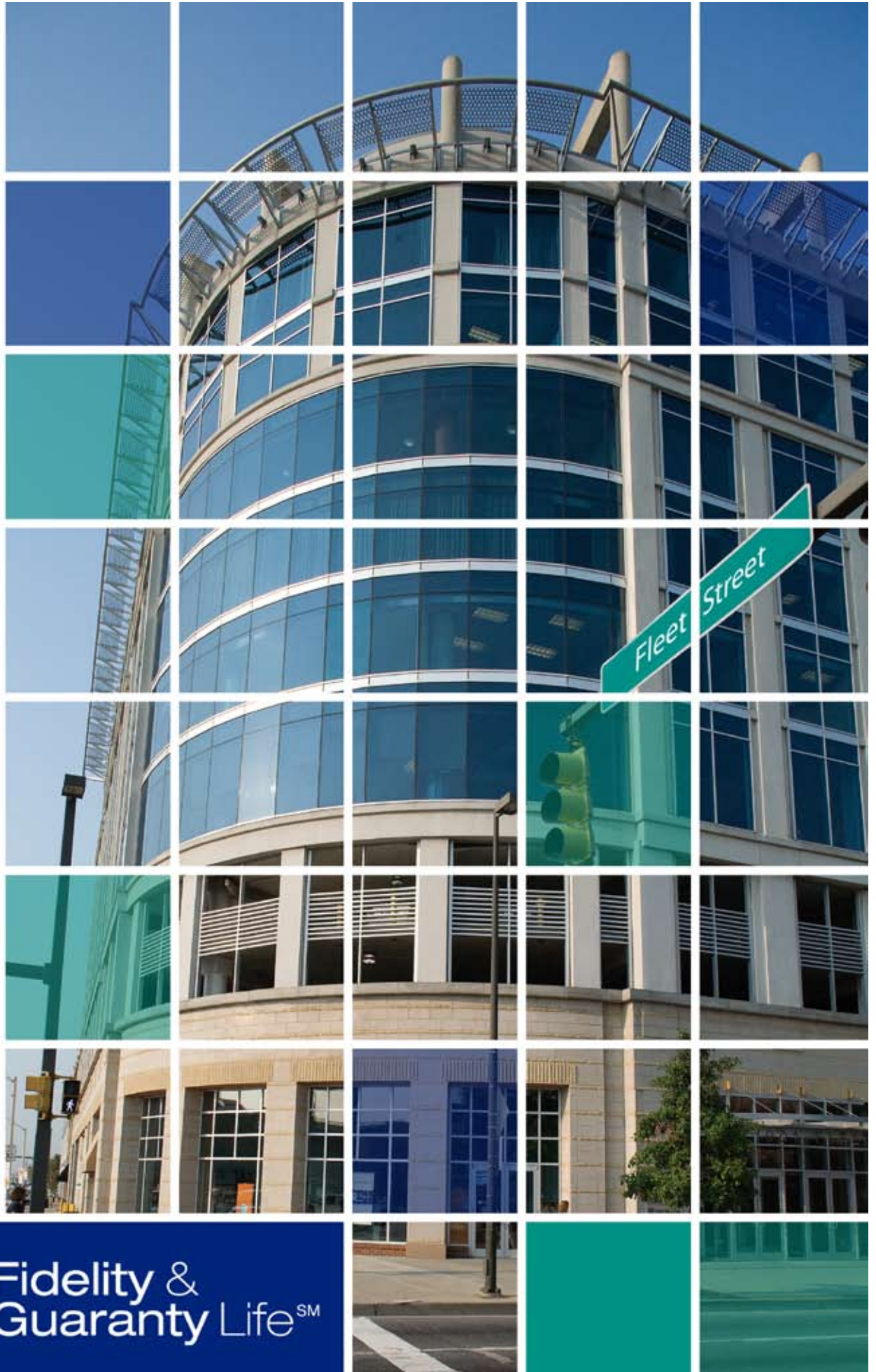


# Corporate Spotlight



Fidelity &  
Guaranty Life<sup>SM</sup>



## Who We Are

Originally incorporated in 1959, Fidelity & Guaranty Life Insurance Company has a solid commitment to serving the individuals it knows best – consumers seeking the safety, protection, accumulation and income features of secure life insurance and annuity products. Through its insurance subsidiaries, Fidelity & Guaranty Life Insurance Company and Fidelity & Guaranty Life Insurance Company of New York, the company is a leading provider of fixed indexed annuity and fixed indexed universal life products.

