

Mortgage Loan Portfolio Profile June 30, 2002

Commercial Delinquency Rates Increase Again But Still Remain Historically Low

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Delinquency rates on commercial mortgages held by the Insurance Industry rose 0.05 to 0.27 percent as of June 30, 2002. Although this is the second increase in as many quarters, delinquency rates on commercial mortgages still remain historically low. Delinquency rates increased for most commercial property types in the second quarter, with Industrial properties being the only exception to the rule dropping 0.18 to 0.10 percent. Delinquency rates by Geographic regions for the most part also increased in the second quarter of 2002. The East North Central and West South Central regions went against the second quarter 2002 trend and posted modest decreases of 0.08 and 0.14 percent, respectively, in commercial delinquencies. Loans with Restructured Terms (Table 7) decreased 0.14 percent from the first quarter to a series low of 0.84 percent. Commercial Loans Foreclosed since Jan. 1st (Table 1) for the second quarter of 2002 reported a cumulative amount of \$72.4 million and a quarterly total of \$15.6 million. This is down \$41.2 million or 72.6% from the first quarter of 2002 and down \$149.6 million or 90.6 percent from the second quarter of 2001.

| June 30, 2002 | | | |
|--|---------------|--------------|-----------------------|
| Commercial Delinquencies – Property Type (Table 4) | | | |
| Property Type | Delinquency % | Yearly Δ | 2 nd Qtr Δ |
| Apartment | 0.11 | +0.02 | +0.03 |
| Retail | 0.46 | +0.04 | +0.13 |
| Office Building | 0.25 | +0.12 | +0.07 |
| Industrial | 0.10 | -0.20 | -0.18 |
| Hotel/Motel | 0.39 | +0.34 | +0.08 |
| Mixed Use | 0.00 | -0.95 | -0.00 |
| Other Commercial | 0.74 | +0.26 | +0.36 |
| Commercial, Total | 0.27 | +0.03 | +0.05 |
| Geographic Region (Table 4) | | | |
| Region | Delinquency % | Yearly Δ | 2 nd Qtr Δ |
| New England | 0.24 | -0.16 | +0.13 |
| Middle Atlantic | 0.07 | -0.30 | +0.03 |
| East North Central | 0.05 | -0.30 | -0.08 |
| West North Central | 0.69 | +0.48 | +0.48 |
| South Atlantic | 0.29 | +0.12 | +0.08 |
| East South Central | 0.18 | -0.06 | +0.01 |
| West South Central | 0.32 | +0.12 | -0.14 |
| Mountain | 0.19 | -0.01 | +0.14 |
| Pacific | 0.45 | +0.29 | +0.01 |
| Other | 0.00 | -0.00 | 0.00 |
| Commercial, Total | 0.27 | +0.03 | +0.05 |
| Reporting companies hold 85% of the life insurance industry's mortgage portfolio of \$202.2 billion as of June 30, 2002. | | | |

Delinquency Rates:

Delinquency rates for the second straight quarter increased from its previous record low rate of 0.12 set in December 2001. Retail properties, Office Buildings, and Hotel/Motel properties all helped drive the total commercial delinquency rate 0.05 percent higher from last quarter's rate of 0.22 percent.

Taking a look at the raw data (Table 1) shows that the principal outstanding for delinquent commercial loans (including loans in foreclosure) increased \$80.8 million or 19.1% in the second quarter of 2002. The amount of commercial delinquencies reported on June 30 was \$503.3 million versus \$422.5 million on March 31. Total Commercial Loans Outstanding (Table 1) decreased by \$2.0 billion or 1.1%, \$187.4 billion on June 30 versus \$189.4 million on March 31.

Despite the increases in the first two quarters of 2002, the first and second quarter data has yet to reflect the full impact of the economic downturn. It is highly likely that delinquency rates will continue to moderately rise throughout 2002 before it settles into a range. Typically, there is at least a nine-month lag after the beginning of a recession (March 2001) before delinquency rates, as reported on the ACLI survey, start to climb. It takes this long for economic pressures to build on borrowers and for negotiations to play out. Another mitigating factor is ACLI's definition of delinquency, which is a loan 60 or more days past due. Consequently, any problems developing in the first quarter of 2002 may not come to light until the third or fourth quarters of 2002. Furthermore, the quality of deals made by insurance companies in the past several years are of a considerably higher quality than those loans made in the late 1980s when a real estate downturn resulted in record levels of delinquencies. The ACLI has tracked mortgage delinquencies by property type since 1988 and by total delinquencies since 1965.

Nonperforming Commercial Mortgage Loans:

Review of Nonperforming Commercial Mortgage Loans 2Q1998 – 2Q2002

| | Commercial Outstanding (\$ 000) | Delinquent (including loans in foreclosure) (\$ 000) | Foreclosed in the Quarter (\$ 000) | Delinquent Rate | Foreclosure Rate (Quarterly) | Total <u>Nonperforming</u> |
|--------------------------|---------------------------------------|---|--|--------------------|---------------------------------|-------------------------------|
| 2 nd Qtr 2002 | 189,396,109 | 503,320 | 15,581 | 0.27% | 0.01% | 0.28% |
| 1 st Qtr 2002 | 189,404,574 | 422,481 | 56,819 | 0.22% | 0.03% | 0.25% |
| 4 th Qtr 2001 | 189,954,477 | 233,314 | 112,569 | 0.12% | 0.06% | 0.18% |
| 3 rd Qtr 2001 | 187,538,160 | 354,831 | 81,681 | 0.19% | 0.04% | 0.23% |
| 2 nd Qtr 2001 | 184,998,276 | 442,590 | 165,222 | 0.24% | 0.09% | 0.33% |
| 1 st Qtr 2001 | 183,121,249 | 576,724 | 96,723 | 0.31% | 0.05% | 0.37% |
| 4 th Qtr 2000 | 183,874,230 | 508,551 | 232,826 | 0.28% | 0.13% | 0.40% |
| 3 rd Qtr 2000 | 182,573,290 | 498,323 | 24,111 | 0.27% | 0.01% | 0.29% |
| 2 nd Qtr 2000 | 181,336,895 | 550,113 | 118,336 | 0.30% | 0.07% | 0.37% |
| 1 st Qtr 2000 | 179,250,942 | 649,060 | 23,647 | 0.36% | 0.01% | 0.38% |
| 4 th Qtr 1999 | 178,811,999 | 446,166 | 60,187 | 0.25% | 0.03% | 0.28% |
| 3 rd Qtr 1999 | 178,223,686 | 559,900 | 79,256 | 0.31% | 0.04% | 0.36% |
| 2 nd Qtr 1999 | 176,929,925 | 535,990 | 271,645 | 0.30% | 0.15% | 0.46% |
| 1 st Qtr 1999 | 171,338,488 | 806,564 | 121,244 | 0.47% | 0.07% | 0.54% |
| 4 th Qtr 1998 | 165,370,050 | 801,798 | 200,095 | 0.48% | 0.12% | 0.61% |
| 3 rd Qtr 1998 | 161,752,786 | 921,548 | 183,627 | 0.57% | 0.11% | 0.68% |
| 2 nd Qtr 1998 | 160,532,305 | 1,285,879 | 220,553 | 0.80% | 0.14% | 0.94% |
| Average | \$178,438,208 | \$599,615 | \$136,156 | 0.34% | 0.08% | 0.41% |

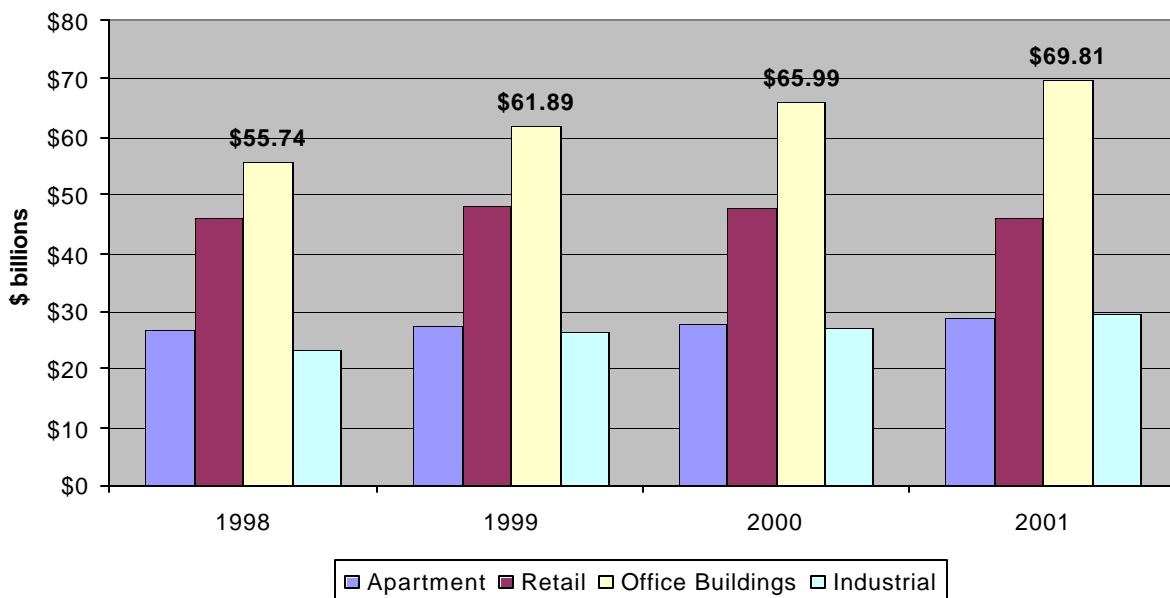
With the second quarter 2002 delinquency rate at 0.27 percent and the foreclosure rate for the quarter at 0.01, the resulting nonperforming ratio is 0.28 percent, 0.03 percent higher than the 0.25 percent recorded in the first quarter of 2002. Since 1990, the quarterly foreclosure rate, (foreclosures during a quarter divided by the outstanding portfolio at the beginning of the quarter) has averaged 0.37 percent. Over the past four years (1998, 2Q – 2002, 2Q) the quarterly foreclosure rate average is just 0.08 percent. The peak was in the first quarter 1993 when \$1.8 billion in loans were foreclosed, 0.95 percent of the portfolio. The low occurred during this quarter (second quarter 2002) with just \$15.6 million in foreclosures reported accounting for only 0.01 percent of the holdings.

Yearly Changes in Property Type and Geographic Region Allocations:

Holdings in office properties, the largest portion of the commercial mortgage portfolio, rose from 36.7 percent in the second quarter of 2001 to 37.3 percent in the second quarter of 2002 (Chart 1). This 0.6 percent gain represents an increase of \$1.9 billion or 2.9 percent from last year's Office holdings of \$67.9 billion. Moving in the opposite direction were Retail properties whose total allocation fell 1.2 to 23.8 percent, the lowest percentage since 1991. Retail dollar holdings decreased \$1.8 billion or 3.9 percent from last year's figures to \$44.5 billion in the second quarter of 2002. The Industrial property holdings increased 0.8 to 16.0 percent with dollar holdings totaling \$29.9 billion, an increase of \$1.9 billion or 6.6% from last year.

On a regional basis, the figures were mixed. The South Atlantic region, the largest geographic region of the commercial mortgage portfolio, increased from 22.8 to 23.0 percent in the second quarter of 2002 with total portfolio dollar increasing \$1.0 billion or 2.4% from last year. The Pacific region also experienced some gains, increasing from 21.6 to 22.0 percent in the second quarter of 2002, a portfolio dollar increase of \$1.2 billion or 3.0% from last year.

Life Insurance Industry Commercial Property Loans Outstanding by Major Property Type



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**Mortgage Loan Portfolio Profile
June 30, 2002**

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Mortgage Loan Portfolio Profile, June 30, 2002

| Property Type Geographic Division | Loans Outstanding | | Delinquent Loans (including loans in foreclosure) | | Loans in Foreclosure | | Loans Foreclosed Since January 1 | |
|--------------------------------------|-------------------|------------------------|---|------------------------|----------------------|------------------------|-------------------------------------|------------------------|
| | No. | Principal | No. | Principal | No. | Principal | No. | Principal |
| | | Outstanding (\$000) | | Outstanding (\$000) | | Outstanding (\$000) | | Outstanding (\$000) |
| 1-4 FAMILY - TOTAL | 13,338 | 1,753,644 | 512 | 28,910 | 110 | 9,359 | 6 | 260 |
| New England | 450 | 91,803 | 8 | 980 | 3 | 472 | | |
| Middle Atlantic | 1,521 | 300,613 | 61 | 4,540 | 17 | 1,770 | 2 | 142 |
| East North Central | 1,181 | 158,711 | 38 | 1,494 | 8 | 368 | 2 | 10 |
| West North Central | 404 | 68,585 | 14 | 696 | 5 | 95 | | |
| South Atlantic | 2,567 | 348,293 | 80 | 4,372 | 16 | 1,504 | | |
| East South Central | 461 | 35,073 | 26 | 559 | 5 | 223 | 1 | 86 |
| West South Central | 2,359 | 141,271 | 143 | 2,923 | 22 | 579 | | |
| Mountain | 1,055 | 108,049 | 31 | 1,514 | 5 | 361 | | |
| Pacific | 2,281 | 416,220 | 35 | 3,966 | 7 | 1,246 | 1 | 22 |
| Other | 1,059 | 85,026 | 74 | 7,863 | 22 | 2,739 | | |
| COMMERCIAL PROPERTIES | | | | | | | | |
| APARTMENT - TOTAL | 3,822 | 27,819,927 | 13 | 31,275 | 1 | 9,877 | | |
| New England | 100 | 569,027 | 4 | 20,382 | 1 | 9,877 | | |
| Middle Atlantic | 507 | 4,833,195 | 1 | 219 | | | | |
| East North Central | 613 | 3,851,835 | 2 | 585 | | | | |
| West North Central | 295 | 1,154,125 | | | | | | |
| South Atlantic | 728 | 6,398,785 | 1 | 819 | | | | |
| East South Central | 169 | 853,779 | 1 | 75 | | | | |
| West South Central | 403 | 2,872,004 | 3 | 9,194 | | | | |
| Mountain | 356 | 2,244,846 | | | | | | |
| Pacific | 643 | 5,029,925 | | | | | | |
| Other | 8 | 12,405 | 1 | 1 | | | | |
| RETAIL - TOTAL | 9,293 | 44,526,028 | 54 | 206,371 | 10 | 73,178 | 8 | 40,954 |
| New England | 303 | 1,822,535 | 2 | 2,333 | 1 | 1,166 | 2 | 9,323 |
| Middle Atlantic | 711 | 5,920,245 | 2 | 11,352 | | | | |
| East North Central | 1,336 | 6,475,191 | 5 | 10,020 | 2 | 4,753 | 3 | 5,904 |
| West North Central | 451 | 2,057,006 | 4 | 9,288 | | | | |
| South Atlantic | 2,260 | 11,409,300 | 10 | 20,308 | 2 | 2,403 | 1 | 4,756 |
| East South Central | 583 | 2,186,183 | 7 | 8,028 | 2 | 3,401 | | |
| West South Central | 893 | 3,543,659 | 17 | 16,591 | 1 | 3,412 | 2 | 20,971 |
| Mountain | 759 | 2,934,214 | 3 | 10,883 | 1 | 3,042 | | |
| Pacific | 1,972 | 7,592,143 | 4 | 117,568 | 1 | 55,000 | | |
| Other | 25 | 585,551 | | | | | | |
| OFFICE BUILDING - TOTAL | 7,237 | 69,826,982 | 36 | 173,094 | 5 | 23,450 | 4 | 18,865 |
| New England | 364 | 5,191,963 | | | | | | |
| Middle Atlantic | 722 | 12,043,645 | 2 | 7,310 | 1 | 3,655 | | |
| East North Central | 781 | 7,505,848 | | | | | 1 | 3,848 |
| West North Central | 458 | 3,482,866 | 2 | 50,765 | | | 1 | 1,017 |
| South Atlantic | 1,422 | 16,239,787 | 6 | 20,985 | 2 | 9,800 | | |
| East South Central | 283 | 1,403,167 | 1 | 193 | | | | |
| West South Central | 612 | 4,526,726 | 10 | 17,696 | | | | |
| Mountain | 815 | 4,124,813 | 4 | 11,915 | 1 | 1,712 | 2 | 14,000 |
| Pacific | 1,758 | 14,911,637 | 11 | 64,231 | 1 | 8,283 | | |
| Other | 22 | 396,530 | | | | | | |
| INDUSTRIAL - TOTAL | 7,991 | 29,969,278 | 21 | 30,990 | 2 | 6,610 | 3 | 12,581 |
| New England | 185 | 664,226 | | | | | | |
| Middle Atlantic | 643 | 2,984,995 | | | | | | |
| East North Central | 1,019 | 3,838,552 | 2 | 1,730 | | | | |
| West North Central | 475 | 1,437,541 | 1 | 502 | | | | |
| South Atlantic | 1,235 | 5,131,888 | 10 | 21,987 | 2 | 6,610 | | |
| East South Central | 241 | 1,013,554 | 1 | 2,007 | | | 1 | 5,078 |
| West South Central | 652 | 2,361,380 | 5 | 2,611 | | | 1 | 5,411 |
| Mountain | 812 | 2,412,596 | | | | | 1 | 2,092 |
| Pacific | 2,712 | 10,076,329 | 2 | 2,153 | | | | |
| Other | 17 | 48,218 | | | | | | |

Table 1 (page 2 of 4)

Mortgage Loan Portfolio Profile, June 30, 2002

| Property Type Geographic Division | Loans Outstanding | | Delinquent Loans (including loans in foreclosure) | | Loans in Foreclosure | | Loans Foreclosed Since January 1 | |
|--------------------------------------|-------------------|-------------------------------------|---|-------------------------------------|----------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| HOTEL AND MOTEL - TOTAL | 508 | 7,558,164 | 5 | 29,688 | 2 | 9,088 | 1 | 15,361 |
| New England | 33 | 455,890 | | | | | | |
| Middle Atlantic | 46 | 818,280 | | | | | | |
| East North Central | 61 | 486,554 | | | | | | |
| West North Central | 16 | 224,205 | | | | | | |
| South Atlantic | 161 | 2,346,088 | 3 | 28,388 | 1 | 8,438 | 1 | 15,361 |
| East South Central | 20 | 202,245 | | | | | | |
| West South Central | 50 | 718,726 | | | | | | |
| Mountain | 57 | 467,429 | 2 | 1,300 | 1 | 650 | | |
| Pacific | 57 | 1,634,028 | | | | | | |
| Other | 7 | 204,719 | | | | | | |
| MIXED USE - TOTAL | 183 | 2,815,494 | | | | | | |
| New England | 23 | 355,971 | | | | | | |
| Middle Atlantic | 9 | 214,361 | | | | | | |
| East North Central | 16 | 487,417 | | | | | | |
| West North Central | 12 | 109,662 | | | | | | |
| South Atlantic | 31 | 486,276 | | | | | | |
| East South Central | 5 | 21,869 | | | | | | |
| West South Central | 13 | 53,010 | | | | | | |
| Mountain | 21 | 254,522 | | | | | | |
| Pacific | 53 | 832,406 | | | | | | |
| Other | | | | | | | | |
| OTHER COMMERCIAL - TOTAL | 1,135 | 4,880,236 | 17 | 36,228 | 6 | 21,302 | | |
| New England | 36 | 258,269 | | | | | | |
| Middle Atlantic | 73 | 452,109 | | 0 | | | | |
| East North Central | 152 | 760,153 | | | | | | |
| West North Central | 62 | 230,734 | 3 | 3,583 | | | | |
| South Atlantic | 219 | 1,167,898 | 6 | 30,609 | 4 | 20,406 | | |
| East South Central | 41 | 99,583 | | | | | | |
| West South Central | 78 | 246,289 | 4 | 243 | | | | |
| Mountain | 120 | 456,443 | | | | | | |
| Pacific | 349 | 1,158,265 | 4 | 1,793 | 2 | 896 | | |
| Other | 5 | 50,496 | | | | | | |
| TOTAL COMMERCIAL | 30,169 | 187,396,109 | 149 | 503,320 | 30 | 143,522 | 15 | 72,400 |
| New England | 1,044 | 9,317,882 | 6 | 22,714 | 2 | 11,043 | 2 | 9,323 |
| Middle Atlantic | 2,711 | 27,266,831 | 9 | 18,899 | 5 | 3,673 | | |
| East North Central | 3,978 | 23,405,549 | 9 | 12,335 | 2 | 4,753 | 4 | 9,752 |
| West North Central | 1,769 | 8,696,138 | 9 | 59,792 | | | 1 | 1,017 |
| South Atlantic | 6,056 | 43,180,022 | 36 | 123,097 | 11 | 47,657 | 1 | 4,756 |
| East South Central | 1,342 | 5,780,380 | 10 | 10,303 | 2 | 3,401 | 1 | 5,078 |
| West South Central | 2,701 | 14,321,793 | 39 | 46,336 | 1 | 3,412 | 3 | 26,382 |
| Mountain | 2,940 | 12,894,863 | 9 | 24,098 | 3 | 5,404 | 3 | 16,092 |
| Pacific | 7,544 | 41,234,733 | 21 | 185,744 | 4 | 64,179 | | |
| Other | 84 | 1,297,918 | 1 | 1 | | | | |

Table 1 (page 3 of 4)

Mortgage Loan Portfolio Profile, June 30, 2002

Note: Components in the agricultural categories may not add to totals shown because some companies were unable to provide property-type details in this sector.

| Property Type Geographic Division | Loans Outstanding | | Delinquent Loans (including loans in foreclosure) | | Loans in Foreclosure | | Loans Foreclosed Since January 1 | |
|---|-------------------|-------------------------------------|---|-------------------------------------|----------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| AGRICULTURAL | | | | | | | | |
| AGRIBUSINESS - TOTAL | 1,034 | 2,614,317 | 38 | 18,468 | 11 | 5,198 | | |
| New England | | | | | | | | |
| Middle Atlantic | 1 | 9,667 | | | | | | |
| East North Central | 86 | 336,785 | | | | | | |
| West North Central | 96 | 160,407 | 3 | 798 | 1 | 279 | | |
| South Atlantic | 78 | 385,186 | 3 | 2,208 | 1 | 844 | | |
| East South Central | 26 | 122,600 | | | | | | |
| West South Central | 109 | 310,098 | 1 | 390 | | | | |
| Mountain | 192 | 203,794 | 21 | 9,609 | 5 | 1,649 | | |
| Pacific | 446 | 1,068,139 | 10 | 5,463 | 4 | 2,426 | | |
| Other | | | | | | | | |
| TIMBER - TOTAL | 137 | 1,845,462 | | | | | | |
| New England | 5 | 189,350 | | | | | | |
| Middle Atlantic | 3 | 14,854 | | | | | | |
| East North Central | 1 | 10,914 | | | | | | |
| West North Central | | | | | | | | |
| South Atlantic | 28 | 315,974 | | | | | | |
| East South Central | 42 | 569,804 | | | | | | |
| West South Central | 16 | 268,852 | | | | | | |
| Mountain | 1 | 10,500 | | | | | | |
| Pacific | 35 | 330,340 | | | | | | |
| Other | 6 | 134,874 | | | | | | |
| ANNUAL CROPS - TOTAL | 8,600 | 4,375,137 | 105 | 76,999 | 24 | 18,378 | 3 | 2,402 |
| New England | | | | | | | | |
| Middle Atlantic | 1 | 54 | 1 | 54 | | | | |
| East North Central | 2,032 | 761,520 | 14 | 11,946 | 1 | 1,028 | | |
| West North Central | 3,995 | 1,325,553 | 40 | 14,904 | 8 | 1,350 | 1 | 1,000 |
| South Atlantic | 192 | 209,499 | 8 | 12,284 | 1 | 1,400 | | |
| East South Central | 303 | 274,611 | | | | | | |
| West South Central | 739 | 416,508 | 20 | 11,436 | 7 | 4,812 | 1 | 1,339 |
| Mountain | 452 | 334,430 | 7 | 8,936 | 2 | 2,471 | | |
| Pacific | 886 | 1,052,961 | 15 | 17,440 | 5 | 7,317 | 1 | 63 |
| Other | | | | | | | | |
| PERMANENT CROPS - TOTAL | 1,319 | 2,832,053 | 58 | 128,159 | 21 | 28,901 | 13 | 33,866 |
| New England | 1 | 489 | | | | | | |
| Middle Atlantic | | | | | | | | |
| East North Central | 10 | 19,803 | 2 | 3,987 | 1 | 1,994 | | |
| West North Central | | | | | | | | |
| South Atlantic | 203 | 785,101 | 6 | 19,038 | 1 | 182 | 6 | 10,326 |
| East South Central | | | | | | | | |
| West South Central | 2 | 3,164 | | | | | | |
| Mountain | 10 | 19,205 | | | | | | |
| Pacific | 1,093 | 2,004,292 | 50 | 105,134 | 19 | 26,726 | 7 | 23,540 |
| Other | | | | | | | | |
| LIVESTOCK PRODUCTION - TOTAL | 885 | 1,383,154 | 11 | 10,697 | 1 | 642 | | |
| New England | 2 | 14,204 | | | | | | |
| Middle Atlantic | 2 | 1,590 | | | | | | |
| East North Central | 27 | 72,540 | | | | | | |
| West North Central | 227 | 299,561 | 6 | 7,571 | | | | |
| South Atlantic | 30 | 159,439 | | | | | | |
| East South Central | 16 | 73,990 | | | | | | |
| West South Central | 129 | 161,659 | | | | | | |
| Mountain | 325 | 363,166 | 3 | 1,842 | | | | |
| Pacific | 127 | 237,004 | 2 | 1,284 | 1 | 642 | | |
| Other | | | | | | | | |

Table 1 (page 4 of 4)

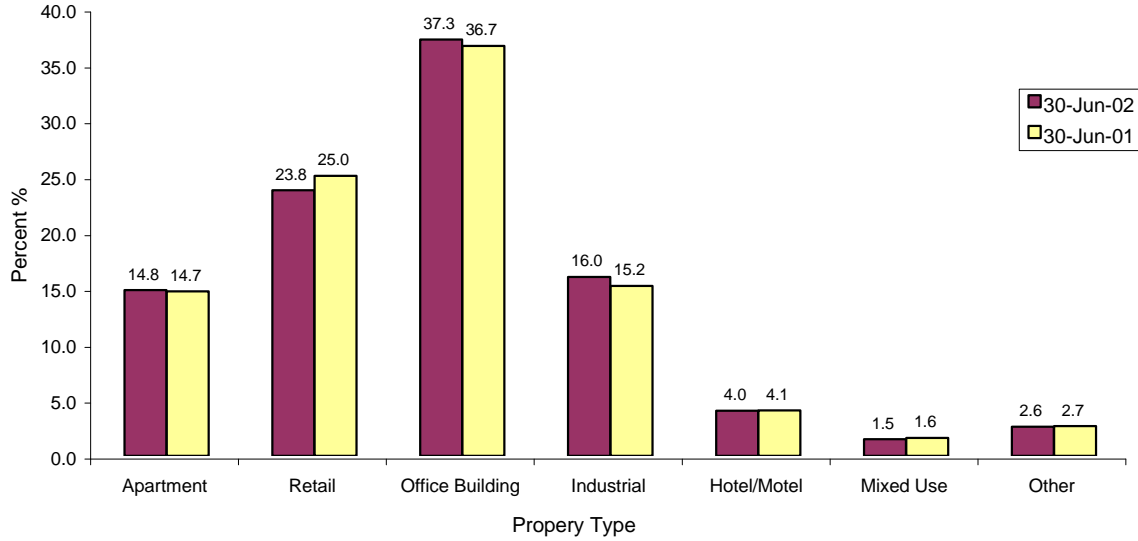
Mortgage Loan Portfolio Profile, June 30, 2002

| Property Type Geographic Division | Loans Outstanding | | Delinquent Loans (including loans in foreclosure) | | Loans in Foreclosure | | Loans Foreclosed Since January 1 | |
|--|-------------------|-------------------------------------|---|-------------------------------------|----------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| TOTAL AGRICULTURAL | 11,985 | 13,050,123 | 212 | 234,323 | 57 | 53,119 | 16 | 36,268 |
| New England | 8 | 204,043 | | | | | | |
| Middle Atlantic | 7 | 26,165 | 1 | 54 | | | | |
| East North Central | 2,157 | 1,201,577 | 16 | 15,933 | 2 | 3,022 | | |
| West North Central | 4,320 | 1,797,769 | 49 | 23,273 | 9 | 1,629 | 1 | 1,000 |
| South Atlantic | 532 | 1,855,445 | 17 | 33,530 | 3 | 2,426 | 6 | 10,326 |
| East South Central | 388 | 1,041,009 | | | | | | |
| West South Central | 998 | 1,161,201 | 21 | 11,826 | 7 | 4,812 | 1 | 1,339 |
| Mountain | 981 | 934,262 | 31 | 20,387 | 7 | 4,120 | | |
| Pacific | 2,588 | 4,693,777 | 77 | 129,321 | 29 | 37,111 | 8 | 23,603 |
| Other | 6 | 134,874 | | | | | | |
| GRAND TOTAL - ALL MORTGAGES | 55,492 | 202,199,876 | 871 | 766,533 | 197 | 205,982 | 37 | 108,928 |
| New England | 1,502 | 9,613,728 | 14 | 23,694 | 5 | 11,515 | 2 | 9,323 |
| Middle Atlantic | 4,239 | 27,593,608 | 71 | 23,475 | 22 | 5,425 | 2 | 142 |
| East North Central | 7,316 | 24,765,837 | 63 | 29,762 | 12 | 8,143 | 6 | 9,763 |
| West North Central | 6,493 | 10,562,493 | 72 | 83,761 | 14 | 1,724 | 2 | 2,017 |
| South Atlantic | 9,155 | 45,383,761 | 133 | 160,999 | 30 | 51,586 | 7 | 15,082 |
| East South Central | 2,191 | 6,856,462 | 36 | 10,862 | 7 | 3,624 | 2 | 5,164 |
| West South Central | 6,058 | 15,624,265 | 203 | 61,085 | 30 | 8,804 | 4 | 27,721 |
| Mountain | 4,976 | 13,937,174 | 71 | 46,000 | 15 | 9,885 | 3 | 16,092 |
| Pacific | 12,413 | 46,344,730 | 133 | 319,031 | 40 | 102,536 | 9 | 23,625 |
| Other | 1,149 | 1,517,818 | 75 | 7,864 | 22 | 2,739 | | |

