

Is your FIUL carrier here for the long term? **Experience matters.**

When offering fixed index universal life (FIUL) insurance to your clients, it's important to know that the carrier you're working with has the strength and stability to be there for the long term.

Allianz Life Insurance Company of North America (Allianz) has over two decades of experience creating and distributing fixed index annuity (FIA) products and over a decade creating and distributing FIUL products. We launched our first FIUL product in 2002 – and our indexing experience and innovation have continued to evolve to help meet consumers' needs.

We're proud of our history:

- #1 FIA carrier for the last 34 out of 35 quarters, as of 4Q 2017.¹
- Top-five FIA AND FIUL carrier in the independent space from 2013 – 2017.²

FIUL top five carriers in the independent space (2013 – 2017)

RANK	2013	2014	2015	2016	2017
1	Pac Life	Pac Life	Pac Life	Pac Life	Pac Life
2	MN Life	MN Life	MN Life	MN Life	MN Life
3	Allianz	Allianz	Allianz	Nationwide	LSW
4	LSW	LSW	LSW	LSW	Allianz
5	Zurich	Zurich	Nationwide	Allianz	Nationwide

Source: 4Q 2013 to 4Q 2017 LIMRA's U.S. Retail Individual Life Insurance Sales by Channel with All Splits Preliminary Results, 4Q 2017.

FIA top five carriers in the independent space (2013 – 2017)

RANK	2013	2014	2015	2016	2017
1	Allianz	Allianz	Allianz	Allianz	Allianz
2	Security Benefit	Security Benefit	American Equity	American Equity	Athene
3	American Equity	American Equity	Great American	Athene	Nationwide
4	Great American	Great American	AIG	Great American	American Equity
5	Athene	Athene	Athene	AIG	Great American

Source: 4Q 2013 to 4Q 2017 LIMRA's U.S. Retail Individual Life Insurance Sales by Channel with All Splits Preliminary Results, 4Q 2017.

For all that's ahead.®



¹ Wink's Sales & Market Report, 4th Quarter 2017.

² 4Q 2013 to 4Q 2017 LIMRA's U.S. Retail Individual Life Insurance Sales by Channel, 4Q 2017.

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Product and feature availability may vary by state and broker/dealer.

Is your FIUL carrier in it for the long term?

The answers to these important questions can help you find out.

1 What are their ratings?

Allianz is proud of our high ratings from independent rating agencies – reflecting our stability, integrity, and strong balance sheet. Because of our strong ratings with the independent rating agencies, our Comdex ranking positions us near the top. Comdex averages insurance companies' independent ratings, then ranks more than 200 of those companies on a scale of 1 (lowest) to 100 (highest), based on their independent ratings. An insurer must be rated by at least two rating agencies to receive a Comdex ranking. For more information about Comdex rankings, visit www.ebixlife.com.

	CURRENT ALLIANZ RATING ¹
A.M. BEST ¹	A+ "Superior"
STANDARD & POOR'S	AA "Very Strong"
MOODY'S	A1
COMDEX ²	94

The ratings of independent rating agencies are a measure of financial strength and claims-paying ability. The ratings are based on an analysis of financial results and evaluation of management objectives and strategies. The ratings do not pertain to investment options, which fluctuate with market conditions. The ratings do not indicate approval by the analysts and are subject to change.

2 For how long have they been selling and underwriting accumulation FIUL products?

As an industry pioneer in fixed index universal life insurance, Allianz introduced our first FIUL product in 2002 – which means our experienced and knowledgeable underwriters have been underwriting and issuing accumulation FIUL policies for over a decade.

3 Do they have a disciplined approach to cap and rate management, while still delivering interest credits?

Allianz strives to provide clients with stability in maintaining their caps, participation rates, and fixed interest rates – even in difficult economic times. We consistently employ a disciplined approach to determine the rates we can offer on newly purchased and in-force policies. Each year, we analyze and declare renewal rates to maintain a balance between the cost of guaranteeing policy benefits and offering opportunity to earn fixed and indexed interest.

In addition to cap and rate renewal history, the interest credits your clients actually receive are an excellent indicator of the value that is being passed on to them. Below is a closer look at the average fixed and indexed interest credits for Allianz FIUL policyholders.

