

# Company Highlights

## Executive Management (FFG)

**John A. Graf**  
Chairman, President and  
Chief Executive Officer

**Robert M. Arena**  
Executive Vice President,  
Annuity Division

**Mary L. Cavanaugh**  
Executive Vice President,  
General Counsel and  
Secretary

**David J. de Gorter**  
Executive Vice President,  
Life Division

**David W. Entrekin**  
Executive Vice President,  
Corporate Development

**Paula G. Nelson**  
Executive Vice President

**Michael A. Reardon**  
Executive Vice President,  
Chief Financial Officer  
and Treasurer

**Eric D. Todd**  
Executive Vice President,  
Chief Investment Officer

## Forethought Financial Group, Inc. (FFG)

- Privately-held, diversified financial services organization founded in 1985
- Dedicated to providing financial solutions that help Americans plan for their retirement and latter-life needs
- Headquartered in Houston, Texas with offices in Indianapolis and Batesville, Indiana; Simsbury, Connecticut and Berwyn, Pennsylvania
- \$7.1 billion in assets, as of December 31, 2012

## Forethought Life Insurance Company

A subsidiary of Forethought Financial Group, Inc.

### PROFILE (As of December 31, 2012)

- Approximately \$6.3 billion in assets
- Over \$1.8 billion in annual revenue
- Total capital and surplus of \$472 million
- Approximately \$7.5 billion of life insurance and annuities in force
- Products distributed through a nationwide network of banks, broker/dealers, independent marketing organizations, independent agents and funeral homes
- More than a million customers served
- Licensed to sell in 49 states, the District of Columbia and Puerto Rico

### FINANCIAL STRENGTH RATINGS

- **A.M. Best Rating: A- "Excellent"** (The fourth highest of sixteen ratings.)
- **S&P's Rating: A- "Strong"** (The seventh highest of twenty-one ratings.)
- **Moody's Rating: A3** (The seventh highest of twenty-one ratings.)
- Forethought proudly subscribes to the **ALIRT Service**, which reports on trends impacting the financial performance of insurance companies. Information is available from ALIRT Insurance Research, LLC, [alirtresearch.com](http://alirtresearch.com) or (860) 683-2070.

### INDUSTRY PERFORMANCE

- Named in **Ward's 50<sup>®</sup>** ranking of top-performing life-health insurance companies for the third consecutive year, 2010-2012. Ranking analyzes five-year financial performance of more than 800 US-based life-health insurance companies.

### PRODUCTS AND SERVICES

#### Annuities

- Variable annuities with optional income and death benefit features
- Traditional fixed annuities that provide current and guaranteed minimum interest crediting
- Index annuities that offer the potential for higher interest crediting
- Long-term care hybrid annuity with the traditional benefits of a fixed annuity and enhanced value for qualified long-term care needs

#### Life Insurance

- Preneed products designed specifically to meet the needs of those planning and funding their funerals
- Final expense products designed to reduce the burden of loss for loved ones
- Products designed to complement the benefits of Medicare coverage