

Issued by North American Company for Life and Health Insurance®

Annuity | Life



**A future  
rooted  
in trust.**





# Offering peace-of-mind for your financial future

We're here to help you plan.





# Stability you can trust now, and into the future

In financial planning – as it is in life – **trust is earned.**

The best partners go out of their way to offer a steady, stable hand to help you weather life's storms. Time after time, they show up and prove that actions speak louder than words.

## Offering you peace-of-mind

While economic and market volatility can be worrisome in your financial planning, North American can help your confidence in your financial future by:

- Leveraging our deeply rooted experience that spans 135+ years
- Adapting our products to withstand life's ever-changing seasons
- Providing stability to help you plan for those what-if moments

With our long history of honoring commitments to customers, partners, and communities, we're uniquely positioned to do what matters most – earn your trust.

## Annuity

# Protect and grow your retirement savings

A North American annuity is an insurance contract that represents a simple promise. For your premium and the time you leave it with us, we promise to offer growth potential and the option for guaranteed income.

**Could an annuity help you reach your financial goals?**

## Confidence in your financial future

### ● **Protect your retirement savings**

Whether you're preparing for the unexpected or want to provide a legacy for your loved ones or a cause you believe in, annuities can help you stay in control of your finances through death benefit and health-related event features.

### ● **Balance your retirement plan**

Finding the right mix of growth potential and protection for your retirement assets can be a challenging balancing act. That's why fixed index annuities are designed with the potential to capture a portion of the market's upside, with guarantees that you'll experience no loss of premium due to market downturns.

### ● **Prepare for the unexpected**

Unforeseen circumstances don't have to derail your retirement plans. Annuities come equipped with liquidity features that give you access to some of your retirement savings, offering you peace-of-mind no matter what life brings.

### ● **Deliver lifetime income**

Running out of money in retirement is a concern for many. Annuities can create a guaranteed lifetime income stream with flexible payout options (some with opportunities to increase payments along the way) – allowing you to help safeguard your retirement lifestyle.



**Plan with confidence.** Talk with your financial professional today about a North American annuity.



## Life Insurance

# More than you might expect

You know that life insurance can provide death benefit protection to your loved ones when it's needed most. But did you know it can be used for so much more? Life insurance can play a key role in your overall financial plan and help you prepare for some of life's most common financial risks.

## Protect your future

### ● **Protect your family's income and leave a legacy**

Help ensure your family can continue their current lifestyle in the event you or your spouse were to die prematurely. If you both go on living as expected, you can use life insurance for death benefit protection and help to grow an inheritance to leave to your beneficiaries.

### ● **Grow retirement income**

You're closing the gap to retirement age—but your retirement account isn't quite as close. In addition to death benefit protection, life insurance can help you build and supplement your retirement income for use in your golden years.

### ● **Prepare for future medical expenses**

If you are diagnosed with a qualifying illness in the future, you can access a portion of your policy's death benefit while living through accelerated death benefits, which can help pay for medical bills, your mortgage, or anything else you choose.<sup>1</sup>

### ● **Prepare for life's uncertainties**

Is your emergency funding reaching its full potential? A life insurance policy that provides a death benefit and offers cash value growth can help you be better prepared for whatever life throws at you.



**Protect your future.** Talk to a financial professional today about life insurance with North American.

1. Subject to eligibility requirements.



# Deeply rooted

When it comes to trusting someone to help protect your family’s finances, we believe you won’t find a more capable, dependable partner than North American.

Our experience and private-ownership structure keep us focused on a singular goal – planting, nurturing, and growing your financial future.

## Take comfort in our strength

While our roots date back more than a century, we’ve remained committed to evolving our products to meet the needs of today, and tomorrow. We offer you confidence through a pledge to deliver on the commitments we make to you and your loved ones.

### LONGEVITY

Since 1886, we’ve helped protect customers and overcome hardships.

Our history spans World War I, the Great Depression, World War II, the Great Recession (2008), pandemic response, and more.

### STABILITY

Our A+ ratings from independent organizations prove we honor our commitments to the 1,000,000 customers around the country who trust us to help secure their financial futures.

- A+ A.M. BEST<sup>A,B</sup> (SUPERIOR)**  
(Second category of 15)
- A+ S&P GLOBAL RATINGS<sup>B,C</sup> (STRONG)**  
(Fifth category of 22)
- A+ FITCH RATINGS<sup>D</sup> (STABLE)**  
(Fifth category of 19)

### COMMITMENT

Our 1,700 employees are motivated to make sure you’re taken care of – our success depends on your success.