See Appendix for Scope and Methodology of the Survey

Chart 1 Commercial Mortgage Portfolio Holdings

DISTRIBUTION BY PROPERTY TYPE



DISTRIBUTION BY GEOGRAPHIC REGION

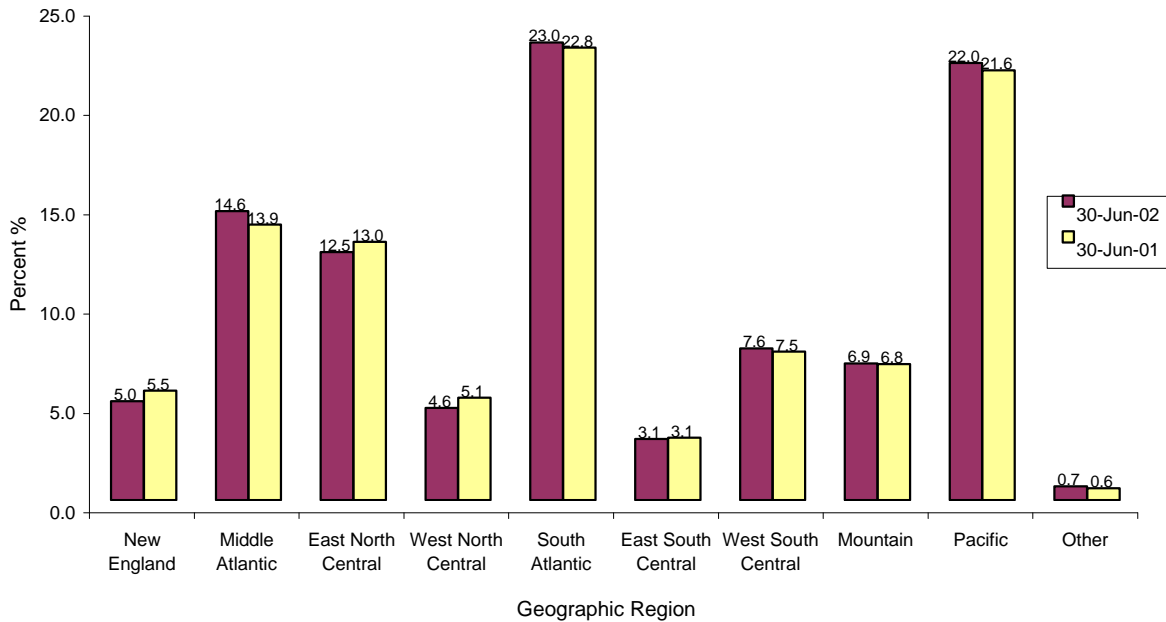


Table 2

**Mortgage Loan Portfolio Profile - Rates by Amount
Reporting Life Insurance Companies**

Delinquent Loans (including loans in process of foreclosure)

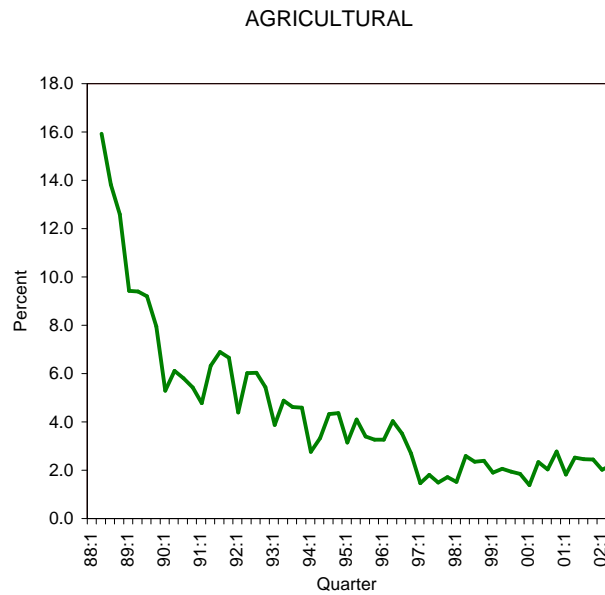
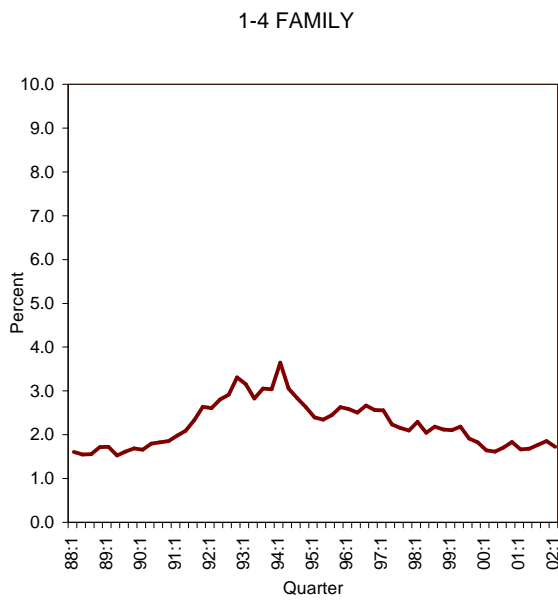
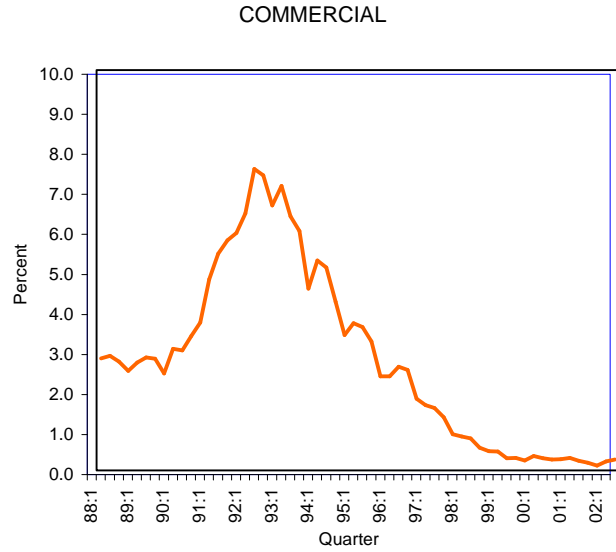
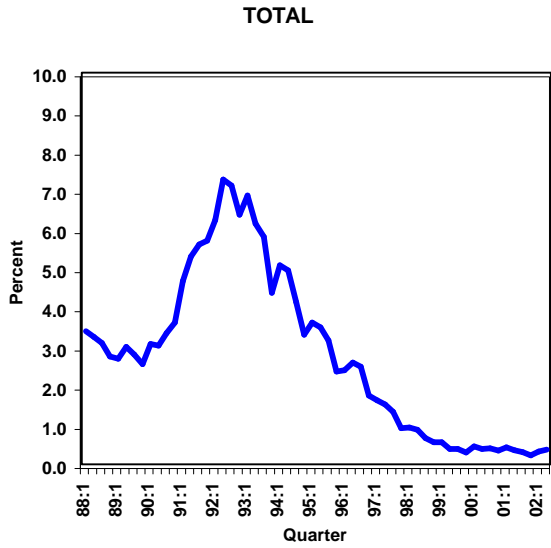
| <u>End of Month</u> | <u>1-4 Family</u> | <u>Commercial</u> | <u>Agricultural</u> | <u>Total Mortgages</u> |
|---------------------|-------------------|-------------------|---------------------|------------------------|
| 1994 March | 3.34 | 5.24 | 2.78 | 5.08 |
| June | 2.75 | 5.07 | 3.77 | 4.95 |
| September | 2.53 | 4.21 | 3.82 | 4.14 |
| December | 2.32 | 3.38 | 2.60 | 3.31 |
| 1995 March | 2.09 | 3.68 | 3.55 | 3.62 |
| June | 2.04 | 3.58 | 2.85 | 3.50 |
| September | 2.14 | 3.22 | 2.71 | 3.16 |
| December | 2.32 | 2.35 | 2.72 | 2.37 |
| 1996 March | 2.28 | 2.35 | 3.48 | 2.40 |
| June | 2.20 | 2.59 | 2.97 | 2.60 |
| September | 2.36 | 2.51 | 2.14 | 2.49 |
| December | 2.26 | 1.79 | 0.92 | 1.76 |
| 1997 March | 2.25 | 1.63 | 1.26 | 1.63 |
| June | 1.93 | 1.56 | 0.94 | 1.53 |
| September | 1.85 | 1.33 | 1.16 | 1.34 |
| December | 1.79 | 0.90 | 0.97 | 0.92 |
| 1998 March | 1.99 | 0.85 | 2.04 | 0.94 |
| June | 1.74 | 0.80 | 1.80 | 0.88 |
| September | 1.88 | 0.57 | 1.84 | 0.67 |
| December | 1.81 | 0.48 | 1.35 | 0.56 |
| 1999 March | 1.80 | 0.47 | 1.51 | 0.56 |
| June | 1.88 | 0.30 | 1.39 | 0.39 |
| September | 1.61 | 0.31 | 1.30 | 0.39 |
| December | 1.52 | 0.25 | 0.84 | 0.30 |
| 2000 March | 1.34 | 0.36 | 1.79 | 0.46 |
| June | 1.31 | 0.30 | 1.49 | 0.39 |
| September | 1.40 | 0.27 | 2.23 | 0.41 |
| December | 1.53 | 0.28 | 1.27 | 0.35 |
| 2001 March | 1.36 | 0.31 | 1.98 | 0.43 |
| June | 1.37 | 0.24 | 1.91 | 0.36 |
| September | 1.46 | 0.19 | 1.90 | 0.31 |
| December | 1.55 | 0.12 | 1.47 | 0.22 |
| 2002 March | 1.42 | 0.22 | 1.65 | 0.33 |
| June | 1.65% | 0.27% | 1.80% | 0.38% |

Loans in process of foreclosure

| <u>End of Month</u> | <u>1-4 Family</u> | <u>Commercial</u> | <u>Agricultural</u> | <u>Total Mortgages</u> |
|---------------------|-------------------|-------------------|---------------------|------------------------|
| 1994 March | 1.14 | 2.43 | 1.27 | 2.35 |
| June | 0.91 | 2.51 | 1.04 | 2.40 |
| September | 0.84 | 2.25 | 1.47 | 2.17 |
| December | 0.89 | 1.80 | 1.11 | 1.74 |
| 1995 March | 0.72 | 1.84 | 1.69 | 1.80 |
| June | 0.79 | 2.09 | 1.02 | 2.00 |
| September | 0.77 | 1.84 | 1.02 | 1.77 |
| December | 0.80 | 1.45 | 1.17 | 1.41 |
| 1996 March | 0.86 | 1.32 | 1.27 | 1.31 |
| June | 0.86 | 1.54 | 1.26 | 1.51 |
| September | 1.00 | 1.59 | 1.14 | 1.55 |
| December | 0.91 | 1.10 | 0.32 | 1.05 |
| 1997 March | 0.92 | 1.03 | 0.35 | 0.98 |
| June | 0.79 | 0.90 | 0.33 | 0.87 |
| September | 0.73 | 0.82 | 0.37 | 0.79 |
| December | 0.71 | 0.58 | 0.18 | 0.56 |
| 1998 March | 0.83 | 0.59 | 0.28 | 0.58 |
| June | 0.83 | 0.45 | 0.20 | 0.45 |
| September | 0.79 | 0.33 | 0.17 | 0.33 |
| December | 0.73 | 0.31 | 0.24 | 0.31 |
| 1999 March | 0.73 | 0.31 | 0.30 | 0.31 |
| June | 0.85 | 0.17 | 0.24 | 0.18 |
| September | 0.77 | 0.15 | 0.27 | 0.16 |
| December | 0.78 | 0.09 | 0.17 | 0.10 |
| 2000 March | 0.69 | 0.19 | 0.13 | 0.19 |
| June | 0.61 | 0.20 | 0.29 | 0.21 |
| September | 0.63 | 0.17 | 0.21 | 0.17 |
| December | 0.60 | 0.15 | 0.19 | 0.15 |
| 2001 March | 0.57 | 0.18 | 0.25 | 0.19 |
| June | 0.53 | 0.08 | 0.41 | 0.10 |
| September | 0.50 | 0.11 | 0.49 | 0.14 |
| December | 0.44 | 0.07 | 0.33 | 0.09 |
| 2002 March | 0.54 | 0.13 | 0.54 | 0.16 |
| June | 0.53% | 0.08% | 0.41% | 0.10% |

See Appendix for the Scope and Methodology of the Survey.

Chart 2
Mortgage Loan Delinquency Rates
by Property Type



See tables 1 and 2 for underlying data.
 See Appendix for scope and methodology of the survey.
 Scale for agricultural properties differs from other property types.

Table 3

Property Type by Geographic Division
Mortgage Loan Delinquency and In-Foreclosure Rates by Amount

| Property Type Geographic Division | Quarter Ending June 30, 2001 | | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
|--------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|
| | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure |
| <u>1-4 FAMILY - TOTAL</u> | 1.37 % | 0.53 | 1.46 % | 0.50 | 1.55 % | 0.44 | 1.42 % | 0.54 | 1.65 % | 0.53 |
| New England | 0.24 | 0.07 | 0.82 | 0.76 | 0.66 | 0.50 | 0.66 | 0.50 | 1.07 | 0.51 |
| Middle Atlantic | 0.97 | 0.29 | 1.15 | 0.62 | 1.30 | 0.50 | 1.40 | 0.61 | 1.51 | 0.59 |
| East North Central | 1.13 | 0.29 | 0.66 | 0.15 | 0.64 | 0.13 | 0.71 | 0.13 | 0.94 | 0.23 |
| West North Central | 6.40 | 0.06 | 7.40 | 0.05 | 6.90 | 0.05 | 0.93 | 0.86 | 1.01 | 0.14 |
| South Atlantic | 1.07 | 0.42 | 1.42 | 0.63 | 1.62 | 0.51 | 1.24 | 0.56 | 1.26 | 0.43 |
| East South Central | 2.14 | 0.92 | 2.14 | 0.44 | 3.69 | 0.39 | 2.97 | 0.80 | 1.59 | 0.64 |
| West South Central | 2.27 | 0.68 | 2.60 | 0.52 | 2.27 | 0.62 | 1.81 | 0.90 | 2.07 | 0.41 |
| Mountain | 1.21 | 0.64 | 0.90 | 0.17 | 0.97 | 0.20 | 2.95 | 0.11 | 1.40 | 0.33 |
| Pacific | 0.79 | 0.61 | 0.67 | 0.28 | 0.70 | 0.16 | 0.59 | 0.23 | 0.95 | 0.30 |
| Other ¹ | 3.05 | 3.07 | 2.47 | 2.47 | 3.25 | 2.56 | 6.07 | 2.51 | 9.25 | 3.22 |
| <u>COMMERCIAL - TOTAL</u> | 0.24 | 0.08 | 0.19 | 0.11 | 0.12 | 0.07 | 0.22 | 0.13 | 0.27 % | 0.08 |
| New England | 0.40 | 0.36 | 0.37 | 0.37 | 0.11 | 0.11 | 0.11 | 0.11 | 0.24 | 0.12 |
| Middle Atlantic | 0.37 | 0.06 | 0.29 | 0.20 | 0.08 | 0.05 | 0.04 | 0.04 | 0.07 | 0.01 |
| East North Central | 0.35 | 0.09 | 0.28 | 0.10 | 0.17 | 0.13 | 0.13 | 0.01 | 0.05 | 0.02 |
| West North Central | 0.21 | 0.01 | 0.09 | - | 0.09 | 0.01 | 0.21 | 0.08 | 0.69 | |
| South Atlantic | 0.17 | 0.07 | 0.17 | 0.11 | 0.16 | 0.13 | 0.21 | 0.15 | 0.29 | 0.11 |
| East South Central | 0.24 | 0.04 | 0.29 | 0.06 | 0.38 | 0.07 | 0.17 | 0.07 | 0.18 | 0.06 |
| West South Central | 0.20 | 0.04 | 0.13 | 0.00 | 0.19 | 0.01 | 0.46 | 0.01 | 0.32 | 0.02 |
| Mountain | 0.20 | 0.15 | 0.22 | 0.10 | 0.20 | 0.07 | 0.05 | 0.04 | 0.19 | 0.04 |
| Pacific | 0.16 | 0.03 | 0.08 | 0.07 | 0.01 | 0.00 | 0.44 | 0.32 | 0.45 | 0.16 |
| Other | * | - | * | - | * | - | * | - | 0.00 | |
| <u>AGRICULTURAL - TOTAL</u> | 1.91 | 0.41 | 1.90 | 0.49 | 1.47 | 0.33 | 1.65 | 0.54 | 1.80 % | 0.41 |
| New England | - | - | - | - | - | - | - | - | | |
| Middle Atlantic | 0.62 | 0.62 | 0.62 | 0.62 | - | - | 0.21 | - | 0.21 | |
| East North Central | 2.38 | 0.23 | 2.31 | 0.21 | 1.23 | 0.20 | 1.44 | 0.29 | 1.33 | 0.25 |
| West North Central | 1.15 | 0.05 | 1.06 | 0.13 | 0.38 | 0.14 | 1.19 | 0.16 | 1.29 | 0.09 |
| South Atlantic | 4.51 | 0.23 | 4.46 | 0.31 | 0.99 | 0.33 | 2.57 | 0.18 | 1.81 | 0.13 |
| East South Central | 0.31 | * | 0.34 | * | 5.02 | * | 0.10 | * | | |
| West South Central | 0.53 | 0.20 | 0.49 | 0.33 | 0.61 | 0.26 | 0.58 | 0.41 | 1.02 | 0.41 |
| Mountain | 1.82 | 0.81 | 1.63 | 0.88 | 1.32 | 0.59 | 2.03 | 0.70 | 2.18 | 0.44 |
| Pacific | 1.93 | 0.75 | 2.04 | 0.89 | 1.72 | 0.51 | 2.17 | 1.04 | 2.76 | 0.79 |
| Other | - | - | - | - | - | - | - | - | | |
| <u>TOTAL MORTGAGES</u> | 0.36 | 0.10 | 0.31 | 0.14 | 0.22 | 0.09 | 0.33 | 0.16 | 0.38 % | 0.10 |
| New England | 0.39 | * | 0.37 | * | 0.11 | * | 0.11 | * | 0.25 | 0.12 |
| Middle Atlantic | 0.38 | 0.07 | 0.30 | 0.20 | 0.10 | 0.05 | 0.05 | 0.04 | 0.09 | 0.02 |
| East North Central | 0.45 | 0.10 | 0.38 | 0.11 | 0.23 | 0.13 | 0.19 | 0.03 | 0.12 | 0.03 |
| West North Central | 0.41 | 0.02 | 0.30 | 0.02 | 0.18 | 0.03 | 0.38 | 0.10 | 0.79 | 0.02 |
| South Atlantic | 0.37 | 0.08 | 0.36 | 0.12 | 0.20 | 0.14 | 0.31 | 0.15 | 0.35 | 0.11 |
| East South Central | 0.26 | 0.04 | 0.30 | 0.05 | 1.12 | 0.06 | 0.17 | 0.08 | 0.16 | 0.05 |
| West South Central | 0.25 | 0.06 | 0.18 | 0.03 | 0.24 | 0.04 | 0.48 | 0.05 | 0.39 | 0.06 |
| Mountain | 0.33 | 0.20 | 0.33 | 0.15 | 0.29 | 0.10 | 0.22 | 0.09 | 0.33 | 0.07 |
| Pacific | 0.35 | 0.11 | 0.29 | 0.16 | 0.20 | 0.06 | 0.62 | 0.39 | 0.69 | 0.22 |
| Other | 0.15 | 0.15 | 0.13 | 0.13 | 0.18 | 0.14 | 0.34 | 0.14 | 0.52 | 0.18 |

* Less than 0.05%.

Delinquent loans include loans in process of foreclosure.
See Appendix for Scope and Methodology of the Survey.

Commercial Properties by Geographic Division
Mortgage Loan Delinquency and In-Foreclosure Rates by Amount

| Commercial Properties Geographic Division | Quarter Ending June 30, 2001 | | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
|--|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|
| | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure |
| | | | | | | | | | | |
| APARTMENT - TOTAL | 0.09 % | 0.04 % | 0.09 % | 0.09 % | 0.07 % | 0.03 % | 0.08 % | 0.03 % | 0.11 % | 0.04 % |
| New England | - | - | - | - | - | - | 1.55 | 1.55 | 3.58 | 1.74 |
| Middle Atlantic | * | - | * | - | * | 0.20 | * | - | 0.00 | - |
| East North Central | 0.02 | - | 0.01 | - | 0.02 | - | 0.01 | - | 0.02 | - |
| West North Central | 0.79 | - | - | - | - | - | 0.33 | - | - | - |
| South Atlantic | 0.15 | 0.15 | 0.39 | 0.39 | 0.01 | - | - | - | 0.01 | - |
| East South Central | 0.01 | - | 0.01 | - | 0.01 | - | 0.01 | - | 0.01 | - |
| West South Central | * | - | * | - | * | - | * | - | 0.32 | - |
| Mountain | * | - | * | - | * | - | * | - | - | - |
| Pacific | - | - | - | - | - | - | - | - | - | - |
| Other | 0.01 | - | 0.01 | - | 0.01 | - | 0.01 | - | 0.01 | - |
| RETAIL - TOTAL | 0.42 | 0.15 | 0.35 | 0.19 | 0.15 | 0.08 | 0.33 | 0.19 | 0.46 % | 0.16 % |
| New England | 0.49 | 0.42 | 0.48 | 0.48 | 0.49 | 0.49 | 0.05 | 0.05 | 0.13 | 0.06 |
| Middle Atlantic | 1.12 | 0.10 | 1.02 | 0.75 | - | - | - | - | 0.19 | - |
| East North Central | 0.36 | 0.17 | 0.41 | 0.06 | 0.17 | 0.10 | 0.35 | 0.05 | 0.15 | 0.07 |
| West North Central | 0.05 | 0.02 | - | - | 0.03 | - | 0.19 | - | 0.45 | - |
| South Atlantic | 0.31 | 0.16 | 0.08 | 0.07 | 0.14 | 0.13 | 0.15 | 0.15 | 0.18 | 0.02 |
| East South Central | 0.09 | - | 0.17 | - | 0.14 | 0.14 | 0.34 | 0.19 | 0.37 | 0.16 |
| West South Central | 0.70 | 0.17 | 0.47 | - | 0.46 | 0.05 | 1.05 | 0.05 | 0.47 | 0.10 |
| Mountain | 0.67 | 0.36 | 0.76 | 0.43 | 0.35 | - | 0.10 | 0.10 | 0.37 | 0.10 |
| Pacific | 0.12 | 0.10 | 0.10 | 0.10 | - | - | 0.76 | 0.73 | 1.55 | 0.72 |
| Other | - | - | - | - | - | - | - | - | - | - |
| OFFICE BUILDING - TOTAL | 0.13 | 0.03 | 0.13 | 0.07 | 0.06 | 0.03 | 0.18 | 0.08 | 0.25 % | 0.03 % |
| New England | 0.05 | - | - | - | - | - | - | - | - | - |
| Middle Atlantic | 0.18 | 0.09 | 0.09 | 0.05 | 0.07 | 0.03 | 0.08 | 0.07 | 0.06 | 0.03 |
| East North Central | 0.19 | 0.02 | 0.32 | 0.12 | 0.07 | - | 0.07 | - | - | - |
| West North Central | 0.12 | 0.01 | 0.12 | - | 0.03 | 0.03 | 0.22 | 0.21 | 1.46 | - |
| South Atlantic | 0.07 | 0.05 | 0.11 | 0.08 | 0.08 | 0.06 | 0.07 | 0.06 | 0.13 | 0.06 |
| East South Central | 0.19 | 0.19 | 0.26 | 0.09 | 0.09 | 0.09 | - | - | 0.01 | - |
| West South Central | 0.06 | - | 0.01 | - | 0.00 | - | 0.33 | - | 0.39 | - |
| Mountain | 0.24 | 0.20 | 0.08 | - | 0.25 | 0.21 | 0.08 | 0.04 | 0.29 | 0.04 |
| Pacific | 0.12 | - | 0.15 | 0.15 | 0.01 | - | 0.48 | 0.20 | 0.43 | 0.06 |
| Other | - | - | - | - | - | - | - | - | - | - |
| INDUSTRIAL - TOTAL | 0.30 | 0.03 | 0.10 | 0.05 | 0.13 | 0.01 | 0.28 | 0.20 | 0.10 % | 0.02 % |
| New England | - | - | - | - | - | - | - | - | - | - |
| Middle Atlantic | - | - | - | - | - | - | - | - | - | - |
| East North Central | 0.90 | 0.18 | 0.33 | 0.24 | - | - | 0.02 | - | 0.05 | - |
| West North Central | - | - | - | - | 0.18 | - | - | - | 0.03 | - |
| South Atlantic | 0.08 | 0.01 | 0.05 | - | 0.25 | 0.07 | 0.45 | 0.29 | 0.43 | 0.13 |
| East South Central | 1.02 | - | 1.00 | 0.26 | 1.96 | - | 0.22 | - | 0.20 | - |
| West South Central | 0.01 | - | 0.05 | 0.01 | 0.02 | 0.01 | 0.24 | - | 0.11 | - |
| Mountain | 0.04 | - | 0.11 | - | 0.12 | - | - | - | - | - |
| Pacific | 0.38 | 0.03 | 0.02 | 0.01 | 0.01 | - | 0.51 | 0.45 | 0.02 | - |
| Other | - | - | - | - | - | - | - | - | - | - |

* Less than 0.05%

Table 4 (page 2 of 2)

