,426,489			14,734	5,441,722,991
20. Issued during year	1,901	842,246,433				1,400,263			1,901	843,646,696
21. Ceased to be in force during year (Net)	2,177	1,111,472,884				63,588,520			2,177	1,175,061,404
22. In force December 31 of current year	14,458	4,984,070,051	+			126,238,232			14,458	5,110,308,283

+Includes Individual Credit Life Insurance: previous year : current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year : current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year : current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF UTAH

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	3,068,226		241,820		3,310,046
2. Annuity considerations	49,000				49,000
3. Aggregate write-ins for other lines of business					
4. Totals	3,117,226		241,820		3,359,046
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	1,599,778	X X X	494,190	X X X	2,093,968
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit	14				14
5.2 Applied to pay renewal premiums					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	235				235
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)	249				249
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)	249				249
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits	238,835		138,593		377,428
9. Matured endowments					
10. Annuity benefits	79,189		44,302		123,491
11. Surrender values	4,483,539		3,031,632		7,515,171
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals	4,801,563		3,214,527		8,016,090
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
	No. Amount	No. of Ind. Pols & Gr. Certifs. Amount	No. of Certifs. Amount	No. Amount	No. Amount
15. Unpaid December 31, previous year	1 50,000				1 50,000
16. Incurred during current year	1 185,112				1 185,112
Settled during current year:					
17.1 By payment in full	2 235,112				2 235,112
17.2 By payment on compromised claims					
17.3 Totals paid	2 235,112				2 235,112
17.4 Reduction by compromise					
17.5 Amount rejected					
17.6 Total settlements	2 235,112				2 235,112
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..					
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)			No. of Policies		
19. In force December 31, previous year	1,572 354,673,942	+			1,572 364,234,379
20. Issued during year	99 37,496,000				99 37,496,000
21. Ceased to be in force during year (Net)	161 72,172,120				161 72,847,849
22. In force December 31 of current year	1,510 319,997,822	+			1,510 328,882,530

*Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF VERMONT

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	16,252				16,252					
2. Annuity considerations										
3. Aggregate write-ins for other lines of business										
4. Totals	16,252				16,252					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals		X X X		X X X						
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)										
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)										
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits										
9. Matured endowments										
10. Annuity benefits										
11. Surrender values	5,511		71,991		77,502					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	5,511		71,991		77,502					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group		5 Industrial		6 Total	
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year										
Settled during current year:										
17.1 By payment in full										
17.2 By payment on compromised claims										
17.3 Totals paid										
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements										
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	28	2,748,771	+						28	2,748,771
20. Issued during year	3	2,610,121							3	2,610,121
21. Ceased to be in force during year (Net)	6	3,248,387							6	3,248,387
22. In force December 31 of current year	25	2,110,505	+						25	2,110,505

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF VIRGINIA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	10,293,395		355,178		10,648,573
2. Annuity considerations	158,521		193,435		351,956
3. Aggregate write-ins for other lines of business					
4. Totals	10,451,916		548,613		11,000,529
4.1 Annuity and other fund deposits—based on residence of identifiable individuals	3,933,966	X X X	316,323	X X X	4,250,289
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit	6,811				6,811
5.2 Applied to pay renewal premiums	5,152				5,152
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	2,434				2,434
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)	14,397				14,397
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)	14,397				14,397
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits	3,145,728		602,593		3,748,321
9. Matured endowments					
10. Annuity benefits			224,191		224,191
11. Surrender values	3,825,786		7,889,358		11,715,144
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals	6,971,514		8,716,142		15,687,656
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total
	No. Amount	No. of Ind. Pals & Gr. Certifs. Amount	No. of Certifs. Amount	No. Amount	No. Amount
15. Unpaid December 31, previous year	3 334,433				3 334,433
16. Incurred during current year	6 1,167,453		4 520,645		10 1,688,098
Settled during current year:					
17.1 By payment in full	8 1,476,886		4 520,645		12 1,997,531
17.2 By payment on compromised claims					
17.3 Totals paid	8 1,476,886		4 520,645		12 1,997,531
17.4 Reduction by compromise					
17.5 Amount rejected					
17.6 Total settlements	8 1,476,886		4 520,645		12 1,997,531
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	1 25,000				1 25,000
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
19. In force December 31, previous year	2,352 850,240,444	+			2,352 885,289,711
20. Issued during year	390 172,110,758		35,049,267		390 173,187,435
21. Ceased to be in force during year (Net)	16 45,431,688		1,076,677		16 47,873,418
22. In force December 31 of current year	2,726 976,919,514	+	2,441,730		2,726 1,010,603,728
			33,684,214		

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF WASHINGTON

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	7,686,310		509,275		8,195,585
2. Annuity considerations	219,837		84,298		304,135
3. Aggregate write-ins for other lines of business					
4. Totals	7,906,147		593,573		8,499,720
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	5,427,637	X X X	462,454	X X X	5,890,091
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit	10,753				10,753
5.2 Applied to pay renewal premiums	9,011				9,011
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	2,044				2,044
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)	21,808				21,808
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)	21,808				21,808
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits	3,010,080		74,971		3,085,051
9. Matured endowments					
10. Annuity benefits	250,253		706,065		956,318
11. Surrender values	21,589,319		24,071,482		45,660,801
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals	24,849,652		24,852,518		49,702,170
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
	No. Amount	No. of Ind. Pals & Gr. Certifs. Amount	No. of Certifs. Amount	No. Amount	No. Amount
15. Unpaid December 31, previous year	2 107,530				2 107,530
16. Incurred during current year	35 2,914,920		2 274,500		37 3,189,420
Settled during current year:					
17.1 By payment in full	34 2,768,785		1 74,500		35 2,843,285
17.2 By payment on compromised claims					
17.3 Totals paid	34 2,768,785		1 74,500		35 2,843,285
17.4 Reduction by compromise					
17.5 Amount rejected					
17.6 Total settlements	34 2,768,785		1 74,500		35 2,843,285
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	3 253,665		1 200,000		4 453,665
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)			No. of Policies		
19. In force December 31, previous year	4,573 809,862,426	+			4,573 848,605,024
20. Issued during year	373 113,167,558				373 113,167,558
21. Ceased to be in force during year (Net)	477 132,973,642				477 135,611,216
22. In force December 31 of current year	4,469 790,056,342	+			4,469 826,161,366