	Indexed	Fixed
Average interest credited ³	7.06%	4.32%

Past interest crediting is not a guarantee of future results. Caps and interest rates have changed over time, so future credits may be different than shown even in similar market environments.

¹ The A.M. Best rating of A+ (Superior) is the second highest of 16 possible ratings, and was affirmed August 2017. The Moody's rating of A1 is the fifth highest of 21 possible ratings, and was affirmed October 2017. The Standard & Poor's rating of AA (Very strong) is the third highest of 21 possible ratings, and was affirmed December 2017.

² VitalSigns Company List as of April 2018, EbixLife. Comdex and other research/financial strength information available via producer subscription at www.vitalsalesuite.com.

³ The average interest credited shows FIUL insurance policy crediting history of Allianz FIUL policies from 3/1/2006 through 12/31/2017. We chose this time frame to ensure that we present the most complete 12-month data available for this study. 152,117 policy anniversaries from 37,893 unique policies were studied. Credits are based on actual caps, participation rates, and interest rates that have been applied to in-force policies. Products included in analysis: GenDex II, GenDex SP, GenDex Survivorship, GenDex Momentum, GenDex Survivor, Allianz Life Pro+®. All products have not been available during the entire duration of the example show. This is only one aspect of an FIUL insurance policy, which does not take into account policy fees and charges and does not describe any other features or account for factors, such as the current market environment, which may affect the interest credited to the policy. All product features should be considered before purchasing a policy.

4 Does the FIUL product have an appropriate combination of accumulation potential and charges?

Some FIUL policies – particularly those launched over the last couple years – show competitive values for death benefits, accumulation value, and cash values. However, some products may come with higher charges, particularly in the later years.

Allianz FIUL policies are designed so the charges and fees typically decrease over time – meaning the financial burden for your clients' policies may decrease as they near retirement, when they have fewer working years ahead.

5 Is the accumulation bonus guaranteed or nonguaranteed? How is it calculated?

Allianz FIUL policies offer a guaranteed accumulation bonus based on earned interest, giving your clients the extra potential to increase their accumulation value. The interest bonus rate is guaranteed for the life of the policy. However, the actual bonus amount is not. If the index performs poorly, there may be no bonus for that period. We pride ourselves in transparency and education on how the bonus is calculated so you can confidently explain it to your clients. Bonus products may include higher surrender charges, longer surrender periods, lower caps, lower participation rates, or other restrictions that are not included in similar products that don't offer a bonus.

6 Is their loan rate guaranteed or nonguaranteed?

Allianz FIUL policies offer a guaranteed loan rate that is locked in at policy issue, so your clients never have to worry about the annual interest charge fluctuating in the future.

7 What risk controls do they have in place to protect their policyholder, financial professionals, and the company?

Through our conservative risk-management strategies, Allianz can help guarantee that we will be here when your clients need us. Our approach to managing risk encompasses product design, hedging, and reinsurance, and leverages global resources for oversight. It's this robust and integrated approach that allows us to provide consumers with financial guarantees.

FIUL products are designed to protect your client for the long term. Choose a carrier that has the strength and experience to support their promises.

To find out more about the indexing experience, strength, and stability of Allianz, call the Life Case Design Team at **800.950.7372**.



True to our promises ... so you can be true to yours.®

A leading provider of annuities and life insurance, Allianz Life Insurance Company of North America (Allianz) bases each decision on a philosophy of being true: **True to our strength** as an important part of a leading global financial organization. **True to our passion** for making wise investment decisions. And **true to the people we serve**, each and every day.

Through a line of innovative products and a network of trusted financial professionals, and with over 3.5 million contracts issued, Allianz helps people as they seek to achieve their financial and retirement goals. Founded in 1896, Allianz is proud to play a vital role in the success of our global parent, Allianz SE, one of the world's largest financial services companies.

While we are proud of our financial strength, we are made of much more than our balance sheet. By being true to our commitments and keeping our promises we believe we make a real difference for our clients. It's why so many people rely on Allianz today and count on us for tomorrow – when they need us most.

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Product and feature availability may vary by state and broker/dealer.

www.allianzlife.com

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