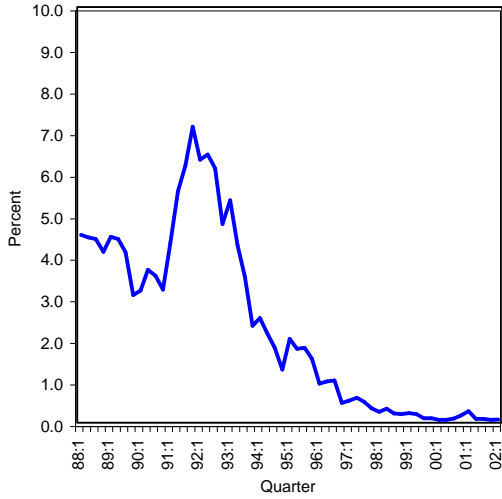
| Commercial Properties Geographic Division | Quarter Ending June 30, 2001 | | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
|--|---------------------------------|---------------------------|--------------------------------------|---------------------------|-------------------------------------|---------------------------|----------------------------------|---------------------------|---------------------------------|---------------------------|
| | Delinquent | Loans in | Delinquent | Loans in | Delinquent | Loans in | Delinquent | Loans in | Delinquent | Loans in |
| | (incl. loans in Foreclosure) | Process of Foreclosure | (incl. loans in Foreclosure) | Process of Foreclosure | (incl. loans in Foreclosure) | Process of Foreclosure | (incl. loans in Foreclosure) | Process of Foreclosure | (incl. loans in Foreclosure) | Process of Foreclosure |
| HOTEL AND MOTEL- | | | | | | | | | | |
| TOTAL | 0.05 % | 0.03 % | 0.05 % | 0.04 % | 0.71 % | 0.66 % | 0.31 % | 0.16 % | 0.39 % | 0.12 % |
| New England | - | - | - | - | - | - | - | - | - | - |
| Middle Atlantic | - | - | - | - | - | - | - | - | - | - |
| East North Central | 0.36 | 0.36 | 0.37 | 0.37 | 4.79 | 4.79 | - | - | - | - |
| West North Central | 0.35 | - | 0.30 | - | - | - | - | - | - | - |
| South Atlantic | 0.07 | - | 0.07 | 0.07 | 1.18 | 1.18 | 1.00 | 0.51 | 1.21 | 0.36 |
| East South Central | - | - | - | - | - | - | - | - | - | - |
| West South Central | - | - | - | - | 0.37 | - | - | - | - | - |
| Mountain | - | - | - | - | 0.13 | - | 0.13 | 0.13 | 0.28 | 0.14 |
| Pacific | - | - | - | - | - | - | - | - | - | - |
| Other | - | - | - | - | - | - | - | - | - | - |
| MIXED USE - TOTAL | 0.95 | 0.91 | 0.94 | 0.83 | 0.02 | - | - | - | % | % |
| New England | 6.12 | 6.12 | 6.01 | 6.01 | - | - | - | - | - | - |
| Middle Atlantic | - | - | - | - | - | - | - | - | - | - |
| East North Central | - | - | - | - | - | - | - | - | - | - |
| West North Central | - | - | - | - | - | - | - | - | - | - |
| South Atlantic | - | - | 0.47 | - | - | - | - | - | - | - |
| East South Central | - | - | - | - | - | - | - | - | - | - |
| West South Central | 1.97 | - | 0.94 | - | 1.14 | - | - | - | - | - |
| Mountain | - | - | - | - | - | - | - | - | - | - |
| Pacific | - | - | - | - | - | - | - | - | - | - |
| Other | - | - | - | - | - | - | - | - | - | - |
| OTHER COMMERCIAL - | | | | | | | | | | |
| TOTAL | 0.48 | 0.05 | 0.34 | 0.03 | 0.31 | 0.02 | 0.38 | 0.22 | 0.74 % | 0.44 % |
| New England | - | - | - | - | - | - | - | - | - | - |
| Middle Atlantic | 0.62 | - | 0.53 | - | 0.89 | - | 0.13 | 0.13 | 0.00 | - |
| East North Central | 1.20 | - | 0.06 | - | - | - | - | - | - | - |
| West North Central | 1.53 | - | 0.98 | - | 1.31 | - | 1.38 | - | 1.55 | - |
| South Atlantic | 0.93 | 0.22 | 1.03 | 0.12 | 0.35 | 0.03 | 1.22 | 0.89 | 2.62 | 1.75 |
| East South Central | - | - | - | - | - | - | - | - | - | - |
| West South Central | 0.04 | - | 0.02 | - | 0.07 | - | 0.07 | - | 0.10 | - |
| Mountain | - | - | - | - | 0.51 | - | - | - | - | - |
| Pacific | - | - | - | - | 0.15 | 0.04 | 0.07 | 0.04 | 0.15 | 0.08 |
| Other | - | - | - | - | - | - | - | - | - | - |
| TOTAL COMMERCIAL | 0.24 | 0.08 | 0.19 | 0.11 | 0.12 | 0.07 | 0.22 | 0.13 | 0.27 % | 0.08 % |
| New England | 0.40 | 0.36 | 0.37 | 0.37 | 0.11 | 0.11 | 0.11 | 0.11 | 0.24 | 0.12 |
| Middle Atlantic | 0.37 | 0.06 | 0.29 | 0.20 | 0.08 | 0.05 | 0.04 | 0.04 | 0.07 | 0.01 |
| East North Central | 0.35 | 0.09 | 0.28 | 0.10 | 0.17 | 0.13 | 0.13 | 0.01 | 0.05 | 0.02 |
| West North Central | 0.21 | 0.01 | 0.09 | - | 0.09 | 0.01 | 0.21 | 0.08 | 0.69 | - |
| South Atlantic | 0.17 | 0.07 | 0.17 | 0.11 | 0.16 | 0.13 | 0.21 | 0.15 | 0.29 | 0.11 |
| East South Central | 0.24 | 0.04 | 0.29 | 0.06 | 0.38 | 0.07 | 0.17 | 0.07 | 0.18 | 0.06 |
| West South Central | 0.20 | 0.04 | 0.13 | 0.00 | 0.19 | 0.01 | 0.46 | 0.01 | 0.32 | 0.02 |
| Mountain | 0.20 | 0.15 | 0.22 | 0.10 | 0.20 | 0.07 | 0.05 | 0.04 | 0.19 | 0.04 |
| Pacific | 0.16 | 0.03 | 0.08 | 0.07 | 0.01 | 0.00 | 0.44 | 0.32 | 0.45 | 0.16 |
| Other | * | - | * | - | * | - | * | - | 0.00 | - |

Delinquent loans include loans in process of foreclosure.

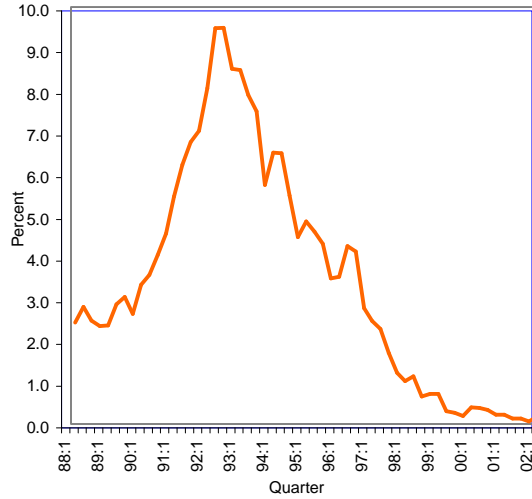
See Appendix for Scope and Methodology of the Survey.

Chart 3
Commercial Mortgage Delinquency Rates
by Property Type

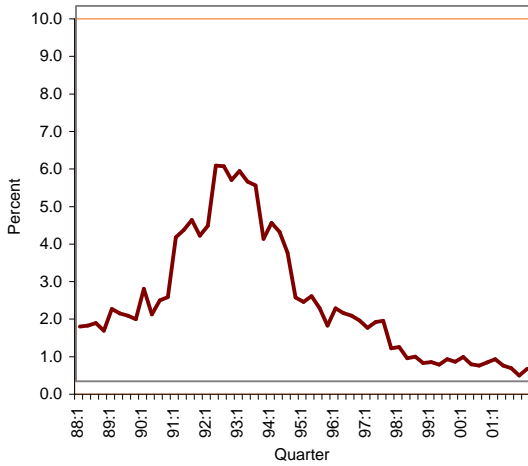
APARTMENTS



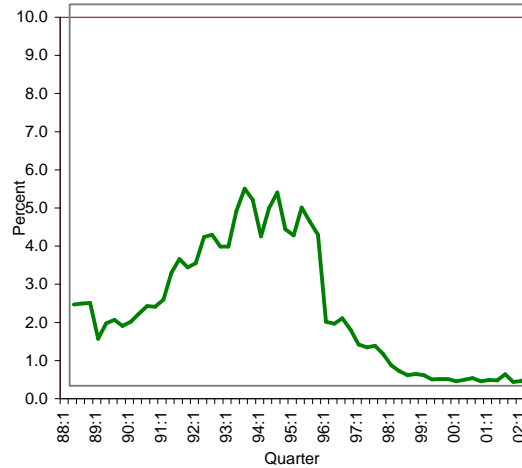
OFFICE BUILDING



RETAIL



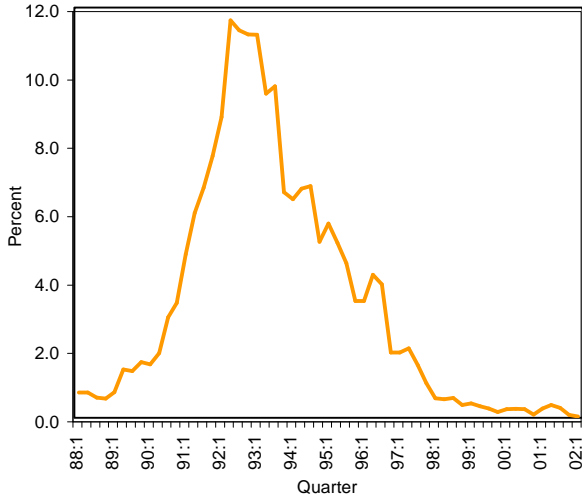
INDUSTRIAL



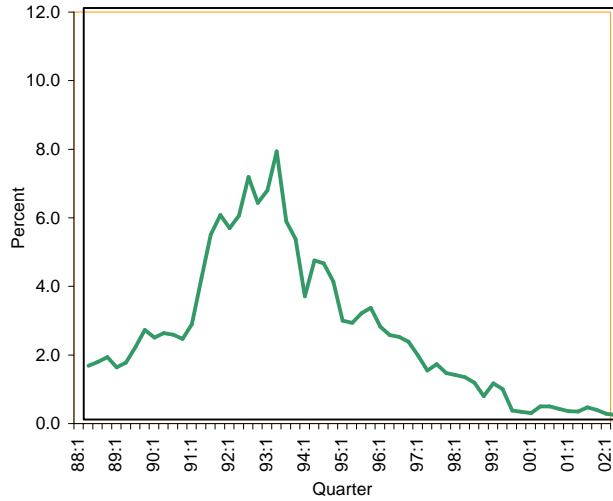
See tables 1 and 4 for underlying data.
 See Appendix for scope and methodology of the survey.

Chart 4 Commercial Mortgage Delinquency Rates Selected Geographic Regions

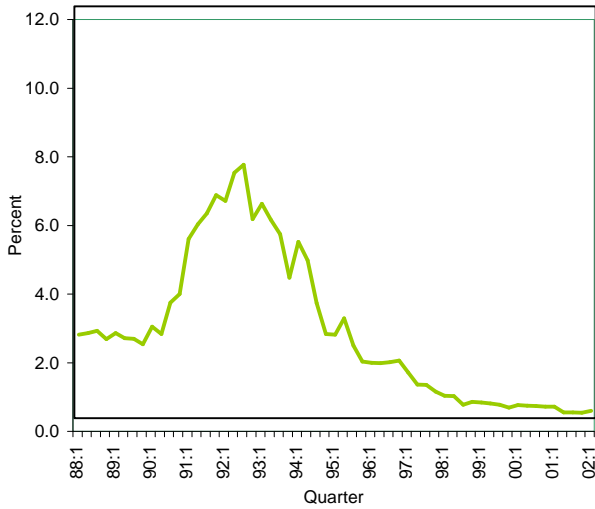
MIDDLE ATLANTIC



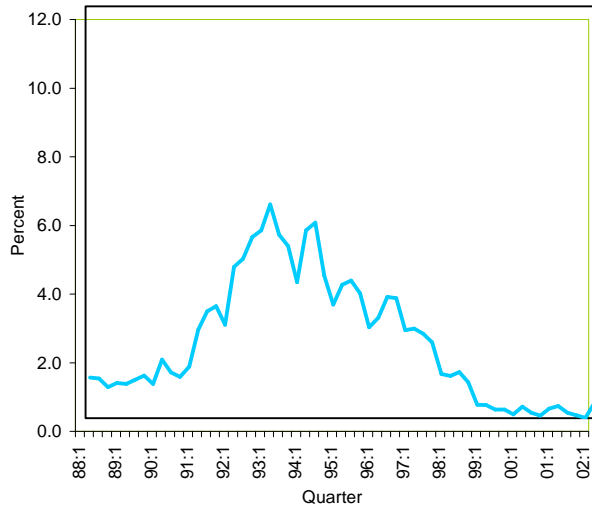
EAST NORTH CENTRAL



SOUTH ATLANTIC

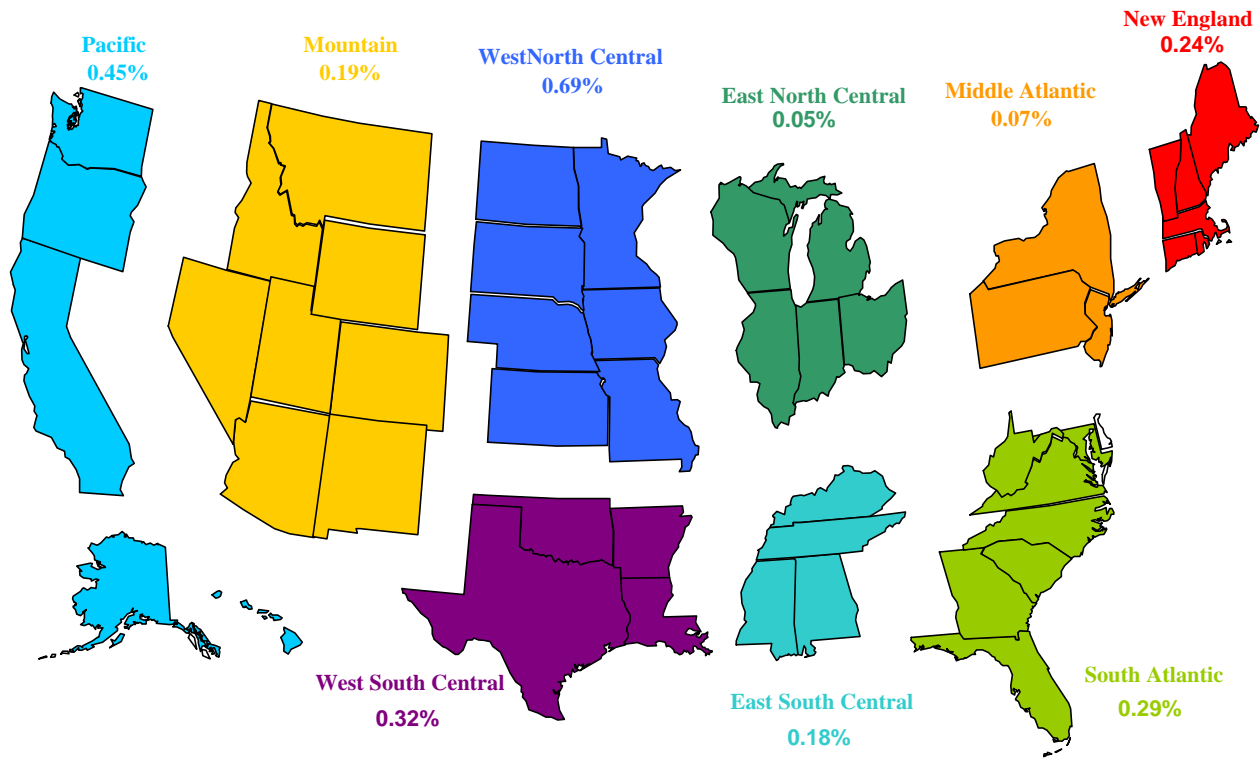


PACIFIC



See tables 3 and 4 for underlying data.
See Appendix for scope and methodology of the survey.

Chart 5
Commercial Mortgage Loan Delinquency Rates by Geographic Region
June 30, 2002



Source: American Council of Life Insurers

Agricultural Properties by Geographic Division
Mortgage Loan Delinquency and In-Foreclosure Rates by Amount

(Note: Breakdowns by agricultural property types were not available for all reporting companies.)

| Agricultural Properties Geographic Division | Quarter Ending June 30, 2001 | | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
|--|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|
| | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure |
| | | | | | | | | | | |
| AGRIBUSINESS-TOTAL | 2.19 % | - % | 1.03 % | 0.36 % | 1.37 % | 0.63 % | 2.65 % | 0.27 % | 0.71 % | 0.20 % |
| New England | 100.00 | - | - | - | - | - | - | - | - | - |
| Middle Atlantic | - | - | - | - | - | - | - | - | - | - |
| East North Central | 0.09 | - | - | - | - | - | 2.34 | - | - | - |
| West North Central | 0.04 | - | - | - | - | - | - | - | 0.50 | 0.17 |
| South Atlantic | 1.17 | - | 2.82 | - | 3.11 | 0.19 | 0.40 | 0.19 | 0.57 | 0.22 |
| East South Central | 0.74 | - | 0.32 | - | 0.33 | - | 24.77 | - | - | - |
| West South Central | 0.64 | - | - | - | 0.70 | 0.70 | 0.75 | 0.69 | 0.13 | - |
| Mountain | 4.45 | - | 3.49 | 1.92 | 4.55 | 2.36 | 3.00 | 1.11 | 4.72 | 0.81 |
| Pacific | 1.01 | - | 0.74 | 0.57 | 1.11 | 0.89 | 0.22 | 0.19 | 0.51 | 0.23 |
| Other | - | - | - | - | - | - | - | - | - | - |
| TIMBER-TOTAL | 1.88 | - | 1.68 | - | 1.58 | 0.12 | - | - | % | % |
| New England | - | - | - | - | - | - | - | - | - | - |
| Middle Atlantic | - | - | - | - | - | - | - | - | - | - |
| East North Central | - | - | - | - | - | - | - | - | - | - |
| West North Central | - | - | - | - | - | - | - | - | - | - |
| South Atlantic | 6.81 | - | 5.69 | - | 5.71 | - | - | - | - | - |
| East South Central | - | - | - | - | - | - | - | - | - | - |
| West South Central | - | - | - | - | - | - | - | - | - | - |
| Mountain | - | - | - | - | - | - | - | - | - | - |
| Pacific | 0.67 | - | 3.71 | - | 3.32 | 0.58 | - | - | - | - |
| Other | - | - | - | - | - | - | - | - | - | - |
| ANNUAL CROPS-TOTAL | 1.64 | 0.33 | 1.77 | 0.39 | 1.83 | 0.41 | 0.78 | 0.25 | 1.76 % | 0.42 % |
| New England | - | - | - | - | - | - | - | - | - | - |
| Middle Atlantic | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | - | - | 100.00 | - |
| East North Central | 1.85 | 0.10 | 3.20 | 0.10 | 3.32 | 0.06 | 0.62 | 0.06 | 1.57 | 0.13 |
| West North Central | 0.93 | 0.13 | 1.13 | 0.06 | 1.34 | 0.18 | 0.51 | 0.19 | 1.12 | 0.10 |
| South Atlantic | 6.12 | - | 6.43 | 1.96 | 6.91 | 1.87 | 0.59 | - | 5.86 | 0.67 |
| East South Central | 1.39 | - | 0.94 | - | 1.04 | - | - | - | - | - |
| West South Central | 0.72 | 0.30 | 0.65 | 0.47 | 0.59 | 0.32 | 0.99 | 0.19 | 2.75 | 1.16 |
| Mountain | 2.61 | 0.86 | 2.22 | 0.94 | 1.32 | 0.93 | 1.54 | 0.90 | 2.67 | 0.74 |
| Pacific | 1.56 | 0.67 | 1.18 | 0.50 | 1.30 | 0.54 | 1.14 | 0.39 | 1.66 | 0.69 |
| Other | - | - | - | - | - | - | - | - | - | - |
| PERMANENT CROPS-TOTAL | 2.60 | 0.49 | 3.57 | 0.91 | 3.40 | 0.92 | 2.90 | 0.85 | 4.53 % | 1.02 % |
| New England | - | - | - | - | - | - | - | - | - | - |
| Middle Atlantic | - | - | - | - | - | - | - | - | - | - |
| East North Central | - | - | 75.63 | 41.68 | 45.11 | 45.11 | 10.30 | 10.30 | 20.13 | 10.07 |
| West North Central | - | - | - | - | - | - | - | - | - | - |
| South Atlantic | 1.43 | - | 5.07 | - | 4.59 | 0.07 | 1.91 | 0.66 | 2.42 | 0.02 |
| East South Central | - | - | - | - | - | - | - | - | - | - |
| West South Central | - | - | - | - | - | - | - | - | - | - |
| Mountain | 0.93 | - | - | - | - | - | - | - | - | - |
| Pacific | 3.10 | 0.69 | 2.84 | 1.19 | 2.88 | 1.18 | 3.25 | 0.85 | 5.25 | 1.33 |
| Other | - | - | - | - | - | - | - | - | - | - |

Table 5 (page 2 of 2)

| Agricultural Properties Geographic Division | Quarter Ending June 30, 2001 | | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
|--|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|
| | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure |
| | | | | | | | | | | |
| LIVESTOCK | | | | | | | | | | |
| PRODUCTION-TOTAL | 1.57 % | - % | 0.95 % | 0.00 % | 0.40 % | 0.05 % | 0.11 % | 0.05 % | 0.77 % | 0.05 % |
| New England | - | - | - | - | - | - | - | - | - | - |
| Middle Atlantic | - | - | - | - | - | - | - | - | - | - |
| East North Central | 0.05 | - | 0.06 | - | 0.06 | - | 0.06 | - | - | - |
| West North Central | 2.52 | - | 2.03 | - | 0.37 | - | - | - | 2.53 | - |
| South Atlantic | 4.43 | - | 1.19 | - | 1.21 | - | - | - | - | - |
| East South Central | 0.44 | - | 0.22 | - | 0.22 | - | - | - | - | - |
| West South Central | 1.83 | - | 1.69 | 0.01 | 0.31 | 0.01 | 0.01 | 0.01 | - | - |
| Mountain | 1.13 | - | 0.45 | - | 0.30 | - | 0.18 | - | 0.51 | - |
| Pacific | 0.52 | - | - | - | 0.32 | 0.32 | 0.31 | 0.31 | 0.54 | 0.27 |
| Other | - | - | - | - | - | - | - | - | - | - |
| TOTAL AGRICULTURAL | 1.98 | 0.25 | 1.91 | 0.41 | 1.90 | 0.49 | 1.47 | 0.33 | 1.80 % | 0.41 % |
| New England | 58.74 | - | - | - | - | - | - | - | - | - |
| Middle Atlantic | 0.56 | 0.56 | 0.62 | 0.62 | 0.62 | 0.62 | - | - | 0.21 | - |
| East North Central | 1.34 | 0.07 | 2.38 | 0.23 | 2.31 | 0.21 | 1.23 | 0.20 | 1.33 | 0.25 |
| West North Central | 1.06 | 0.10 | 1.15 | 0.05 | 1.06 | 0.13 | 0.38 | 0.14 | 1.29 | 0.09 |
| South Atlantic | 2.91 | - | 4.51 | 0.23 | 4.46 | 0.31 | 0.99 | 0.33 | 1.81 | 0.13 |
| East South Central | 0.66 | - | 0.31 | - | 0.34 | - | 5.02 | - | - | - |
| West South Central | 0.87 | 0.14 | 0.53 | 0.20 | 0.49 | 0.33 | 0.61 | 0.26 | 1.02 | 0.41 |
| Mountain | 2.32 | 0.37 | 1.82 | 0.81 | 1.63 | 0.88 | 1.32 | 0.59 | 2.18 | 0.44 |
| Pacific | 2.07 | 0.49 | 1.93 | 0.75 | 2.04 | 0.89 | 1.72 | 0.51 | 2.76 | 0.79 |
| Other | - | - | - | - | - | - | - | - | - | - |

* Less than 0.05%

Delinquent loans include loans in process of foreclosure.

See Appendix for Scope and Methodology of the Survey.

Table 6 (page 1 of 2)

Mortgage Loans in Good Standing with Restructured Terms Experience
of Life Insurance Companies, June 30, 2002

| Property Type Geographic Division | Loans Outstanding | | Loans in Good Standing with Restructured Terms | |
|--------------------------------------|-------------------|-------------------------------------|--|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| COMMERCIAL PROPERTIES | | | | |
| APARTMENT - TOTAL | 3,822 | 27,819,927 | 7 | 52,340 |
| New England | 100 | 569,027 | | |
| Middle Atlantic | 507 | 4,833,195 | | |
| East North Central | 613 | 3,851,835 | 3 | 15,223 |
| West North Central | 295 | 1,154,125 | | |
| South Atlantic | 728 | 6,398,785 | 2 | 28,553 |
| East South Central | 169 | 853,779 | | |
| West South Central | 403 | 2,872,004 | | |
| Mountain | 356 | 2,244,846 | 2 | 8,565 |
| Pacific | 643 | 5,029,925 | | |
| Other | 8 | 12,405 | | |
| RETAIL - TOTAL | 9,293 | 44,526,028 | 56 | 248,174 |
| New England | 303 | 1,822,535 | | |
| Middle Atlantic | 711 | 5,920,245 | 4 | 56,962 |
| East North Central | 1,336 | 6,475,191 | 4 | 17,342 |
| West North Central | 451 | 2,057,006 | 3 | 18,189 |
| South Atlantic | 2,260 | 11,409,300 | 17 | 61,246 |
| East South Central | 583 | 2,186,183 | 5 | 27,934 |
| West South Central | 893 | 3,543,659 | 13 | 46,676 |
| Mountain | 759 | 2,934,214 | 2 | 1,223 |
| Pacific | 1,972 | 7,592,143 | 7 | 16,990 |
| Other | 25 | 585,551 | 1 | 1,613 |
| OFFICE BUILDING - TOTAL | 7,237 | 69,826,982 | 78 | 1,067,008 |
| New England | 364 | 5,191,963 | 7 | 30,997 |
| Middle Atlantic | 722 | 12,043,645 | 16 | 366,607 |
| East North Central | 781 | 7,505,848 | 12 | 136,914 |
| West North Central | 458 | 3,482,866 | 5 | 106,345 |
| South Atlantic | 1,422 | 16,239,787 | 10 | 61,204 |
| East South Central | 283 | 1,403,167 | 1 | 259 |
| West South Central | 612 | 4,526,726 | 11 | 47,174 |
| Mountain | 815 | 4,124,813 | 2 | 178,361 |
| Pacific | 1,758 | 14,911,637 | 11 | 133,699 |
| Other | 22 | 396,530 | 3 | 5,449 |
| INDUSTRIAL - TOTAL | 7,991 | 29,969,278 | 24 | 87,782 |
| New England | 185 | 664,226 | | |
| Middle Atlantic | 643 | 2,984,995 | 3 | 25,374 |
| East North Central | 1,019 | 3,838,552 | 7 | 25,178 |
| West North Central | 475 | 1,437,541 | 2 | 6,623 |
| South Atlantic | 1,235 | 5,131,888 | 3 | 9,856 |
| East South Central | 241 | 1,013,554 | | |
| West South Central | 652 | 2,361,380 | 3 | 2,439 |
| Mountain | 812 | 2,412,596 | | |
| Pacific | 2,712 | 10,076,329 | 5 | 14,499 |
| Other | 17 | 48,218 | 1 | 3,813 |

Table 6 (page 2 of 2)

Mortgage Loans in Good Standing with Restructured Terms Experience
of Life Insurance Companies, June 30, 2002

| Property Type Geographic Division | Loans Outstanding | | Loans in Good Standing with Restructured Terms | |
|--------------------------------------|-------------------|-------------------------------------|--|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| COMMERCIAL PROPERTIES | | | | |
| HOTEL AND MOTEL - TOTAL | 508 | 7,558,164 | 6 | 28,744 |
| New England | 33 | 455,890 | 1 | 4,762 |
| Middle Atlantic | 46 | 818,280 | | |
| East North Central | 61 | 486,554 | 3 | 5,352 |
| West North Central | 16 | 224,205 | | |
| South Atlantic | 161 | 2,346,088 | 2 | 18,630 |
| East South Central | 20 | 202,245 | | |
| West South Central | 50 | 718,726 | | |
| Mountain | 57 | 467,429 | | |
| Pacific | 57 | 1,634,028 | | |
| Other | 7 | 204,719 | | |
| MIXED USE - TOTAL | 183 | 2,815,494 | 1 | 99,022 |
| New England | 23 | 355,971 | | |
| Middle Atlantic | 9 | 214,361 | | |
| East North Central | 16 | 487,417 | 1 | 99,022 |
| West North Central | 12 | 109,662 | | |
| South Atlantic | 31 | 486,276 | | |
| East South Central | 5 | 21,869 | | |
| West South Central | 13 | 53,010 | | |
| Mountain | 21 | 254,522 | | |
| Pacific | 53 | 832,406 | | |
| Other | | | | |
| OTHER COMMERCIAL - TOTAL | 1,135 | 4,880,238 | 3 | 705 |
| New England | 36 | 258,269 | | |
| Middle Atlantic | 73 | 452,109 | | |
| East North Central | 152 | 760,153 | | |
| West North Central | 62 | 230,734 | | |
| South Atlantic | 219 | 1,167,898 | 1 | 256 |
| East South Central | 41 | 99,583 | | |
| West South Central | 78 | 246,289 | 1 | 67 |
| Mountain | 120 | 456,443 | | |
| Pacific | 349 | 1,158,265 | 1 | 382 |
| Other | 5 | 50,496 | | |
| TOTAL COMMERCIAL | 30,169 | 187,396,109 | 175 | 1,578,860 |
| New England | 1,044 | 9,317,882 | 8 | 35,759 |
| Middle Atlantic | 2,711 | 27,266,831 | 23 | 448,943 |
| East North Central | 3,978 | 23,405,549 | 30 | 297,810 |
| West North Central | 1,769 | 8,696,138 | 10 | 131,156 |
| South Atlantic | 6,056 | 43,180,022 | 35 | 179,745 |
| East South Central | 1,342 | 5,780,380 | 6 | 26,721 |
| West South Central | 2,701 | 14,321,793 | 28 | 94,133 |
| Mountain | 2,940 | 12,894,863 | 6 | 188,148 |
| Pacific | 7,544 | 41,234,733 | 24 | 165,570 |
| Other | 84 | 1,297,918 | 5 | 10,875 |

See Appendix for Scope and Methodology of the Survey.

