

Purpose propels us forward



Succeeding today while preparing for tomorrow

COMPANY FACTS

More than
19M
customers served

5,600
Employees and
representatives

\$6M
Community
contributions

FINANCIAL HIGHLIGHTS

\$78.5B
Assets under
management

\$5.7B
Domestic statutory
benefits paid

\$1.2T
Domestic life
insurance in force

\$5.5B
Total
revenue

\$4.8B
Equity

RATINGS

AA-
(VERY STRONG)
Standard & Poor's

AA
(VERY STRONG)
Fitch

A+
(SUPERIOR)
A.M. Best

Aa3
(EXCELLENT)
Moody's Investors
Service

Ratings information

Securian Financial's insurance company affiliates, Minnesota Life Insurance Company and Securian Life Insurance Company, a New York authorized insurer, receive high ratings from independent rating agencies that analyze the financial soundness and claims-paying ability of insurance companies. These ratings reflect our stability, integrity, long-term focus and commitment to maintaining a strong balance sheet. All ratings information is current as of March 2019 and is subject to change. A.M. Best Company rating (second highest of 16 ratings); Fitch rating (third highest of 19 ratings); Moody's rating (fourth highest of 21 ratings); Standard & Poor's rating (fourth highest of 21 ratings). For more information about the rating agencies and to see where our ratings rank compared to other ratings, visit [securian.com/ratings](https://www.securian.com/ratings).

At Securian Financial, we believe that if you're not going forward, you're not going anywhere. And we're going places. Building new capabilities. Investing in our future. Leveraging our strengths. And developing new ones.

In 2018, we delivered solid results while sharpening our focus on what's next, making significant strategic investments to help ensure we're even better positioned to deliver on our purpose: helping our customers build secure tomorrows.

And while we've turned our eyes to the future, we're not overlooking the present. Because the decisions we make every day matter to our customers, distribution partners and the communities we call home. We provide comfort and empathy for our customers when they need us. And we remain committed to delivering solutions that help them focus on what really matters: banking memories with those who matter most.



“The decisions we make today matter to our customers tomorrow, and what’s important to them is important to us.”

CHRISTOPHER M. HILGER
Chairman, President and CEO



MESSAGE FROM THE CEO

2018 was a year when Securian Financial generated solid results while making significant advancements to support our future success. I am incredibly grateful for the hard work and dedication of our employees and distribution partners. They made the accomplishments outlined in this report possible while providing responsive and caring service to our customers.

Succeeding today

Securian Financial fulfilled its purpose in 2018. We proudly helped protect the financial futures of more than 19 million customers by providing \$1.2 trillion of life insurance in force and managing \$78.5 billion in assets. Most importantly, we paid nearly \$5.7 billion in statutory benefits when our customers needed us most.

Financial strength is central to our ability to fulfill our purpose, and we maintained our strength in 2018 by preserving the fundamental characteristics that have defined us for generations: high capital levels, excellent product and investment quality, and thoughtful risk management.

By staying true to these fundamentals in 2018, we kept our place among the most highly rated insurance companies in the country. We received high marks for financial strength from the four independent rating agencies – including an upgrade from Standard & Poor's. We also produced smart growth, increased market share and earned retention levels that we expect to exceed industry averages. Being there for our customers and distribution partners is a top priority, and we are thankful for their continued trust and loyalty.

Preparing for tomorrow

Securian Financial made significant investments in 2018 to advance the long-term growth priorities of our enterprise strategic plan. The most visible example was launching an exciting new brand identity and our first national advertising campaign that articulates who we are, what we stand for and where we're going.


We are also modernizing our approach to technology and have implemented new capabilities to enhance risk management, improve productivity and increase innovation. We continued bringing together the right people, processes and systems to manage changing marketplace expectations and to create exceptional experiences for our customers and distribution partners.

At Securian Financial, preparing for tomorrow also includes supporting the communities where we live and work. We contributed \$6 million to the community in 2018 and introduced a new Volunteer Paid Time Off policy that will expand our rich tradition of community service.

Driven by purpose and values

I am proud of Securian Financial's results in 2018. Our purpose fuels the passion we need to keep evolving, while our values keep us grounded.

Like the families featured in our advertising campaign, we are making every moment count. Because the decisions we make today matter to our customers tomorrow, and what's important to them is important to us.