## Ownership

Fidelity & Guaranty Life and its subsidiary companies are wholly owned by Harbinger Group Inc. (HGI). HGI is a diversified holding company whose principal operations are conducted through subsidiaries that offer life insurance and annuity products, and branded consumer products. HGI is headquartered in New York and traded on the New York Stock Exchange under the symbol “HRG.”

### Company Profile

<i>Established</i>	1959
<i>Location</i>	Baltimore, MD
<i>Total Employees</i>	156
<i>Number of Policyholders</i>	750,000

[www.fglife.com](http://www.fglife.com)

### Financial & Business Highlights

<i>Statutory Capital and Surplus*</i>	\$942mm
<i>Risk Based Capital**</i>	350%
<i>Statutory-basis assets*</i>	\$16.9bn
<i>250 independent marketing agencies representing 25,000 agents nationwide</i>	

\*As of 6/30/11  
\*\*As of 12/31/11



Our core fixed indexed universal life and fixed annuity products address a range of needs for today's consumer

### Indexed Universal Life

- Tax free retirement income
- Flexibility
- Tax benefits associated with traditional life policies
- Variable loan features
- Tax free access to account value to pay for life's unexpected expenses
- Persistency bonus
- Upside market potential with downside protection

### Annuities

- Guaranteed minimum death benefits
- Guaranteed minimum withdrawal benefits
- Protection against impairment
- Guaranteed income stream for life
- Protection for longevity
- Unscheduled partial withdrawals
- Partial free withdrawals
- Liquidity
- Rollovers from IRAs, 401(k), 403(b), pension and profit sharing
- Vesting bonus
- Guarantees plus upside potential
- Accumulation
- Riders to address unexpected events such as unemployment, diagnosis of a terminal illness or nursing home confinement

## Barron's Agrees

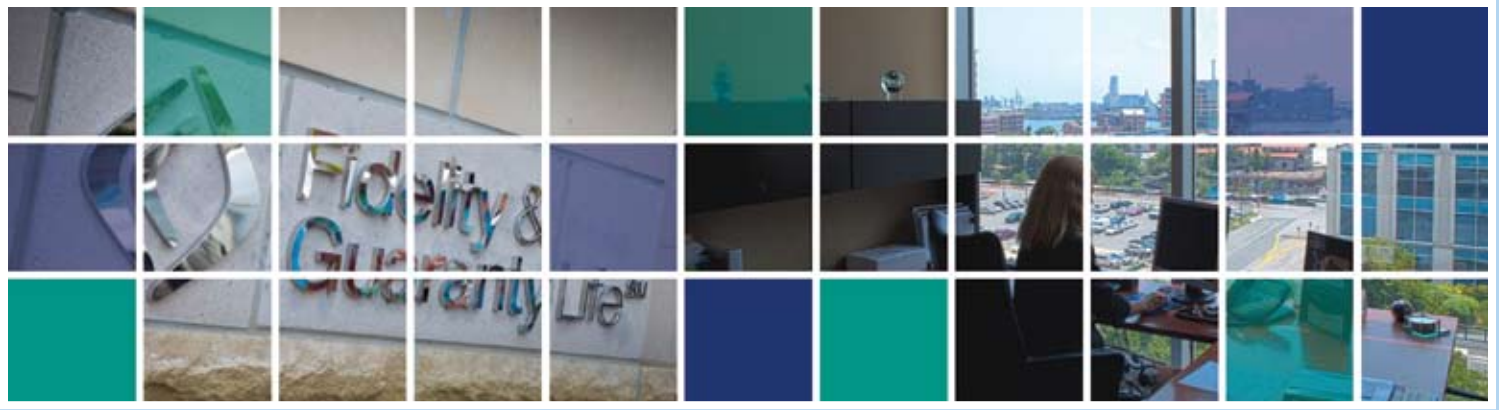
Fidelity & Guaranty Life has one of the top five annuities in the industry.