Mortgage Loans in Good Standing with Restructured Terms

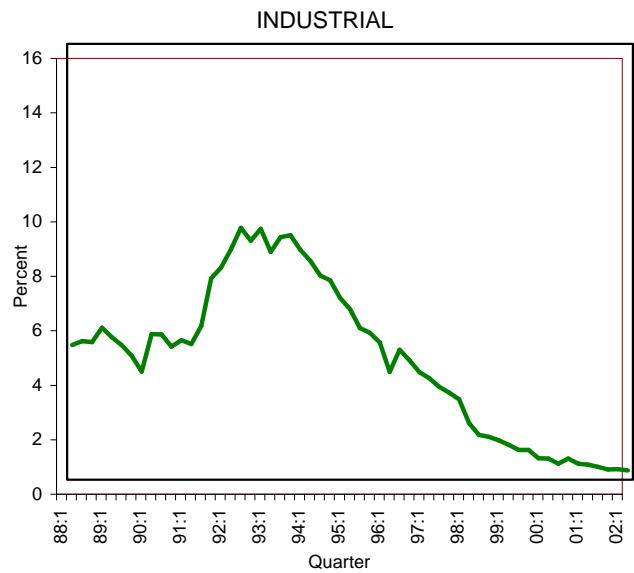
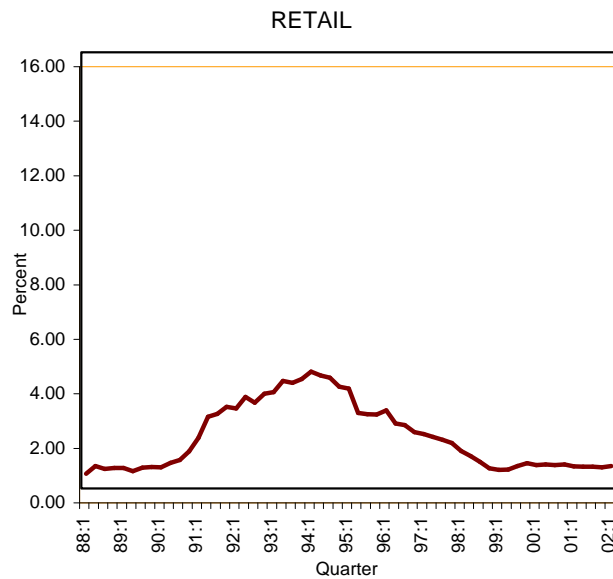
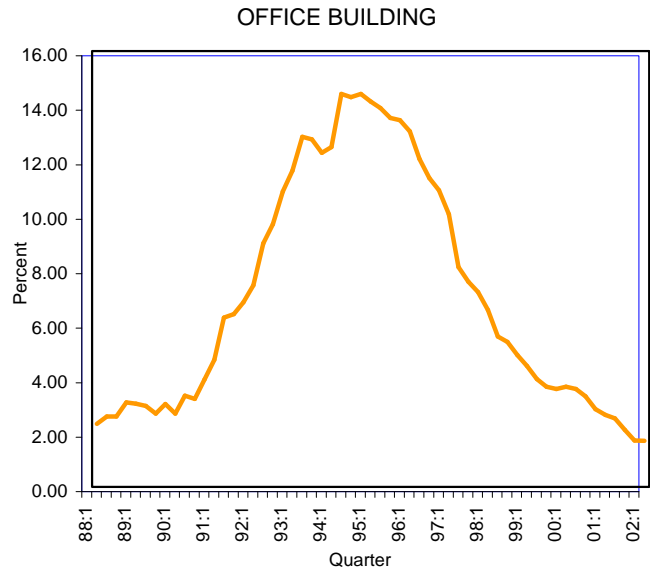
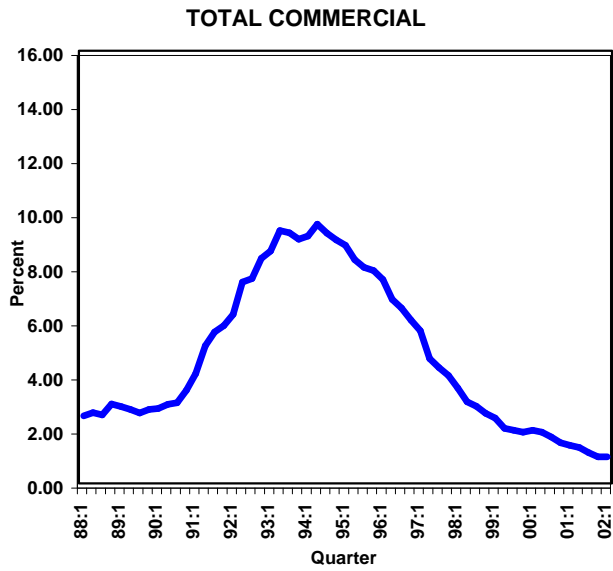
| Property Type Geographic Division | Loans in Good Standing with Restructured Terms | | | | |
|--------------------------------------|--|--------------------------------------|-------------------------------------|----------------------------------|---------------------------------|
| | Quarter Ending June 30, 2001 | Quarter Ending September 30, 2001 | Quarter Ending December 31, 2001 | Quarter Ending March 31, 2002 | Quarter Ending June 30, 2002 |
| COMMERCIAL PROPERTIES | | | | | |
| APARTMENT - TOTAL | 0.30 % | 0.28 % | 0.23 % | 0.20 % | 0.19 % |
| New England | 1.73 | 1.73 | - | - | - |
| Middle Atlantic | - | - | - | - | - |
| East North Central | 0.57 | 0.56 | 0.56 | 0.37 | 0.40 |
| West North Central | - | - | - | - | - |
| South Atlantic | 0.46 | 0.45 | 0.45 | 0.44 | 0.45 |
| East South Central | - | - | - | - | - |
| West South Central | 0.03 | 0.03 | 0.03 | 0.03 | - |
| Mountain | 0.57 | 0.54 | 0.54 | 0.53 | 0.38 |
| Pacific | 0.09 | - | - | - | - |
| Other | - | - | - | - | - |
| RETAIL - TOTAL | 0.80 | 0.80 | 0.78 | 0.82 | 0.56 |
| New England | 2.85 | 2.88 | 2.96 | 2.94 | - |
| Middle Atlantic | 1.53 | 1.36 | 1.48 | 1.59 | 0.96 |
| East North Central | 0.53 | 0.31 | 0.28 | 0.31 | 0.27 |
| West North Central | 0.31 | 0.94 | 0.89 | 1.02 | 0.88 |
| South Atlantic | 0.53 | 0.60 | 0.58 | 0.58 | 0.54 |
| East South Central | 1.21 | 1.24 | 1.21 | 1.26 | 1.28 |
| West South Central | 1.31 | 1.44 | 1.32 | 1.36 | 1.32 |
| Mountain | 0.29 | 0.04 | 0.04 | 0.20 | 0.04 |
| Pacific | 0.33 | 0.33 | 0.26 | 0.27 | 0.22 |
| Other | 0.36 | 0.35 | 0.32 | 0.32 | 0.28 |
| OFFICE BUILDING - TOTAL | 2.51 | 2.09 | 1.70 | 1.69 | 1.53 |
| New England | 2.41 | 1.19 | 0.86 | 0.85 | 0.60 |
| Middle Atlantic | 4.18 | 3.50 | 3.24 | 3.25 | 3.04 |
| East North Central | 1.89 | 1.71 | 1.81 | 1.80 | 1.82 |
| West North Central | 8.01 | 7.88 | 4.21 | 4.34 | 3.05 |
| South Atlantic | 0.95 | 0.83 | 0.38 | 0.35 | 0.38 |
| East South Central | 1.41 | 0.02 | 0.02 | 0.02 | 0.02 |
| West South Central | 0.73 | 1.07 | 1.06 | 1.08 | 1.04 |
| Mountain | 4.46 | 4.36 | 4.36 | 4.36 | 4.32 |
| Pacific | 1.91 | 1.22 | 1.05 | 1.01 | 0.90 |
| Other | 3.13 | 2.72 | 2.57 | 2.33 | 1.37 |
| INDUSTRIAL - TOTAL | 0.47 | 0.38 | 0.39 | 0.34 | 0.29 |
| New England | 3.05 | 2.67 | 2.73 | 2.71 | - |
| Middle Atlantic | 0.98 | 0.95 | 1.00 | 0.91 | 0.85 |
| East North Central | 0.60 | 0.55 | 0.73 | 0.58 | 0.66 |
| West North Central | 0.50 | 0.45 | 0.44 | 0.43 | 0.46 |
| South Atlantic | 0.19 | 0.18 | 0.17 | 0.13 | 0.19 |
| East South Central | - | - | - | - | - |
| West South Central | 0.12 | 0.08 | 0.08 | 0.10 | 0.10 |
| Mountain | 0.08 | 0.08 | 0.14 | 0.10 | - |
| Pacific | 0.35 | 0.19 | 0.17 | 0.15 | 0.14 |
| Other | 13.90 | 13.91 | 8.40 | 8.34 | 7.91 |

Table 7 (page 2 of 2)

Mortgage Loans in Good Standing with Restructured Terms

| Property Type Geographic Division | Loans in Good Standing with Restructured Terms | | | | |
|--------------------------------------|--|--------------------------------------|-------------------------------------|----------------------------------|---------------------------------|
| | Quarter Ending June 30, 2001 | Quarter Ending September 30, 2001 | Quarter Ending December 31, 2001 | Quarter Ending March 31, 2002 | Quarter Ending June 30, 2002 |
| COMMERCIAL PROPERTIES | | | | | |
| HOTEL AND MOTEL - TOTAL | 0.59 % | 0.57 % | 0.32 % | 0.40 % | 0.38 % |
| New England | - | - | - | 1.05 | 1.04 |
| Middle Atlantic | - | - | - | - | - |
| East North Central | 1.15 | 1.13 | 0.78 | 1.09 | 1.10 |
| West North Central | - | - | - | - | - |
| South Atlantic | 1.65 | 1.61 | 0.81 | 0.80 | 0.79 |
| East South Central | - | - | - | - | - |
| West South Central | 0.24 | 0.23 | 0.24 | 0.24 | - |
| Mountain | - | - | - | - | - |
| Pacific | - | - | - | - | - |
| Other | - | - | - | - | - |
| MIXED USE - TOTAL | 3.36 | 3.09 | 3.30 | 3.37 | 3.52 |
| New England | - | - | - | - | - |
| Middle Atlantic | - | - | - | - | - |
| East North Central | 19.85 | 18.60 | 19.97 | 19.27 | 20.32 |
| West North Central | - | - | - | - | - |
| South Atlantic | - | - | - | - | - |
| East South Central | - | - | - | - | - |
| West South Central | - | - | - | - | - |
| Mountain | - | - | - | - | - |
| Pacific | - | - | - | - | - |
| Other | - | - | - | - | - |
| OTHER COMMERCIAL - TOTAL | 0.33 | 0.15 | 0.14 | 0.14 | 0.01 |
| New England | - | - | - | - | - |
| Middle Atlantic | 0.27 | 0.21 | - | - | - |
| East North Central | 0.07 | 0.05 | - | - | - |
| West North Central | - | - | - | - | - |
| South Atlantic | 1.01 | 0.56 | 0.60 | 0.60 | 0.02 |
| East South Central | - | - | - | - | - |
| West South Central | 0.03 | 0.02 | 0.03 | 0.03 | 0.03 |
| Mountain | - | - | - | - | - |
| Pacific | 0.29 | - | 0.03 | 0.03 | 0.03 |
| Other | - | - | - | - | - |
| TOTAL COMMERCIAL | 1.32 | 1.14 | 0.98 | 0.98 | 0.84 |
| New England | 2.22 | 1.54 | 1.27 | 1.32 | 0.38 |
| Middle Atlantic | 2.31 | 1.98 | 1.87 | 1.90 | 1.65 |
| East North Central | 1.37 | 1.24 | 1.28 | 1.24 | 1.27 |
| West North Central | 3.31 | 3.36 | 1.94 | 2.04 | 1.51 |
| South Atlantic | 0.70 | 0.66 | 0.44 | 0.42 | 0.42 |
| East South Central | 0.83 | 0.51 | 0.49 | 0.49 | 0.46 |
| West South Central | 0.56 | 0.70 | 0.67 | 0.69 | 0.66 |
| Mountain | 1.59 | 1.51 | 1.50 | 1.52 | 1.46 |
| Pacific | 0.85 | 0.54 | 0.47 | 0.45 | 0.40 |
| Other | 1.79 | 1.69 | 1.27 | 1.21 | 0.84 |

Chart 6
Mortgage Loan Restructured Rates
By Property Type



See tables 6 for underlying data.
 See Appendix for scope and methodology of the survey.

Table 8

Loans Foreclosed Since January 1

| Six Months Ending June 30 | 1-4 Family | | Commercial | | Agricultural | | Total Mortgages | |
|---------------------------------|------------|------------|------------|---------------|--------------|---------------|-----------------|----------------|
| | No. | \$000 | No. | \$000 | No. | \$000 | No. | \$000 |
| | 1988 | 293 | 13,410 | 309 | 1,144,676 | 385 | 185,783 | 987 |
| 1989 | 297 | 13,285 | 259 | 966,676 | 203 | 116,600 | 759 | 1,096,561 |
| 1990 | 232 | 11,086 | 294 | 1,421,718 | 62 | 42,124 | 588 | 1,474,928 |
| 1991 | 218 | 12,088 | 426 | 2,355,392 | 52 | 31,020 | 696 | 2,398,500 |
| 1992 | 169 | 16,759 | 533 | 3,494,911 | 38 | 60,979 | 740 | 3,572,649 |
| 1993 | 161 | 21,741 | 456 | 3,589,026 | 36 | 54,167 | 653 | 3,664,934 |
| 1994 | 123 | 20,200 | 313 | 2,148,627 | 12 | 18,324 | 448 | 2,187,151 |
| 1995 | 86 | 13,887 | 260 | 1,721,180 | 12 | 59,745 | 358 | 1,794,812 |
| 1996 | 79 | 15,358 | 146 | 1,150,665 | 6 | 2,684 | 231 | 1,168,707 |
| 1997 | 74 | 12,805 | 92 | 851,088 | 8 | 11,556 | 174 | 875,449 |
| 1998 | 43 | 5,914 | 44 | 350,515 | 6 | 6,822 | 93 | 363,251 |
| 1999 | 38 | 5,014 | 31 | 392,889 | - | - | 69 | 397,903 |
| 2000 | 19 | 2,061 | 24 | 141,983 | - | - | 43 | 144,044 |
| 2001 | 13 | 989 | 21 | 261,945 | 8 | 17,849 | 42 | 280,783 |
| 2002 | 6 | 260 | 15 | 72,400 | 16 | 36,268 | 37 | 108,928 |

Table 9

Rates of Completed Foreclosures¹

| <u>End of Year</u> | <u>1-4 Family</u> | <u>Commercial</u> | <u>Agricultural</u> | <u>Total Mortgages</u> |
|--|-------------------|-------------------|---------------------|------------------------|
| 1984 | 0.34 % | 0.19 % | 2.32 % | 0.41 % |
| 1985 | 0.43 | 0.23 | 4.44 | 0.60 |
| 1986 | 0.59 | 0.75 | 7.32 | 1.18 |
| 1987 | 0.77 | 0.96 | 6.93 | 1.28 |
| 1988 | 0.28 | 1.30 | 3.84 | 1.37 |
| 1989 | 0.24 | 1.05 | 2.22 | 1.07 |
| 1990 | 0.24 | 1.41 | 0.88 | 1.34 |
| 1991 | 0.29 | 2.29 | 0.99 | 2.16 |
| 1992 | 0.55 | 3.31 | 1.75 | 3.17 |
| 1993 | 0.84 | 3.21 | 1.08 | 3.05 |
| 1994 | 0.63 | 2.52 | 0.47 | 2.36 |
| 1995 | 0.44 | 1.75 | 0.79 | 1.66 |
| 1996 | 0.61 | 1.01 | 0.82 | 0.99 |
| 1997 | 0.34 | 0.84 | 0.16 | 0.79 |
| 1998 | 0.38 | 0.44 | 0.23 | 0.43 |
| 1999 | 0.24 | 0.30 | 0.07 | 0.28 |
| 2000 | 0.16 | 0.22 | 0.29 | 0.22 |
| 2001 | 0.06 | 0.24 | 0.45 | 0.25 |
| <u>End of Second Quarter ²</u> | | | | |
| 1988 | 0.13 | 0.64 | 2.01 | 0.68 |
| 1989 | 0.14 | 0.50 | 1.31 | 0.52 |
| 1990 | 0.12 | 0.68 | 0.46 | 0.65 |
| 1991 | 0.13 | 1.09 | 0.33 | 1.02 |
| 1992 | 0.23 | 1.72 | 0.72 | 1.63 |
| 1993 | 0.35 | 1.83 | 0.64 | 1.74 |
| 1994 | 0.40 | 1.20 | 0.21 | 1.14 |
| 1995 | 0.23 | 1.00 | 0.68 | 0.96 |
| 1996 | 0.28 | 0.67 | 0.03 | 0.63 |
| 1997 | 0.29 | 0.53 | 0.11 | 0.50 |
| 1998 | 0.17 | 0.22 | 0.06 | 0.21 |
| 1999 | 0.18 | 0.22 | 0.00 | 0.21 |
| 2000 | 0.08 | 0.08 | 0.00 | 0.07 |
| 2001 | 0.05 | 0.14 | 0.13 | 0.14 |
| 2002 | 0.01 | 0.04 | 0.28 | 0.05 |

¹ The following formula was used to calculate the rates of completed foreclosures (by amount):
 [foreclosed loans during the year / (outstanding loans + foreclosed loans during the year)].

² Rates are not annualized.

See Table 1 for underlying data.

Mortgage Loan Portfolio Profile

Second Quarter 2002

SUPPLEMENTARY TABLES

Tables A-D: Mortgage Portfolios under \$500 million

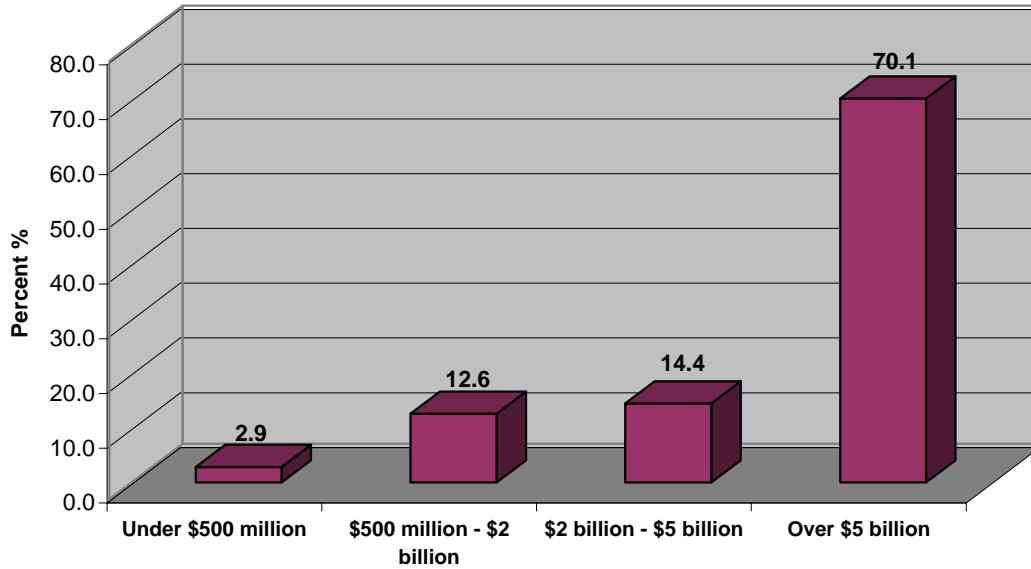
Tables E-H: Mortgage Portfolios of \$500 million to \$2 billion

Tables I-L: Mortgage Portfolios of \$2 billion to \$5 billion

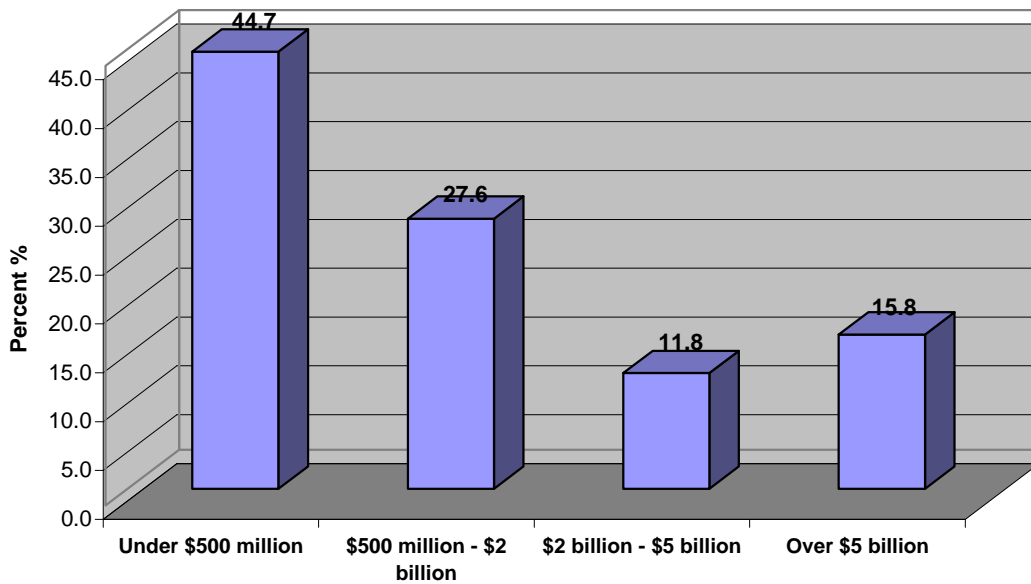
Tables M-P: Mortgage Portfolios over \$5 billion

Supplemental Tables Chart
Mortgage Loan Portfolio Profile, June 30, 2002
Life Insurance Companies by Total Mortgage Portfolios Size

Distribution by Percent of Total Assets
According to Companies Total Mortgage Portfolio Size *



Distribution by Percent of Total Companies **



* Total Mortgage Portfolio, June 30, 2002 = **\$202,199,876**

** Total Surveys, June 30, 2002 = **76**

Table A

Mortgage Loan Portfolio Profile, June 30, 2002

Life Insurance Companies with Total Mortgage Portfolios Under \$500 Million

| Property Type Geographic Division | Loans Outstanding | | Delinquent Loans (including loans in foreclosure) | | Loans in Foreclosure | | Loans Foreclosed Since January 1 | |
|--------------------------------------|-------------------|-------------------------------------|---|-------------------------------------|----------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| 1-4 FAMILY - TOTAL | 239 | 8,420 | 21 | 954 | | | - | - |
| New England | 33 | 2,259 | | | | | - | - |
| Middle Atlantic | 10 | 145 | | | | | - | - |
| East North Central | 18 | 356 | 1 | 123 | | | - | - |
| West North Central | 3 | 172 | | | | | - | - |
| South Atlantic | 31 | 782 | 4 | 6 | | | - | - |
| East South Central | 25 | 419 | 2 | 23 | | | - | - |
| West South Central | 54 | 1,295 | 7 | 525 | | | - | - |
| Mountain | 6 | 533 | | | | | - | - |
| Pacific | 14 | 121 | 1 | | | | - | - |
| Other | 45 | 2,337 | 6 | 278 | | | - | - |
| COMMERCIAL - TOTAL | 2,935 | 5,766,238 | 35 | 85,162 | 4 | 13,713 | - | - |
| New England | 160 | 279,269 | 2 | 628 | | | - | - |
| Middle Atlantic | 253 | 624,228 | 2 | 7,774 | | | - | - |
| East North Central | 496 | 1,034,061 | 4 | 7,597 | | | - | - |
| West North Central | 189 | 323,771 | 3 | 2,903 | | | - | - |
| South Atlantic | 610 | 1,215,470 | 8 | 38,945 | 1 | 8,200 | - | - |
| East South Central | 135 | 286,136 | | | | | - | - |
| West South Central | 309 | 646,049 | 9 | 21,076 | 1 | 3,412 | - | - |
| Mountain | 337 | 520,864 | 4 | 3,530 | 1 | 1,712 | - | - |
| Pacific | 444 | 834,573 | 2 | 2,709 | 1 | 389 | - | - |
| Other | 2 | 1,817 | 1 | 1 | | | - | - |
| AGRICULTURAL - TOTAL | 1 | 14 | | | | | - | - |
| New England | | | | | | | - | - |
| Middle Atlantic | | | | | | | - | - |
| East North Central | | | | | | | - | - |
| West North Central | | | | | | | - | - |
| South Atlantic | | | | | | | - | - |
| East South Central | | | | | | | - | - |
| West South Central | 1 | 14 | | | | | - | - |
| Mountain | | | | | | | - | - |
| Pacific | | | | | | | - | - |
| Other | | | | | | | - | - |
| TOTAL MORTGAGES | 3,175 | 5,774,672 | 39 | 38,346 | 4 | 13,713 | - | - |
| New England | 193 | 281,527 | 2 | 628 | | | - | - |
| Middle Atlantic | 263 | 624,373 | | | | | - | - |
| East North Central | 514 | 1,034,418 | 3 | 1,853 | | | - | - |
| West North Central | 192 | 323,943 | 2 | 874 | | | - | - |
| South Atlantic | 641 | 1,216,252 | 7 | 22,023 | 1 | 8,200 | - | - |
| East South Central | 160 | 286,555 | 2 | 23 | | | - | - |
| West South Central | 364 | 647,358 | 12 | 8,245 | 1 | 3,412 | - | - |
| Mountain | 343 | 521,397 | 1 | 1,712 | 1 | 1,712 | - | - |
| Pacific | 458 | 834,694 | 3 | 2,709 | 1 | 389 | - | - |
| Other | 47 | 4,154 | 7 | 279 | | | - | - |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002

Companies which are part of a fleet are reported in their individual mortgage holding class if reported separately. If reported as part of a fleet, these companies are reported in the mortgage holding class of the entire fleet.