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable	183	175			
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)	183	175			
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)	183	175			

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF WEST VIRGINIA

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)											2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group		5 Industrial		6 Total	
1. Life insurance											161,179				24,572				185,751	
2. Annuity considerations																				
3. Aggregate write-ins for other lines of business																				
4. Totals											161,179				24,572				185,751	
4.1 Annuity and other fund deposits — based on residence of identifiable individuals											66,391		X X X				X X X		66,391	
1 DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)																				
Life insurance:																				
5.1 Paid in cash or left on deposit																				
5.2 Applied to pay renewal premiums																				
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period											1,863								1,863	
5.4 Other																				
5.5 Totals (sum of 5.1 to 5.4)											1,863								1,863	
Annuities:																				
6.1 Paid in cash or left on deposit																				
6.2 Applied to provide paid-up annuities																				
6.3 Other																				
6.4 Totals (sum of 6.1 to 6.3)																				
7. Grand Totals (Lines 5.5 plus 6.4)											1,863								1,863	
1 DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)																				
8. Death benefits											1,000,767								1,000,767	
9. Matured endowments																				
10. Annuity benefits																				
11. Surrender values											274,621		887 591,986						887 866,607	
12. Aggregate write-ins for miscellaneous direct claims and benefits paid																				
13. All other benefits, except accident and health																				
14. Totals											1,275,388				592,873				1,868,261	
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS																				
0301.																				
0302.																				
0303.																				
0304.																				
0305.																				
0398. Summary of remaining write-ins for Line 3 from overflow page																				
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)																				
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID																				
1201.																				
1202.																				
1203.																				
1204.																				
1205.																				
1298. Summary of remaining write-ins for Line 12 from overflow page																				
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)																				
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)											2 Ordinary		3 Credit Life ^a (Group and Individual)		4 Group		5 Industrial		6 Total	
											No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year																				
16. Incurred during current year																				
Settled during current year:																				
17.1 By payment in full																				
17.2 By payment on compromised claims																				
17.3 Totals paid																				
17.4 Reduction by compromise																				
17.5 Amount rejected																				
17.6 Total settlements																				
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..																				
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)															No. of Policies					
19. In force December 31, previous year											67	9,413,855	+			526,863			67	9,940,718
20. Issued during year											3	3,111,673						3	3,111,673	
21. Ceased to be in force during year (Net)											9	2,288,698				51,871		9	2,340,569	
22. In force December 31 of current year											61	10,236,830	+			474,992		61	10,711,822	

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF WISCONSIN

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	5,129,681		670,725		5,800,406
2. Annuity considerations	415,578				415,578
3. Aggregate write-ins for other lines of business					
4. Totals	5,545,259		670,725		6,215,984
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	2,816,524	X X X	1,279,517	X X X	4,096,041
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit	88				88
5.2 Applied to pay renewal premiums					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period	1,475				1,475
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)	1,563				1,563
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)	1,563				1,563
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits	1,012,254		(18)		1,012,236
9. Matured endowments					
10. Annuity benefits	119,544		375,342		494,886
11. Surrender values	4,529,924		23,321,255		27,851,179
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals	5,661,722		23,696,579		29,358,301
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total
	No. Amount	No. of Ind. Pals & Gr. Certifs. Amount	No. of Certifs. Amount	No. Amount	No. Amount
15. Unpaid December 31, previous year	1 1,000,000				1 1,000,000
16. Incurred during current year	4 (749,226)		1 184,830		5 (564,396)
Settled during current year:					
17.1 By payment in full	5 250,774				5 250,774
17.2 By payment on compromised claims					
17.3 Totals paid	5 250,774				5 250,774
17.4 Reduction by compromise					
17.5 Amount rejected					
17.6 Total settlements	5 250,774				5 250,774
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..			1 184,830		1 184,830
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
			No. of Policies		
19. In force December 31, previous year	1,828 455,397,319	+			1,828 465,484,304
20. Issued during year	271 128,813,059		10,086,985		271 129,339,435
21. Ceased to be in force during year (Net)	293 90,908,435		526,376		293 91,907,779
22. In force December 31 of current year	1,806 493,301,943	+	9,614,017		1,806 502,915,960

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF WYOMING

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	760,006		54,677		814,683					
2. Annuity considerations	10,000				10,000					
3. Aggregate write-ins for other lines of business										
4. Totals	770,006		54,677		824,683					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	1,221,701	X X X	40,092	X X X	1,261,793					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)										
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)										
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits										
9. Matured endowments										
10. Annuity benefits			71,162		71,162					
11. Surrender values	230,023		2,917,954		3,147,977					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals	230,023		2,989,116		3,219,139					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life (Group and Individual)		4 Group	5 Industrial		6 Total		
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year	1	75,000							1	75,000
16. Incurred during current year	(1)	(75,000)							(1)	(75,000)
Settled during current year:										
17.1 By payment in full										
17.2 By payment on compromised claims										
17.3 Totals paid										
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements										
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
					No. of Policies					
19. In force December 31, previous year	598	73,406,703	+						598	73,406,703
20. Issued during year	7	1,279,873							7	1,279,873
21. Ceased to be in force during year (Net)	23	7,045,904							23	7,045,904
22. In force December 31 of current year	582	67,640,672	+						582	67,640,672

^aIncludes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^aBusiness not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF AMERICAN SAMOA

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	285				285					
2. Annuity considerations										
3. Aggregate write-ins for other lines of business										
4. Totals	285				285					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals		X X X		X X X						
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)										
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)										
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits										
9. Matured endowments										
10. Annuity benefits										
11. Surrender values										
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals										
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pals & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year										
Settled during current year:										
17.1 By payment in full										
17.2 By payment on compromised claims										
17.3 Totals paid										
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements										
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year			+							
20. Issued during year										
21. Ceased to be in force during year (Net)										
22. In force December 31 of current year			+							

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF GUAM

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	66,539				66,539
2. Annuity considerations					
3. Aggregate write-ins for other lines of business					
4. Totals	66,539				66,539
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	1,084	X X X		X X X	1,084
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit					
5.2 Applied to pay renewal premiums					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period					
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)					
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits					
9. Matured endowments					
10. Annuity benefits					
11. Surrender values					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total
	No. Amount	No. of Ind. Pols & Gr. Certifs. Amount	No. of Certifs. Amount	No. Amount	No. Amount
15. Unpaid December 31, previous year					
16. Incurred during current year					
Settled during current year:					
17.1 By payment in full					
17.2 By payment on compromised claims					
17.3 Totals paid					
17.4 Reduction by compromise					
17.5 Amount rejected					
17.6 Total settlements					
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..					
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)			No. of Policies		
19. In force December 31, previous year	41	1,269,233	+		41 1,269,233
20. Issued during year					
21. Ceased to be in force during year (Net)	2	110,502			2 110,502
22. In force December 31 of current year	39	1,158,731	+		39 1,158,731

^aIncludes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) ^a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

^a Business not exceeding 120 months duration.