In their June 2011 report, Barron's listed Fidelity & Guaranty Life's FG Guarantee-Platinum 5 as one of the top five deferred fixed annuities in the industry.

FG Guarantee-Platinum 5 received top honors based on the following benefits and features:

- Full account value at death including interest up to the date of death
- Issued to age 90
- Penalty free interest only withdrawals
- Choice of these riders:
  - Terminal Illness
  - Nursing Home
  - Unemployment





## Investment Philosophy & Approach

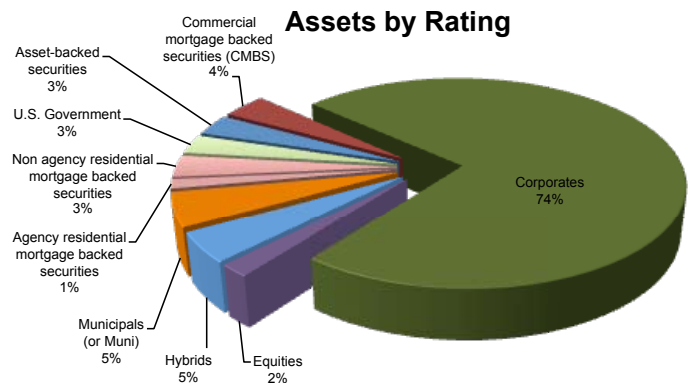
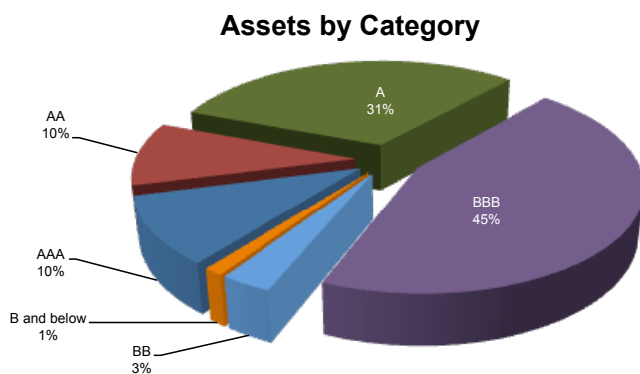
**Objective:** To obtain an income-oriented total return while prudently managing downside risk.

**Investment Approach:** The Company's internal investment experts manage the investment portfolio with an eye to the long term, and believe the best way to grow capital is not to lose any. With a focus on capital preservation and growth, they focus on investments that deliver consistent, predictable returns over the long run. They understand the value of being nimble and take action when markets behave inefficiently – actions with an emphasis on providing liquidity in a manner that is ultimately beneficial to capital, policyholders, and shareholders.

### Investment Philosophy:

The Company's investment philosophy is built around the understanding of:

- The asymmetric risk profile of fixed income investments
- The compounding power of income creating significant value over time
- The need to act decisively while taking well informed risks during periods of market divergence or illiquidity



## Our stability is your stability.

- A.M. Best: **B++** for financial strength, the fifth highest of 15 rating classes
- Moody's Investors Services: **Ba1** position, the fifth highest of nine rating classes
- Fitch Ratings: **BBB** for financial strength, the ninth highest of 18 rating classes



## Company Culture

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Fidelity & Guaranty Life's corporate culture is one that combines serving its customers through competitive, market-driven product offerings with a workplace community where its employees can build a career. The company's simple mission of 'Planning, Delivering and Celebrating' provides the cornerstone to how it will achieve its goals. Through teamwork and collaboration, open and honest communication, high ethical standards, and respect, employees work together to achieve success.

The Fidelity & Guaranty Life Achievement Award and Employee of the Quarter Award recognize individual employees or groups of employees who make significant contributions to the success of the company. The company celebrates individuals and teams who go above and beyond to get the job done. Additionally, a High Five Award was recently instituted to acknowledge those individuals or groups who demonstrate their commitment to each functional area's Top Five objectives.

