

New York Life Insurance and Annuity Corporation (NYLIAC) A Leading Issuer of Bank Owned Life Insurance (BOLI)

Just the Facts... about BOLI

- Owned by approximately 3,500 banks industry wide
- Over \$150 Billion of BOLI issued in marketplace

Why do financial institutions buy BOLI?

- BOLI provides banks with valuable insurance protection on the lives of key executives
- BOLI may offer attractive tax-equivalent yields which can be used to finance the costs associated with current and future costs of pre- and post-retirement employee benefit plans
- BOLI generated cash flows are generally free from federal income tax if the institution holds the policy until maturity
- BOLI may offer opportunities to diversify a bank's investment portfolio and potentially improve a bank's earnings
- General Account and Hybrid¹ BOLI policies provide a guaranteed minimum interest crediting rate² and may be carried by the bank at book value, resulting in no "mark-to-market" risk exposure

How to purchase NYLIAC BOLI

- Sold through NYL approved BOLI distributors
- Please contact a Bank Client Group team member for more details

Company strength matters

- Financial Strength³: NYLIAC and New York Life Insurance Company (NYL) have both received the highest ratings currently awarded to any life insurer from the industry's principal rating agencies:

Moody's	Aaa
Fitch	AAA
S&P	AA+
A.M. Best	A++

Comdex Percentile Ranking 100% (Highest possible)
Fortune 100 Company; Ranked #69, as of June 1, 2018⁴

- Active in the BOLI market since 1992, with nearly 1,800 bank client
- One of the largest providers of BOLI since 1992
- New York Life features a Bank Client Group dedicated to providing our BOLI Clients with direct resources such as due diligence and portfolio reviews

Ratings Source: Individual third-party rating reports (as of August 1, 2017). Banks should carefully review any carrier they consider for their BOLI purchase. Financial strength and integrity are critical factors in the selection process.

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¹ NYLIAC's hybrid product combines certain features of a separate account with those of a general universal life product.

² The guarantees of a BOLI policy are based on the claims-paying ability of the issuer.

³ The financial strength ratings do not represent the performance of any New York Life policy.

⁴ Based on revenue as reported by "Fortune 500, Ranked with Industries, Insurance: Life, Health (Mutual)." Fortune Magazine, June 1, 2018.

Comdex Index shows the average percentile of a company's ratings, and it is not a rating itself; it is instead a composite of all of the ratings that the company has received. On a scale of 1 to 100, a company is given a standing in relation to other companies that have been rated by the services. A company needs to be rated by at least two rating services to receive a Comdex score. Rating services include: A.M. Best, Standard & Poor's, Moody's Investor Service, Fitch.

⁵ Includes Fixed Account COLI.



New York Life Insurance Company
New York Life Insurance and Annuity Corporation
(NYLIAC) (A Delaware Corporation)

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SMRU1668220 (Exp. 08/30/2020)