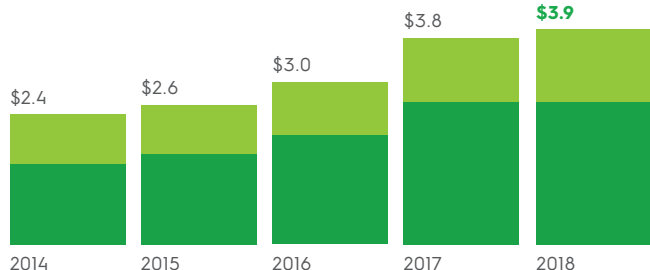
Christopher M. Hilger
Chairman, President and
Chief Executive Officer

FINANCIAL AND INVESTMENT RESULTS

In 2018, Securian Financial delivered strong results while maintaining our financial strength, staying within our risk appetite and upholding our values.

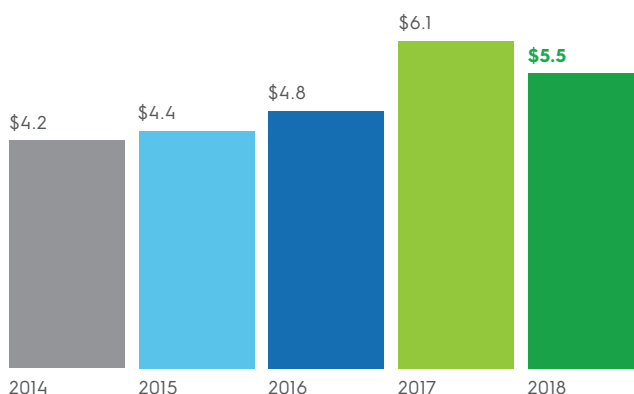
SALES¹ (\$ BILLION)

- Annuity
- Insurance



Overall sales results were solid in 2018. Insurance sales increased 5 percent to \$1.3 billion, reflecting our strong market position and diverse product offerings. Annuity sales were consistent with 2017 at \$2.6 billion.

REVENUE (\$ BILLION)



GAAP revenue was strong but decreased to \$5.5 billion, driven by lower nonrecurring premiums.

ASSETS UNDER MANAGEMENT

↔ 0%

Assets under management were consistent with 2017, reflecting solid sales and excellent retention, offset by market performance during the fourth quarter.

EQUITY²

↓ 5%

Total GAAP equity decreased 5 percent to \$4.8 billion. Strong operating earnings were more than offset by reduced unrealized gains on investments due to rising interest rates.

OPERATING EARNINGS³

↑ 9%

Operating earnings increased to \$335 million, driven by favorable underwriting results and positive impacts of tax reform.

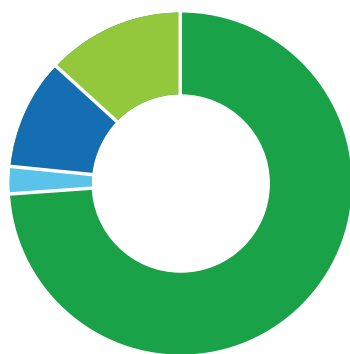
1. Sales generally represent annualized premiums, fund deposits and new asset deposits as applicable to specific products.

2. Equity represents total Securian Financial Group, Inc. and subsidiaries equity.

3. Operating earnings equal net income attributable to Securian Financial Group, Inc. and subsidiaries, less net realized investment gains, net of taxes.

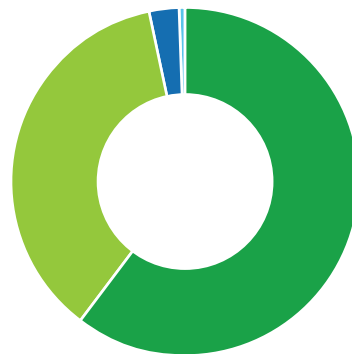
In 2018, Securian Financial's investment portfolio continued to perform very well and the quality of our investments remained high.

TOTAL INVESTMENTS
(% OF TOTAL INVESTMENTS⁴)



- 74.5% Fixed maturity securities
- 15.8% Mortgage loans
- 7.6% Other invested assets
- 2.1% Equity securities

FIXED MATURITY SECURITIES
(% OF FIXED MATURITY SECURITIES)



- 60.5% NAIC⁵ 1 A- to AAA
- 36.3% NAIC 2 BBB- to BBB+
- 2.9% NAIC 3 BB- to BB+
- 0.3% NAIC 4 B- to B+
- 0.0% NAIC 5 & 6 D to CCC+

Investments

The quality of Securian Financial's investments remains high, allowing us to help serve the long-term interests of our customers.