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	476,938				476,938					
2. Annuity considerations	53,985				53,985					
3. Aggregate write-ins for other lines of business										
4. Totals	530,923				530,923					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	12,828	X X X		X X X	12,828					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)										
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)										
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits										
9. Matured endowments										
10. Annuity benefits										
11. Surrender values										
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals										
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 Credit Life (Group and Individual)		4 Group	5 Industrial		6 Total		
	No.	Amount	No. of Ind. Pols & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year										
Settled during current year:										
17.1 By payment in full										
17.2 By payment on compromised claims										
17.3 Totals paid										
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements										
18. Unpaid Dec. 31, current year (15 + 16 — 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	11	2,200,347	+						11	2,200,347
20. Issued during year										
21. Ceased to be in force during year (Net)	8	1,300,000							8	1,300,000
22. In force December 31 of current year	3	900,347	+						3	900,347

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF U.S. VIRGIN IS.

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	1,228		228,662		229,890
2. Annuity considerations					
3. Aggregate write-ins for other lines of business					
4. Totals	1,228		228,662		229,890
4.1 Annuity and other fund deposits — based on residence of identifiable individuals		X X X	1,651,704	X X X	1,651,704
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit					
5.2 Applied to pay renewal premiums					
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period					
5.4 Other					
5.5 Totals (sum of 5.1 to 5.4)					
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)					
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits					
9. Matured endowments					
10. Annuity benefits					
11. Surrender values					
12. Aggregate write-ins for miscellaneous direct claims and benefits paid					
13. All other benefits, except accident and health					
14. Totals					
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
	No. Amount	No. of Ind. Pols & Gr. Certifs. Amount	No. of Certifs. Amount	No. Amount	No. Amount
15. Unpaid December 31, previous year					
16. Incurred during current year					
17. Settled during current year:					
17.1 By payment in full					
17.2 By payment on compromised claims					
17.3 Totals paid					
17.4 Reduction by compromise					
17.5 Amount rejected					
17.6 Total settlements					
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..					
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
19. In force December 31, previous year	1	50,000	+		1 50,000
20. Issued during year					
21. Ceased to be in force during year (Net)					
22. In force December 31 of current year	1	50,000	+		1 50,000

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF CANADA

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 ^a Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	24,863				24,863					
2. Annuity considerations										
3. Aggregate write-ins for other lines of business										
4. Totals	24,863				24,863					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals		X X X		X X X						
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)										
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)										
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits										
9. Matured endowments										
10. Annuity benefits										
11. Surrender values										
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals										
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary		3 ^a Credit Life (Group and Individual)		4 Group	5 Industrial		6 Total		
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year										
Settled during current year:										
17.1 By payment in full										
17.2 By payment on compromised claims										
17.3 Totals paid										
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements										
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..										
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
19. In force December 31, previous year	6	523,801	+						6	523,801
20. Issued during year										
21. Ceased to be in force during year (Net)	1	123,801							1	123,801
22. In force December 31 of current year	5	400,000	+						5	400,000

Includes Individual Credit Life Insurance: previous year

; current year

Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year

; current year

Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year

NOTE: This company's participations in the FGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

Business not exceeding 120 months duration.

DIRECT BUSINESS IN THE STATE OF OTHER ALIEN

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life ^a (Group and Individual)	4 Group	5 Industrial	6 Total					
1. Life insurance	33,685				33,685					
2. Annuity considerations										
3. Aggregate write-ins for other lines of business										
4. Totals	33,685				33,685					
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	902,509	X X X		X X X	902,509					
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
Life insurance:										
5.1 Paid in cash or left on deposit										
5.2 Applied to pay renewal premiums										
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period										
5.4 Other										
5.5 Totals (sum of 5.1 to 5.4)										
Annuities:										
6.1 Paid in cash or left on deposit										
6.2 Applied to provide paid-up annuities										
6.3 Other										
6.4 Totals (sum of 6.1 to 6.3)										
7. Grand Totals (Lines 5.5 plus 6.4)										
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
8. Death benefits										
9. Matured endowments										
10. Annuity benefits										
11. Surrender values										
12. Aggregate write-ins for miscellaneous direct claims and benefits paid										
13. All other benefits, except accident and health										
14. Totals										
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS										
0301.										
0302.										
0303.										
0304.										
0305.										
0398. Summary of remaining write-ins for Line 3 from overflow page										
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)										
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID										
1201.										
1202.										
1203.										
1204.										
1205.										
1298. Summary of remaining write-ins for Line 12 from overflow page										
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)										
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)										
	No.	Amount	No. of Ind. Pcls & Gr. Certifs.	Amount	No. of Certifs.	Amount	No.	Amount	No.	Amount
15. Unpaid December 31, previous year										
16. Incurred during current year	3	32,805			7	191,069			10	223,874
Settled during current year:										
17.1 By payment in full	2	17,805			7	191,069			9	208,874
17.2 By payment on compromised claims										
17.3 Totals paid	2	17,805			7	191,069			9	208,874
17.4 Reduction by compromise										
17.5 Amount rejected										
17.6 Total settlements	2	17,805			7	191,069			9	208,874
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	1	15,000							1	15,000
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)						No. of Policies				
19. In force December 31, previous year	1,914	130,188,572	+			6,497,758			1,914	136,686,330
20. Issued during year	87	38,928,040							87	38,928,040
21. Ceased to be in force during year (Net)	94	22,967,192				2,000,000			94	24,967,192
22. In force December 31 of current year	1,907	146,149,420	+			4,497,758			1,907	150,647,178

+Includes Individual Credit Life Insurance: previous year

; current year

Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year

; current year

Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year

NOTE: This company's participations in the FEGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable					
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)					
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)					

a Business not exceeding 120 months duration.