Table B

Property Type by Geographic Division
Mortgage Loan Delinquency and In-Foreclosure Rates by Amount

Life Insurance Companies with Total Mortgage Portfolios Under \$500 Million ¹

| Property Type Geographic Division | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
|--------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|
| | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure |
| | | | | | | | | |
| 1-4 FAMILY - TOTAL | 4.48 % | 0.56 % | 9.40 % | 0.25 % | 1.70 % | - % | 11.34 % | - % |
| New England | - | - | - | - | - | - | - | - |
| Middle Atlantic | - | - | - | - | - | - | - | - |
| East North Central | 15.69 | - | 16.16 | - | 19.36 | - | 34.50 | - |
| West North Central | - | - | - | - | - | - | - | - |
| South Atlantic | 0.26 | - | 0.64 | - | 0.68 | - | 0.77 | - |
| East South Central | 11.08 | - | 31.25 | - | 0.07 | - | 5.39 | - |
| West South Central | 12.21 | 1.74 | 9.14 | 1.54 | 1.94 | - | 40.54 | - |
| Mountain | - | - | - | - | - | - | - | - |
| Pacific | - | - | - | - | - | - | - | - |
| Other | 2.81 | 2.81 | 30.01 | - | 1.32 | - | 11.90 | - |
| COMMERCIAL - TOTAL | 0.28 | 0.01 | 0.47 | 0.05 | 0.38 | 0.04 | 1.48 | 0.24 |
| New England | - | - | - | - | - | - | 0.22 | - |
| Middle Atlantic | - | - | - | - | - | - | 1.25 | - |
| East North Central | 0.16 | - | 0.15 | - | 0.11 | - | 0.73 | - |
| West North Central | - | - | - | - | - | - | 0.90 | - |
| South Atlantic | 0.28 | 0.03 | 0.03 | 0.03 | 1.43 | - | 3.20 | 0.67 |
| East South Central | - | - | 4.76 | - | - | - | - | - |
| West South Central | 0.75 | - | 0.22 | - | 0.09 | - | 3.26 | 0.53 |
| Mountain | 0.88 | - | 1.06 | 0.42 | 0.39 | 0.39 | 0.68 | 0.33 |
| Pacific | 0.16 | - | 0.21 | - | 0.06 | - | 0.32 | 0.05 |
| Other | 0.05 | - | 0.05 | - | 0.05 | - | 0.06 | - |
| AGRICULTURAL - TOTAL | - | - | - | - | - | - | - | - |
| New England | - | - | - | - | - | - | - | - |
| Middle Atlantic | - | - | - | - | - | - | - | - |
| East North Central | - | - | - | - | - | - | - | - |
| West North Central | - | - | - | - | - | - | - | - |
| South Atlantic | - | - | - | - | - | - | - | - |
| East South Central | - | - | - | - | - | - | - | - |
| West South Central | - | - | - | - | - | - | - | - |
| Mountain | - | - | - | - | - | - | - | - |
| Pacific | - | - | - | - | - | - | - | - |
| Other | - | - | - | - | - | - | - | - |
| TOTAL MORTGAGES | 0.29 | 0.01 | 0.49 | 0.05 | 0.38 | 0.04 | 0.66 | 0.24 |
| New England | - | - | - | - | - | - | 0.22 | - |
| Middle Atlantic | - | * | - | * | - | - | - | - |
| East North Central | 0.18 | * | 0.17 | * | 0.13 | - | 0.18 | - |
| West North Central | - | - | - | - | - | - | 0.27 | - |
| South Atlantic | 0.28 | 0.03 | 0.04 | 0.03 | 1.43 | - | 1.81 | 0.67 |
| East South Central | 0.03 | - | 4.82 | - | 0.00 | - | 0.01 | - |
| West South Central | 0.79 | 0.01 | 0.25 | 0.00 | 0.10 | - | 1.27 | 0.53 |
| Mountain | 0.88 | - | 1.06 | 0.42 | 0.39 | 0.39 | 0.33 | 0.33 |
| Pacific | 0.16 | * | 0.21 | * | 0.06 | - | 0.32 | 0.05 |
| Other | 0.98 | 0.94 | 13.51 | - | 0.72 | - | 6.72 | - |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Delinquent loans include loans in process of foreclosure.

Table C (page 1 of 2)

Mortgage Loans in Good Standing with Restructured Terms Experience
of Life Insurance Companies, June 30, 2002Life Insurance Companies with Total Mortgage Portfolios Under \$500 Million ¹

| Property Type Geographic Division | Loans Outstanding | | Standing with Restructured Terms | |
|--------------------------------------|-------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| COMMERCIAL PROPERTIES | | | | |
| APARTMENT - TOTAL | 323 | 815,201 | | |
| New England | 16 | 10,491 | | |
| Middle Atlantic | 33 | 50,618 | | |
| East North Central | 72 | 212,715 | | |
| West North Central | 28 | 71,499 | | |
| South Atlantic | 72 | 227,325 | | |
| East South Central | 20 | 41,985 | | |
| West South Central | 32 | 88,725 | | |
| Mountain | 31 | 70,367 | | |
| Pacific | 18 | 41,474 | | |
| Other | | | | |
| RETAIL - TOTAL | 940 | 1,721,817 | 10 | 34,372 |
| New England | 70 | 117,913 | | |
| Middle Atlantic | 104 | 239,860 | 1 | 4,761 |
| East North Central | 165 | 279,739 | | |
| West North Central | 34 | 59,139 | 1 | 2,029 |
| South Atlantic | 246 | 426,096 | 4 | 14,746 |
| East South Central | 47 | 81,879 | | |
| West South Central | 106 | 222,050 | 2 | 11,614 |
| Mountain | 75 | 116,339 | 2 | 1,223 |
| Pacific | 93 | 178,804 | | |
| Other | | | | |
| OFFICE BUILDING - TOTAL | 690 | 1,365,000 | 5 | 7,531 |
| New England | 35 | 68,008 | | |
| Middle Atlantic | 60 | 175,025 | 1 | 3,013 |
| East North Central | 84 | 182,775 | | |
| West North Central | 54 | 79,415 | | |
| South Atlantic | 107 | 217,663 | 1 | 2,182 |
| East South Central | 40 | 74,376 | | |
| West South Central | 90 | 167,496 | 2 | 1,741 |
| Mountain | 107 | 180,891 | 1 | 595 |
| Pacific | 112 | 217,535 | | |
| Other | 1 | 1,816 | | |
| INDUSTRIAL - TOTAL | 754 | 1,273,958 | 2 | 5,867 |
| New England | 16 | 22,826 | | |
| Middle Atlantic | 46 | 104,713 | | |
| East North Central | 136 | 241,736 | 2 | 5,867 |
| West North Central | 59 | 89,677 | | |
| South Atlantic | 142 | 254,653 | | |
| East South Central | 22 | 38,313 | | |
| West South Central | 66 | 103,752 | | |
| Mountain | 100 | 123,161 | | |
| Pacific | 167 | 295,128 | | |
| Other | | | | |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

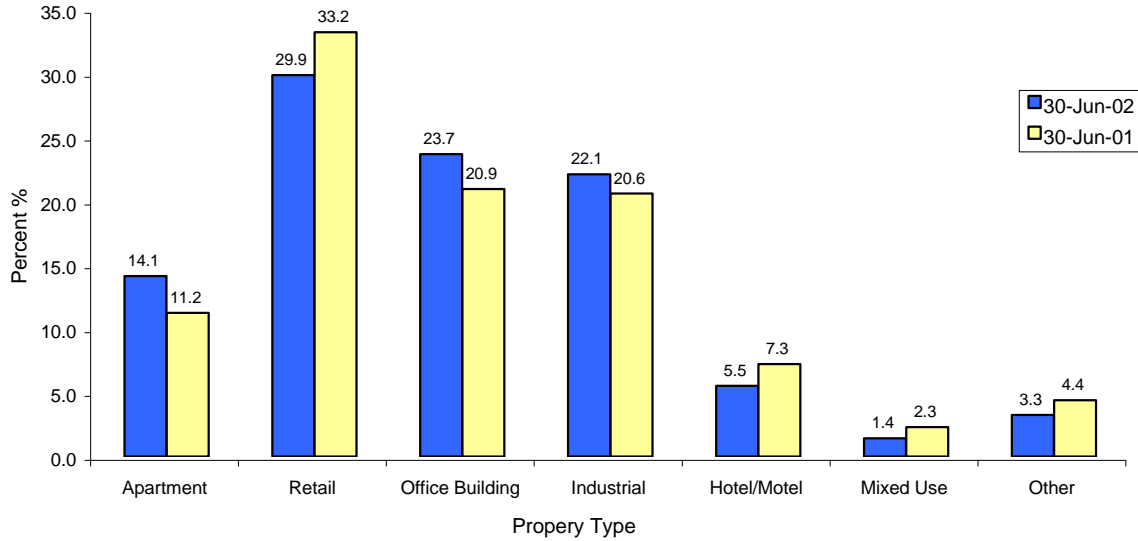
Mortgage Loans in Good Standing with Restructured Terms Experience
of Life Insurance Companies, June 30, 2002Life Insurance Companies with Total Mortgage Portfolios Under \$500 Million ¹

| Property Type Geographic Division | Loans Outstanding | | Loans in Good Standing with Restructured Terms | |
|--------------------------------------|-------------------|-------------------------------------|--|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| COMMERCIAL PROPERTIES | | | | |
| HOTEL AND MOTEL - TOTAL | 52 | 319,201 | | |
| New England | 7 | 43,509 | | |
| Middle Atlantic | 5 | 45,562 | | |
| East North Central | 9 | 74,865 | | |
| West North Central | | | | |
| South Atlantic | 19 | 51,869 | | |
| East South Central | 2 | 41,722 | | |
| West South Central | 3 | 46,540 | | |
| Mountain | 4 | 6,953 | | |
| Pacific | 3 | 8,181 | | |
| Other | | | | |
| MIXED USE - TOTAL | 41 | 82,545 | | |
| New England | 12 | 13,350 | | |
| Middle Atlantic | 1 | 1,657 | | |
| East North Central | 3 | 17,714 | | |
| West North Central | 2 | 2,597 | | |
| South Atlantic | 2 | 3,720 | | |
| East South Central | 2 | 3,323 | | |
| West South Central | 4 | 4,901 | | |
| Mountain | 3 | 4,136 | | |
| Pacific | 12 | 31,148 | | |
| Other | | | | |
| OTHER COMMERCIAL - TOTAL | 135 | 188,515 | | |
| New England | 4 | 3,172 | | |
| Middle Atlantic | 4 | 6,792 | | |
| East North Central | 27 | 24,518 | | |
| West North Central | 12 | 21,444 | | |
| South Atlantic | 22 | 34,144 | | |
| East South Central | 2 | 4,538 | | |
| West South Central | 8 | 12,585 | | |
| Mountain | 17 | 19,018 | | |
| Pacific | 39 | 62,304 | | |
| Other | | | | |
| TOTAL COMMERCIAL | 2,935 | 5,766,238 | 17 | 47,770 |
| New England | 160 | 279,269 | | |
| Middle Atlantic | 253 | 624,228 | 2 | 7,774 |
| East North Central | 496 | 1,034,061 | 2 | 5,867 |
| West North Central | 189 | 323,771 | 1 | 2,029 |
| South Atlantic | 610 | 1,215,470 | 5 | 16,928 |
| East South Central | 135 | 286,136 | | |
| West South Central | 309 | 646,049 | 4 | 13,355 |
| Mountain | 337 | 520,864 | 3 | 1,818 |
| Pacific | 444 | 834,573 | | |
| Other | 2 | 1,817 | | |

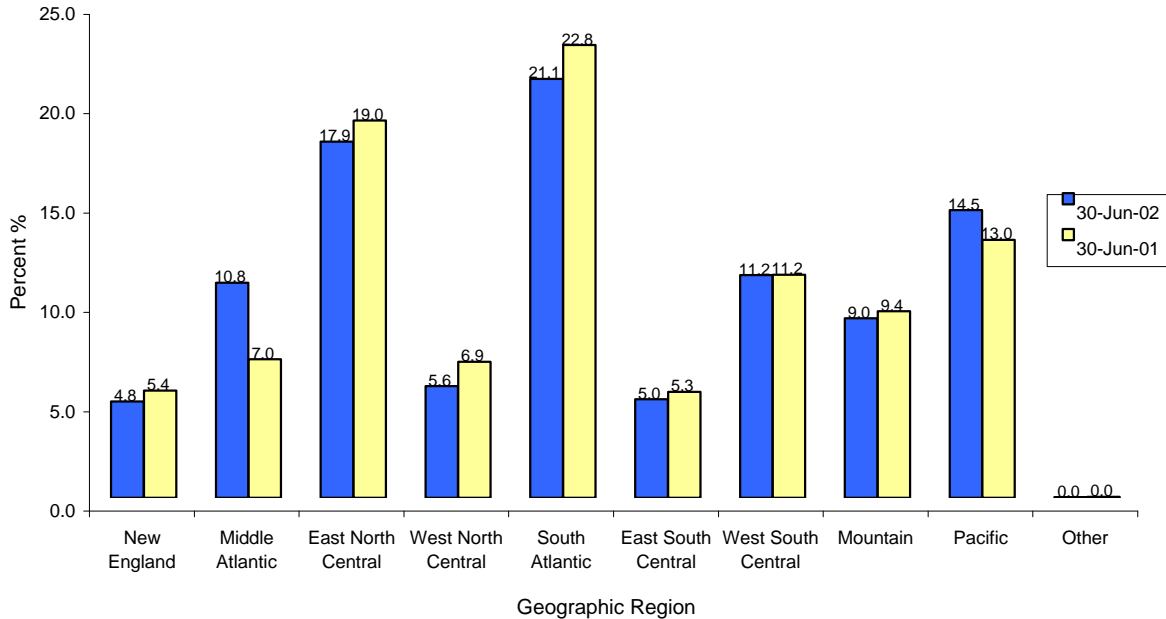
¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Chart C (1)
Commercial Mortgage Portfolio Holdings
Life Insurance Companies with Total Mortgage Portfolios under \$500 million

DISTRIBUTION BY PROPERTY TYPE



DISTRIBUTION BY GEOGRAPHIC REGION



Mortgage Loans in Good Standing with Restructured Terms

Life Insurance Companies with Total Mortgage Portfolios Under \$500 Million ¹

| Property Type Geographic Division | Loans in Good Standing with Restructured Terms | | | | | | | |
|--------------------------------------|--|----------|-------------------------------------|----------|----------------------------------|----------|---------------------------------|----------|
| | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
| COMMERCIAL PROPERTIES | | | | | | | | |
| APARTMENT - TOTAL | 0.19 | % | 0.22 | % | 0.21 | % | % | % |
| New England | - | | - | | - | | - | |
| Middle Atlantic | - | | - | | - | | - | |
| East North Central | - | | - | | - | | - | |
| West North Central | - | | - | | - | | - | |
| South Atlantic | - | | 0.09 | | 0.09 | | - | |
| East South Central | - | | - | | - | | - | |
| West South Central | 1.30 | | 1.18 | | 1.14 | | - | |
| Mountain | 0.64 | | 0.63 | | 0.63 | | - | |
| Pacific | - | | - | | - | | - | |
| Other | - | | - | | - | | - | |
| RETAIL - TOTAL | 0.36 | | 0.34 | | 0.40 | | 2.00 | |
| New England | - | | - | | - | | - | |
| Middle Atlantic | - | | - | | - | | 1.98 | |
| East North Central | - | | - | | 0.12 | | - | |
| West North Central | - | | - | | - | | 3.43 | |
| South Atlantic | 1.10 | | 1.10 | | 1.13 | | 3.46 | |
| East South Central | - | | - | | - | | - | |
| West South Central | - | | - | | 0.23 | | 5.23 | |
| Mountain | 1.37 | | 1.14 | | 1.13 | | 1.05 | |
| Pacific | - | | - | | - | | - | |
| Other | - | | - | | - | | - | |
| OFFICE BUILDING - TOTAL | 0.35 | | 0.30 | | 0.31 | | 0.55 | |
| New England | - | | - | | - | | - | |
| Middle Atlantic | - | | - | | - | | 1.72 | |
| East North Central | - | | - | | - | | - | |
| West North Central | - | | - | | 2.74 | | - | |
| South Atlantic | 1.55 | | 1.50 | | - | | 1.00 | |
| East South Central | - | | - | | - | | - | |
| West South Central | - | | - | | 0.29 | | 1.04 | |
| Mountain | 0.43 | | 0.45 | | 0.41 | | 0.33 | |
| Pacific | 0.25 | | - | | - | | - | |
| Other | - | | - | | - | | - | |
| INDUSTRIAL - TOTAL | 0.08 | | - | | - | | 0.46 | |
| New England | - | | - | | - | | - | |
| Middle Atlantic | - | | - | | - | | - | |
| East North Central | - | | - | | - | | 2.43 | |
| West North Central | - | | - | | - | | - | |
| South Atlantic | - | | - | | - | | - | |
| East South Central | - | | - | | - | | - | |
| West South Central | - | | - | | - | | - | |
| Mountain | 0.82 | | - | | - | | - | |
| Pacific | - | | - | | - | | - | |
| Other | - | | - | | - | | - | |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Mortgage Loans in Good Standing with Restructured Terms

Life Insurance Companies with Total Mortgage Portfolios Under \$500 Million ¹

| Property Type Geographic Division | Loans in Good Standing with Restructured Terms | | | |
|--------------------------------------|--|-------------------------------------|----------------------------------|---------------------------------|
| | Quarter Ending September 30, 2001 | Quarter Ending December 31, 2001 | Quarter Ending March 31, 2002 | Quarter Ending June 30, 2002 |
| COMMERCIAL PROPERTIES | | | | |
| HOTEL AND MOTEL- | | | | |
| TOTAL | - % | - % | - % | - % |
| New England | - | - | - | - |
| Middle Atlantic | - | - | - | - |
| East North Central | - | - | - | - |
| West North Central | - | - | - | - |
| South Atlantic | - | - | - | - |
| East South Central | - | - | - | - |
| West South Central | - | - | - | - |
| Mountain | - | - | - | - |
| Pacific | - | - | - | - |
| Other | - | - | - | - |
| MIXED USE - TOTAL | - | - | - | - |
| New England | - | - | - | - |
| Middle Atlantic | - | - | - | - |
| East North Central | - | - | - | - |
| West North Central | - | - | - | - |
| South Atlantic | - | - | - | - |
| East South Central | - | - | - | - |
| West South Central | - | - | - | - |
| Mountain | - | - | - | - |
| Pacific | - | - | - | - |
| Other | - | - | - | - |
| OTHER COMMERCIAL - | | | | |
| TOTAL | - | - | - | - |
| New England | - | - | - | - |
| Middle Atlantic | - | - | - | - |
| East North Central | - | - | - | - |
| West North Central | - | - | - | - |
| South Atlantic | - | - | - | - |
| East South Central | - | - | - | - |
| West South Central | - | - | - | - |
| Mountain | - | - | - | - |
| Pacific | - | - | - | - |
| Other | - | - | - | - |
| TOTAL COMMERCIAL | 0.23 | 0.21 | 0.22 | 0.83 |
| New England | - | - | - | - |
| Middle Atlantic | - | - | - | 1.25 |
| East North Central | - | - | 0.04 | 0.57 |
| West North Central | - | - | 0.77 | 0.63 |
| South Atlantic | 0.65 | 0.66 | 0.41 | 1.39 |
| East South Central | - | - | - | - |
| West South Central | 0.16 | 0.16 | 0.30 | 2.07 |
| Mountain | 0.70 | 0.51 | 0.48 | 0.35 |
| Pacific | 0.07 | - | - | - |
| Other | - | - | - | - |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Table E

Mortgage Loan Portfolio Profile, June 30, 2002

Life Insurance Companies with Total Mortgage Portfolios \$500 Million to \$2 Billion ¹

| Property Type Geographic Division | Loans Outstanding | | Delinquent Loans (including loans in foreclosure) | | Loans in Foreclosure | | Loans Foreclosed Since January 1 | |
|--------------------------------------|-------------------|-------------------------------------|---|-------------------------------------|----------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| 1-4 FAMILY - TOTAL | 101 | 10,207 | 5 | 33 | 1 | 6 | | |
| New England | 9 | 2,665 | | | | | | |
| Middle Atlantic | 30 | 1,437 | 5 | 33 | 1 | 6 | | |
| East North Central | 3 | 1,450 | | | | | | |
| West North Central | 6 | 1,261 | | | | | | |
| South Atlantic | 6 | 79 | | | | | | |
| East South Central | 5 | 487 | | | | | | |
| West South Central | 7 | 317 | | | | | | |
| Mountain | 3 | 67 | | | | | | |
| Pacific | 32 | 2,444 | | | | | | |
| Other | | | | | | | | |
| COMMERCIAL - TOTAL | 7,619 | 22,406,099 | 43 | 103,441 | 6 | 19,585 | 2 | 11,756 |
| New England | 238 | 774,532 | | | | | | |
| Middle Atlantic | 581 | 1,996,536 | 2 | 13,923 | | | | |
| East North Central | 1,162 | 3,286,492 | 3 | 5,404 | 1 | 3,632 | | |
| West North Central | 626 | 1,476,302 | 7 | 6,965 | | | | |
| South Atlantic | 1,403 | 5,090,541 | 13 | 34,489 | 4 | 12,763 | 1 | 4,756 |
| East South Central | 325 | 875,785 | 3 | 4,497 | 1 | 3,190 | | |
| West South Central | 713 | 2,039,445 | 9 | 22,543 | | | | |
| Mountain | 955 | 2,476,640 | 1 | 4,799 | | | 1 | 7,000 |
| Pacific | 1,611 | 4,386,086 | 5 | 10,821 | | | | |
| Other | 5 | 3,739 | | | | | | |
| AGRICULTURAL - TOTAL | 3,961 | 3,000,682 | 67 | 57,697 | 35 | 39,278 | 7 | 9,301 |
| New England | 1 | 489 | | | | | | |
| Middle Atlantic | 1 | 9,667 | | | | | | |
| East North Central | 288 | 101,153 | 1 | 1,028 | 1 | 1,028 | | |
| West North Central | 1,377 | 422,246 | 8 | 2,779 | 3 | 742 | | |
| South Atlantic | 169 | 308,273 | 3 | 1,865 | 1 | 844 | 4 | 6,028 |
| East South Central | 89 | 238,497 | | | | | | |
| West South Central | 389 | 272,213 | 8 | 1,810 | 3 | 1,003 | 1 | 1,339 |
| Mountain | 531 | 317,031 | 18 | 7,282 | 6 | 3,064 | | |
| Pacific | 1,114 | 1,325,679 | 29 | 42,933 | 21 | 32,597 | 2 | 1,934 |
| Other | 2 | 5,434 | | | | | | |
| TOTAL MORTGAGES | 11,681 | 25,416,988 | 89 | 85,104 | 42 | 58,869 | 9 | 21,057 |
| New England | 248 | 777,686 | | | | | | |
| Middle Atlantic | 612 | 2,007,640 | 6 | 4,216 | 1 | 6 | | |
| East North Central | 1,453 | 3,389,095 | 3 | 4,847 | 2 | 4,660 | | |
| West North Central | 2,009 | 1,899,809 | 12 | 6,624 | 3 | 742 | | |
| South Atlantic | 1,578 | 5,398,893 | 8 | 7,194 | 5 | 13,607 | 5 | 10,784 |
| East South Central | 419 | 1,114,769 | 2 | 3,246 | 1 | 3,190 | | |
| West South Central | 1,109 | 2,311,975 | 8 | 1,810 | 3 | 1,003 | 1 | 1,339 |
| Mountain | 1,489 | 2,793,738 | 19 | 12,081 | 6 | 3,064 | 1 | 7,000 |
| Pacific | 2,757 | 5,714,210 | 31 | 45,086 | 21 | 32,597 | 2 | 1,934 |
| Other | 7 | 9,173 | | | | | | |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Companies which are part of a fleet are reported in their individual mortgage holding class if reported separately. If reported as part of a fleet, these companies are reported in the mortgage holding class of the entire fleet.

Table F

Property Type by Geographic Division
Mortgage Loan Delinquency and In-Foreclosure Rates by Amount

Life Insurance Companies with Total Mortgage Portfolios \$500 Million to \$2 Billion ¹

| Property Type Geographic Division | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
|--------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|
| | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure |
| | | | | | | | | |
| 1-4 FAMILY - TOTAL | 17.69 % | - % | 18.20 % | - % | 2.32 % | 1.04 % | 0.32 % | 0.06 % |
| New England | 1.03 | - | - | - | - | - | | |
| Middle Atlantic | 1.34 | - | 1.92 | - | 5.83 | - | 2.30 | 0.42 |
| East North Central | 0.09 | - | 0.10 | - | 0.14 | - | | |
| West North Central | 42.46 | - | 42.56 | - | 2.57 | 2.57 | | |
| South Atlantic | 49.72 | - | 51.38 | - | - | - | | |
| East South Central | - | - | - | - | - | - | | |
| West South Central | - | - | 12.81 | - | 20.03 | 11.99 | | |
| Mountain | 8.61 | - | 9.27 | - | - | - | | |
| Pacific | - | - | 1.61 | - | - | - | | |
| Other | - | - | - | - | - | - | | |
| COMMERCIAL - TOTAL | 0.28 | 0.09 | 0.23 | 0.15 | 0.21 | 0.11 | 0.46 | 0.09 |
| New England | - | - | - | - | - | - | | |
| Middle Atlantic | 0.73 | 0.30 | 0.24 | - | 0.20 | 0.17 | 0.70 | |
| East North Central | 0.08 | - | 0.01 | - | 0.13 | 0.02 | 0.16 | 0.11 |
| West North Central | 0.33 | - | 0.20 | - | 0.56 | - | 0.47 | |
| South Atlantic | 0.60 | 0.28 | 0.58 | 0.53 | 0.48 | 0.36 | 0.68 | 0.25 |
| East South Central | 0.30 | - | - | 0.30 | 0.35 | 0.30 | 0.51 | 0.36 |
| West South Central | 0.07 | 0.01 | 0.15 | 0.01 | 0.13 | - | 1.11 | |
| Mountain | 0.19 | - | 0.42 | 0.23 | - | - | 0.19 | |
| Pacific | 0.01 | - | 0.04 | - | 0.01 | - | 0.25 | |
| Other | - | - | - | - | - | - | | |
| AGRICULTURAL - TOTAL | 6.97 | 5.75 | 3.66 | 2.55 | 2.27 | 1.41 | 1.92 | 1.31 |
| New England | - | - | - | - | - | - | | |
| Middle Atlantic | - | - | - | - | - | - | | |
| East North Central | - | - | - | - | 0.94 | 0.94 | 1.02 | 1.02 |
| West North Central | - | - | - | - | 0.31 | 0.21 | 0.66 | 0.18 |
| South Atlantic | 2.84 | 2.84 | 5.78 | 2.80 | 6.44 | 0.55 | 0.60 | 0.27 |
| East South Central | 17.61 | - | - | - | - | - | | |
| West South Central | 6.62 | 6.62 | 7.25 | 6.62 | 0.82 | 0.61 | 0.66 | 0.37 |
| Mountain | 10.63 | 7.16 | 6.40 | 3.62 | 2.35 | 1.50 | 2.30 | 0.97 |
| Pacific | 7.70 | 7.29 | 1.92 | 1.67 | 3.00 | 2.55 | 3.24 | 2.46 |
| Other | - | - | - | - | - | - | | |
| TOTAL MORTGAGES | 0.37 | 0.15 | 0.29 | 0.18 | 0.39 | 0.23 | 0.33 | 0.23 |
| New England | 0.01 | - | - | - | - | - | | |
| Middle Atlantic | 0.73 | 0.30 | 0.24 | - | 0.20 | 0.17 | 0.21 | 0.00 |
| East North Central | 0.08 | - | 0.01 | - | 0.15 | 0.04 | 0.14 | 0.14 |
| West North Central | 0.56 | - | 0.44 | - | 0.51 | 0.04 | 0.35 | 0.04 |
| South Atlantic | 0.61 | 0.29 | 0.62 | 0.54 | 0.72 | 0.37 | 0.13 | 0.25 |
| East South Central | 0.37 | - | - | 0.30 | 0.30 | 0.25 | 0.29 | 0.29 |
| West South Central | 0.16 | 0.10 | 0.25 | 0.10 | 0.21 | 0.06 | 0.08 | 0.04 |
| Mountain | 0.45 | 0.18 | 0.56 | 0.31 | 0.24 | 0.15 | 0.43 | 0.11 |
| Pacific | 0.20 | 0.18 | 0.09 | 0.04 | 0.50 | 0.42 | 0.79 | 0.57 |
| Other | - | - | - | - | - | - | | |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Delinquent loans include loans in process of foreclosure.