At Fidelity & Guaranty Life, a holistic approach to the workforce is actively supported. The company offers challenging work, competitive benefits, career opportunities and rewards as well as a workplace focused on wellness. A Wellness Committee has been established to actively encourage overall organizational wellness. The group of employees volunteers their time to maintaining a workplace that encourages and supports healthy lifestyle choices through educational opportunities, wellness activities, and self-improvement. The Wellness Committee regularly evaluates its four key goals to ensure that employees are getting the most from the program.

## Partners in Distribution

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Similar to the collaborative approach Fidelity & Guaranty Life takes with its employees, the company works hand-in-hand with its distribution partners to devise the most suitable product solutions for the ever-changing market. The company's belief is that, on a practical basis, no one has a better understanding of the safety, accumulation, protection, and income needs of the U.S. market than these trained, licensed, experienced professionals. This collaborative approach leads to highly customizable solutions that tackle the major concerns confronting consumers.

# LEADERSHIP TEAM

Members of Fidelity & Guaranty Life's leadership team have, on average, 28 years of industry experience. Using their expertise in their respective functional areas, they lead a committed employee base with an average tenure of eight years and a sizeable group of employees at the 15+- year level of qualified insurance industry knowledge.



**Lee Launer**

President and Chief Executive Officer



**Raj Krishnan**

Senior Vice President and Chief Investment Officer



**Eric Lund Marhoun**

Senior Vice President, General Counsel and Secretary



**John Phelps**

Senior Vice President and Chief Distribution Officer



**Barry Ward**

Executive Vice President and Chief Financial Officer



**Vic Lumby**

Senior Vice President, Client Services and Technology



**John O'Shaughnessy**

Senior Vice President, Chief Actuary and Chief Risk Officer



**Rose Boehm**

Vice President, Human Resources





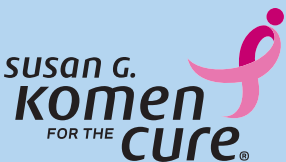
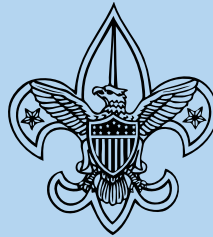
## Giving Back to the Community

Fidelity & Guaranty Life made contributions to numerous local charitable organizations in 2010 and the first half of 2011. The company, along with its employees, is committed to helping the community by donating to charitable organizations and volunteering time.

Through the Employee Gift Matching Program and Corporate Charitable Contributions, donations were provided to nearly 50 charitable organizations doing positive, impactful work in our communities. A few of the organizations that received contributions included:




**American  
Red Cross**



American Red Cross • Disabled American Veterans • Boy Scouts of America • Rebuilding Together (Baltimore) • Susan G. Komen Breast Cancer Foundation • Maryland Food Bank • Toys for Tots • Habitat for Humanity

In addition to financial support for the community, employees also participated in two “Rebuilding Together” projects wherein employees and their families volunteered their time and materials to refurbish Baltimore-area homes of needy families in the community.



Fidelity & Guaranty Life Insurance Company offers a diverse portfolio of fixed and indexed interest annuities and optional additional features. Before purchasing, consider your financial situation and alternatives available to you. Visit us at [www.fglife.com](http://www.fglife.com) for more information or check us out on .

### Headquarter Office and Marketing Inquiries

 800-445-6758

 Fidelity & Guaranty Life, 1001 Fleet Street, Baltimore, MD 21202


 [sales.marketing@fglife.com](mailto:sales.marketing@fglife.com) or [sales-support@fglife.com](mailto:sales-support@fglife.com)

### Policyholder Services Inquiries

 888-513-8797

 402-328-2266

 Fidelity & Guaranty Life Insurance Company Service Center,  
P.O. Box 81497, Lincoln, NE 68501

 Fidelity & Guaranty Life Insurance Company Service Center,  
777 Research Drive, Lincoln, NE 68521

## Corporate Spotlight

Fidelity & Guaranty Life is the marketing name for Fidelity & Guaranty Life Insurance Company. Fidelity & Guaranty Life Insurance Company in all states except New York and, in New York only, Fidelity & Guaranty Life Insurance Company of New York. Each insurer is solely responsible for its contractual commitments.

Guarantees are based upon the claims paying ability of the issuing insurer. Subject to state availability. Certain restrictions may apply.