ACCIDENT AND HEALTH POLICY EXPERIENCE EXHIBIT FOR YEAR 1989

MADE BY EXECUTIVE LIFE INSURANCE COMPANY

Policy Form Number 1	First Year Issued	Name of Policy 2	Premiums Earned (see note a) 3	Incurred Claims and Increase in Policy Reserves		Commissions Incurred 6	Rate of Commission And Expense Allowance 7	Dividends to Policyholders Incurred 8
				Amount 4	Percent of Premiums Earned 5			

A. GROUP AND CERTAIN INDIVIDUAL POLICIES

Group								
Conversions						X X X		X X X
Premiums \$7.50 or less per person annually								
(List by Policy Form)								
Sub-Total								

B. HOSPITAL, MEDICAL AND SURGICAL POLICIES

COLLECTIVELY RENEWABLE								
1. MASS UNDERWRITING BASIS						X X X		X X X
						X X X		X X X
2. OTHER						X X X		X X X
						X X X		X X X
Sub-Total								
NON-CANCELABLE						X X X		X X X
						X X X		X X X
Sub-Total								
GUARANTEED RENEWABLE						X X X		X X X
						X X X		X X X
Sub-Total								
NON-RENEWABLE FOR STATED REASONS ONLY						X X X		X X X
						X X X		X X X
Sub-Total								
OTHER ACCIDENT ONLY						X X X		X X X
						X X X		X X X
Sub-Total								
ALL OTHER						X X X		X X X
						X X X		X X X
Sub-Total								

C. LOSS OF TIME POLICIES

COLLECTIVELY RENEWABLE						X X X		X X X
						X X X		X X X
Sub-Total								
NON-CANCELABLE						X X X		X X X
						X X X		X X X
Sub-Total								
GUARANTEED RENEWABLE						X X X		X X X
						X X X		X X X
Sub-Total								
NON-RENEWABLE FOR STATED REASONS ONLY						X X X		X X X
						X X X		X X X
Sub-Total								
OTHER ACCIDENT ONLY						X X X		X X X
						X X X		X X X
Sub-Total								
ALL OTHER						X X X		X X X
						X X X		X X X
Sub-Total								

D. ALL OTHER POLICIES

COLLECTIVELY RENEWABLE						X X X		X X X
						X X X		X X X
Sub-Total								
NON-CANCELABLE						X X X		X X X
						X X X		X X X
Sub-Total								
GUARANTEED RENEWABLE								
Forms not currently being issued	693	7,102	1,024.8			X X X		X X X
						X X X		X X X
Sub-Total	693	7,102	1,024.8					
NON-RENEWABLE FOR STATED REASONS ONLY						X X X		X X X
						X X X		X X X
Sub-Total								
OTHER ACCIDENT ONLY						X X X		X X X
						X X X		X X X
Sub-Total								
ALL OTHER						X X X		X X X
						X X X		X X X
Sub-Total								
TOTAL DIRECT BUSINESS	693	7,102	1,024.8					
REINSURANCE ASSUMED LESS CEDED								
TOTALS (to agree with annual statement)	693	7,102	1,024.8					

Number of Accident and Health Policies in Force at End of year: Group Certificates Collectively Renewable ; Non Cancelable
Guaranteed Renewable 5 ; Non-Renewable for Stated Reasons Only ; Other Accident Only
All Other ;

(a) Premiums earned are before adjustment for the increase in policy reserves which has been treated as a separate deduction.

SUMMARY OF OPERATIONS
(Excluding Unrealized Capital Gains and Losses)