Our investment approach is consistent with our risk management goals and philosophy. We combine a long-term market perspective with a balance between risk and reward. We focus on quality, diversification and competitive return.

Securian Financial's investment portfolio is predominantly fixed income assets, which are primarily investment grade

fixed maturity securities and mortgage loans. Our disciplined guidelines limit exposure to any single asset class, sector and issuer, and we continue to hold ample liquidity in our investment portfolio.

The size of our investment portfolio allows us to access and select from all asset classes, which provide a broad universe of attractive investment opportunities. We invest in asset classes that provide higher return potential in the long term while limiting overall credit, market and interest rate risk.

4. Total investments includes cash, cash equivalents and invested assets, and excludes separate accounts

5. National Association of Insurance Commissioners



Providing solutions that help put family first

From the everyday moments to major milestones, we understand that our customers' most valuable asset is family – however they define it. That's why we provide life insurance, annuities and wealth management solutions that help them continue putting family first. Because when family is cared for, our customers can thrive.

SERVICE EXCELLENCE

\$807M

Individual life insurance domestic statutory benefits paid

96%

Individual life insurance customer retention, based on insurance in force

92%

Individual annuity customer retention, based on assets

BUSINESS RESULTS

\$199M

Individual life insurance direct premiums

\$8.4B

Individual annuity assets under management

\$33.4B

Securian Financial Network assets under administration⁶

CUSTOMERS SERVED

Nearly 1M

PREPARED FOR TOMORROW

With a deep understanding of our customers' goals, we have expanded offerings of hybrid insurance products, annuities, executive benefits and financial wellness solutions that continue to help customers put family first.

⁶ Life insurance assets reflects the cash value of the life insurance policies. Annuity assets reflect the current contract value of the annuity contracts. The amount of assets under administration does not include proprietary retirement plan assets.

Making the workplace work for employees

Workplace benefits are the foundation of many families' financial futures – allowing them to focus on the moments that matter today. We provide group insurance, retirement plans and longevity solutions paired with decades of expertise in the creation of specialized workplace benefits programs – helping employees love where they work and prioritize those they love.

SERVICE EXCELLENCE

96%

Retirement customer retention, based on assets

95%

Group insurance customer retention, based on premiums

BUSINESS RESULTS

\$1.0T

Group insurance in force

\$2.4B

Group insurance direct premiums

\$20.3B

Retirement plan assets under management

3rd largest

Direct writer of group life insurance in the United States⁷

CUSTOMERS SERVED

Nearly 9M

PREPARED FOR TOMORROW

We're positioned to help employers improve the financial wellness of their workforce through innovative student debt solutions, voluntary benefits for unique needs and a full suite of retirement and longevity benefit solutions – all made easier through innovative digital experiences.

⁷ Based on 2017 direct group life insurance in force on a consolidated basis. Source: S&P Global Market Intelligence. This statistic reflects the insurance affiliates of Securian Financial Group, Inc., Minnesota Life Insurance Company and Securian Life Insurance Company.





Helping customers be present in the here and now

Many people rely on their financial institutions to protect what matters to them. And those financial institutions look to us to provide sound solutions in a market that's constantly on the move. Our insurance, credit and debt protection products help customers spend less time worrying about their finances and more time being present in the here and now.

SERVICE EXCELLENCE

\$263M

Domestic statutory benefits paid

99%

Domestic customer retention, based on financial institution premiums

BUSINESS RESULTS

\$684M

Domestic direct insurance premiums

\$205M

Canadian direct insurance premiums

**More than
4,200**

Financial institutions offer our products and solutions

CUSTOMERS SERVED

More than 10M

PREPARED FOR TOMORROW

We're expanding our distribution to reach more customers in adjacent markets through innovative digital experiences and products focused on customers' financial well-being.

Providing customized strategies

Institutional investors look to Securian Asset Management and AAM Insurance Investment Management to help them achieve their investment objectives. We take a long-term, collaborative and research-driven approach to help achieve steady growth, bringing decades of experience and providing tailored solutions to corporations, nonprofits, insurance companies, public funds and retirement plans nationwide.

SERVICE EXCELLENCE

90%

Securian Asset Management customer retention, based on unaffiliated assets

97%

AAM Insurance Investment Management customer retention, based on assets

BUSINESS RESULTS

\$38.2B

Securian Asset Management assets under management

\$24.7B

AAM assets under management

PREPARED FOR TOMORROW

We've broadened our pension solution capabilities and continue to leverage our expertise in public and private fixed income, commercial real estate, alternatives, and specialized insurance investments to solve the investment needs of our customers.



