

# Why National Life Group?

We believe that experience and hard, honest work still matter. As financial services institutions around the nation and the world foundered through the choppy waters that swirled about the markets in recent times, National Life Group has steered ahead safely and confidently due to our seasoned perspective and the creativity and dedication of our employees.

Here are some financial highlights\*:

(\$ in thousands)	2007	2006
Assets Under Management	\$ 20,169,100	\$ 19,299,900
Insurance In Force	\$ 57,400,000	\$ 54,900,000
Net Income	\$ 108,983	\$ 110,647

2008 has brought more turbulence in the financial markets. While we are not immune to what is going on in the marketplace, our conservative and diverse investing strategy has served us well.

Consider these excerpts from the November 2008 reaffirmation of our ratings from A.M. Best: (National Life Insurance Company and LSW are collectively called "National Life.")

- "The ratings reflect National Life's positive growth trends in its core life and annuity lines, solid operating performance and diverse distribution channels."
- "National Life's investment portfolio is conservatively managed and the company maintains moderate financial leverage."
- "National Life also continues to exercise discipline in product design."

## Financial Strength Ratings

for National Life Insurance Company (National Life) and Life Insurance Company of the Southwest (LSW)

### A (Excellent)

By A.M. Best  
Outlook: stable  
3rd highest out of 15 rankings

### A2 (Good)

By Moody's  
Outlook: stable  
6th highest out of 21 rankings

### A+ (Strong)

By Standard & Poor's  
Outlook: stable  
5th highest out of 17 rankings

Ratings as of October 1, 2008

*Ratings are subject to change.*

\* Consolidated results of National Life Group companies, which include National Life Insurance Company, Life Insurance Company of the Southwest, Equity Services, Inc., Sentinel Investments, NLV Financial Corporation and National Retirement Plan Advisors. Sentinel Investments is the unifying brand name for Sentinel Financial Services Co., Sentinel Asset Management, Inc., and Sentinel Administrative Services, Inc. National Life Group is a trade name for National Life Insurance Company and its affiliates.