	1 Current Year	2 Previous Year
1. Premiums and annuity considerations (Exhibit 1, Part 1, Line 20d, Col. 1, less Col. 11)		
1A. Annuity and other fund deposits	11,052,485	10,449,289
2. Considerations for supplementary contracts with life contingencies (Exhibit 12, Line 3)		
3. Considerations for supplementary contracts without life contingencies and dividend accumulations (Exhibit 12, Lines 4 & 5)		
3A. Coupons left to accumulate at interest (Exhibit 12, Line 5A)	39,684	36,220
4. Net investment income (includes equity in undistributed income or loss of subsidiaries) (Exhibit 2, Line 7)	2,472,438	2,548,314
5. Commissions and expense allowances on reinsurance ceded (Exhibit 1, Part 2, Line 26a, Col. 1)	30,629	118,788
5A. Reserve adjustments on reinsurance ceded (Exhibit 12, Line 9A)		
6. Aggregate write-ins for miscellaneous income	(1,074)	(3,171)
7. Totals (Items 1 to 6)	13,594,162	13,149,440
8. Death benefits		
9. Matured endowments (excluding guaranteed annual pure endowments)	2,735,009	2,678,587
10. Annuity benefits (Exhibit 11, Part 2, Line 6d, Cols. 4 + 8)		
11. Disability benefits and benefits under accident and health policies		3,912
11A. Coupons, guaranteed annual pure endowments and similar benefits (Exhibit 7, Line 15, Cols. 3 + 4)		
12. Surrender benefits and other fund withdrawals		
13. Group conversions	1,009,944	1,068,248
14. Interest on policy or contract funds	10,575	17,057
15. Payments on supplementary contracts with life contingencies (Exhibit 12, Line 20.1)		
16. Payments on supplementary contracts without life contingencies and of dividend accumulations (Exhibit 12, Lines 20.2 & 21)	36,512	35,195
16A. Accumulated coupon payments (Exhibit 12, Line 21A)		
17. Increase in aggregate reserves for life and accident and health policies and contracts	741,652	697,144
17A. Increase in liability for premium and other deposit funds		
18. Increase in reserve for supplementary contracts without life contingencies and for dividend and coupon accumulations	3,170	1,061
19. Totals (Items 8 to 18)		
20. Commissions on premiums and annuity considerations (direct business only) (Exhibit 1, Part 2, Line 30, Col. 1)	4,536,862	4,501,204
21. Commissions and expense allowances on reinsurance assumed (Exhibit 1, Part 2, Line 26b, Col. 1, less Col. 11)	3,730,480	3,263,340
22. General insurance expenses (Exhibit 5, Line 10, Cols. 1 + 2 + 3)	15	25
23. Insurance taxes, licenses, and fees, excluding federal income taxes (Exhibit 6, Line 7, Cols. 1 + 2 + 3)	3,689,883	3,506,052
24. Increase in loading on and cost of collection in excess of loading on deferred and uncollected premiums	423,394	349,545
24A. Net transfers to or (from) Separate Accounts	(188,868)	328,272
25. Aggregate write-ins for deductions	28,003	229,172
26. Totals (Items 19 to 25)	12,219,769	12,177,610
27. Net gain from operations before dividends to policyholders and federal income taxes (Item 7 minus Item 26)	1,374,393	971,830
28. Dividends to policyholders (Exhibit 7, Line 15, Cols. 1 and 2)		
29. Net gain from operations after dividends to policyholders and before federal income taxes (Item 27 minus Item 28)	1,374,393	971,830
30. Federal income taxes incurred (excluding tax on capital gains)	334,430	1,709,871
31. Net gain from operations after dividends to policyholders and federal income taxes and before realized capital gains or (losses) (Item 29 minus Item 30)		
32. Net realized capital gains or (losses) less capital gains tax of	1,039,963 843,959	(738,041)
33. Net income (Item 31 plus Item 32)	1,883,922	(738,041)
CAPITAL AND SURPLUS ACCOUNT		
34. Capital and surplus, December 31, previous year (Page 3, Item 37, Col. 2)	10,371,153	84,199,115
35. Net income (Item 33)		
36. Net unrealized capital gains or (losses) (Exhibit 4, Line 12)	1,883,922	(738,041)
37. Change in non-admitted assets and related items (Exhibit 14, Item 13, Col. 3)		167,353
38. Change in liability for reinsurance in unauthorized companies, (increase) or decrease (Page 3, Item 24.2, Col. 1 minus 2)	(79,042)	(267,190)
39. Change in reserve on account of change in valuation basis, (increase) or decrease (Exh. 8A, Line D, Col. 4)		
40. Change in mandatory securities valuation reserve, (increase) or decrease (Page 3, Item 24.1, Col. 1 minus 2)		
41. Change in treasury stock, (increase) or decrease (Page 3, Items 35 (1) & (2), Col. 1 minus 2)	(112,963)	13,295,371
42. Change in surplus in Separate Accounts Statement		
43. Capital changes:		
(a) Paid in		
(b) Transferred from surplus (Stock Dividend)		
(c) Transferred to surplus (Exhibit 12, Line 24)		
44. Surplus adjustments:		
(a) Paid in		
(b) Transferred to capital (Stock Dividend) (Exhibit 12, Line 25, inside amount for stock\$)	8,389	(84,825,289)
(c) Transferred from capital (Exhibit 12, Line 24)		
45. Dividends to stockholders		
46. Aggregate write-ins for gains and losses in surplus		(1,460,166)
47. Net change in capital and surplus for the year (Items 35 through 46)	1,700,306	(73,827,962)
48. Capital and surplus, December 31, current year (Items 34 + 47) (Page 3, Item 37)	12,071,459	10,371,153
DETAILS OF WRITE-INS AGGREGATED AT ITEM 6 FOR MISCELLANEOUS INCOME		
0601. Miscellaneous income		
0602.	(1,074)	(3,171)
0603.		
0604.		
0605.		
0698. Summary of remaining write-ins for item 6 from overflow page		
0699. TOTALS (Item 0601 thru 0605 plus 0698) (Page 4, Item 6)	(1,074)	(3,171)
DETAILS OF WRITE-INS AGGREGATED AT ITEM 25 FOR DEDUCTIONS		
2501. Writeoff of softwares		
2502.	28,003	229,172
2503.		
2504.		
2505.		
2598. Summary of remaining write-ins for item 25 from overflow page		
2599. TOTALS (Item 2501 thru 2505 plus 2598) (Page 4, Item 25)	28,003	229,172
DETAILS OF WRITE-INS AGGREGATED AT ITEM 46 FOR GAINS AND LOSSES IN SURPLUS		
4601. Writeoff of unrealized gain on unaffiliated common stock sold		
4602.		
4603.		
4604.		
4605.		
4698. Summary of remaining write-ins for item 46 from overflow page		
4699. TOTALS (Item 4601 thru 4605 plus 4698) (Page 4, Item 46)		

NOTE: Items 1 to 31 to agree with Page 5, Col. 1, Items 1 to 31.