ENTERPRISE OVERVIEW

MARKETS

PRODUCTS AND SERVICES

COMPANIES

<p>Individuals and families</p> <p>SERVING Individuals, families, executives and business owners</p>	<p>Individual life insurance</p> <ul style="list-style-type: none"> • Universal: fixed, fixed indexed, variable and survivorship • Term • Whole • Hybrid life/long-term care 	<p>Individual annuities</p> <ul style="list-style-type: none"> • Variable, fixed, fixed indexed and immediate <p>Wealth management</p> <ul style="list-style-type: none"> • Investment advisory • Asset management • Brokerage accounts • Mutual funds • Trust services • Estate planning 	<ul style="list-style-type: none"> • Minnesota Life Insurance Company • Securian Life Insurance Company • Securian Financial Services • Securian Trust Company
<p>Employers and employees</p> <p>SERVING Private and public employers, employees and their families</p>	<p>Group insurance</p> <ul style="list-style-type: none"> • Term, universal and variable universal life • Critical illness, accident and hospital indemnity • Accidental death and dismemberment • Business travel accident <p>Retirement solutions</p> <p>Recordkeeping solutions</p> <ul style="list-style-type: none"> • Defined contribution and defined benefit plans • Fully bundled and TPA-serviced plans 	<ul style="list-style-type: none"> • Non-registered group variable annuities and custodial accounts <p>Longevity solutions</p> <ul style="list-style-type: none"> • Pension risk transfer • Defined contribution income solutions <p>Institutional solutions</p> <ul style="list-style-type: none"> • Guaranteed investment contracts • Fixed group annuity contracts 	<ul style="list-style-type: none"> • Minnesota Life Insurance Company • Securian Life Insurance Company
<p>Financial institutions and their customers</p> <p>SERVING Banks, credit unions, finance companies, mortgage lenders, other affinity groups and customers of financial institutions</p>	<p>For financial institutions</p> <ul style="list-style-type: none"> • Collateral protection • Consumer loan forms • Direct response, digital, point-of-sale and call center services • Vendor single interest <p>For their customers</p> <ul style="list-style-type: none"> • Accident and sickness insurance • Accidental death and dismemberment insurance 	<ul style="list-style-type: none"> • Credit life, disability and involuntary unemployment insurance • Credit property insurance • Debt protection • Guaranteed asset protection • Mortgage accidental death, disability and life insurance • Term life insurance 	<ul style="list-style-type: none"> • Minnesota Life Insurance Company • Securian Life Insurance Company • Securian Casualty Company • Allied Solutions • Canadian Premier Life Insurance Company • Canadian Premier General Insurance Company • Valeyo
<p>Institutional investors</p> <p>SERVING Corporations, endowments and foundations, insurance companies, mutual fund companies, pension plans, variable insurance providers, 401(k) and related separate account platforms</p>	<ul style="list-style-type: none"> • Alternative investments • Commercial mortgage loans • Commercial real estate debt and equity • Convertible bonds • High yield/bank loans • Investment grade fixed income 	<ul style="list-style-type: none"> • Pension solutions and liability-driven investing • Private placements • Public and private fixed income • Public equities 	<ul style="list-style-type: none"> • Securian Asset Management • AAM Insurance Investment Management

CONDENSED CONSOLIDATED BALANCE SHEETS

December 31, 2018 and 2017

<i>in millions</i>	2018	2017
Assets		
Total investments ⁸	\$ 23,781	\$ 22,472
Total other assets	4,526	3,836
Separate account assets	23,581	24,924
Total assets	\$ 51,888	\$ 51,232
Liabilities and Equity		
Liabilities:		
Policyholder benefits and funds ⁹	\$20,667	\$ 18,798
Other liabilities	2,782	2,397
Separate account liabilities	23,581	24,924
Total liabilities	47,030	46,119
Equity:		
Total Securian Financial Group, Inc. and subsidiaries equity	4,834	5,087
Noncontrolling interests	24	26
Total equity	4,858	5,113
Total liabilities and equity	\$ 51,888	\$ 51,232