Table G (page 1 of 2)

Mortgage Loans in Good Standing with Restructured Terms Experience
of Life Insurance Companies, June 30, 2002

Life Insurance Companies with Total Mortgage Portfolios \$500 Million to \$2 Billion ¹

| Property Type Geographic Division | Loans Outstanding | | Standing with Restructured Terms | |
|--------------------------------------|-------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| COMMERCIAL PROPERTIES | | | | |
| APARTMENT - TOTAL | 1,028 | 3,364,747 | | |
| New England | 18 | 23,727 | | |
| Middle Atlantic | 178 | 462,656 | | |
| East North Central | 215 | 650,176 | | |
| West North Central | 119 | 315,909 | | |
| South Atlantic | 119 | 627,387 | | |
| East South Central | 55 | 194,334 | | |
| West South Central | 85 | 359,151 | | |
| Mountain | 98 | 326,316 | | |
| Pacific | 137 | 401,464 | | |
| Other | 4 | 3,627 | | |
| RETAIL - TOTAL | 2,095 | 5,295,041 | 11 | 25,130 |
| New England | 50 | 195,815 | | |
| Middle Atlantic | 140 | 428,732 | | |
| East North Central | 317 | 801,349 | | |
| West North Central | 127 | 252,313 | | |
| South Atlantic | 522 | 1,553,840 | 4 | 4,975 |
| East South Central | 132 | 307,426 | 1 | 1,251 |
| West South Central | 240 | 501,399 | 5 | 12,555 |
| Mountain | 227 | 449,046 | | |
| Pacific | 340 | 805,122 | 1 | 6,349 |
| Other | | | | |
| OFFICE BUILDING - TOTAL | 1,816 | 6,625,943 | 10 | 45,672 |
| New England | 88 | 353,522 | | |
| Middle Atlantic | 135 | 682,899 | 1 | 9,740 |
| East North Central | 241 | 784,587 | | |
| West North Central | 168 | 421,645 | 2 | 1,751 |
| South Atlantic | 314 | 1,571,756 | 3 | 23,669 |
| East South Central | 66 | 157,138 | | |
| West South Central | 171 | 638,431 | 3 | 8,837 |
| Mountain | 271 | 826,794 | | |
| Pacific | 362 | 1,189,173 | 1 | 1,675 |
| Other | | | | |
| INDUSTRIAL - TOTAL | 2,198 | 5,245,961 | 4 | 3,680 |
| New England | 70 | 153,133 | | |
| Middle Atlantic | 107 | 296,856 | | |
| East North Central | 336 | 859,913 | | |
| West North Central | 176 | 370,191 | 1 | 1,369 |
| South Atlantic | 335 | 777,312 | 1 | 516 |
| East South Central | 57 | 118,632 | | |
| West South Central | 171 | 362,348 | 1 | 1,151 |
| Mountain | 280 | 644,562 | | |
| Pacific | 665 | 1,662,902 | 1 | 644 |
| Other | 1 | 112 | | |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Table G (page 2 of 2)

Mortgage Loans in Good Standing with Restructured Terms Experience
of Life Insurance Companies, June 30, 2002

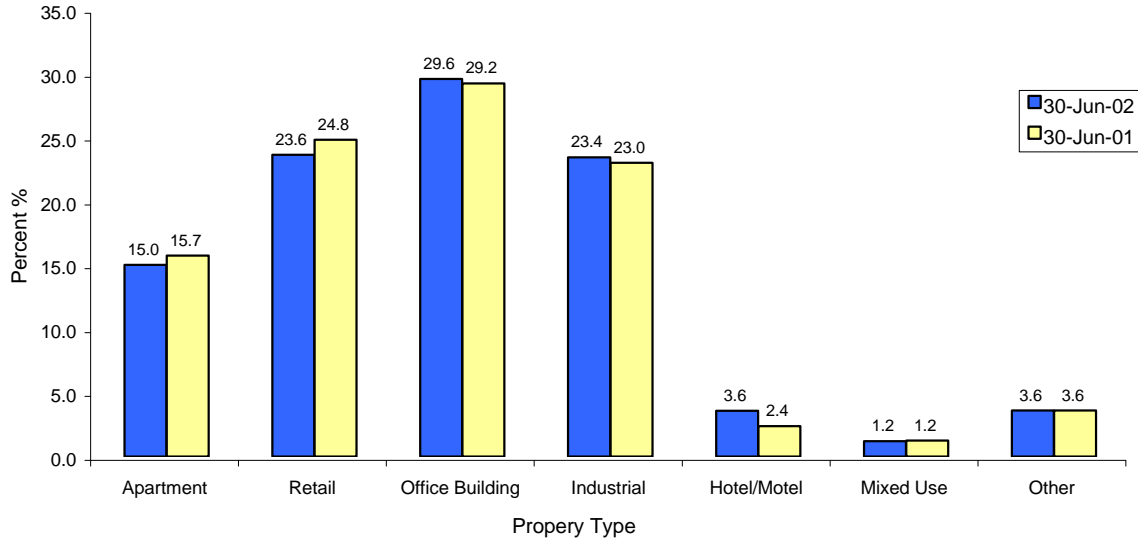
Life Insurance Companies with Total Mortgage Portfolios \$500 Million to \$2 Billion ¹

| Property Type Geographic Division | Loans Outstanding | | Loans in Good Standing with Restructured Terms | |
|--------------------------------------|-------------------|-------------------------------------|--|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| COMMERCIAL PROPERTIES | | | | |
| HOTEL AND MOTEL - TOTAL | 131 | 800,342 | 1 | 1,585 |
| New England | 7 | 24,692 | | |
| Middle Atlantic | 6 | 73,126 | | |
| East North Central | 12 | 49,372 | 1 | 1,585 |
| West North Central | 4 | 45,734 | | |
| South Atlantic | 43 | 264,818 | | |
| East South Central | 5 | 52,367 | | |
| West South Central | 21 | 127,103 | | |
| Mountain | 27 | 103,675 | | |
| Pacific | 6 | 59,455 | | |
| Other | | | | |
| MIXED USE - TOTAL | 73 | 268,283 | | |
| New England | 2 | 9,193 | | |
| Middle Atlantic | 2 | 29,040 | | |
| East North Central | 6 | 36,315 | | |
| West North Central | 6 | 16,477 | | |
| South Atlantic | 16 | 70,471 | | |
| East South Central | | | | |
| West South Central | 5 | 7,031 | | |
| Mountain | 9 | 16,676 | | |
| Pacific | 27 | 83,080 | | |
| Other | | | | |
| OTHER COMMERCIAL - TOTAL | 278 | 805,782 | | |
| New England | 3 | 14,450 | | |
| Middle Atlantic | 13 | 23,227 | | |
| East North Central | 35 | 104,780 | | |
| West North Central | 26 | 54,034 | | |
| South Atlantic | 54 | 224,958 | | |
| East South Central | 10 | 45,888 | | |
| West South Central | 20 | 43,983 | | |
| Mountain | 43 | 109,572 | | |
| Pacific | 74 | 184,891 | | |
| Other | | | | |
| TOTAL COMMERCIAL | 7,619 | 22,406,099 | 26 | 76,067 |
| New England | 238 | 774,532 | | |
| Middle Atlantic | 581 | 1,996,536 | 1 | 9,740 |
| East North Central | 1,162 | 3,286,492 | 1 | 1,585 |
| West North Central | 626 | 1,476,302 | 3 | 3,120 |
| South Atlantic | 1,403 | 5,090,541 | 8 | 29,160 |
| East South Central | 325 | 875,785 | 1 | 1,251 |
| West South Central | 713 | 2,039,445 | 9 | 22,543 |
| Mountain | 955 | 2,476,640 | | |
| Pacific | 1,611 | 4,386,086 | 3 | 8,668 |
| Other | 5 | 3,739 | | |

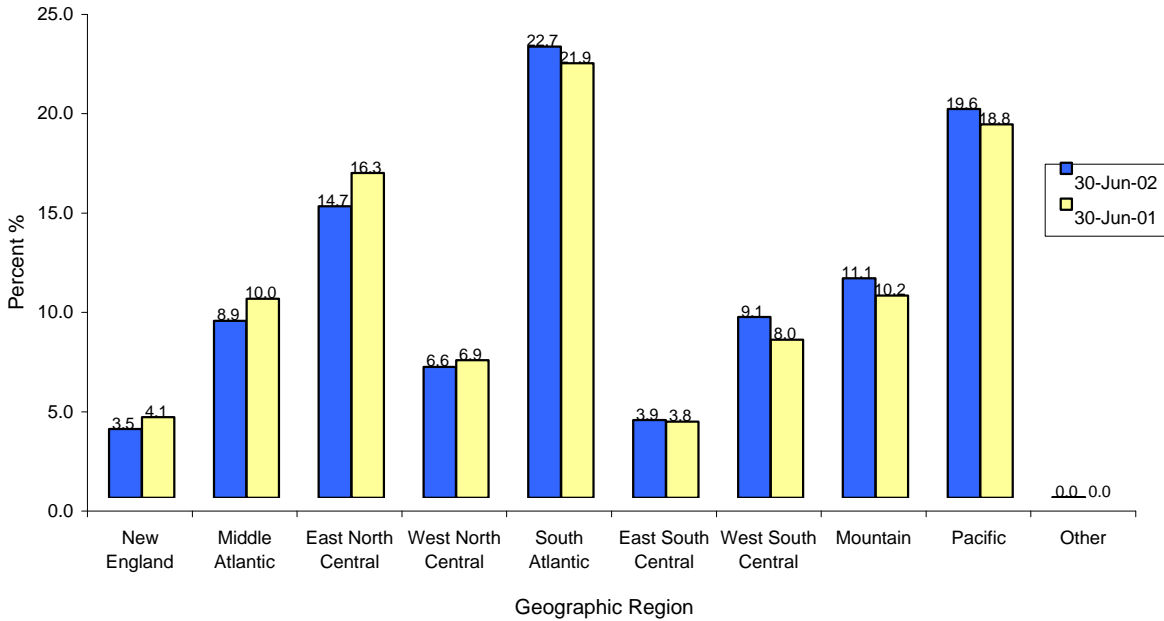
¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Chart G (2)
Commercial Mortgage Portfolio Holdings
Life Insurance Companies with Total Mortgage Portfolios \$500 million to \$2 billion

DISTRIBUTION BY PROPERTY TYPE



DISTRIBUTION BY GEOGRAPHIC REGION



Mortgage Loans in Good Standing with Restructured Terms

Life Insurance Companies with Total Mortgage Portfolios \$500 Million to \$2 Billion ¹

| Property Type Geographic Division | Loans in Good Standing with Restructured Terms | | | |
|--------------------------------------|--|-------------------------------------|----------------------------------|---------------------------------|
| | Quarter Ending September 30, 2001 | Quarter Ending December 31, 2001 | Quarter Ending March 31, 2002 | Quarter Ending June 30, 2002 |
| COMMERCIAL PROPERTIES | | | | |
| APARTMENT - TOTAL | - | % | - | % |
| New England | - | - | - | - |
| Middle Atlantic | - | - | - | - |
| East North Central | - | - | - | - |
| West North Central | - | - | - | - |
| South Atlantic | - | - | - | - |
| East South Central | - | - | - | - |
| West South Central | - | - | - | - |
| Mountain | - | - | - | - |
| Pacific | - | - | - | - |
| Other | - | - | - | - |
| RETAIL - TOTAL | 1.02 | 0.80 | 0.81 | 0.47 |
| New England | - | - | - | - |
| Middle Atlantic | 1.13 | 0.68 | 0.63 | - |
| East North Central | 0.17 | 0.17 | 0.03 | - |
| West North Central | - | - | 0.48 | - |
| South Atlantic | 0.90 | 0.86 | 0.94 | 0.32 |
| East South Central | 0.32 | 0.32 | 0.56 | 0.41 |
| West South Central | 4.94 | 4.23 | 3.49 | 2.50 |
| Mountain | - | - | 0.69 | - |
| Pacific | 1.28 | 0.34 | 0.49 | 0.79 |
| Other | - | - | - | - |
| OFFICE BUILDING - TOTAL | 1.08 | 0.97 | 0.78 | 0.69 |
| New England | - | - | - | - |
| Middle Atlantic | 5.40 | 4.32 | 3.00 | 1.43 |
| East North Central | - | - | - | - |
| West North Central | 0.32 | 0.37 | 0.31 | 0.42 |
| South Atlantic | 1.42 | 1.44 | 1.02 | 1.51 |
| East South Central | - | - | - | - |
| West South Central | 1.33 | 1.24 | 1.10 | 1.38 |
| Mountain | - | - | - | - |
| Pacific | 0.21 | 0.20 | 0.11 | 0.14 |
| Other | - | - | - | - |
| INDUSTRIAL - TOTAL | 0.16 | 0.13 | 0.15 | 0.07 |
| New England | - | - | - | - |
| Middle Atlantic | - | - | - | - |
| East North Central | 0.54 | 0.51 | - | - |
| West North Central | 0.29 | 0.29 | 0.28 | 0.37 |
| South Atlantic | 0.06 | 0.06 | 0.49 | 0.07 |
| East South Central | - | - | - | - |
| West South Central | - | - | 0.19 | 0.32 |
| Mountain | - | - | - | - |
| Pacific | 0.12 | 0.05 | 0.11 | 0.04 |
| Other | - | - | - | - |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Mortgage Loans in Good Standing with Restructured Terms

Life Insurance Companies with Total Mortgage Portfolios \$500 Million to \$2 Billion ¹

| Property Type Geographic Division | Loans in Good Standing with Restructured Terms | | | | | | | |
|--------------------------------------|--|----------|-------------------------------------|----------|----------------------------------|----------|---------------------------------|----------|
| | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
| COMMERCIAL PROPERTIES | | | | | | | | |
| HOTEL AND MOTEL- | | | | | | | | |
| TOTAL | 0.22 | % | - | % | 0.21 | % | 0.20 | % |
| New England | - | | - | | - | | - | |
| Middle Atlantic | - | | - | | - | | - | |
| East North Central | 3.72 | | - | | 3.10 | | 3.21 | |
| West North Central | - | | - | | - | | - | |
| South Atlantic | - | | - | | - | | - | |
| East South Central | - | | - | | - | | - | |
| West South Central | - | | - | | - | | - | |
| Mountain | - | | - | | - | | - | |
| Pacific | - | | - | | - | | - | |
| Other | - | | - | | - | | - | |
| MIXED USE - TOTAL | | | | | | | | |
| New England | - | | - | | - | | - | |
| Middle Atlantic | - | | - | | - | | - | |
| East North Central | - | | - | | - | | - | |
| West North Central | - | | - | | - | | - | |
| South Atlantic | - | | - | | - | | - | |
| East South Central | - | | - | | - | | - | |
| West South Central | - | | - | | - | | - | |
| Mountain | - | | - | | - | | - | |
| Pacific | - | | - | | - | | - | |
| Other | - | | - | | - | | - | |
| OTHER COMMERCIAL - | | | | | | | | |
| TOTAL | 0.06 | | - | | - | | - | |
| New England | - | | - | | - | | - | |
| Middle Atlantic | 0.81 | | - | | - | | - | |
| East North Central | - | | - | | - | | - | |
| West North Central | - | | - | | - | | - | |
| South Atlantic | - | | - | | - | | - | |
| East South Central | - | | - | | - | | - | |
| West South Central | - | | - | | - | | - | |
| Mountain | - | | - | | - | | - | |
| Pacific | - | | - | | - | | - | |
| Other | - | | - | | - | | - | |
| TOTAL COMMERCIAL | | | | | | | | |
| TOTAL COMMERCIAL | 0.58 | | 0.50 | | 0.47 | | 0.34 | |
| New England | - | | - | | - | | - | |
| Middle Atlantic | 1.98 | | 1.59 | | 1.34 | | 0.49 | |
| East North Central | 0.21 | | 0.18 | | 0.06 | | 0.05 | |
| West North Central | 0.14 | | 0.16 | | 0.24 | | 0.21 | |
| South Atlantic | 0.69 | | 0.69 | | 0.68 | | 0.57 | |
| East South Central | 0.12 | | 0.12 | | 0.20 | | 0.14 | |
| West South Central | 1.59 | | 1.44 | | 1.21 | | 1.11 | |
| Mountain | - | | - | | 0.14 | | - | |
| Pacific | 0.31 | | 0.13 | | 0.16 | | 0.20 | |
| Other | - | | - | | - | | - | |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Table I

Mortgage Loan Portfolio Profile, June 30, 2002

Life Insurance Companies with Total Mortgage Portfolios \$2 Billion to \$5 Billion ¹

| Property Type Geographic Division | Loans Outstanding | | Delinquent Loans (including loans in foreclosure) | | Loans in Foreclosure | | Loans Foreclosed Since January 1 | |
|--------------------------------------|-------------------|-------------------------------------|---|-------------------------------------|----------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| 1-4 FAMILY - TOTAL | 1,653 | 44,381 | 16 | 628 | 4 | 18 | | |
| New England | 3 | 133 | | | | | | |
| Middle Atlantic | 81 | 927 | 3 | 1 | | | | |
| East North Central | 168 | 6,375 | 2 | 7 | 1 | 7 | | |
| West North Central | 6 | 267 | 3 | 11 | 3 | 11 | | |
| South Atlantic | 370 | 7,301 | 3 | 439 | | | | |
| East South Central | 31 | 215 | 1 | 1 | | | | |
| West South Central | 459 | 5,704 | 3 | 50 | | | | |
| Mountain | 248 | 6,715 | 1 | 119 | | | | |
| Pacific | 287 | 16,745 | | | | | | |
| Other | | | | | | | | |
| COMMERCIAL - TOTAL | 7,695 | 29,158,355 | 46 | 95,261 | 12 | 20,764 | 5 | 24,310 |
| New England | 185 | 1,113,404 | | | | | 2 | 9,323 |
| Middle Atlantic | 512 | 3,675,859 | | | 4 | 18 | | |
| East North Central | 924 | 3,997,729 | 4 | 3,930 | | | 1 | 835 |
| West North Central | 339 | 1,157,573 | 1 | 2,978 | | | 1 | 1,017 |
| South Atlantic | 1,456 | 6,245,119 | 10 | 13,084 | 3 | 8,053 | | |
| East South Central | 487 | 1,597,480 | 6 | 7,540 | 1 | 211 | | |
| West South Central | 701 | 2,621,319 | 6 | 5,446 | | | 1 | 13,135 |
| Mountain | 655 | 2,053,961 | 3 | 5,193 | 2 | 3,692 | | |
| Pacific | 2,427 | 6,587,391 | 16 | 57,090 | 2 | 8,790 | | |
| Other | 9 | 108,521 | | | | | | |
| AGRICULTURAL - TOTAL | 6 | 776 | | | | | | |
| New England | | | | | | | | |
| Middle Atlantic | | | | | | | | |
| East North Central | | | | | | | | |
| West North Central | | | | | | | | |
| South Atlantic | | | | | | | | |
| East South Central | | | | | | | | |
| West South Central | 1 | 31 | | | | | | |
| Mountain | | | | | | | | |
| Pacific | 5 | 745 | | | | | | |
| Other | | | | | | | | |
| TOTAL MORTGAGES | 9,354 | 29,203,513 | 40 | 38,322 | 16 | 20,764 | 5 | 24,310 |
| New England | 188 | 1,113,537 | | | | | 2 | 9,323 |
| Middle Atlantic | 593 | 3,676,786 | 3 | 1 | 4 | | | |
| East North Central | 1,092 | 4,004,104 | 3 | 405 | 1 | 7 | 1 | 835 |
| West North Central | 345 | 1,157,839 | 4 | 2,989 | 3 | 11 | 1 | 1,017 |
| South Atlantic | 1,826 | 6,252,420 | 13 | 13,523 | 3 | 8,053 | | |
| East South Central | 518 | 1,597,695 | 3 | 287 | 1 | 211 | | |
| West South Central | 1,161 | 2,627,054 | 5 | 773 | | | 1 | 13,135 |
| Mountain | 903 | 2,060,677 | 4 | 5,312 | 2 | 3,692 | | |
| Pacific | 2,719 | 6,604,880 | 5 | 15,032 | 2 | 8,790 | | |
| Other | 9 | 108,521 | | | | | | |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Companies which are part of a fleet are reported in their individual mortgage holding class if reported separately. If reported as part of a fleet, these companies are reported in the mortgage holding class of the entire fleet.

Table J

Property Type by Geographic Division
Mortgage Loan Delinquency and In-Foreclosure Rates by Amount

Life Insurance Companies with Total Mortgage Portfolios \$2 Billion to \$5 Billion ¹

| Property Type Geographic Division | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
|--------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|
| | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure |
| | | | | | | | | |
| 1-4 FAMILY - TOTAL | 0.17 % | 0.14 % | 0.18 % | 0.12 % | 6.46 % | 0.04 % | 1.41 % | 0.04 % |
| New England | - | - | - | - | - | - | - | - |
| Middle Atlantic | 1.93 | 1.41 | 2.24 | 1.64 | 1.68 | 1.68 | 0.11 | - |
| East North Central | - | - | - | - | 0.09 | - | 0.11 | 0.11 |
| West North Central | 20.99 | 20.99 | 22.03 | 22.03 | - | - | 4.13 | 4.13 |
| South Atlantic | - | - | - | - | 8.28 | - | 6.01 | - |
| East South Central | - | - | - | - | - | - | 0.47 | - |
| West South Central | 0.34 | 0.24 | 0.34 | - | 0.12 | - | 0.88 | - |
| Mountain | - | - | - | - | 30.55 | - | 1.77 | - |
| Pacific | - | - | - | - | - | - | - | - |
| Other | - | - | - | - | - | - | - | - |
| COMMERCIAL - TOTAL | 0.30 | 0.23 | 0.12 | 0.08 | 0.23 | 0.14 | 0.33 | 0.07 |
| New England | 0.72 | 0.72 | 0.72 | 0.72 | - | - | - | - |
| Middle Atlantic | 1.07 | 0.86 | - | - | - | - | - | 0.00 |
| East North Central | 0.17 | 0.09 | 0.15 | 0.04 | 0.14 | - | 0.10 | - |
| West North Central | 0.10 | - | 0.25 | 0.06 | 0.53 | 0.52 | 0.26 | - |
| South Atlantic | 0.04 | 0.04 | 0.21 | 0.17 | 0.32 | 0.29 | 0.21 | 0.13 |
| East South Central | 0.39 | 0.20 | 0.18 | 0.07 | 0.11 | 0.01 | 0.47 | 0.01 |
| West South Central | 0.00 | - | 0.00 | - | 0.66 | - | 0.21 | - |
| Mountain | 0.66 | 0.41 | 0.08 | - | 0.26 | 0.19 | 0.25 | 0.18 |
| Pacific | 0.12 | 0.12 | 0.01 | 0.01 | 0.19 | 0.15 | 0.87 | 0.13 |
| Other | - | - | - | - | - | - | - | - |
| AGRICULTURAL - TOTAL | 2.00 | 0.83 | 1.52 | 0.97 | - | - | - | - |
| New England | - | - | - | - | - | - | - | - |
| Middle Atlantic | - | - | - | - | - | - | - | - |
| East North Central | 19.47 | - | 0.19 | - | - | - | 1.02 | - |
| West North Central | 0.82 | 0.17 | 0.44 | 0.17 | - | - | 0.66 | - |
| South Atlantic | 0.18 | - | 2.32 | 1.77 | - | - | 0.60 | - |
| East South Central | 0.03 | - | - | - | - | - | - | - |
| West South Central | 0.61 | 0.33 | 0.91 | 0.34 | - | - | 0.66 | - |
| Mountain | 0.94 | 0.68 | 1.43 | 0.70 | - | - | 2.30 | - |
| Pacific | 2.57 | 1.73 | 2.34 | 1.60 | - | - | 3.24 | - |
| Other | - | - | - | - | - | - | - | - |
| TOTAL MORTGAGES | 0.44 | 0.28 | 0.23 | 0.15 | 0.24 | 0.14 | 0.13 | 0.07 |
| New England | 0.72 | * | 0.72 | * | - | * | - | - |
| Middle Atlantic | 1.07 | 0.85 | 0.00 | 0.00 | - | - | 0.00 | - |
| East North Central | 0.57 | 0.09 | 0.15 | 0.04 | 0.14 | - | 0.01 | 0.00 |
| West North Central | 0.27 | 0.04 | 0.30 | 0.08 | 0.53 | 0.52 | 0.26 | 0.00 |
| South Atlantic | 0.05 | 0.04 | 0.28 | 0.23 | 0.33 | 0.29 | 0.22 | 0.13 |
| East South Central | 0.34 | 0.18 | 0.16 | 0.06 | 0.11 | 0.01 | 0.02 | 0.01 |
| West South Central | 0.06 | * | 0.08 | * | 0.66 | * | 0.03 | - |
| Mountain | 0.69 | 0.44 | 0.24 | 0.08 | 0.38 | 0.19 | 0.26 | 0.18 |
| Pacific | 0.46 | 0.34 | 0.34 | 0.24 | 0.19 | 0.15 | 0.23 | 0.13 |
| Other | - | - | - | - | - | - | - | - |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Delinquent loans include loans in process of foreclosure.

