

# A.M. Best upgrades the companies of OneAmerica to A+ (Superior)

## What A.M. Best says about the OneAmerica<sup>1</sup> enterprise:

- “Growth in statutory premium, capital and net income has consistently outpaced mutual peers in recent years.”
- “OneAmerica’s investment portfolio has continued to perform significantly better than most of its life/annuity peers with respect to both realized and unrealized losses over the last few years.”
- “The rating actions reflect OneAmerica’s solid risk-adjusted capital position, strong consolidated top-line revenue growth and consistently favorable operating performance across its core business lines.”
- “OneAmerica’s expansion of distribution channels has facilitated organic growth.”
- “The rating reflects strong enterprise risk management practices relative to similarly rated peers and its advantageous mutual holding company structure.”
- According to A.M. Best, the A+ (Superior) rating is “Assigned to companies that have, in our opinion, a superior ability to meet their ongoing insurance obligations.”

## Strength and Growth when it’s needed most

While A.M. Best has upgraded the companies of OneAmerica to A+ (Superior), more than 80% of life insurance groups have experienced some form of negative ratings action during the last three years. During the same period of time, only 3% of large life groups have received upgrades (excluding companies that have been downgraded and then restored). In addition, 30% of large life groups are currently on negative outlook from at least one rating agency.

## Market Performance

Despite the recent crisis and subsequent economic struggles, the companies of OneAmerica have maintained their financial strength and consistently outperformed the industry in a variety of categories, including sales growth:

	Industry 2010 Growth <sup>2</sup>	OneAmerica 2010 Growth
Individual Life Sales	+10%	+55%
Individual Annuity Sales	-7%	+17%
401(k) Sales	-4%	+26%
Group Disability Sales	-15% <sup>3</sup>	+20%
Stop Loss Sales	Not available	+6%

1. American United Life Insurance Company® (AUL), The State Life Insurance Company, and Pioneer Mutual Life Insurance Company (PML).

2. Source: LIMRA through 12/31/10

3. Source: LIMRA through 9/30/10



## Upgrade Facts:

- OneAmerica is only the second life insurance organization to receive a ratings upgrade to A+ (Superior) from A.M. Best since the beginning of the financial crisis in 2007
- Only five life company groups have been moved to the superior category in the last eight years
- Less than 20 percent of all large life groups have a rating of A+ (Superior) or above