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

Years ended December 31, 2018, 2017 and 2016

<i>in millions</i>	2018	2017	2016
Revenues			
Premiums and policy and contract fees	\$ 4,030	\$ 4,588	\$ 3,373
Net investment income	913	832	763
Net realized investment gains (losses)	(18)	10	1
Other income	571	636	640
Total revenues	5,496	6,066	4,777
Benefits and expenses			
Policyholder benefits	2,957	3,609	2,508
Dividends to policyholders and interest credited	543	481	446
Other operating costs and expenses	1,639	1,535	1,498
Total benefits and expenses	5,139	5,625	4,452
Income from operations before taxes	357	441	325
Income tax expense	31	19	75
Net income	326	422	250
Less: Net income attributable to noncontrolling interests	4	3	2
Net Income attributable to Securian Financial Group, Inc. and subsidiaries	\$ 322	\$ 419	\$ 248

8. Total investments includes cash, cash equivalents and invested assets.

9. Policyholder benefits and funds includes policyholder and contract holder benefits, funds, claims and dividends.

These condensed consolidated financial statements are derived from the company's audited consolidated financial statements, which are prepared in accordance with generally accepted accounting principles (GAAP).

BOARD OF DIRECTORS

As of December 31, 2018

Wilson G. Bradshaw

President Emeritus (Retired)
Florida Gulf Coast University
Fort Myers, Florida

Committees:

Corporate Governance and Public Affairs;
Human Resources and Compensation;
Non-Overlapping Directors

Mary K. Brainerd

Retired President and
Chief Executive Officer
HealthPartners
Minneapolis, Minnesota

Committees:

Audit (Chair); Investment; Executive

John W. Castro

Retired Chief Executive Officer
Merrill Corporation
St. Paul, Minnesota

Committees:

Corporate Governance and Public
Affairs (Chair); Human Resources and
Compensation; Executive

Benjamin G. S. Fowke, III

Chairman, President and CEO
Xcel Energy, Inc.
Minneapolis, Minnesota

Committees:

Human Resources and Compensation; Audit

Sara H. Gavin

President, North America
Weber Shandwick
Minneapolis, Minnesota

Committees:

Corporate Governance and Public Affairs;
Human Resources and Compensation

Eric B. Goodman

Retired Chief Investment Officer
AEGON USA
Cedar Rapids, Iowa

Committees:

Audit; Investment

Christopher M. Hilger

Chairman, President and
Chief Executive Officer
Securian Financial Group, Inc.
St. Paul, Minnesota

Committees:

Corporate Governance and Public Affairs;
Investment; Executive

John H. Hooley

Retired Executive Vice President/President
SUPERVALU Retail Companies
Eden Prairie, Minnesota

Committees:

Human Resources and Compensation
(Chair); Audit; Executive

Ronald J. Peltier

Chairman and Chief Executive Officer
HomeServices of America, Inc.
Minneapolis, Minnesota

Committees:

Human Resources and Compensation;
Investment; Non-Overlapping Directors

Trudy A. Rautio

Retired President and
Chief Executive Officer
Carlson
Minnetonka, Minnesota

Committees:

Audit; Investment (Chair); Executive

Robert L. Senkler

Former Chairman and Retired
Chief Executive Officer
Securian Financial Group, Inc.
St. Paul, Minnesota

Committees:

Audit; Investment

Paul L. Snyder

Former Managing Partner
KPMG LLP
Minneapolis, Minnesota

Committees:

Audit; Investment; Non-Overlapping
Directors

Kevin F. Warren

Chief Operating Officer
Minnesota Vikings Football, LLC
Eagan, Minnesota

Committees:

Corporate Governance and Public Affairs;
Human Resources and Compensation

SENIOR OFFICERS

As of March 30, 2019

Christopher M. Hilger

Chairman, President and
Chief Executive Officer

Bruce P. Shay

Executive Vice President

Warren J. Zaccaro

Executive Vice President
Chief Financial Officer and
Chief Compliance Officer

Gary R. Christensen

Senior Vice President
General Counsel and Secretary

George I. Connolly

Senior Vice President
Wealth Management Group

Robert J. Ehren

Senior Vice President
Individual Market

Siddharth S. Gandhi

Senior Vice President
Chief Strategy and
Enterprise Technology Officer

William M. Gould

Senior Vice President
Financial Institution Market

Suzette L. Huovinen

Senior Vice President
Chief Actuary and Chief Risk Officer

David M. Kuplic

Senior Vice President
Chief Investment Officer

David J. LePlavy

Senior Vice President
Treasurer and Contoller

Kathleen L. Pinkett

Senior Vice President
Human Resources and Corporate Services

Rick L. Ayers

Vice President
Retirement Solutions

Barbara A. Baumann

Vice President
Service and Operations

Peter G. Berlute

Vice President
Enterprise Technology

Richard A. Binger

Vice President
Chief Architect and
Technology Infrastructure

Laurence G. Cochrane

Vice President
Retail Product Distribution

Susan L. Ebertz

Vice President
Enterprise Benefit Distribution

Kristi L. Fox

Vice President
Human Resources

Craig J. Frisvold

Vice President
Individual Life and Annuity Operations

Mark J. Geldernick

Vice President
Law

Daniel H. Kruse

Vice President and Actuary
Individual Life and Annuity

Karen A. Leighton

Vice President
Corporate Services

Anthony J. Martins

Vice President
Career Distribution

Paul E. Rudeen

Vice President and Actuary
Group Insurance

David A. Seidel

President
Canadian Premier Life Insurance Company
and Canadian Premier General Insurance
Company

