

The FIA sales leader. Again.

Number one – in 17 of the last 18 years.

Other companies' sales have come and gone. We're the fixed index annuity (FIA) sales leader¹ – and still going strong.

RANK	2000	2001	2002	2003	2004	2005
1	Allianz	Allianz	Allianz	Allianz	Allianz	Allianz
2	American Equity	Midland National	Midland National	Aviva	Fidelity & Guaranty	American Equity
3	Jackson National	American Equity	American Equity	American Equity	American Equity	Aviva
4	Midland National	Aviva	North American	Midland National	Keyport Life	Fidelity & Guaranty
5	Conseco	Jackson National	Aviva	Fidelity & Guaranty	Aviva	ING

RANK	2006	2007	2008	2009	2010
1	Allianz	Allianz	Aviva	Allianz	Allianz
2	Aviva	Aviva	Allianz	Aviva	Aviva
3	ING	American Equity	American Equity	American Equity	American Equity
4	Fidelity & Guaranty	Fidelity & Guaranty	ING	Jackson National	Lincoln National
5	Midland National	Midland National	Midland National	Lincoln National	ING

RANK	2011	2012	2013	2014	2015	2016	2017
1	Allianz	Allianz	Allianz	Allianz	Allianz	Allianz	Allianz
2	Aviva	Aviva	Security Benefit Life	Security Benefit Life	American Equity	American Equity	Athene
3	American Equity	American Equity	American Equity	American Equity	Great American	Athene	Nationwide
4	Great American	Security Benefit Life	Great American	Great American	AIG	Great American	American Equity
5	North American	Great American	Athene	Athene	Athene	AIG	Great American

For all that's ahead.®

Allianz 

¹ Wink's Sales & Market Report is published by Wink, Inc. 4Q 2017.

Guarantees are backed solely by the financial strength and claims-paying ability of Allianz Life Insurance Company of North America.

Products are issued by Allianz Life Insurance Company of North America (Allianz), 5701 Golden Hills Drive, Minneapolis, MN 55416-1297. www.allianzlife.com

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

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Best-selling products combined with experienced sales support

- We’ve consistently had products on the industry’s top 10 best-sellers list, and are #1 in product sales overall.
- Thanks to you, Allianz is the first FIA carrier to eclipse \$100 billion in overall sales.
- Innovative products – including income benefits (may be optional riders and come at an additional cost). Unlike “high water” increasing income methods, with Allianz, your clients can choose to receive an income which increases every time there is an interest credit.
- Licensed and highly trained sales consultants partner with you on building your business.
- We have an industry-leading suitability program designed to offer your clients an important level of reassurance.

A conservative investment approach focused on long-term results

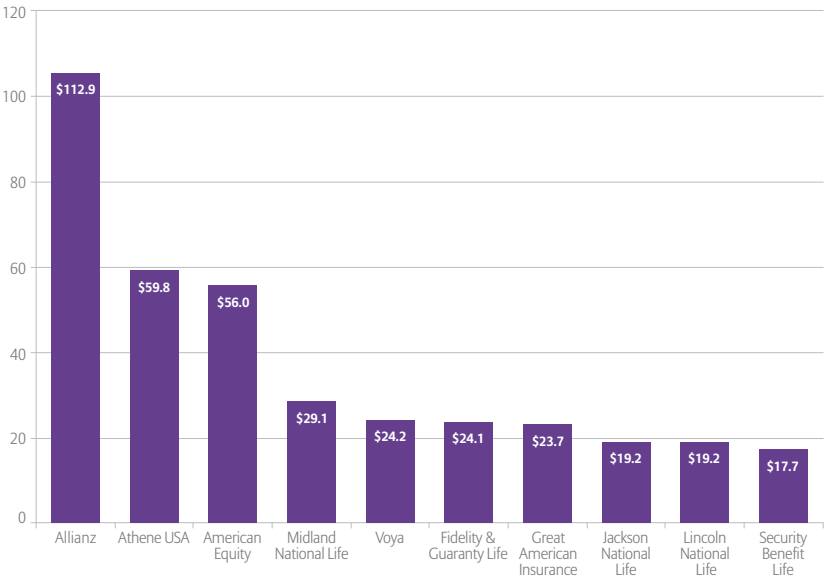
- Diversification across high-quality, fixed-income asset types.
- 99% of our fixed income securities are investment-grade.
- In-house dynamic hedging allows us to purchase higher-grade bonds – which helps us build and maintain a more stable, higher-quality investment portfolio.
- We can better manage risk by rebalancing multiple times each day.

Stability, integrity, and a strong balance sheet

- We are a strong, well-capitalized company that has the stability to meet our financial obligations.
- Consistently high ratings from independent rating agencies – in fact, we were never downgraded during the last financial crisis (2008).

Total overall fixed index annuity sales

(in billions 1998 – 2017)



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Recent historical ratings

YEAR	STANDARD & POOR’S	A.M. BEST	MOODY’S
2017	AA	A+	A1
2015 – 2016	AA	A+	A2
2007 – 2014	AA	A	A2
2005 – 2006	AA-	A	A2
2003 – 2004	AA-	A+	A2
2002	AA	A+	A1

The Standard & Poor’s rating of AA (Very strong) is the third highest of 21 possible ratings, and was affirmed December 2017.

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.

These independent agency ratings are based on an analysis of financial results and an evaluation of management objectives and strategies. The ratings do not pertain to the variable investment options, which fluctuate with market conditions. The ratings do not indicate approval by the analysts and are subject to change.

Contact your Allianz representative and find more on all the ways we can support – and help increase – your success.