Table K (page 1 of 2)

Mortgage Loans in Good Standing with Restructured Terms Experience
of Life Insurance Companies, June 30, 2002

Life Insurance Companies with Total Mortgage Portfolios \$2 Billion to \$5 Billion ¹

| Property Type Geographic Division | Loans Outstanding | | Standing with Restructured Terms | |
|--------------------------------------|-------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| COMMERCIAL PROPERTIES | | | | |
| APARTMENT - TOTAL | 569 | 3,652,011 | | |
| New England | 8 | 33,930 | | |
| Middle Atlantic | 38 | 388,722 | | |
| East North Central | 61 | 462,503 | | |
| West North Central | 36 | 161,711 | | |
| South Atlantic | 143 | 748,700 | | |
| East South Central | 30 | 213,778 | | |
| West South Central | 90 | 562,417 | | |
| Mountain | 62 | 314,737 | | |
| Pacific | 100 | 760,854 | | |
| Other | 1 | 4,659 | | |
| RETAIL - TOTAL | 2,993 | 7,658,987 | 11 | 20,250 |
| New England | 56 | 243,244 | | |
| Middle Atlantic | 167 | 987,368 | | |
| East North Central | 385 | 1,347,399 | 2 | 3,933 |
| West North Central | 112 | 287,239 | | |
| South Atlantic | 659 | 2,001,367 | | |
| East South Central | 256 | 656,558 | 3 | 8,467 |
| West South Central | 277 | 659,667 | 2 | 4,373 |
| Mountain | 208 | 415,479 | | |
| Pacific | 870 | 1,056,723 | 4 | 3,477 |
| Other | 3 | 3,943 | | |
| OFFICE BUILDING - TOTAL | 1,698 | 9,569,779 | 7 | 6 |
| New England | 69 | 640,623 | | |
| Middle Atlantic | 149 | 1,651,343 | | |
| East North Central | 166 | 1,062,258 | | |
| West North Central | 64 | 314,587 | | |
| South Atlantic | 303 | 1,974,715 | | 2 |
| East South Central | 99 | 430,360 | 1 | |
| West South Central | 144 | 693,219 | 1 | |
| Mountain | 170 | 594,009 | | 1 |
| Pacific | 534 | 2,208,666 | 5 | 3 |
| Other | | | | |
| INDUSTRIAL - TOTAL | 1,931 | 5,136,478 | 2 | 7,571 |
| New England | 34 | 98,731 | | |
| Middle Atlantic | 129 | 512,210 | | |
| East North Central | 227 | 756,097 | | |
| West North Central | 112 | 323,307 | | |
| South Atlantic | 276 | 898,503 | | |
| East South Central | 73 | 246,584 | | |
| West South Central | 159 | 536,398 | 1 | 752 |
| Mountain | 162 | 343,769 | | |
| Pacific | 759 | 1,420,879 | 1 | 6,819 |
| Other | | | | |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Table K (page 2 of 2)

Mortgage Loans in Good Standing with Restructured Terms Experience
of Life Insurance Companies, June 30, 2002

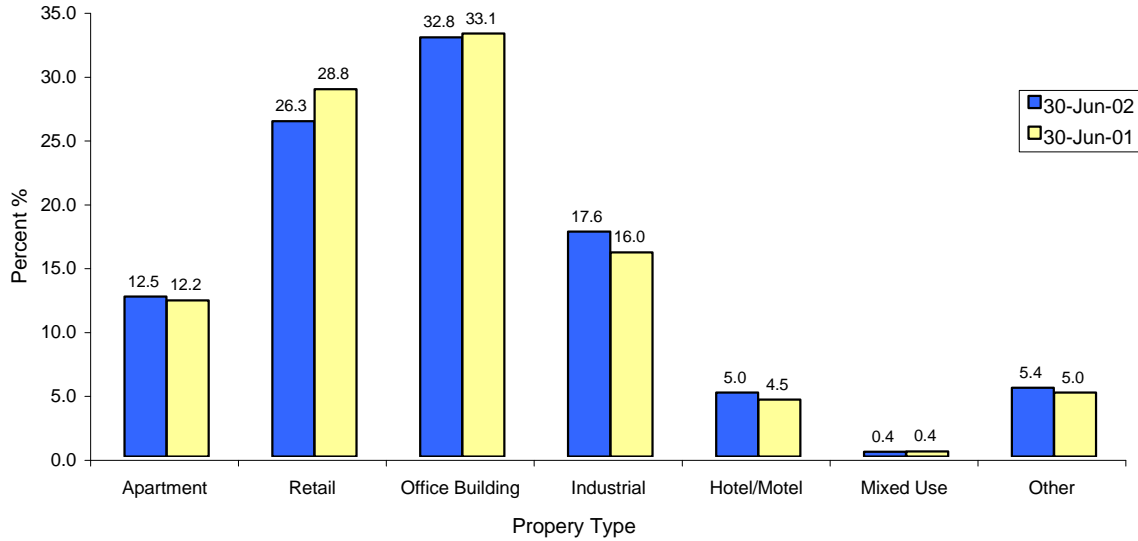
Life Insurance Companies with Total Mortgage Portfolios \$2 Billion to \$5 Billion ¹

| Property Type Geographic Division | Loans Outstanding | | Loans in Good Standing with Restructured Terms | |
|--------------------------------------|-------------------|-------------------------------------|--|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| COMMERCIAL PROPERTIES | | | | |
| HOTEL AND MOTEL - TOTAL | 80 | 1,459,731 | 1 | 820 |
| New England | 6 | 42,290 | | |
| Middle Atlantic | 2 | 6,031 | | |
| East North Central | 11 | 51,333 | 1 | 820 |
| West North Central | 3 | 42,278 | | |
| South Atlantic | 19 | 266,562 | | |
| East South Central | 4 | 24,496 | | |
| West South Central | 11 | 126,387 | | |
| Mountain | 12 | 134,036 | | |
| Pacific | 11 | 715,743 | | |
| Other | 1 | 50,576 | | |
| MIXED USE - TOTAL | 19 | 111,301 | | |
| New England | 1 | 3,263 | | |
| Middle Atlantic | | | | |
| East North Central | 3 | 18,390 | | |
| West North Central | 2 | 1,557 | | |
| South Atlantic | 4 | 15,973 | | |
| East South Central | 2 | 1,328 | | |
| West South Central | 1 | 3,089 | | |
| Mountain | 5 | 54,502 | | |
| Pacific | 1 | 13,200 | | |
| Other | | | | |
| OTHER COMMERCIAL - TOTAL | 405 | 1,570,068 | 1 | 382 |
| New England | 11 | 51,322 | | |
| Middle Atlantic | 27 | 130,184 | | |
| East North Central | 71 | 299,749 | | |
| West North Central | 10 | 26,894 | | |
| South Atlantic | 52 | 339,300 | | |
| East South Central | 23 | 24,375 | | |
| West South Central | 19 | 40,143 | | |
| Mountain | 36 | 197,430 | | |
| Pacific | 152 | 411,327 | 1 | 382 |
| Other | 4 | 49,343 | | |
| TOTAL COMMERCIAL | 7,695 | 29,158,355 | 22 | 57,567 |
| New England | 185 | 1,113,404 | | |
| Middle Atlantic | 512 | 3,675,859 | | |
| East North Central | 924 | 3,997,729 | 3 | 3,532 |
| West North Central | 339 | 1,157,573 | | |
| South Atlantic | 1,456 | 6,245,119 | | |
| East South Central | 487 | 1,597,480 | 4 | 7,254 |
| West South Central | 701 | 2,621,319 | 4 | 4,723 |
| Mountain | 655 | 2,053,961 | | |
| Pacific | 2,427 | 6,587,391 | 11 | 42,058 |
| Other | 9 | 108,521 | | |

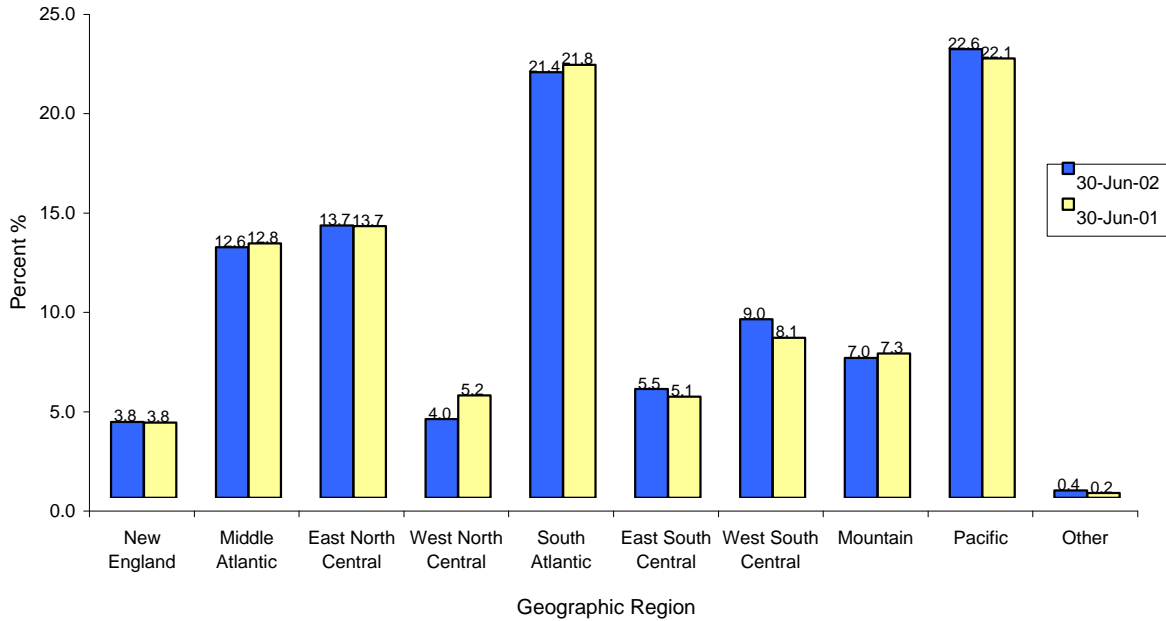
¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Chart K (3)
Commercial Mortgage Portfolio Holdings
Life Insurance Companies with Total Mortgage Portfolios \$2 billion to \$5 billion

DISTRIBUTION BY PROPERTY TYPE



DISTRIBUTION BY GEOGRAPHIC REGION



Mortgage Loans in Good Standing with Restructured Terms

Life Insurance Companies with Total Mortgage Portfolios \$2 Billion to \$5 Billion ¹

| Property Type Geographic Division | Loans in Good Standing with Restructured Terms | | | | | | | |
|--------------------------------------|--|----------|-------------------------------------|----------|----------------------------------|----------|---------------------------------|--|
| | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
| COMMERCIAL PROPERTIES | | | | | | | | |
| APARTMENT - TOTAL | 0.19 | % | 0.19 | % | - | % | % | |
| New England | - | | - | | - | | | |
| Middle Atlantic | - | | - | | - | | | |
| East North Central | 1.20 | | 1.12 | | - | | | |
| West North Central | - | | - | | - | | | |
| South Atlantic | - | | - | | - | | | |
| East South Central | - | | - | | - | | | |
| West South Central | - | | - | | - | | | |
| Mountain | - | | - | | - | | | |
| Pacific | - | | - | | - | | | |
| Other | - | | - | | - | | | |
| RETAIL - TOTAL | 0.54 | | 0.64 | | 0.78 | | 0.26 | |
| New England | 0.72 | | 0.78 | | 1.02 | | | |
| Middle Atlantic | 0.73 | | 1.78 | | 1.97 | | | |
| East North Central | 0.22 | | 0.25 | | 0.60 | | 0.29 | |
| West North Central | 1.01 | | 1.01 | | 1.19 | | | |
| South Atlantic | 0.58 | | 0.49 | | 0.34 | | | |
| East South Central | 1.13 | | 1.10 | | 1.17 | | 1.29 | |
| West South Central | 0.30 | | 0.30 | | 0.37 | | 0.66 | |
| Mountain | - | | - | | - | | | |
| Pacific | 0.52 | | 0.50 | | 0.74 | | 0.33 | |
| Other | - | | - | | - | | | |
| OFFICE BUILDING - TOTAL | 0.51 | | 0.48 | | 0.43 | | 0.00 | |
| New England | 1.13 | | 0.70 | | 0.71 | | | |
| Middle Atlantic | - | | - | | - | | | |
| East North Central | - | | - | | - | | | |
| West North Central | - | | - | | - | | | |
| South Atlantic | - | | - | | - | | 0.00 | |
| East South Central | 0.06 | | 0.06 | | 0.07 | | | |
| West South Central | 0.23 | | 0.26 | | 0.33 | | | |
| Mountain | - | | - | | - | | 0.00 | |
| Pacific | 2.04 | | 1.94 | | 1.72 | | 0.00 | |
| Other | - | | - | | - | | | |
| INDUSTRIAL - TOTAL | 0.36 | | 0.42 | | 0.26 | | 0.15 | |
| New England | - | | - | | - | | | |
| Middle Atlantic | - | | 0.32 | | - | | | |
| East North Central | 0.20 | | 0.20 | | 0.21 | | | |
| West North Central | - | | - | | - | | | |
| South Atlantic | 0.83 | | 0.79 | | - | | | |
| East South Central | - | | - | | - | | | |
| West South Central | 0.15 | | 0.14 | | 0.23 | | 0.14 | |
| Mountain | - | | 0.52 | | 0.68 | | | |
| Pacific | 0.62 | | 0.58 | | 0.53 | | 0.48 | |
| Other | - | | - | | - | | | |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Mortgage Loans in Good Standing with Restructured Terms

Life Insurance Companies with Total Mortgage Portfolios \$2 Billion to \$5 Billion ¹

| Property Type Geographic Division | Loans in Good Standing with Restructured Terms | | | | | | | |
|--------------------------------------|--|----------|-------------------------------------|----------|----------------------------------|----------|---------------------------------|----------|
| | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
| COMMERCIAL PROPERTIES | | | | | | | | |
| HOTEL AND MOTEL- | | | | | | | | |
| TOTAL | 0.18 | % | 0.17 | % | 0.15 | % | 0.06 | % |
| New England | - | | - | | - | | - | |
| Middle Atlantic | - | | - | | - | | - | |
| East North Central | 1.30 | | 1.23 | | - | | 1.60 | |
| West North Central | - | | - | | - | | - | |
| South Atlantic | - | | - | | - | | - | |
| East South Central | - | | - | | - | | - | |
| West South Central | 1.16 | | 1.28 | | 2.70 | | - | |
| Mountain | - | | - | | - | | - | |
| Pacific | - | | - | | - | | - | |
| Other | - | | - | | - | | - | |
| MIXED USE - TOTAL | | | | | | | | |
| New England | - | | - | | - | | - | |
| Middle Atlantic | - | | - | | - | | - | |
| East North Central | - | | - | | - | | - | |
| West North Central | - | | - | | - | | - | |
| South Atlantic | - | | - | | - | | - | |
| East South Central | - | | - | | - | | - | |
| West South Central | - | | - | | - | | - | |
| Mountain | - | | - | | - | | - | |
| Pacific | - | | - | | - | | - | |
| Other | - | | - | | - | | - | |
| OTHER COMMERCIAL - | | | | | | | | |
| TOTAL | 0.40 | | 0.39 | | 0.49 | | 0.02 | |
| New England | - | | - | | - | | - | |
| Middle Atlantic | - | | - | | - | | - | |
| East North Central | 0.15 | | - | | - | | - | |
| West North Central | - | | - | | - | | - | |
| South Atlantic | 1.29 | | 1.32 | | 2.02 | | - | |
| East South Central | - | | - | | - | | - | |
| West South Central | - | | - | | - | | - | |
| Mountain | - | | - | | - | | - | |
| Pacific | - | | 0.09 | | 0.10 | | 0.09 | |
| Other | - | | - | | - | | - | |
| TOTAL COMMERCIAL | | | | | | | | |
| TOTAL COMMERCIAL | 0.43 | | 0.46 | | 0.43 | | 0.20 | |
| New England | 0.78 | | 0.58 | | 0.63 | | - | |
| Middle Atlantic | 0.19 | | 0.50 | | 0.59 | | - | |
| East North Central | 0.32 | | 0.31 | | 0.22 | | 0.09 | |
| West North Central | 0.29 | | 0.27 | | 0.33 | | - | |
| South Atlantic | 0.38 | | 0.35 | | 0.22 | | - | |
| East South Central | 0.50 | | 0.49 | | 0.52 | | 0.45 | |
| West South Central | 0.24 | | 0.24 | | 0.32 | | 0.18 | |
| Mountain | - | | 0.09 | | 0.12 | | - | |
| Pacific | 0.88 | | 0.86 | | 0.80 | | 0.64 | |
| Other | - | | - | | - | | - | |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Table M

Mortgage Loan Portfolio Profile, June 30, 2002

Life Insurance Companies with Total Mortgage Portfolios Over \$5 Billion ¹

| Property Type Geographic Division | Loans Outstanding | | Delinquent Loans (including loans in foreclosure) | | Loans in Foreclosure | | Loans Foreclosed Since January 1 | |
|--------------------------------------|-------------------|-------------------------------------|---|-------------------------------------|----------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| 1-4 FAMILY - TOTAL | 11,345 | 1,690,636 | 358 | 17,934 | 105 | 9,335 | 6 | 260 |
| New England | 405 | 86,746 | 5 | 507 | 3 | 472 | | |
| Middle Atlantic | 1,400 | 298,103 | 36 | 2,736 | 16 | 1,764 | 2 | 142 |
| East North Central | 992 | 150,529 | 27 | 996 | 7 | 361 | 2 | 10 |
| West North Central | 389 | 66,885 | 6 | 589 | 2 | 84 | | |
| South Atlantic | 2,160 | 340,132 | 57 | 2,424 | 16 | 1,504 | | |
| East South Central | 400 | 33,952 | 18 | 312 | 5 | 223 | 1 | 86 |
| West South Central | 1,839 | 133,956 | 111 | 1,769 | 22 | 579 | | |
| Mountain | 798 | 100,734 | 25 | 1,034 | 5 | 361 | | |
| Pacific | 1,948 | 396,910 | 27 | 2,720 | 7 | 1,246 | 1 | 22 |
| Other | 1,014 | 82,689 | 46 | 4,846 | 22 | 2,739 | | |
| COMMERCIAL - TOTAL | 11,920 | 130,065,418 | 170 | 1,654,794 | 8 | 89,460 | 8 | 36,334 |
| New England | 461 | 7,150,677 | 10 | 46,802 | 2 | 11,043 | | |
| Middle Atlantic | 1,365 | 20,970,209 | 23 | 442,472 | 1 | 3,655 | | |
| East North Central | 1,396 | 15,087,267 | 26 | 288,460 | 1 | 1,121 | 3 | 8,917 |
| West North Central | 615 | 5,738,493 | 8 | 178,103 | | | | |
| South Atlantic | 2,587 | 30,628,892 | 29 | 168,667 | 3 | 18,641 | | |
| East South Central | 395 | 3,020,979 | 5 | 21,586 | | | 1 | 5,078 |
| West South Central | 978 | 9,014,980 | 42 | 87,992 | | | 2 | 13,247 |
| Mountain | 993 | 7,843,397 | 4 | 193,321 | | | 2 | 9,092 |
| Pacific | 3,062 | 29,426,683 | 18 | 216,515 | 1 | 55,000 | | |
| Other | 68 | 1,183,841 | 5 | 10,875 | | | | |
| AGRICULTURAL - TOTAL | 8,017 | 10,048,650 | 88 | 123,507 | 22 | 13,841 | 9 | 26,967 |
| New England | 7 | 203,554 | | | | | | |
| Middle Atlantic | 6 | 16,498 | 1 | 54 | | | | |
| East North Central | 1,869 | 1,100,424 | 13 | 11,883 | 1 | 1,994 | | |
| West North Central | 2,943 | 1,375,523 | 32 | 18,865 | 6 | 887 | 1 | 1,000 |
| South Atlantic | 363 | 1,547,172 | 11 | 29,239 | 2 | 1,582 | 2 | 4,298 |
| East South Central | 299 | 802,512 | | | | | | |
| West South Central | 607 | 888,943 | 6 | 5,204 | 4 | 3,809 | | |
| Mountain | 450 | 617,231 | 6 | 8,985 | 1 | 1,056 | | |
| Pacific | 1,469 | 3,367,353 | 19 | 49,277 | 8 | 4,514 | 6 | 21,669 |
| Other | 4 | 129,440 | | | | | | |
| TOTAL MORTGAGES | 31,282 | 141,804,703 | 506 | 398,779 | 135 | 112,635 | 23 | 63,561 |
| New England | 873 | 7,440,977 | 7 | 11,550 | 5 | 11,515 | | |
| Middle Atlantic | 2,771 | 21,284,810 | 40 | 13,833 | 17 | 5,419 | 2 | 142 |
| East North Central | 4,257 | 16,338,220 | 42 | 14,514 | 9 | 3,476 | 5 | 8,928 |
| West North Central | 3,947 | 7,180,901 | 40 | 71,550 | 8 | 971 | 1 | 1,000 |
| South Atlantic | 5,110 | 32,516,196 | 75 | 66,673 | 21 | 21,726 | 2 | 4,298 |
| East South Central | 1,094 | 3,857,443 | 22 | 3,682 | 5 | 223 | 2 | 5,164 |
| West South Central | 3,424 | 10,037,878 | 148 | 41,453 | 26 | 4,389 | 2 | 13,247 |
| Mountain | 2,241 | 8,561,361 | 32 | 17,010 | 6 | 1,417 | 2 | 9,092 |
| Pacific | 6,479 | 33,190,946 | 54 | 153,667 | 16 | 60,760 | 7 | 21,691 |
| Other | 1,086 | 1,395,970 | 46 | 4,846 | 22 | 2,739 | | |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Companies which are part of a fleet are reported in their individual mortgage holding class if reported separately. If reported as part of a fleet, these companies are reported in the mortgage holding class of the entire fleet.

Table N

Property Type by Geographic Division
Mortgage Loan Delinquency and In-Foreclosure Rates by Amount

Life Insurance Companies with Total Mortgage Portfolios Over \$5 Billion ¹

| Property Type Geographic Division | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
|--------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|---|---------------------------------------|
| | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure | Delinquent (incl. loans in Foreclosure) | Loans in Process of Foreclosure |
| 1-4 FAMILY - TOTAL | 1.17 % | 0.52 % | 1.23 % | 0.46 % | 1.27 % | 0.56 % | 1.06 % | 0.55 % |
| New England | 0.82 | 0.81 | 0.71 | 0.53 | 0.70 | 0.53 | 0.58 | 0.54 |
| Middle Atlantic | 1.15 | 0.62 | 1.29 | 0.49 | 1.38 | 0.61 | 0.92 | 0.59 |
| East North Central | 0.63 | 0.16 | 0.60 | 0.13 | 0.67 | 0.14 | 0.66 | 0.24 |
| West North Central | 1.19 | - | 1.04 | - | 0.91 | 0.83 | 0.88 | 0.13 |
| South Atlantic | 1.32 | 0.65 | 1.52 | 0.53 | 1.07 | 0.57 | 0.71 | 0.44 |
| East South Central | 1.99 | 0.47 | 3.12 | 0.41 | 3.11 | 0.84 | 0.92 | 0.66 |
| West South Central | 2.62 | 0.52 | 2.25 | 0.64 | 1.78 | 0.89 | 1.32 | 0.43 |
| Mountain | 0.78 | 0.19 | 0.83 | 0.22 | 0.95 | 0.12 | 1.03 | 0.36 |
| Pacific | 0.71 | 0.30 | 0.72 | 0.17 | 0.62 | 0.24 | 0.69 | 0.31 |
| Other | 2.46 | 2.46 | 2.72 | 2.61 | 6.19 | 2.57 | 5.86 | 3.31 |
| COMMERCIAL - TOTAL | 0.13 | 0.08 | 0.09 | 0.05 | 0.22 | 0.13 | 1.27 | 0.07 |
| New England | 0.38 | 0.38 | 0.02 | 0.02 | 0.15 | 0.15 | 0.65 | 0.15 |
| Middle Atlantic | 0.03 | 0.02 | 0.08 | 0.07 | 0.02 | 0.02 | 2.11 | 0.02 |
| East North Central | 0.38 | 0.14 | 0.23 | 0.20 | 0.12 | 0.02 | 1.91 | 0.01 |
| West North Central | - | - | - | - | - | - | 3.10 | |
| South Atlantic | 0.10 | 0.10 | 0.06 | 0.04 | 0.06 | 0.06 | 0.55 | 0.06 |
| East South Central | 0.25 | - | 0.24 | - | 0.13 | - | 0.71 | |
| West South Central | 0.16 | - | 0.26 | 0.02 | 0.56 | 0.02 | 0.98 | |
| Mountain | 0.03 | 0.03 | 0.11 | - | - | - | 2.46 | |
| Pacific | 0.08 | 0.08 | - | - | 0.62 | 0.44 | 0.74 | 0.19 |
| Other | - | - | - | - | - | - | 0.92 | |
| AGRICULTURAL - TOTAL | 1.71 | 0.23 | 1.39 | 0.07 | 1.43 | 0.25 | 1.23 | 0.14 |
| New England | - | - | - | - | - | - | | |
| Middle Atlantic | 1.00 | 1.00 | - | - | 0.33 | - | 0.33 | |
| East North Central | 0.76 | 0.23 | 1.33 | 0.22 | 1.49 | 0.22 | 1.08 | 0.18 |
| West North Central | 1.18 | 0.12 | 0.37 | 0.14 | 1.55 | 0.14 | 1.37 | 0.06 |
| South Atlantic | 5.24 | 0.32 | 0.66 | 0.04 | 1.80 | 0.10 | 1.89 | 0.10 |
| East South Central | 0.34 | - | 6.54 | - | 0.13 | 0.13 | | |
| West South Central | 0.21 | 0.08 | 0.27 | - | 0.49 | 0.33 | 0.59 | 0.43 |
| Mountain | 0.91 | 0.23 | 0.67 | 0.17 | 1.81 | 0.18 | 1.46 | 0.17 |
| Pacific | 1.64 | 0.34 | 1.47 | 0.05 | 1.82 | 0.41 | 1.46 | 0.13 |
| Other | - | - | - | - | - | - | | |
| TOTAL MORTGAGES | 0.27 | 0.10 | 0.20 | 0.05 | 0.32 | 0.14 | 0.28 | 0.08 |
| New England | 0.38 | 0.38 | 0.02 | 0.02 | 0.15 | 0.15 | 0.16 | 0.15 |
| Middle Atlantic | 0.05 | 0.03 | 0.10 | 0.07 | 0.04 | 0.03 | 0.06 | 0.03 |
| East North Central | 0.41 | 0.15 | 0.31 | 0.20 | 0.22 | 0.03 | 0.09 | 0.02 |
| West North Central | 0.25 | 0.02 | 0.08 | 0.03 | 0.32 | 0.04 | 1.00 | 0.01 |
| South Atlantic | 0.38 | 0.11 | 0.11 | 0.04 | 0.16 | 0.07 | 0.21 | 0.07 |
| East South Central | 0.28 | 0.00 | 1.73 | 0.00 | 0.15 | 0.04 | 0.10 | 0.01 |
| West South Central | 0.20 | 0.02 | 0.29 | 0.03 | 0.57 | 0.06 | 0.41 | 0.04 |
| Mountain | 0.11 | 0.04 | 0.16 | 0.02 | 0.15 | 0.02 | 0.20 | 0.02 |
| Pacific | 0.26 | 0.11 | 0.17 | 0.01 | 0.75 | 0.44 | 0.46 | 0.18 |
| Other | 0.14 | 0.14 | 0.16 | 0.15 | 0.37 | 0.15 | 0.35 | 0.20 |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Delinquent loans include loans in process of foreclosure.