DIRECT BUSINESS IN THE STATE OF CONSOLIDATED

NAIC Company Code 63010

During The Year 1989

LIFE INSURANCE

1 DIRECT PREMIUMS AND ANNUITY CONSIDERATIONS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
1. Life insurance	509,383,124		88,129,994		597,513,118
2. Annuity considerations	30,607,342		2,619,582		33,226,924
3. Aggregate write-ins for other lines of business					
4. Totals	539,990,466		90,749,576		630,740,042
4.1 Annuity and other fund deposits — based on residence of identifiable individuals	169,710,534	X X X	106,882,685	X X X	276,593,219
DIRECT DIVIDENDS TO POLICYHOLDERS (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
Life insurance:					
5.1 Paid in cash or left on deposit	150,377				150,377
5.2 Applied to pay renewal premiums	93,678				93,678
5.3 Applied to provide paid-up additions or shorten the endowment or premium-paying period					
5.4 Other	225,035				225,035
5.5 Totals (sum of 5.1 to 5.4)	469,090				469,090
Annuities:					
6.1 Paid in cash or left on deposit					
6.2 Applied to provide paid-up annuities					
6.3 Other					
6.4 Totals (sum of 6.1 to 6.3)					
7. Grand Totals (Lines 5.5 plus 6.4)	469,090				469,090
DIRECT CLAIMS AND BENEFITS PAID (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)					
8. Death benefits	151,340,862		18,647,009		169,987,871
9. Matured endowments					
10. Annuity benefits					
11. Surrender values	4,381,868		26,170,624		30,552,492
12. Aggregate write-ins for miscellaneous direct claims and benefits paid	358,382,814		857,256,296		1,215,639,110
13. All other benefits, except accident and health					
14. Totals	514,105,544		902,073,929		1,416,179,473
DETAILS OF WRITE-INS AGGREGATED AT LINE 3 FOR OTHER LINES OF BUSINESS					
0301.					
0302.					
0303.					
0304.					
0305.					
0398. Summary of remaining write-ins for Line 3 from overflow page					
0399. Totals (Items 0301 thru 0305 plus 0398) from (Page 46, Line 3)					
DETAILS OF WRITE-INS AGGREGATED AT LINE 12 FOR MISCELLANEOUS DIRECT CLAIMS AND BENEFITS PAID					
1201.					
1202.					
1203.					
1204.					
1205.					
1298. Summary of remaining write-ins for Line 12 from overflow page					
1299. Totals (Items 1201 thru 1205 plus 1298) (Page 46, Line 12)					
1 DIRECT DEATH BENEFITS AND MATURED ENDOWMENTS INCURRED (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	2 Ordinary	3 Credit Life (Group and Individual)	4 Group	5 Industrial	6 Total
	No. Amount	No. of Ind. Pals & Gr. Certifs. Amount	No. of Certifs. Amount	No. Amount	No. Amount
15. Unpaid December 31, previous year	138 33,024,813		17 1,394,014		155 34,418,827
16. Incurred during current year	662 146,804,233		196 19,838,242		858 166,642,475
Settled during current year:					
17.1 By payment in full	690 125,399,842		201 13,013,026		891 138,412,868
17.2 By payment on compromised claims	13 2,398,188				13 2,398,188
17.3 Totals paid	703 127,798,030		201 13,013,026		904 140,811,056
17.4 Reduction by compromise					
17.5 Amount rejected	(1) 23,542,834		5,633,983		(1) 29,176,817
17.6 Total settlements	702 151,340,864		201 18,647,009		903 169,987,873
18. Unpaid Dec. 31, current year (15 + 16 - 17.6) ..	98 28,488,182		12 2,585,247		110 31,073,429
POLICY EXHIBIT (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)			No. of Policies		
19. In force December 31, previous year	192,128 46,381,501,840	+			192,128 49,721,626,184
20. Issued during year	19,353 7,703,130,000		3,340,124,344		19,353 8,575,403,000
21. Ceased to be in force during year (Net)	15,380 6,179,402,600		872,273,000		15,380 8,575,403,000
22. In force December 31 of current year	196,101 47,905,229,240	+	899,399,637		196,101 7,078,802,237
			3,312,997,707		196,101 51,218,226,947

+Includes Individual Credit Life Insurance: previous year ; current year
Includes Group Credit Life Insurance: Loans less than or equal 60 months at issue, previous year ; current year
Loans greater than 60 months at issue BUT NOT GREATER THAN 120 MONTHS previous year ; current year
NOTE: This company's participations in the FGLI and SGLI policies are shown in this Policy Exhibit as direct business.

ACCIDENT AND HEALTH INSURANCE

1	2 Direct Premiums (Excluding Reinsurance Accepted and without deduction of Reinsurance Ceded)	3 Direct Premiums Earned	4 Dividends Paid Or Credited on Direct Business	5 Direct Losses Paid	6 Direct Losses Incurred
23. Group Policies					
23.1 Credit (Group and Individual) a					
23.2 Collectively Renewable Policies					
Other Individual Policies:					
24.1 Non-cancelable	493	693		9,662	9,662
24.2 Guaranteed renewable					
24.3 Non-renewable for stated reasons only					
24.4 Other accident only					
24.5 All other					
24.6 Totals (sum of 24.1 to 24.5)	493	693		9,662	9,662
25. Totals (Lines 23 + 23.1 + 23.2 + 24.6)	493	693		9,662	9,662

a Business not exceeding 120 months duration.

EXECUTIVE LIFE INSURANCE COMPANY
ANNUAL MEETING OF SHAREHOLDERS

The annual meeting of shareholders of EXECUTIVE LIFE INSURANCE COMPANY, a California corporation, was held at EXECUTIVE LIFE CENTER, 11444 West Olympic Boulevard, Los Angeles, California, on June 30, 1989 at 5:00 p.m., pursuant to written notice given by the Assistant Secretary of the corporation.

Pursuant to the By-Laws, Fred Carr, President of the corporation, presided over the meeting and Mary-Michele Armsworthy, Assistant Secretary, acted as Secretary of the meeting. Ms. Armsworthy presented an Affidavit showing that notice of the meeting had been duly given to FIRST EXECUTIVE CORPORATION, the only shareholder of record. The Affidavit was approved and the Chairman instructed her to make the Affidavit part of the minutes.

The Chairman then requested Ms. Armsworthy to report the number of shares represented either in person or by proxy at the meeting. The Assistant Secretary reported that of the 750 shares outstanding and entitled to vote at the meeting, 750 were represented either in person or by proxy and accordingly, a quorum of the shares was present at the meeting.

Thereupon, the President announced that legal notice of the meeting had been given, that a quorum was present, and that the meeting was now regularly and lawfully convened and ready to transact business.

The meeting then proceeded to the election of eight directors as successors to the directors whose term expire at the annual meeting to hold office for a term extending to the next annual meeting and/or until their successors have been duly elected and qualified. The following persons were nominated to be directors:

Fred Carr	Russell J. Lasher
Raul A. Cruz	Gary R. Schulte
Merle A. Horst	Albert G. Handschumacher
Allan L. Chapman	Robert L. Feigenbaum

There were no other nominations and therefor they were closed. The Chairman asked the Assistant Secretary to report the votes, whereupon Ms. Armsworthy reported that the following Directors had received the indicated number of votes opposite their names and that they had been accordingly duly elected as Directors of the corporation until the next annual meeting and/or until their successors are duly elected and qualified:

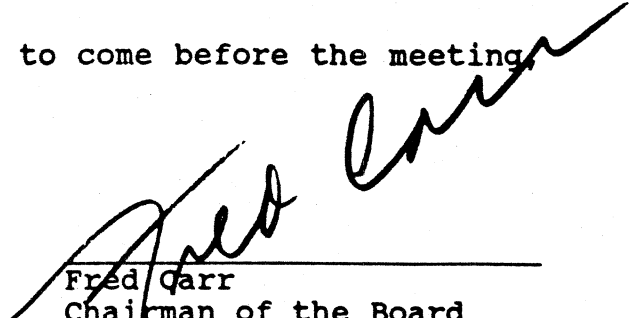
Fred Carr	-- 750 votes
Russell J. Lasher	-- 750 votes
Gary R. Schulte	-- 750 votes
Raul A. Cruz	-- 750 votes
Merle A. Horst	-- 750 votes
Allan L. Chapman	-- 750 votes
Robert L. Feigenbaum	-- 750 votes
Albert G. Handschumacher	-- 750 votes

Next, upon motion duly made, seconded and carried, the following resolutions were adopted:

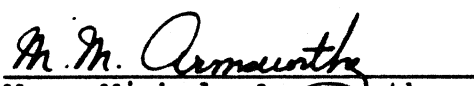
RESOLVED, That the Annual Report of EXECUTIVE LIFE INSURANCE COMPANY which is included and made a part of the FIRST EXECUTIVE CORPORATION Annual Report for the year ending December 31, 1988, as presented at this meeting, be, and it is, hereby approved by the shareholders of this corporation.