Craig M. Stapleton-Corcoran

Vice President
Asset Management

Matthew J. Bauler

Second Vice President
Trust Services and Investment
Resource Group

Erica A. Bergsland

Second Vice President
Asset Management Research and Trading

Michael P. Boyle

Second Vice President
Law

Kimberly K. Carpenter

Second Vice President
Wealth Management

Heidi R. Christopherson

Second Vice President
Institutional Market Technology

Cary Felbab

Second Vice President
Retail Market Technology

Kristin M. Ferguson

Second Vice President and Actuary
Wealth Management

Julio A. Fesser

Second Vice President
Facilities Services

Christopher R. Greene

Second Vice President
Financial Institution Group
President, Securian Casualty Company

Jacob D. Jones

Second Vice President and Actuary
Life Underwriting

Gary M. Kleist

Second Vice President
Investment Operations

Brent C. Lesmeister

Second Vice President
Group Insurance Sales and
Client Relationships

Andrea L. Mack

Second Vice President
Individual Product Solutions Group

Ann P. McGarry

Second Vice President
Enterprise Marketing

Susan M. Munson-Regala

Second Vice President and Actuary
Group Insurance

Kristi J. Nelson

Second Vice President and Actuary
Credit Protection

Ted J. Nistler

Second Vice President
Corporate Tax

Sean M. O'Connell

Second Vice President and
Portfolio Manager

Christopher B. Owens

Second Vice President
Retail Life and Annuity Sales

Kent O. Peterson

Second Vice President and Actuary
Retirement Solutions

Daniel P. Preiner

Second Vice President
Corporate Compliance Officer and
Chief Information Security Officer

Mark W. Sievers

Second Vice President
Chief Audit Executive

Mary L. Streed

Second Vice President
Human Resources

Robert J. Subjects

Second Vice President
Career Distribution Recruitment

Michael J. Webster

Second Vice President
Technology Customer Experience
and Insights

Jennifer L. Wolf

Second Vice President
Investment Law

John A. Yaggy

Second Vice President
Assistant Controller

At Securian Financial, we're here for family. And we're here because of it.

Family doesn't have to branch from your tree, but it always shares your roots. Roots woven by common understanding, shared values and mutual respect. Like you, we believe a rewarding life is really about being present in the here and now, and that money isn't the only thing when family is your everything.

Since 1880, we've been here for those who see family as their most valuable asset. Our longevity is a testament to the strength of our company. We've weathered economic ups and downs while staying true to our customers. We're not publicly traded, so we can focus on you and what you care most about.

We believe your financial picture should support the everyday moments as much as the major milestones. That's why our insurance, investment and retirement solutions give you the confidence to focus on what's truly valuable: banking memories with those who matter most.

For information on our financial strength, visit [securian.com/financials](https://www.securian.com/financials).

The Securian Financial Network, the marketing name for the sales and distribution arm of Securian Financial Group, Inc., its subsidiaries and affiliates, is a nationwide network of financial services firms. Products and services are offered and sold only by appropriately licensed entities and financial representatives.

Securities and investment advisory services offered through Securian Financial Services, Inc., member FINRA/SIPC.

Securian Financial is the marketing name for Securian Financial Group, Inc., and its affiliates.

Securian Financial Group, Inc. is the holding company parent of a group of companies that provide a broad range of financial services, including:

- Allied Solutions, LLC
- Asset Allocation & Management Company, LLC
- Canadian Premier Life Insurance Company
- Canadian Premier General Insurance Company
- CRI Canada Ltd.
- Minnesota Life Insurance Company
- Securian Asset Management, Inc.
- Securian Casualty Company
- Securian Financial Services, Inc.
- Securian Life Insurance Company
- Securian Trust Company, N.A.
- Selient Inc.



INSURANCE
INVESTMENTS
RETIREMENT

[securian.com](https://www.securian.com)

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