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## The Bucket

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By Editorial Staff    *Wed, May 15, 2013*

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*Brief or late-breaking items from Northwestern Mutual and Jackson National Life.*

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### **Northwestern Mutual now 114<sup>th</sup> on Fortune 500**

Strong financial and sales performance in 2012 helped Northwestern Mutual move up two positions on the FORTUNE 500 list to No. 114, the company said in a release.

In 2012, Northwestern Mutual set a new annual record for the number of insurance policies purchased. Including life, disability income and long-term care, policies purchased were up 13% over 2011 and represented the most purchased in any year in company history.

The company's combined 2012 new premium sales for life, disability income and long-term care insurance totaled \$1.03 billion, up 11% over 2011. Annuity sales also increased 11% to a record \$1.7 billion, the mutual insurer said.

### **Jackson reports 1Q 2013 sales and deposits of \$6.2 billion**

Strong sales of its Elite Access variable annuity helped Jackson National Life generate more than \$6.2 billion in total sales and deposits during the first quarter of 2013, an increase of 6.3% from prior year quarter, the company said in a release.

"We continue to price all of our products conservatively to help Jackson maintain a strong capital position, which is in the best interests of all of our stakeholders," said Mike Wells, president and CEO of the U.S.-based subsidiary of the UK's Prudential plc.

Elite Access, which features alternative asset investment options and has no lifetime income rider option, recorded \$835.6 million and Jackson sold \$3.7 billion in other VA contracts (Perspective series) during the first quarter of 2013, compared to \$11.5 million and \$4.4 billion, respectively, in first quarter 2012.

Following market trends, Jackson's fixed index annuities sales rose while traditional fixed annuity sales fell. FIA sales totaled \$531.4 million, up from \$391.7 million in first quarter 2012. First quarter 2013 fixed annuity sales were \$223.3 million, down from \$255.1 million during the same period in the prior year.

In the first quarter of 2013, Jackson issued \$238.7 million in institutional products (guaranteed investment contracts, medium-term notes and funding agreements), up from \$118.8 million in the first quarter of 2012.

Deposits at Curian Capital LLC, Jackson's asset management subsidiary, totaled \$677.6 million during the first quarter. Assets under management in Curian's core business increased to \$9.6 billion as of March 31, 2013, up from \$8.9 billion at year-end 2012.

National Planning Holdings, Inc., a Jackson-affiliated network of four independent broker-dealers, reported gross product sales of \$5.1 billion during the first quarter of 2013, compared to \$4.2 billion in the same period of 2012, yielding IFRS revenue of \$225.8 million and \$197.0 million in the first quarters of 2013 and 2012, respectively.

During full-year 2012, Jackson ranked:

- First in total annuity sales, with a market share of 10.2%
- Second in VA new sales, with a market share of 13.8%
- First in VA net flows
- Sixth in total VA assets
- Sixth in FIA sales, with a market share of 5.1%
- Seventh in fixed-rate deferred annuity sales with a market share of 3.6%.

As of May 6, 2013, Jackson had the following ratings:

- A+ (superior) —A.M. Best financial strength rating, the second-highest of 16 rating categories;
- AA (very strong) —Standard & Poor's insurer financial strength rating, the third-highest of 21 rating categories;
- AA (very strong) —Fitch Ratings insurer financial strength rating, the third-highest of 19 rating categories;
- A1 (good) —Moody's Investors Service, Inc. insurance financial strength rating, the fifth-highest of 21 rating categories.