

AMERICAN SAVINGS LIFE INSURANCE COMPANY

Founded 1954



Frequently Asked Questions

Q: How long has American Savings Life Insurance Company been in business?

A: Since April 1954 in Phoenix, Arizona.

Q: What is American Savings Life's rating?

A: American Savings Life has a long history of consistent profitability and having dollar-for-dollar one of the strongest balance sheets in the industry. Because we are only licensed to do business in Arizona and Utah, we do not fit the model the rating agencies require to receive an "A" rating. We refer to our financial reports with our proven history of profitability and exceptional solvency as hard evidence of our financial strength and solvency.

Q: How can someone independently verify American Savings Life's financial strength?

A: There are two ways you can independently verify American Savings Life's financial strength:

1. Available upon request is an annual "**Independent Comparative Report**" prepared by Standard Analytical Services, Inc. This 2021 report compares key financial ratios with the 25 largest life insurance companies.
 - a. **Solvency** (Assets for each \$100 of liabilities):
 - Average of 25 largest life insurance companies = \$106.66
 - **American Savings Life = \$126.82**
 - b. **Surplus Funds** (Amount of stockholder surplus per \$100 of policy reserves):
 - Average of 25 largest life insurance companies = \$15.86
 - **American Savings Life = \$41.23**
 - c. **Profitability** (Total income from operations for each \$100 of total disbursements):
 - Average of 25 largest life insurance companies = \$105.54
 - **American Savings Life = \$118.03**
 - d. **Investment Yield** (Net investment income to average invested assets):
 - Average of 25 largest life insurance companies = 4.20%
 - **American Savings Life = 6.01%**
2. The Company's **Audited Financial Statements**. A copy of ASL's most recent audited statutory financial statements is available on the Stockholders Page of our website.

Q: How can ASL afford to offer great rates on its Annuities & Life Insurance?

A: ASL has a very different business model than the typical life insurance company. We operate with very low overhead. We do not have high executive salaries and bonuses and extensive layers of management. We also have very low marketing and sales expenses, with directly appointed independent life insurance and annuity agents. We also have a proven history of profitability that is significantly better than industry averages.

Q: How does ASL invest its assets?

A: Since 1954, ASL has maintained the same investment model of investing the majority of its assets in a very conservative yet profitable niche real estate loan product we call *Not So Hard Money*™. These secured loans are unique because we only loan on average 55% of the property's value while earning an average of 8-10% interest. The Company has been consistently profitable, even through the real estate market corrections and the "Great Recession."

Learn more at www.AmericanSavingsLife.com or call us at (480) 835-5000 or (800) 880-2112.