

Talking Points on Nassau and PHL Rehabilitation

- PHL Variable Insurance Company (PHL) was a subsidiary of Phoenix that Nassau acquired in 2016, which has a block of life and annuity policies dating back to the early 1980s. Most PHL policies were sold prior to the Nassau acquisition. Nassau slowed sales after the acquisition, began shifting sales to Nassau Life and Annuity Company (NLA) in 2018, and completely discontinued PHL sales in 2019.
- Nassau exited PHL in 2021 after providing significant capital support to PHL. Nassau has continued to provide PHL with administrative and investment management services since then.
- Nassau will continue to provide administrative and investment services to PHL, at the direction of the Connecticut Insurance Department as the appointed rehabilitator.
- Since Nassau has not owned PHL since 2021, these developments are specific to PHL and are not related to Nassau or Nassau's financial strength.
- Since 2018, Nassau has been growing its platform with NLA as its flagship carrier.
- Nassau has received two upgrades from A.M. Best in the last several years (2019 and 2021) and received a positive outlook for its Issuer Credit Rating in February 2024.
- Nassau has \$25.4B in assets and \$1.5B in capital (as of 12/31/2023), and \$1.4B in sales in 2023.
- Nassau has taken multiple actions to strengthen its capital base and liquidity, including:
 - \$430MM in new capital in 2023 through the acquisition of Angel Island Capital (\$300MM) and strategic investment by Fortress Investment Group (\$130MM)
 - \$100MM preferred equity investment from Wilton Re and others
 - Putting in place \$250MM in credit facilities, including a \$150MM unfunded revolver that is available as needed
- Nassau also has a very conservative debt-to-capital of 22%, which enables future capital raising, if needed.