

# 2019 COMPANY PROFILE & FINANCIAL SUMMARY



*A Beacon of Integrity since 1925*



**ATLANTIC COAST LIFE**  
INSURANCE COMPANY

# ATLANTIC COAST LIFE

## Company Profile

### NEARLY 100 YEARS IN BUSINESS

Since 1925, Atlantic Coast Life Insurance Company (“Atlantic Coast Life”) has been helping individuals and families to prepare for a confident, secure future.

### WHO WE ARE

Headquartered in Charleston, SC, Atlantic Coast Life is a premier provider of annuities and life and health insurance products for families coast-to-coast. A member of the A-CAP ([www.acap.com](http://www.acap.com)) family of companies since 2015, Atlantic Coast Life is a rapidly growing and successful organization led by industry veterans. Our business continues to expand with a diversified product portfolio, successful distribution partnerships and a strong investment portfolio.

### OUR MISSION

Focusing on the senior market, our mission is to provide sound insurance and annuity products to better protect policyholders’ hard-earned savings. We are committed to providing state-of-the-art service and competitive consumer products and are well-positioned to maintain our financially strong and stable platform. Our distribution partnerships are paramount – we are here to support financial professionals in service to their clients.

### CORE VALUES

#### INTEGRITY

Atlantic Coast Life always serves as a “Beacon of Integrity” when protecting our policyholders, working with agents and producers, and managing our business.

#### VALUE

We focus on creating greater financial security for our clients through competitive products. We believe in being honest and consistent in our business partnerships and strive to provide the best in customer service.

#### RESPONSIBILITY

Atlantic Coast Life is committed to maintaining financial strength for the benefit of our policy and contract owners. Our A.M. Best Financial Strength Rating is B++.

## 2019 BROUGHT ANOTHER STRONG YEAR

Enduring financial strength has allowed Atlantic Coast Life to invest wisely in the growth of the Company. That trend continues with high-quality insurance and annuity products, alongside superlative customer service. As a trusted and stable brand, we invite you to partner with us.

### Some significant financial accomplishments include:

- 1 Total Assets exceeded \$465 Million
- 2 Gross Annuity Premium exceeded \$765 Million
- 3 Capital and Surplus exceeded \$40 Million

Looking forward to 2020, we will strive to sustain our growth and remain committed to Annuity, Prenatal and Medicare Supplement product lines to help our policyholders feel more assured and confident in the future of their retirement. We will remain a "Beacon of Integrity" for our policyholders and our agents.

### STATUTORY FINANCIAL HIGHLIGHTS \*

Net Operating Income	\$8,890,809
Net Income	\$8,678,107
Admitted Assets	\$466,382,649
Total Liabilities	\$425,333,973
Gross Capital & Surplus	\$41,048,676
Policy Reserves	\$316,251,416
Gross Final Expense Insurance In-Force	\$327,133,000
Gross Reserves for Fixed Annuities In-Force	\$1,453,070,066

\*As of December 31, 2019 - Audited



**Atlantic Coast Life is part of the A-CAP family of companies.**

A-CAP ([www.acap.com](http://www.acap.com)) is a holding company owning multiple insurance and financial businesses on its unique and synergistic platform, including primary insurance carriers (like Atlantic Coast Life), an Investment adviser, Accredited and Captive reinsurers, marketing organizations and a Third Party Administrator. A-CAP's management team and operational professionals have diverse experience and proven success.

**A-CAP insurance companies are committed to serving the needs of policyholders with greater financial security through exceptional customer service and innovative insurance and annuity products.**

A-CAP and its carriers live by 4 key principles:

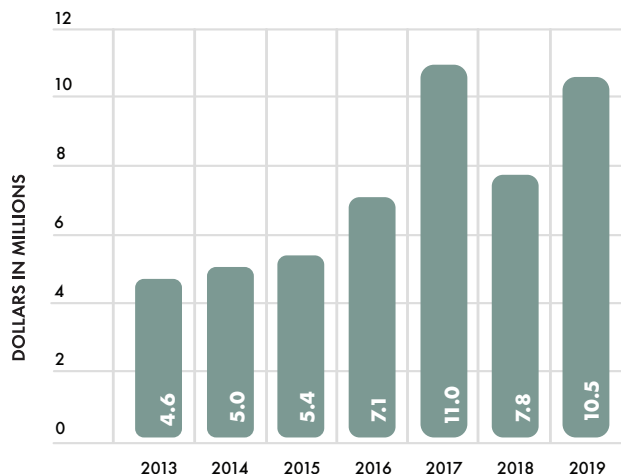
- 1 Safeguard Our Policyholder
- 2 Be a Market Leader in Services and Innovative Product Delivery
- 3 Be Transparent, Overcommunicate With Our Partners
- 4 Lead By Example, Be a Trusted Partner

## ATLANTIC COAST LIFE FINANCIAL DATA

### NET INVESTMENT INCOME

(\$ in millions)

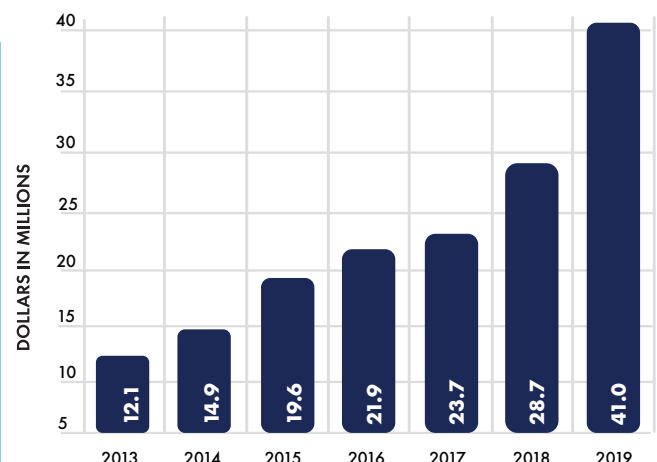
Net investment income increased over 125% since 2013 due to the growth in invested assets in recent years, primarily from fixed annuity sales, and from an overall improvement in investment yields.



### CAPITAL AND SURPLUS

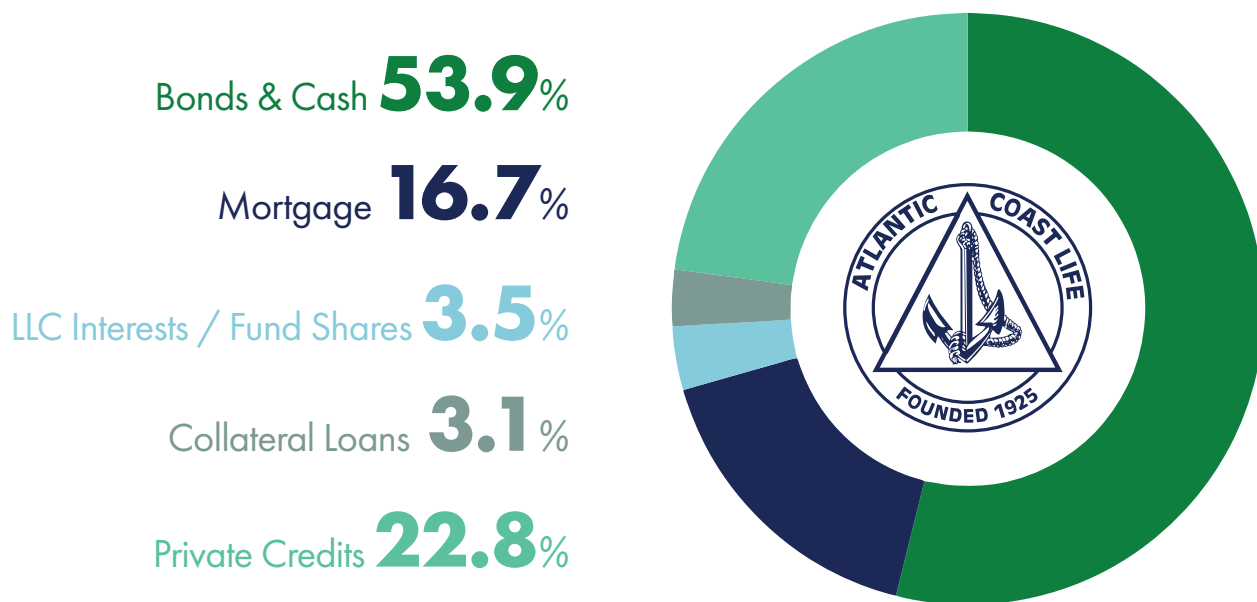
(\$ in millions)

Capital and Surplus increased over 238% since 2013 due to increases in statutory earnings and injections of capital into the Company.

