financial strength benchmarking of disability income competitors

Ameritas®
fulfilling life

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Ameritas Mutual Holding Company's (Ameritas) core financial strength lies within its insurance companies. Ameritas Life Insurance Corp. is a subsidiary of Ameritas Mutual Holding Company, which includes life insurance company affiliates Ameritas Life Insurance Corp. of New York, Acacia Life Insurance Company and The Union Central Life Insurance Company.

the financial strength to deliver on our promises

As a mutual organization, we always put customers first. With our long-standing strength, we've established a tradition of striving to deliver the very best in products and services generation after generation. Though we're proud of our group ratings[1] from Standard & Poor's and A.M. Best Company, we measure our success by how many people we've helped. By how many promises we've kept. That's the true measure of who we are.

The Best's Rating Report and Standard & Poor's Full Analysis Report are available in the ratings section of ameritas.com.

A+ (Strong) for insurer financial strength. This is the fifth highest of Standard & Poor's 21 ratings.

A (Excellent) for financial strength and operating performance. This is the third highest of A.M. Best's 15 ratings.

Competitor Benchmarking

The following financial strength benchmarking of disability income insurance competitors is based on a comprehensive statutory basis of accounting (SAP) as of December 31, 2012. The source for the following information is SNL Financial, April 2013. Individual insurance company financials are available upon request by calling toll-free 1-800-745-1112. Ameritas Life and Acacia Life are not licensed in New York. The information for Ameritas is for all its insurance companies on a group basis. Ameritas Mutual Holding Company itself is not an insurance company.

Disability Income Competitors

Ameritas – Ameritas Mutual Holding Company (SNL Life Group)

Berkshire – Berkshire Life Insurance Company of America

Guardian – Guardian Life Insurance Company of America (SNL Life Group)

Mass Mutual – Massachusetts Mutual Life Insurance Company (SNL Life Group)

MetLife – MetLife Inc. (SNL Life Group)

Northwestern Mutual – Northwestern Mutual Life Insurance Company (SNL Life Group)

Principal – Principal Financial Group Inc. (SNL Life Group)

Standard – Standard Insurance Company

Average – Average of Listed DI Competitors (excludes Ameritas)

Capital and Surplus/Assets Ratio

The capital and surplus/assets ratio measures the cushion a company has against a decline in the value of its assets before its surplus is depleted. *Higher levels of capital and surplus relative to assets help support a company's operations and growth.* It also helps protect against the volatility of the financial markets.

Mutual companies generally hold more capital as they do not have access to just-in-time capital like stock companies. A capital ratio of 13.4 percent means for every $7.5 of general account assets Ameritas holds on its balance sheet, we hold $1.0 of capital as reserve. This compares to disability income insurance competitors having $9.7 of assets with $1.0 of capital held as reserve. On average Ameritas holds 29 percent more capital to support its future obligations.

Disability Income Competitors	Capital & Surplus/Assets (%)
Berkshire	16.9%
Ameritas	**13.4%**
Mass Mutual	11.6%
Guardian	11.1%
Average	10.3%
Standard	9.8%
Northwestern Mutual	8.9%
MetLife	7.3%
Principal	6.7%

Risk-Based Capital Ratio

National Association of Insurance Commissioners (NAIC) Risk-Based Capital (RBC) is a method for establishing the hypothetical minimum amount of capital appropriate for an insurance company to support its overall business operations in consideration of its size and risk profile. *All else equal, the higher the RBC ratio, the greater the financial strength of the insurer.*

Generally the industry considers an RBC ratio above 400 percent to be the threshold required to have the equivalency of AA capital from Standard & Poor's. Ameritas' group rating reflects statutory surplus levels above the risk-adjusted minimums for a AAA stress scenario, giving it strong flexibility to meet unexpected needs.

Disability Income Competitors	NAIC Risk Based Capital Ratio (%)
Northwestern Mutual	578%
Ameritas	**525%**
Mass Mutual	503%
Guardian	469%
Average	438%
Principal	415%
Standard	368%
Berkshire	295%
MetLife	NA

Surplus Notes/Capital & Surplus

Surplus notes are a form of debt for mutual insurance organizations. Ameritas' debt-to-capital ratio is considered conservative compared to several of the peer companies. Ameritas has one $50 million long-term debt issue outstanding that matures in 2026, which represents less than 4 percent of total capital and surplus.

Disability Income Competitors	Surplus Notes/ Capital & Surplus (%)
Berkshire	0.0%
Principal	2.5%
Ameritas	**3.7%**
Guardian	8.3%
Average	9.7%
Northwestern Mutual	10.8%
MetLife	11.8%
Mass Mutual	13.7%
Standard	21.0%

Bond Weightings

Bonds rated NAIC 1 to NAIC 6 are weighted by corresponding carrying value to calculate an overall rating for a given group of bonds. *The lower the value, the higher the quality of the bond portfolio.*

NAIC 1 and 2 ratings are considered investment grade and range from AAA to BBB-. Ameritas has a slightly higher quality bond portfolio than average. Ameritas' average rating equates to an "A" rated bond portfolio. Why is this important? Ameritas' bond portfolio equaled 74 percent of total unaffiliated invested assets at December 31, 2012, and invested assets and cash equaled 96 percent of Ameritas' general account assets.

Disability Income Competitors	Weighted Average NAIC Bond Ratings
Standard	1.44
Ameritas	**1.48**
Principal	1.50
MetLife	1.52
Average	1.52
Mass Mutual	1.54
Berkshire	1.54
Northwestern Mutual	1.54
Guardian	1.60

National Association of Insurance Commissioners Bonds Rated 3 through 6

Carrying value of bonds rated 3 through 6 (considered below investment grade with more risk) with certain characteristics as a percentage of total bonds as reported on SNL Schedule D Part 1A Section 1. *The lower the value, the higher the quality of the bond portfolio.* Ameritas has less than one-half of the industry average exposure to high yield or junk bonds (3.1 percent compared to 6.3 percent for the industry).

Disability Income Competitors	Bonds Rated 3 to 6/Bonds (%)
Berkshire	2.1%
Ameritas	**3.1%**
Standard	5.7%
Guardian	6.3%
Mass Mutual	6.3%
Average	6.8%
Principal	7.2%
Northwestern Mutual	8.8%
MetLife	11.1%

National Association of Insurance Commissioners Bonds Rated 5 and 6

These bonds are at the lowest end of the rating spectrum and are near or close to defaulting. Carrying value of bonds with a 5 (lowest quality not in or near default) or 6 (in or near default) rating as a percentage of capital and surplus. *The lower the percentage, the higher the quality of the bond portfolio.*

Disability Income Competitors	Bonds Rated 5 and 6/ Capital & Surplus (%)
Standard	0.2%
Berkshire	1.2%
Ameritas	**1.3%**
Guardian	2.3%
Average	5.2%
Mass Mutual	6.8%
Principal	8.0%
MetLife	8.5%
Northwestern Mutual	9.4%

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[1] Ameritas Mutual Holding Company's (Ameritas) group ratings by A.M. Best Company and Standard and Poor's include Ameritas Life Insurance Corp., Ameritas Life Insurance Corp. or New York, Acacia Life Insurance Company and The Union Central Life Insurance Company.

[2] Represented by the ALIRT Life Insurance Composite, which consists of the 100 largest U.S. insurers, and represents ≈ 85% of total industry invested assets.

Securities offered through Ameritas Investment Corp., member FINRA/SIPC.

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