Table O (page 1 of 2)

Mortgage Loans in Good Standing with Restructured Terms Experience
of Life Insurance Companies, June 30, 2002

Life Insurance Companies with Total Mortgage Portfolios Over \$5 Billion ¹

| Property Type Geographic Division | Loans Outstanding | | Standing with Restructured Terms | |
|--------------------------------------|-------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| COMMERCIAL PROPERTIES | | | | |
| APARTMENT - TOTAL | 1,902 | 19,987,968 | 7 | 52,340 |
| New England | 58 | 500,880 | | |
| Middle Atlantic | 258 | 3,931,199 | | |
| East North Central | 265 | 2,526,441 | 3 | 15,223 |
| West North Central | 112 | 605,005 | | |
| South Atlantic | 394 | 4,795,373 | 2 | 28,553 |
| East South Central | 64 | 403,681 | | |
| West South Central | 196 | 1,861,712 | | |
| Mountain | 165 | 1,533,426 | 2 | 8,565 |
| Pacific | 388 | 3,826,134 | | |
| Other | 2 | 4,118 | | |
| RETAIL - TOTAL | 3,265 | 29,850,182 | 24 | 168,422 |
| New England | 127 | 1,265,563 | | |
| Middle Atlantic | 300 | 4,264,286 | 3 | 52,201 |
| East North Central | 469 | 4,046,705 | 2 | 13,409 |
| West North Central | 178 | 1,458,315 | 2 | 16,160 |
| South Atlantic | 833 | 7,427,998 | 9 | 41,525 |
| East South Central | 148 | 1,140,320 | 1 | 18,216 |
| West South Central | 270 | 2,160,543 | 4 | 18,133 |
| Mountain | 249 | 1,953,350 | | |
| Pacific | 669 | 5,551,494 | 2 | 7,165 |
| Other | 22 | 581,608 | | |
| OFFICE BUILDING - TOTAL | 3,033 | 52,266,258 | 56 | 980,345 |
| New England | 172 | 4,129,810 | 7 | 30,997 |
| Middle Atlantic | 378 | 9,534,378 | 14 | 353,854 |
| East North Central | 290 | 5,476,228 | 12 | 136,914 |
| West North Central | 172 | 2,667,219 | 3 | 104,594 |
| South Atlantic | 698 | 12,475,654 | 6 | 35,353 |
| East South Central | 78 | 741,292 | | |
| West South Central | 207 | 3,027,580 | 5 | 34,776 |
| Mountain | 267 | 2,523,120 | 1 | 177,766 |
| Pacific | 750 | 11,296,263 | 5 | 100,644 |
| Other | 21 | 394,714 | 3 | 5,449 |
| INDUSTRIAL - TOTAL | 3,108 | 18,312,881 | 16 | 70,664 |
| New England | 65 | 389,536 | | |
| Middle Atlantic | 361 | 2,071,215 | 3 | 25,374 |
| East North Central | 320 | 1,980,806 | 5 | 19,311 |
| West North Central | 128 | 654,366 | 1 | 5,254 |
| South Atlantic | 482 | 3,201,419 | 2 | 9,340 |
| East South Central | 89 | 610,025 | | |
| West South Central | 256 | 1,358,883 | 1 | 536 |
| Mountain | 270 | 1,301,105 | | |
| Pacific | 1,121 | 6,697,420 | 3 | 7,036 |
| Other | 16 | 48,106 | 1 | 3,813 |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Table O (page 2 of 2)

Mortgage Loans in Good Standing with Restructured Terms Experience
of Life Insurance Companies, June 30, 2002

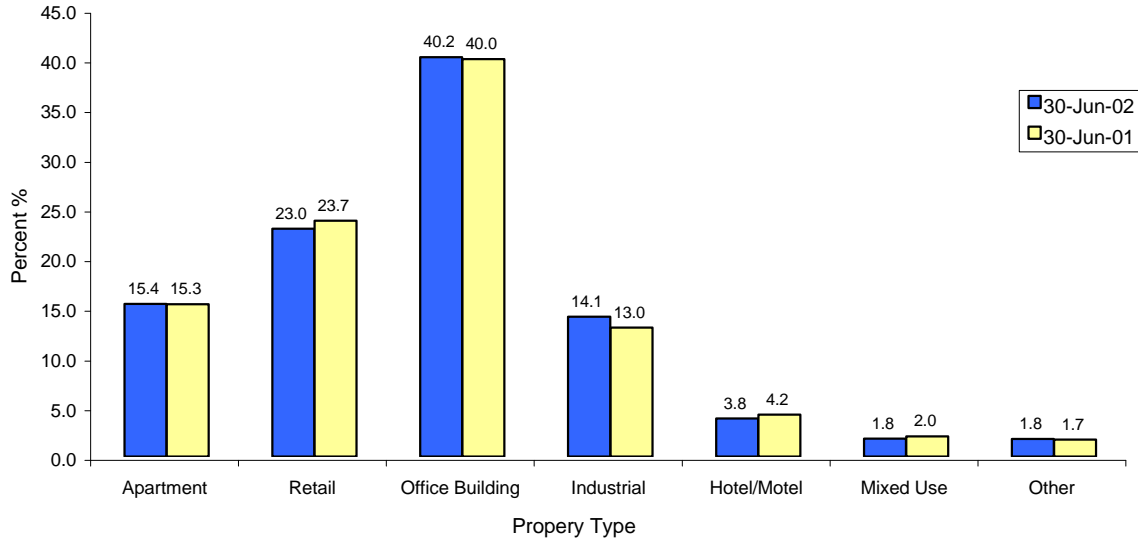
Life Insurance Companies with Total Mortgage Portfolios Under \$500 Million ¹

| Property Type Geographic Division | Loans Outstanding | | Loans in Good Standing with Restructured Terms | |
|--------------------------------------|-------------------|-------------------------------------|--|-------------------------------------|
| | No. | Principal Outstanding (\$000) | No. | Principal Outstanding (\$000) |
| COMMERCIAL PROPERTIES | | | | |
| HOTEL AND MOTEL - TOTAL | 245 | 4,978,890 | 4 | 26,339 |
| New England | 13 | 345,400 | 1 | 4,762 |
| Middle Atlantic | 33 | 693,561 | | |
| East North Central | 29 | 310,983 | 1 | 2,946 |
| West North Central | 9 | 136,194 | | |
| South Atlantic | 80 | 1,762,839 | 2 | 18,630 |
| East South Central | 9 | 83,660 | | |
| West South Central | 15 | 418,695 | | |
| Mountain | 14 | 222,766 | | |
| Pacific | 37 | 850,650 | | |
| Other | 6 | 154,143 | | |
| MIXED USE - TOTAL | 50 | 2,353,366 | 1 | 99,022 |
| New England | 8 | 330,165 | | |
| Middle Atlantic | 6 | 183,664 | | |
| East North Central | 4 | 414,999 | 1 | 99,022 |
| West North Central | 2 | 89,031 | | |
| South Atlantic | 9 | 396,113 | | |
| East South Central | 1 | 17,218 | | |
| West South Central | 3 | 37,989 | | |
| Mountain | 4 | 179,208 | | |
| Pacific | 13 | 704,979 | | |
| Other | | | | |
| OTHER COMMERCIAL - TOTAL | 317 | 2,315,873 | 2 | 323 |
| New England | 18 | 189,325 | | |
| Middle Atlantic | 29 | 291,906 | | |
| East North Central | 19 | 331,106 | | |
| West North Central | 14 | 128,361 | | |
| South Atlantic | 91 | 569,496 | 1 | 256 |
| East South Central | 6 | 24,782 | | |
| West South Central | 31 | 149,578 | 1 | 67 |
| Mountain | 24 | 130,422 | | |
| Pacific | 84 | 499,743 | | |
| Other | 1 | 1,153 | | |
| TOTAL COMMERCIAL | 11,920 | 130,065,418 | 110 | 1,397,456 |
| New England | 461 | 7,150,677 | 8 | 35,759 |
| Middle Atlantic | 1,365 | 20,970,209 | 20 | 431,429 |
| East North Central | 1,396 | 15,087,267 | 24 | 286,825 |
| West North Central | 615 | 5,738,493 | 6 | 126,007 |
| South Atlantic | 2,587 | 30,628,892 | 22 | 133,657 |
| East South Central | 395 | 3,020,979 | 1 | 18,216 |
| West South Central | 978 | 9,014,980 | 11 | 53,512 |
| Mountain | 993 | 7,843,397 | 3 | 186,331 |
| Pacific | 3,062 | 29,426,683 | 10 | 114,844 |
| Other | 68 | 1,183,841 | 5 | 10,875 |

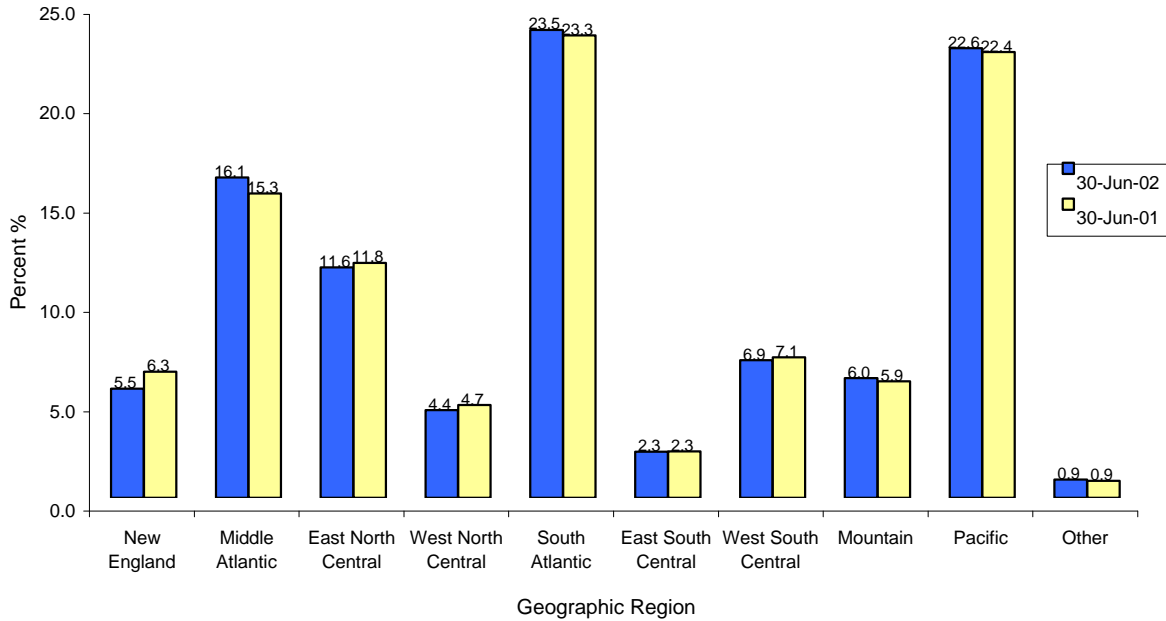
¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Chart O (4)
Commercial Mortgage Portfolio Holdings
Life Insurance Companies with Total Mortgage Portfolios over \$5 billion

DISTRIBUTION BY PROPERTY TYPE



DISTRIBUTION BY GEOGRAPHIC REGION



Mortgage Loans in Good Standing with Restructured Terms

Life Insurance Companies with Total Mortgage Portfolios Over \$5 Billion ¹

| Property Type Geographic Division | Loans in Good Standing with Restructured Terms | | | | | | | |
|--------------------------------------|--|----------|-------------------------------------|----------|----------------------------------|----------|---------------------------------|----------|
| | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
| COMMERCIAL PROPERTIES | | | | | | | | |
| APARTMENT - TOTAL | 0.37 | % | 0.29 | % | 0.29 | % | 0.26 | % |
| New England | 1.94 | | - | | - | | - | |
| Middle Atlantic | - | | - | | - | | - | |
| East North Central | 0.61 | | 0.62 | | 0.63 | | 0.60 | |
| West North Central | - | | - | | - | | - | |
| South Atlantic | 0.65 | | 0.65 | | 0.63 | | 0.60 | |
| East South Central | - | | - | | - | | - | |
| West South Central | - | | - | | - | | - | |
| Mountain | 0.83 | | 0.83 | | 0.82 | | 0.56 | |
| Pacific | - | | - | | - | | - | |
| Other | - | | - | | - | | - | |
| RETAIL - TOTAL | 0.85 | | 0.85 | | 0.86 | | 0.56 | |
| New England | 4.19 | | 4.28 | | 4.16 | | | |
| Middle Atlantic | 1.65 | | 1.60 | | 1.74 | | 1.22 | |
| East North Central | 0.39 | | 0.35 | | 0.35 | | 0.33 | |
| West North Central | 1.22 | | 1.10 | | 1.17 | | 1.11 | |
| South Atlantic | 0.51 | | 0.50 | | 0.50 | | 0.56 | |
| East South Central | 1.76 | | 1.71 | | 1.74 | | 1.60 | |
| West South Central | 0.95 | | 0.91 | | 0.93 | | 0.84 | |
| Mountain | - | | - | | - | | - | |
| Pacific | 0.14 | | 0.19 | | 0.14 | | 0.13 | |
| Other | 0.36 | | 0.33 | | 0.32 | | | |
| OFFICE BUILDING - TOTAL | 2.67 | | 2.14 | | 2.14 | | 1.88 | |
| New England | 1.38 | | 1.01 | | 0.99 | | 0.75 | |
| Middle Atlantic | 4.21 | | 3.89 | | 3.83 | | 3.71 | |
| East North Central | 2.53 | | 2.66 | | 2.61 | | 2.50 | |
| West North Central | 11.11 | | 6.03 | | 6.04 | | 3.92 | |
| South Atlantic | 0.91 | | 0.28 | | 0.27 | | 0.28 | |
| East South Central | - | | - | | - | | - | |
| West South Central | 1.29 | | 1.26 | | 1.27 | | 1.15 | |
| Mountain | 8.01 | | 8.01 | | 7.90 | | 7.05 | |
| Pacific | 1.18 | | 0.97 | | 1.08 | | 0.89 | |
| Other | 2.73 | | 2.58 | | 2.35 | | 1.38 | |
| INDUSTRIAL - TOTAL | 0.50 | | 0.51 | | 0.49 | | 0.39 | |
| New England | 5.66 | | 5.59 | | 5.54 | | | |
| Middle Atlantic | 1.57 | | 1.55 | | 1.50 | | 1.23 | |
| East North Central | 0.79 | | 1.19 | | 1.15 | | 0.97 | |
| West North Central | 0.92 | | 0.89 | | 0.90 | | 0.80 | |
| South Atlantic | 0.02 | | 0.02 | | - | | 0.29 | |
| East South Central | - | | - | | - | | - | |
| West South Central | 0.09 | | 0.09 | | 0.04 | | 0.04 | |
| Mountain | 0.11 | | 0.10 | | | | | |
| Pacific | 0.09 | | 0.09 | | 0.09 | | 0.11 | |
| Other | 13.95 | | 8.43 | | 8.36 | | 7.93 | |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

Mortgage Loans in Good Standing with Restructured Terms

Life Insurance Companies with Total Mortgage Portfolios Over \$5 Billion ¹

| Property Type Geographic Division | Loans in Good Standing with Restructured Terms | | | | | | | |
|--------------------------------------|--|---|-------------------------------------|---|----------------------------------|---|---------------------------------|---|
| | Quarter Ending September 30, 2001 | | Quarter Ending December 31, 2001 | | Quarter Ending March 31, 2002 | | Quarter Ending June 30, 2002 | |
| COMMERCIAL PROPERTIES | | | | | | | | |
| HOTEL AND MOTEL- TOTAL | 0.79 | % | 0.43 | % | 0.53 | % | 0.53 | % |
| New England | - | | - | | 1.37 | | 1.38 | |
| Middle Atlantic | - | | - | | - | | - | |
| East North Central | 0.99 | | 0.98 | | 0.98 | | 0.95 | |
| West North Central | - | | - | | - | | - | |
| South Atlantic | 2.14 | | 1.08 | | 1.08 | | 1.06 | |
| East South Central | - | | - | | - | | - | |
| West South Central | - | | - | | - | | - | |
| Mountain | - | | - | | - | | - | |
| Pacific | - | | - | | - | | - | |
| Other | - | | - | | - | | - | |
| MIXED USE - TOTAL | 4.09 | | 4.08 | | 4.19 | | 4.21 | |
| New England | - | | - | | - | | - | |
| Middle Atlantic | - | | - | | - | | - | |
| East North Central | 23.86 | | 23.92 | | 23.34 | | 23.86 | |
| West North Central | - | | - | | - | | - | |
| South Atlantic | - | | - | | - | | - | |
| East South Central | - | | - | | - | | - | |
| West South Central | - | | - | | - | | - | |
| Mountain | - | | - | | - | | - | |
| Pacific | - | | - | | - | | - | |
| Other | - | | - | | - | | - | |
| OTHER COMMERCIAL - TOTAL | - | | - | | - | | 0.01 | |
| New England | - | | - | | - | | - | |
| Middle Atlantic | - | | - | | - | | - | |
| East North Central | - | | - | | - | | - | |
| West North Central | - | | - | | - | | - | |
| South Atlantic | 0.06 | | 0.06 | | 0.06 | | 0.04 | |
| East South Central | - | | - | | - | | - | |
| West South Central | 0.04 | | 0.05 | | 0.05 | | 0.04 | |
| Mountain | - | | - | | - | | - | |
| Pacific | - | | - | | - | | - | |
| Other | - | | - | | - | | - | |
| TOTAL COMMERCIAL | 1.51 | | 1.27 | | 1.27 | | 1.07 | |
| New England | 1.96 | | 1.63 | | 1.69 | | 0.50 | |
| Middle Atlantic | 2.46 | | 2.25 | | 2.25 | | 2.06 | |
| East North Central | 1.94 | | 2.02 | | 1.99 | | 1.90 | |
| West North Central | 5.75 | | 3.20 | | 3.28 | | 2.20 | |
| South Atlantic | 0.73 | | 0.41 | | 0.40 | | 0.44 | |
| East South Central | 0.71 | | 0.68 | | 0.68 | | 0.60 | |
| West South Central | 0.63 | | 0.62 | | 0.62 | | 0.59 | |
| Mountain | 2.76 | | 2.72 | | 2.68 | | 2.38 | |
| Pacific | 0.49 | | 0.43 | | 0.46 | | 0.39 | |
| Other | 1.83 | | 1.39 | | 1.32 | | 0.92 | |

¹ Companies are classified based on mortgage holdings reported on the Mortgage Loan Portfolio Profile survey as of June 30, 2002.

APPENDIX A

Participating Companies in the Mortgage Loan Portfolio Survey June 30, 2002

| | |
|---|---|
| Acacia Life Insurance Company | Massachusetts Mutual Life Insurance Company |
| Aegon USA Inc | Metropolitan Life Insurance Company |
| Aetna Life Insurance Company | Midwestern Life Insurance Company |
| Allianz Life | Minnesota Life Insurance Company |
| Allstate Insurance Company | MONY Life Insurance Company of America |
| Ameribest Life Insurance Company | Mutual Trust Life Insurance Company |
| American Express Financial | National Life Insurance Company |
| American General Investment Mgmt | Nationwide Life Insurance Company |
| American United Life Insurance Company | New York Life Insurance Company |
| Ameritas Life Insurance Corp | Northern Life Insurance |
| AmerUs Life Insurance Company | Northwestern Mutual Life Insurance Company |
| Bankers Life & Casualty Company | Ohio National Life Insurance Company |
| Bankers National Life | Pacific Life Insurance Company |
| Berkshire Life Insurance Company | Pan-American Life Insurance Company |
| Boston Mutual Life Insurance Company | Phoenix Home Life Mutual Insurance Company |
| Business Men's Assurance Company of America | Principal Life Insurance Company |
| Canada Life Assurance Company | Protective Life Insurance Company |
| Columbine Life Insurance Company | Provident Life Insurance Company |
| Columbus Life Insurance Company | Prudential Insurance Company of America |
| Connecticut General Life Insurance Company | Reliastar Life Insurance Company |
| Conseco Annuity Assurance Company | Reliastar of New York Insurance Company |
| Conseco Life Insurance Company | Security Life of Denver |
| Conseco Variable Insurance Company | Security of Connecticut Life Insurance Company |
| CUNA Mutual Life Insurance Company | Shenandoah Life Insurance Company |
| Equitable Life Assurance Society of the US | Southern Farm Bureau Life Insurance Company |
| Equitable Life Insurance Company of Iowa | Southland Life Insurance Company |
| General America Life Insurance Company | Standard Insurance Company |
| General Electric Capital Assurance Company | State Farm Life Insurance Company |
| Golden American Life Insurance Company | Teachers Insurance & Annuity Association of America |
| Guardian Life Insurance Company of America | Travelers Insurance Company |
| Horace Mann Life Insurance Company | Union Central Life Insurance Company |
| Jefferson-Pilot Life Insurance Company | United of Omaha Life Insurance Company |
| Jefferson Pilot Financial | United Presidential Life Insurance Company |
| Jefferson Pilot America | UNUM Life Insurance Company of America |
| John Hancock Financial | USG Annuity & Life Company |
| Life Insurance Company of Georgia | Washington National Insurance Company |
| Lincoln National Life Insurance Company | Western-Southern Life Assurance Company |
| Manufacturers Life Insurance Company | Western-Southern Life Insurance Company |

APPENDIX B

Scope and Methodology of Survey

SURVEY COVERAGE

Include long-term mortgage loans held in the life insurance company general account and those underlying guaranteed investment contracts (GICs) in the separate accounts. If you are reporting for more than one life insurance company, you may file on a consolidated basis or file separate reports for each company. Please list on the form the names of the companies included.

Loan Packages should be included only if you are able to report on the mortgage delinquency and foreclosure experience of each individual loan in the package. If you are unable to report on this basis, exclude loan packages from this survey.

Credit Loans should be included only if the mortgage is the primary security for the loan.

DEFINITIONS

Loans Outstanding

Report the number and principal outstanding of long-term mortgage loans held, including loans in good standing with restructured terms, delinquent loans and loans in process of foreclosure. If you are including loan packages (see above), count each individual mortgage loan as one loan. (For example, if you have purchased a package of 100 single-family loans, report as 100 loans.)

Loans in Good Standing with Restructured Terms

This category applies to mortgages on commercial properties. Following is a definition of a workout loan and the determining factors as to when it enters and exits this category.

A workout is a loan for which the basic terms, such as interest rate, maturity date, collateral or guaranty, have been restructured as a result of actual or anticipated delinquency. A loan meeting the terms of its workout agreement will be classified in the category "Loans in Good Standing with Restructured Terms".

If the renegotiation which leads to an extension of the original maturity date is to cure an actual or anticipated delinquency, then the loan should be considered a restructured loan in

good standing. If, however, the loan is performing according to its original contract terms, and the borrower and lender agree to renegotiate the terms of the loan, including extending the maturity, then it should be considered a refinancing (new business) and, therefore, a performing mortgage.

A maturing balloon mortgage that has been refinanced or extended at below current market terms should be classified as a restructured loan. "Current market terms" means the borrower is paying a current market interest rate consistent with the collateral, maturity date and other terms of the mortgage. (A maturing balloon mortgage that has been refinanced or extended at current market terms should be considered a performing loan.)

A restructure begins when payments are received or accrued under the approved restructure agreement. While in negotiation a loan should be considered delinquent if payments are delinquent under the current ACLI definitions. The agreement may be an executed modification of the note or a letter of agreement signed by the lender and borrower.

A mortgage loan will no longer be included in the restructured category when **one or more** of the following events occurs:

1. The loan is paid in full or otherwise retired.
2. The loan becomes delinquent under the terms of the restructure agreement.
3. The loan is in process of foreclosure.
4. The borrower has resumed cash payments at the original contractual terms, including the interest rate and the duration of loan, on the current loan balance; the borrower also must have made cash payments of any interest or principal foregone during the restructure.
5. A mortgage loan will no longer be included in this section when **all** of the following conditions exist:
 - A. The loan to value ratio based upon a current appraisal is no greater than the applicable state of domicile's loan to value ratio limits for the first mortgages except that such ratio may also not be greater than 80%. The current appraisal must be performed by an independent appraiser except that this independent appraisal requirement does not apply to individual loans of the lesser of \$1 million or 5% of capital, and that the aggregate of such exempted loans shall not exceed 15% of total long term mortgage holdings; **and**
 - B. The coupon rate after restructuring is a current market rate. Such coupon rate

would:

- (1) be consistent with the coupon rate on new commercial mortgages of comparable terms made by the company in the quarter in which the restructure date occurred, **or**
 - (2) on the restructure date be not less than the quarterly average of new commercial mortgage loan rates of loans of comparable terms from the Survey of Mortgage Commitments on Commercial Properties by the American Council of Life Insurance, less one-half of a percentage point, **or**
 - (3) on the restructure date be not less than the average coupon rate of new commercial mortgage loans of comparable terms from the benchmark commercial loan pricing matrix as established quarterly by the National Association of Insurance Commissioners less one-half of a percentage point; **and**
- C. The restructured mortgage loan performs according to the new terms for at least two years.

Include only restructured loans that have gone into effect on or after January 1, 1986.

Delinquent Loans

Include all loans in process of foreclosure even though not delinquent as to scheduled payments, and loans having scheduled payments past due as follows:

Commercial and 1-4 Family Loans

- For monthly payment loans, delinquent loans include all loans two or more scheduled payments past due per original or restructured loan agreement. (Example - for the quarter ending March 31, a loan is considered delinquent if the February and March payments, regardless of the due date or grace periods, have not been paid as of March 31.)
- For mortgages paying on a basis other than monthly, treat these loans as if they were monthly payment mortgages and report as delinquent those loans two or more hypothetical monthly payments past due per original or restructured loan agreement. (Example - for the quarter ending March 31, a loan is considered delinquent if the February, or earlier payment, regardless of the due date or grace periods, has not been received by March 31).

Agricultural Loans

- Treat these loans as if they were monthly payment mortgages and report as delinquent those loans three or more hypothetical monthly payments past due per original or restructured loan agreement. (Example - for the quarter ending March 31, a loan is considered delinquent if the January or earlier payment, regardless of the due date or grace periods, has not been received as of March 31).

Loans in Process of Foreclosure

Report loans for which a foreclosure complaint, or its jurisdictional equivalent, has been filed, including any involved in a subsequent filing of bankruptcy. Also include all delinquent loans for which you are negotiating for a deed in lieu of foreclosure.

Loans Foreclosed Since January 1

Include loans for which title to the property or entitling certificate has been acquired during the calendar year, either through foreclosure or voluntary conveyance in lieu of foreclosure.

Report quarterly on a cumulative basis throughout the year.

Report the number of loans and their principal outstanding at the time foreclosure action was completed. Include any amounts capitalized for interest, foreclosure costs and any other advances made to protect the collateral.

Detail by geographic region and property type should be shown for all loans in this column even if this detail is not available for the portfolio holdings.

Do not include as foreclosed loans, those loans redeemed by the original mortgagor or loans in redemption period (see above).

Principal Losses Incurred on Properties Foreclosed in the Current Year

Report the principal outstanding (including amounts capitalized for interest, foreclosure costs and advances made to protect the collateral) at time of foreclosure less the amount transferred to real estate. This is published annually in the December 31st bulletin.

PROPERTY TYPE DEFINITIONS

1-4 Family

Includes dwellings housing one, two, three or four families, mobile homes, and individual apartment units within condominiums.

Commercial Properties

Apartment includes dwellings for more than four families, usually associated with garden apartments and high-rise apartment complexes. Also includes cooperatives and loans for development of condominium buildings. (A loan secured by an individual apartment within a condominium is classified as 1-4 family.)

Office Building includes office, medical office, post office, and loft buildings.

Retail includes shopping centers, department stores, supermarkets, retail stores, and specialty shops.

Hotel and Motel includes any establishment providing lodging and usually meals and various personal services for the public.

Industrial includes warehouses, R&D, manufacturing plants, production and assembly facilities, and public utility buildings. Also includes such hybrid properties as office/warehouse, office/R&D, warehouse/R&D, and office/showroom/R&D.

Mixed Use includes buildings (or a large single building) representing a number of different property types, each of which covers a sizable amount of space and produces a sizable amount of gross income, and each of which represents a sizable proportion of total space and total gross income. A mixed-use project consists of a combination of two or more principal uses -- such as office building, hotel, retail, and residential.

Other Commercial includes mobile home parks, nursing homes, congregate care centers, religious, educational, hospitals, social and recreation facilities, restaurants, parking garages, convention centers, merchandise marts, technology marts and land loans.

Agricultural

Agribusiness -- The production and/or manufacture of a product as a result of adding value to an agricultural commodity or forest product. In order for a loan to be classified as such it would need to derive over 50% of gross income from this endeavor. Examples would be a grain elevator, flourmill, winery, or a sawmill.

Timber -- A loan is classified as a timber loan if at least 51% of the market value (land and timber) of the security is attributable to land supporting a timber crop that is or will be of commercial value.

Annual Crops -- Farming operations that involve the planting and harvesting of crops over a 12-month period. A new crop is being planted at least once every 12 months.

Permanent Crops -- Farming operations where the value of the crop planted is capitalized and depleted over the useful life of the crop; each crop having a useful life of more than 12 months.

Livestock Production -- The concentrated production of domestic animals, poultry, or fish. In order for a loan to be classified as such it would need to derive over 50% of gross income from the livestock production activity. Examples would be cattle, hogs, turkeys, catfish and layer operations.

GEOGRAPHIC DIVISIONS

| | | | |
|---------------------------|---------------------------|---------------------------|----------------|
| <u>New England</u> | <u>West North Central</u> | <u>East South Central</u> | <u>Pacific</u> |
| Connecticut | Iowa | Alabama | Alaska |
| Maine | Kansas | Kentucky | California |
| Massachusetts | Minnesota | Mississippi | Hawaii |
| New Hampshire | Missouri | Tennessee | Oregon |
| Rhode Island | Nebraska | | Washington |
| Vermont | North Dakota | <u>West South Central</u> | n |
| | South Dakota | Arkansas | |
| <u>Middle Atlantic</u> | | Louisiana | <u>Other</u> |
| New Jersey | <u>South Atlantic</u> | Oklahoma | Puerto |
| New York | Delaware | Texas | Rico |
| Pennsylvania | District of Columbia | | U.S. |
| | Florida | <u>Mountain</u> | Territories |
| <u>East North Central</u> | Georgia | Arizona | and |
| Illinois | Maryland | Colorado | Possession |
| Indiana | North Carolina | Idaho | s |
| Michigan | South Carolina | Montana | Canada |
| Ohio | Virginia | Nevada | Other |
| Wisconsin | West Virginia | New Mexico | Foreign |
| | | Utah | |
| | | Wyoming | |