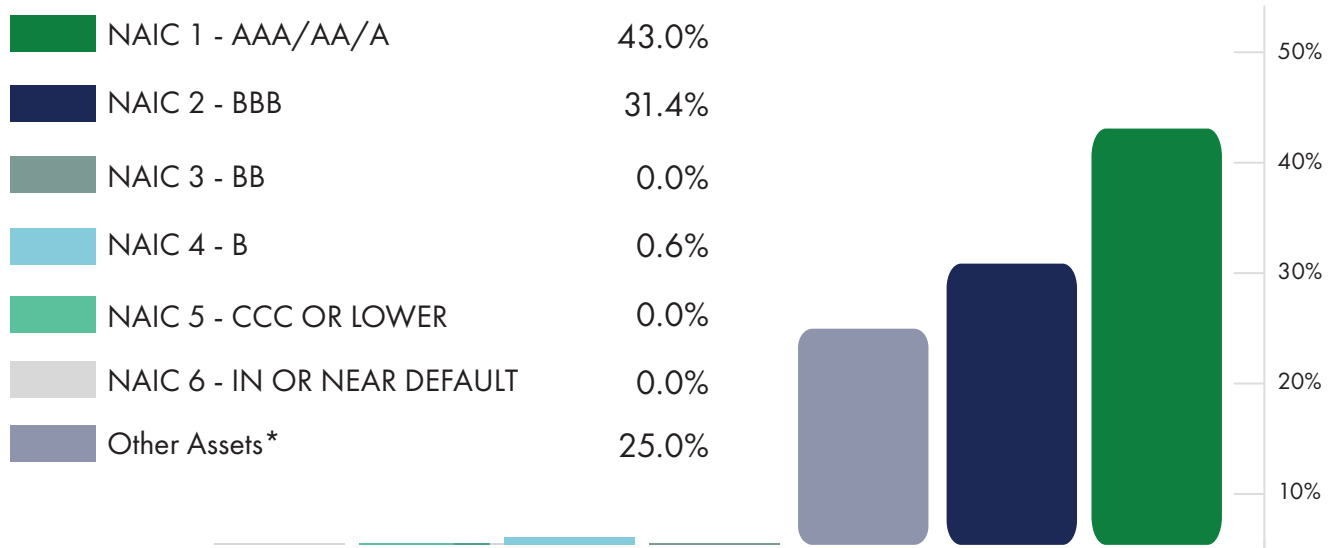


## INVESTMENT PORTFOLIO SUMMARY

Our investment philosophy is based on providing stable returns and income while mitigating risk for our policyholders and shareholders. The following graphs validate this philosophy and provide additional detail for the investment portfolio. As of December 2019, the portfolio is primarily invested in bonds and has an overall credit quality of 1 or 2 (investment grade), using the National Association of Insurance Commissioners ("NAIC") financial rating designations.

