



# Athene Annuity NY Your Fixed Annuity Specialist

Annuities issued by  
Athene Annuity & Life Assurance Company of New York

FOR PRODUCER USE ONLY. NOT TO BE USED WITH THE OFFER OR SALE OF ANNUITIES.

## *Proud Heritage*

Founded in 1965 as Presidential Life Insurance Company, our company has grown from a small storefront business to a leading provider of fixed annuities. In December 2012, Presidential Life was acquired by Athene Annuity & Life Assurance Company (Athene Annuity). Because of Presidential Life's decades-long growth and success, as well as our commitment to people, customer service and consumer satisfaction, we were a natural fit. In October 2013, the company name was changed to Athene Annuity & Life Assurance Company of New York (Athene Annuity NY).

## *We are an Athene Annuity Company*

You can count on Athene Annuity NY to continue to be:

- **Focused**—We can help your clients meet both their savings and income objectives for the future with a high-quality fixed annuity series like ATHENE MaxRate®.
- **Strong**—Our sound balance sheet and disciplined risk management continue to instill confidence in our customers.
- **Responsive**—Our service has always been among the best in the industry, and we will, as always, work hard to earn and keep your business every day.
- **Competitive**—Our product interest rates are among the best in the marketplace.

Whatever your goals may include—meeting client retirement objectives, expanding your client base, and increasing your revenue—you can continue to count on Athene Annuity NY to help you get there.

## *Focused Strategy*

Athene Annuity NY will continue to meet the savings and income needs of your clients, so you can focus on what you do best—strengthening your client relationships and growing your business.

Your clients will enjoy:

- Customer-based, creative annuity solutions, offering competitive tax-deferred income for their retirement.
- Easy-to-understand products designed to meet their unique needs.
- Peace of mind, knowing that their investment is safe with a dynamic market leader.
- Athene Annuity NY's expertise in navigating the New York regulatory environment.

## *Responsive Service*

Athene Annuity NY remains dedicated to helping you grow your business, and, as part of Athene Annuity, we are investing significant resources into enhancing our technology and adding additional resources—all in an effort to make it easy to do business with us.



## More about Athene Annuity NY

Athene Annuity NY is now an important part of Athene Annuity, a company with deep roots in the fixed annuity business. Athene Annuity's parent company is Athene Holding, Ltd., a life insurance holding company focused primarily on the retirement market and whose business, through its subsidiaries, is focused primarily on issuing or reinsuring fixed and equity indexed annuities.

Athene Holding was formed in 2008 by James R. Belardi, former president of SunAmerica Life Insurance Company and Executive Vice President and Chief Investment Officer of AIG Retirement Services, Inc., and Chip Gillis, former head of Bear Stearns' Insurance Solutions Group. Athene Holding is sponsored by an affiliate of Apollo Global Management LLC.

## Our Ratings

Athene Annuity NY's ratings are more than just a measure of our company and its products. They are a point of pride. We believe our current financial strength rating of B++ (Good: the fifth highest of 15 such ratings)<sup>1</sup> by A.M. Best Company, and our current insurer financial strength rating of BBB+ (Good: the eighth highest of 21 such ratings)<sup>2</sup> by Fitch Ratings reflect the overall strength of our balance sheet, offset in part by the relative youth of our parent company.

## Learn More

As the demand for reliable retirement solutions continues to grow, we invite you to learn more about Athene Annuity NY. Whether you are just beginning to build your business or have managed your own business for decades, you'll find our commitment to meeting your needs refreshingly new and our solutions refreshingly competitive.

**For more information, please call us at 1.800.926.7599 x126 or visit [AtheneAnnuityNY.com/producer](http://AtheneAnnuityNY.com/producer).**



## Leadership You Can Count On

Athene Annuity and Athene Annuity NY are backed by a track record of over a century of stability. Our seasoned leadership team has a history of producing returns that exceed benchmarks while maintaining portfolio quality.

**James R. Belardi**, Chairman, CEO, Chief Investment Officer of Athene Holding Ltd. and CEO of Athene Annuity. Prior to forming Athene Holding, James served as President of SunAmerica Life Insurance Company and as Executive Vice President and Chief Investment Officer of AIG Retirement Services, where he managed a \$250 billion investment portfolio.

**Grant Kvalheim**, President and Chief Financial Officer of Athene Holding Ltd. As former Co-president of Barclays Capital, Grant understands what it means to take a disciplined approach to investing. At Athene Holding, Grant provides the company with a strategic vision for the future.

**Chris Grady**, Executive Vice President, Head of U.S. Retail Sales at Athene Annuity. Continuing a distinguished career that began as an independent life insurance agent and has included executive positions at Genworth Financial and Merrill Lynch, Chris brings unique insights into the needs of agents and other financial professionals in servicing their clients' retirement savings and income goals.

**Mitch Anderson**, Vice President and Relationship Manager, Athene Annuity NY. Mitch has more than 20 years of experience working in the insurance and financial services industry in a number of roles from wholesaling to sales management. Prior to his current role, Mitch served as the Chief Marketing Officer and National Sales Manager. Prior to joining Presidential Life, he was the Northeast Associate Sales Director at Smith Barney.

<sup>1</sup>A.M. Best Company's Financial Strength Rating (FSR) reflects A.M. Best Company's assessment of the relative ability of an insurer to meet its ongoing insurance policy and contract obligations.

<sup>2</sup>The Fitch Insurer Financial Strength (IFS) rating is based on Fitch Ratings Inc.'s assessment of an insurer's management of risk and its ability to meet policyholder and contract obligations.

Athene Annuity & Life Assurance Company of New York, Nyack, NY

**Insurance products are issued by Athene Annuity & Life Assurance Company in all states except New York and in New York by Athene Annuity & Life Assurance Company of New York. Product availability and features may vary by state. Policy form series MYGL-C-NY and MYGC-C-NY.**