Each year we provide outreach to our local communities through funding and volunteer service hours. In 2021, Sammons Financial Group gifted \$3.75 million.

Source - <https://www.sammonsfinancialgroup.com/about-us/newsroom/2022/01/31/sammons-financial-group-announces-record-community-giving-in-2021>



# A history of strength and stability

Our continued and consistent financial strength is a result of our conservative and disciplined investment strategy, our private ownership structure, and doing what's right for our distribution partners and policyowners. While we celebrated our 134th year of business in 2021 and are eagerly looking ahead to the future, here is a glance at the success we enjoyed in asset quality for the year 2021.

## North American Company for Life and Health Insurance®

Balance sheet as of Dec. 31, 2021<sup>1</sup> (in thousands)

### ASSETS

Bonds .....	\$28,320,073
Stocks .....	\$1,351,179
Mortgage loans .....	\$2,062,030
Cash and short-term investments .....	\$680,466
Loans to policyholders .....	\$119,543
Other invested assets .....	\$2,096,034
Accrued investment income .....	\$286,341
All other assets .....	\$397,635

**Total assets .....** \$35,313,301

### LIABILITIES, CAPITAL, AND SURPLUS

Life and annuity reserves .....	\$26,194,053
Interest maintenance reserve (IMR) .....	\$0
Asset valuation reserve (AVR) .....	\$363,738
Other liabilities .....	\$6,824,585

**Total liabilities .....** \$33,382,376

Capital and surplus .....	\$1,930,925
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**Total liabilities, capital, and surplus .....** \$35,313,301

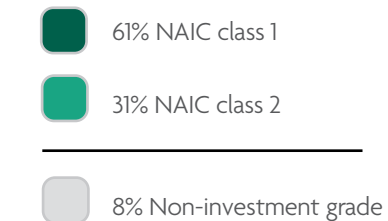
1. Information presented is on a statutory accounting basis.

## High quality investments

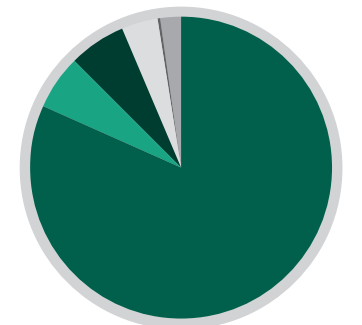
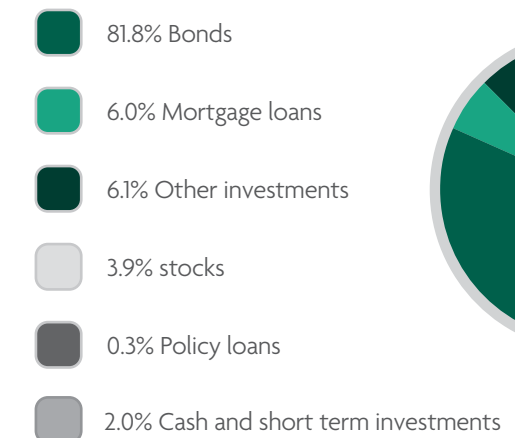
North American's asset quality is excellent. Overall net investment income provides ample margins to cover contractual obligations to all policyowners.