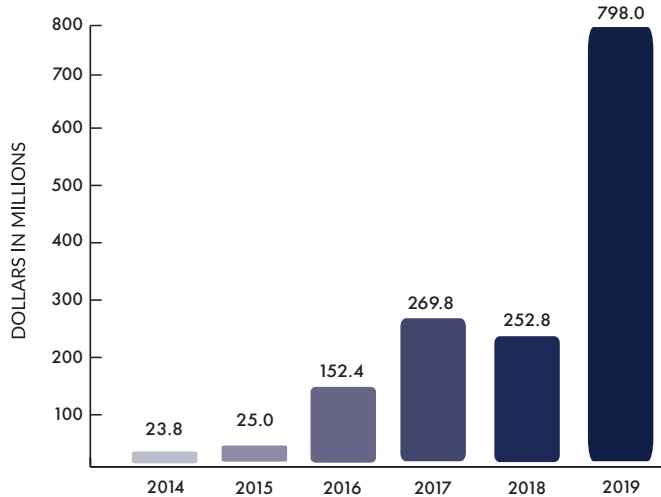


Out of all NAIC rated assets, 99% are rated investment grade

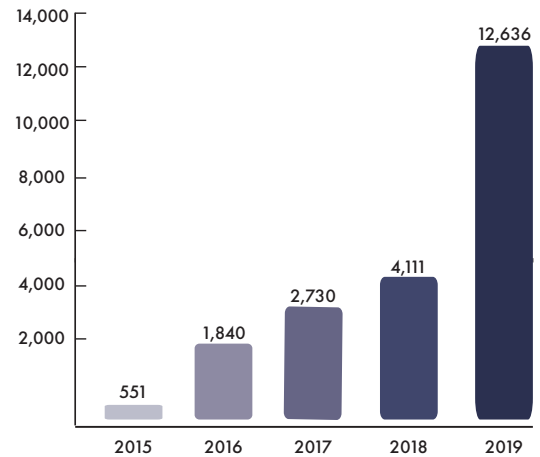


\*Other assets such as Collateral Loans and Equity that do not follow the NAIC 1-6 scale.

## GROSS SALES PREMIUM (\$ in millions)



## AGENT GROWTH (Number of Agents)



**Atlantic Coast Life provides a diverse set of senior market products including preneed, health and annuity products.** We offer some of the most competitive products in the industry and remain focused on developing diverse and flexible products to meet the changing needs of our policyholders.

**Atlantic Coast Life offers growth and stability.** The Company's footprint continues to expand nationally. With strong distribution partnerships, we are able to provide premier product offerings to policyholders across the United States.

**Atlantic Coast Life is setting new industry standards of customer care for seniors, their families and our agents.** Our strength lies not only in the quality of our insurance products, but also in the level of service we provide to our policyholders and agents.

**Atlantic Coast Life is rated B++ (Good) for financial strength by A.M. Best Company.** This rating applies only to the overall financial status of the Company and is not a recommendation of the specific policy provisions, rates, or practices of the Company.

We invite you to learn more by visiting [www.aclico.com](http://www.aclico.com) or by calling **1-844-442-3847**.



## ATLANTIC COAST LIFE INSURANCE COMPANY

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■ ■ ■ ATLANTIC COAST LIFE INSURANCE COMPANY IS A MEMBER OF THE A-CAP FAMILY

## DISCLOSURES

**No Offer:** This document ("Presentation") is neither an offer to sell nor a solicitation of an offer to buy any security, and is provided solely to inform potential offerees preliminary information about Advantage Capital Holdings, LLC d/b/a "A-CAP" and its affiliates (collectively herein referred to as the, "Firm"). This Presentation is not intended to solicit an investment in any particular investment product, structured or otherwise.

**Investment Data:** The investment allocation data is as of the date presented and may change based upon individual client investment guidelines, liquidity needs, client imposed investment restrictions, credit quality requirements, collateral needs and related criteria.

**NAIC:** NAIC is an acronym for the National Association of Insurance Commissioners.

**NAIC 1 Rating:** NAIC 1 is assigned to obligations exhibiting the highest quality. Credit risk is at its lowest and the issuer's credit profile is stable. This means that interest, principal or both will be paid in accordance with the contractual agreement and that repayment of principal is well protected.

An NAIC 1 obligation should be eligible for the most favorable treatment provided under the NAIC Financial Conditions Framework.

**NAIC 2 Rating:** NAIC 2 is assigned to obligations of high quality. Credit risk is low but may increase in the intermediate future and the issuer's credit profile are reasonably stable. This means that for the present, the obligation's protective elements suggest a high likelihood that interest, principal or both will be paid in accordance with the contractual agreement, but there are suggestions that an adverse change in circumstances or economic, financial or business conditions will affect the degree of protection and lead to a weakened capacity to pay.

An NAIC 2 obligation should be eligible for relatively favorable treatment under the NAIC Financial Conditions Framework