RESOLVED FURTHER, That the actions of the officers and directors of this corporation for the year ending December 31, 1988 be, and they are, hereby ratified, confirmed, and approved.

There being no further business to come before the meeting, it was adjourned.



Fred Carr
Chairman of the Board



Mary-Michele Arnsworthy
Assistant Secretary

Annual Statement for the Year 1989 of the
Executive Life Insurance Company

ATTACHMENT TO SCHEDULE M

Process of Dividend Determination

The three factor method was used. Dividends depend on contributions from interest, mortality and loading.

Description of Experience Factors

Due to the small size of the block of business, there is insufficient experience on which to base the calculation of dividends.

General Interrogatories

1. Has the contribution principle been followed in determining dividends? If no, describe. YES
2. Since this schedule was last filed, has any material change occurred with respect to the determination of policy factors? If yes, describe in general the changes that were made. NO
 - a. Since this schedule was last filed, have there been any changes in the scales of dividends on new or existing business authorized for illustration by the company? If yes, describe in general the changes that were made. NO
 - b. Since this schedule was last filed, have there been any changes in the dividends apportioned for payment? If yes, describe in general the changes that were made. NO
 - c. For each major block of business, indicate when the dividend scale was last changed (including changes described in b. above), and indicate the extent of such change in terms of the percentage by which dividends payable under the new scale exceeded or were less than those that would have been paid in the year of change had the scale not been changed. Dividend scales have not been changed since issue.
3. Does the dividend scale incorporate the use of projections or forecasts of experience factors for any period in excess of two years beyond the effective date of the scale? If yes, describe. NO

4. In the basis of determining investment income experience factors, state whether the company uses (a) a portfolio average approach, (b) an investment generation approach, or (c) a combination of the two approaches. If (b) and (c), describe the general basis used, including the issue year groupings. **Not applicable, insufficient experience to base calculation upon.**
5. With respect to policy loan provisions:
 - a. Describe how differences in such provisions affect dividends. **No effect.**
 - b. Does the dividend scale contain any provision for varying the amount of dividend in accordance with extent to which an individual policy's loan provision is utilized? If yes, indicate the blocks of business where this treatment pertain, and describe the basis of variation used. **NO**
6. Does the company pay termination dividends on its policies? **NO**
7. Does the undersigned believe dividends illustrated on new or existing business can be paid if current experience continues? If no, explain why. **YES**
8. Does the undersigned believe there is a substantial probability that, because of expected deterioration of experience, the dividends illustrated on new or existing business cannot be maintained for at least two years? If yes, explain why. **NO**
9. Describe any aspects of the determination of the dividend scale not covered above that involve material departures from the actuarial principles and practices of the American Academy of Actuaries applicable to the determination of dividends paid by mutual companies. **NONE**
10. Describe any material changes in the basis of determination of the dividend scale that were made since this schedule was last filed, and that are not covered above. **NONE**

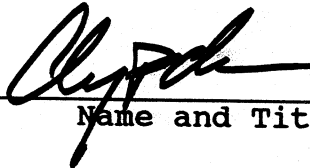
Actuarial Opinion

"I, Chong Ping Chan, am Vice President and Actuary of Executive Life Insurance Company, and a member of the American Academy of Actuaries. I have examined the actuarial assumptions and methods used in determining dividends under the dividend scale for the individual participating life insurance policies of the company issued for delivery in the United States. The dividends encompassed by this scale are both:

- i) those apportioned for payment during (year following year of statement); and
- ii) those in effect as of January 1, 1990 (year following year of statement) that are illustrated for payment on new or existing business in (second year following year of statement), and later that are authorized for illustration by the company.

My examination included such review of the actuarial assumptions and actuarial methods, and of the underlying basic records and such tests of the actuarial calculations as I considered necessary. In my opinion, these dividends have been determined in accordance with actuarial principles and practices of the American Academy of Actuaries applicable to the determination of dividends paid by mutual companies, except as described above.

Feb 24, 1990
Date

 V.P. & ACTUARY
Name and Title

429
MILLIMAN & ROBERTSON, INC.
CONSULTING ACTUARIES

SUITE 3790

55 WEST MONROE STREET CHICAGO, ILLINOIS 60603-5011

312/726-0677

TELECOPIER: 312/726-5225

February 23, 1990

Ms. Roxani M. Gillespie
Commissioner
California Department of Insurance
100 Van Ness Avenue
San Francisco, California 94102


Dear Ms. Gillespie:

Attached please find the detailed projections behind California Scenario 1.

This page was inadvertently omitted from Appendix C in our report dated February 16, 1990.

I apologize for any inconvenience this may have caused.

Sincerely,


Secretary to Mr. Winterhof

GS/s
Attachment

EXECUTIVE LIFE INSURANCE COMPANY and EXECUTIVE LIFE OF NEW YORK
 Projection of Statutory Results
 CALIFORNIA SCENARIO 1 (in millions)