### BONDS BY NAIC QUALITY RATING

92% Investment grade

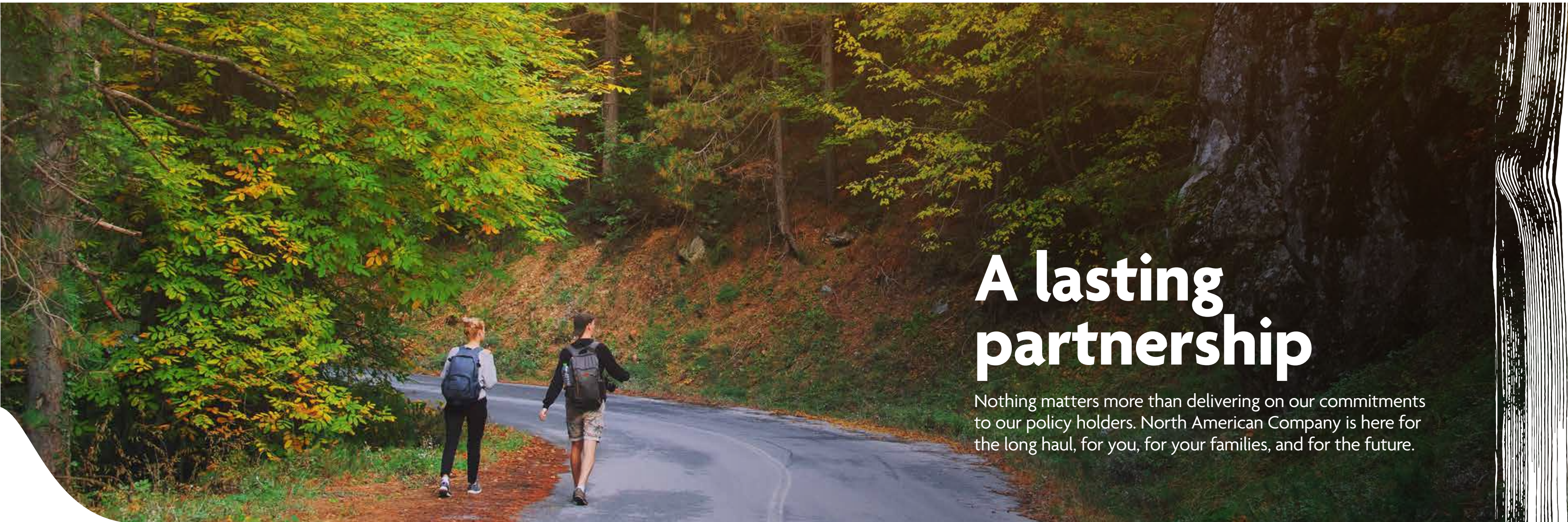


### INVESTMENTS BY TYPE<sup>2</sup>



2. Stated as a percent of total invested assets.





# A lasting partnership

Nothing matters more than delivering on our commitments to our policy holders. North American Company is here for the long haul, for you, for your families, and for the future.



Sammons Financial® is the marketing name for Sammons® Financial Group, Inc.'s member companies, including North American Company for Life and Health Insurance®. Annuities and life insurance are issued by, and product guarantees are solely the responsibility of, North American Company for Life and Health Insurance.

The term financial professional is not intended to imply engagement in an advisory business in which compensation is not related to sales. Financial professionals that are insurance licensed will be paid a commission on the sale of an insurance product.

Texas Residents: Receipt of acceleration-of-life-insurance benefits may affect your, your spouse's or your family's eligibility for public assistance programs such as medical assistance (Medicaid), Aid to Families with Dependent Children (AFDC), supplementary social security income (SSI), and drug assistance programs. You are advised to consult with a qualified tax advisor and with social service agencies concerning how receipt of such a payment will affect your, your spouse's and your family's eligibility for public assistance.

Fixed index annuities are not a direct investment in the stock market. They are long term insurance products with guarantees backed by the issuing company. They provide the potential for interest to be credited based in part on the performance of specific indices, without the risk of loss of premium due to market downturns or fluctuation. Although fixed index annuities guarantee no loss of premium due to market downturns, deductions from the accumulation value for additional optional benefit riders or strategy fees associated with allocations to enhanced crediting methods could exceed interest credited to the accumulation value, which would result in loss of premium. They may not be appropriate for all clients. Interest credits to a fixed index annuity will not mirror the actual performance of the relevant index.

Insurance products issued by North American Company for Life and Health Insurance®, West Des Moines, Iowa. Product and features/options may not be available in all states or appropriate for all clients.

A.M. Best is a large, third-party independent reporting and rating company that rates an insurance company on the basis of the company's financial strength, operating performance, and ability to meet its obligations to policyholders. S&P Global Ratings is an independent, third-party rating firm that rates on the basis of financial strength. Ratings shown reflect the opinions of the rating agencies and are not implied warranties of the company's ability to meet its financial obligations. The ratings apply to North American's financial strength and claims-paying ability. **A)** A.M. Best rating affirmed on July 30, 2021. For the latest rating, access [ambest.com](https://www.ambest.com). **B)** Awarded to North American as part of Sammons® Financial Group Inc., which consists of Midland National® Life Insurance Company and North American Company for Life and Health Insurance®. **C)** S&P Global rating assigned Feb. 26, 2009 and affirmed on June 2, 2021. **D)** Fitch Ratings, a global leader in financial information services and credit ratings, on Dec. 14, 2021, assigned an Insurer Financial Strength rating of A+ Stable for North American. This rating is the fifth highest of 19 possible rating categories. The rating reflects the organization's strong business profile, low financial leverage, very strong statutory capitalization and strong operating profitability supported by strong investment performance. For more information access [fitchratings.com](https://www.fitchratings.com).

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