VIEWPOINT 2024 JAN 12

U.S. LIFE INSURANCE COMPANIES FINANCIAL STRENGTH RATINGS: Q1 2024

ALL CLIENT POLICIES ARE UNDERWRITTEN BY TOP-TIER LIFE INSURANCE PROVIDERS

WESTWARD'S VIEW

From time to time, Canadian life insurance applicants are unable to obtain a life insurance offer from a Canadian insurer. A possible solution is to approach the U.S. life insurance market for an offer.

The U.S. market is significantly larger and more competitive, and will often make offers when none are forthcoming from the Canadian market.

The process for a Canadian to acquire a life insurance policy from a U.S. insurer is involved and typically requires the creation of a U.S. trust to hire a U.S. broker to help acquire the policy and then distribute it from the trust to the Canadian beneficiary.

Westward's Performance Optimizer manages life insurance plans for several clients who own life insurance policies issued by U.S. insurers. This Viewpoint summarizes the current financial strength ratings of our clients' U.S. insurers. The financial strength of life insurance companies is regularly assessed by trusted credit rating organizations. Westward monitors these assessments to ensure that our clients' life insurance policies are backed by top-tier providers.

The opinions expressed in this memorandum are strictly those of Westward Advisors Ltd. This memorandum is for information purposes only and is not legal or tax advice.

Q1 2024 RATINGS As at January 12, 2024	A.M. Best	Moody's	Standard & Poor's
American General LIFE INSURANCE	A	A2	A+
John Hancock LIFE INSURANCE	A+	A1	AA-
Lincoln	A	A2	A+
MetLife	A+	Aa3	AA-
TRANSAMERICA LIFE INSURANCE COMPANY	A	A1	A+

The above financial strength ratings assess an insurer's ability to meet its obligations to policyholders. Westward sources the ratings from the most current information published on each insurer's website. **There was one rating change from last quarter. Moody's Lincoln rating changed from A1 to A2.**

A.M. Best: Companies rated from B+ (good) through A++ (superior) are considered to be "secure."
Rating definitions: http://www.ambest.com/ratings/guide.pdf

Moody's: Companies rated from A (upper medium grade) through Aaa (highest quality) are considered "low credit risk." A modifier of 1 indicates the higher end of a category, and a 3 indicates the lower end of a category.
Rating definitions: https://www.moodys.com/Pages/amr002002.aspx

Standard & Poor's: Companies rated AAA, AA, A, or BBB have respectively "extremely strong," "very strong," "strong" or "adequate" capacity to meet financial commitments. A modifier of plus (+) or minus (-) shows the relative standing within the rating category.
Rating definitions: https://www.standardandpoors.com/en_US/web/guest/article/-/view/sourceId/504352

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