	1989	1990	1991	1992	1993	1994
EXECUTIVE LIFE INSURANCE COMPANY						
Existing Business - SPWL		56.2	20.8	16.3	15.7	15.7
IL		168.4	67.2	48.4	50.1	52.9
SPDA		147.3	68.5	51.2	41.7	36.7
SPIA		35.7	42.5	44.3	40.9	49.1
GIC		109.4	113.9	112.6	79.9	65.0
New Business - SPDA		0.0	0.0	0.0	0.0	0.0
Life		0.0	0.0	0.0	0.0	0.0
Overhead Expenses		(28.0)	(28.0)	(28.0)	(28.0)	(28.0)
Financial Reinsurance		(90.4)	(87.0)	(85.5)	0.0	0.0
Income from Book Value Assets @ 10.0%		68.8	76.8	76.4	76.3	82.5
Capital Gains (Losses)		(280.8)	(237.6)	(211.0)	(119.8)	0.0
Total		186.7	37.1	24.8	156.7	274.0
Federal Income Taxes		(189.7)	(123.0)	(109.2)	(94.0)	(93.1)
Net Change in Book Value		(3.0)	(85.9)	(84.5)	62.7	180.8
Book Value	936.0	933.0	847.2	762.7	825.4	1,006.3
Liabilities - Surrenderable	5,864.9	3,305.9	2,919.3	2,786.1	2,668.8	2,558.3
Non-surrenderable	5,863.8	5,421.4	5,338.0	4,748.4	4,126.7	4,009.9
Total	11,728.6	8,727.3	8,257.3	7,534.5	6,795.4	6,568.2
Cash Surrender Value	5,484.5	3,097.9	2,772.2	2,659.8	2,554.1	2,455.3
Book Value of Assets	12,664.6	9,660.3	9,104.5	8,297.2	7,620.8	7,574.4
Market Value of Assets	11,537.9	6,736.8	5,736.2	5,207.3	4,920.4	5,337.9
EXECUTIVE LIFE OF NEW YORK						
Existing Business - SPDA		59.6	33.4	31.1	27.2	23.3
SPIA		32.9	32.3	32.6	32.9	33.5
Life		7.7	4.9	2.8	2.8	2.8
New Business - SPDA		0.0	0.0	0.0	0.0	0.0
Life		0.0	0.0	0.0	0.0	0.0
Overhead Expenses		(6.0)	(6.0)	(6.0)	(6.0)	(6.0)
Income from Book Value Assets @ 10.0%		27.1	30.7	31.8	37.9	44.2
Capital Gains (Losses)		(44.2)	(51.5)	0.1	0.1	0.1
Total		77.1	43.8	92.4	94.9	97.8
Federal Income Taxes		(41.2)	(32.4)	(31.4)	(32.2)	(33.2)
Net Change in Book Value		35.9	11.4	61.1	62.7	64.6
Book Value	271.0	306.9	318.2	379.3	442.0	506.6
Liabilities - Surrenderable	2,190.7	1,196.6	1,021.6	946.1	869.2	775.9
Non-surrenderable	1,361.2	1,374.0	1,387.8	1,415.4	1,441.8	1,457.7
Total	3,551.8	2,570.6	2,409.3	2,361.5	2,311.0	2,233.6
Cash Surrender Value	2,126.3	1,146.4	983.6	911.1	836.8	761.4
Book Value of Assets	3,822.8	2,877.4	2,727.5	2,740.8	2,753.0	2,740.2
Market Value of Assets	3,545.8	2,030.8	1,773.9	1,830.9	1,885.3	2,006.9

NOTE: The book value illustrated for ELIC does not include the statutory capital and surplus of ELNY.
 That amount at December 31, 1989 is \$105 million.

02/16/90

STATE OF California)
) SS
County of Los Angeles)

Insert proper names of officers and their respective titles, as required by Section 903 or 903.5 of the Insurance Code.

Merle A. Horst, Senior Vice-President William J. Adams, Secretary

of the Executive Life Insurance Company (hereinafter called the
Name of Insurer

Insurer), each for himself certifies (or declared) under the penalties of perjury that he is the officer above designated by the title appearing after his name, of the above Insurer;

- A. (Annual Statement Affidavit--applicable to all insurers except fraternal benefit societies).

That the attached Annual Statement of the Insurer to the Insurance Commissioner of the State of California for the year ended December 31, 1989, together with the statement (therein contained), of the Insurer's assets and liabilities as of December 31, 1989 with the statement of the Insurer's income and disbursements for the year ended December 31, 1989 and together with all schedules, exhibits, answers, supplements, declarations and explanations thereto annexed or therein contained or referred to, or filed therewith by the Insurer, including all special California schedules and exhibits filed therewith by the Insurer, are full, true and correct statements of the assets and liabilities of the Insurer as of December 31, 1989 of the income and disbursements of the insurer for the year ended December 31, 1989 and of the matters required to be contained in said schedules, special California schedules, exhibits, answers, supplements, declarations and explanations; all according to his best information, knowledge and belief.

- B. (Declaration relating to Valuation of Properties and Securities in Annual Statement--applicable to all insurers).

1. That we are acquainted with, and have full knowledge of the valuations of properties and securities used in said Insurer's statement exhibiting its condition and affairs as of December 31, 1989 filed with the Insurance Commissioner of the State of California pursuant to the provisions of the Insurance Code of the State of California.
2. That the said valuations comply with the order of said Insurance Commissioner, set forth in Sec. 2279 et seq. of the California Administrative Code, except as shown in Exhibit 1, if any, attached hereto and made a part hereof.
3. That valuation in accordance with said order of the properties and/or securities shown in said Exhibit 1, if any is impossible, and that the reason or reasons therefore is or are stated in said Exhibit 1.
4. That the basis of valuation of the properties and for securities shown in said Exhibit 1, if any, is described therein.

- C. (Verification)

Section 903 of the Insurance Code provides as follows: "The Commissioner shall require statements and reports to be verified as follows: (a) If made by a domestic corporation, by the oaths of any two of the executive officers thereof. (b) If made by an individual or firm, by the oath of such individual or a number of the firm. (c) If made by a foreign insurer, by the oath of the principal executive officer thereof, or manager, residing within the United States."

Section 903.5 of the Insurance Code provides as follows:

"903.5. In any case where an insurer is required by law to file with the commissioner statements or reports respecting its financial condition, income or disbursements, verified or signed by its designated officers, agents, or employees, the commissioner may accept and file the statement or report verified by affidavit of the president or vice-president and the treasurer or secretary of such insurer, in lieu of the verification or signature otherwise prescribed by law."

A "foreign insurer" as the term is used in the above-quoted Section 903 means an insurer NOT organized under the laws of the State of California.

Section 2015.5 of the Code of Civil Procedure provides that the above form of certification or declaration under the penalties of perjury is of like force and effect as a verification under oath.

Dated this 26 of February Year 1990

~~President~~

Senior Vice-President

~~Treasurer~~

Secretary

LITHOGRAPHED BY

JOHN S. SWIFT CO., INC.

ST. LOUIS ★ CHICAGO ★ CINCINNATI
JOHN S. SWIFT CO. OF NEW JERSEY, INC.

