



## Financial Tear Sheet

### Corporate Profile

American Equity Investment Life Holding Company is an industry leader in the development and sale of fixed index and fixed rate annuity products. We are licensed to sell our products in all 50 states and the District of Columbia. Our business strategy is to focus primarily on our annuity business and earn predictable returns by managing investment spreads and investment risk.

Our persistence in anticipating and being responsive to the product and service needs of our independent agents and policyholders will lead to increased customer loyalty, revenues and profitability. We have built an unyielding reputation thanks to our strong dedication in continuously delivering on our promises.

We do not believe our policyholders should suffer sleepless nights, tossing and turning, worried about uncertainty in retirement. At American Equity, we believe in a good night's sleep. We provide "Sleep Insurance".

### Primary IR Contact

Steven Schwartz  
 Vice President – Investor Relations  
**Phone:** (515) 273-3763  
**E-mail:** [sschwartz@american-equity.com](mailto:sschwartz@american-equity.com)

### Stock Performance

#### AEL (Common Stock)

Exchange	NYSE (US Dollar)
Price	<b>\$29.87</b>
Change (%)	<span style="color: red;">▼ 0.26 (0.86%)</span>
Volume	212,778
52 Week Low	\$15.39
Market Cap	\$2,679,081,352
Rolling EPS	2.13
PE Ratio	14.1264
Shares Outstanding	88,917,403



### Recent Headlines

#### 10/10/17

American Equity Schedules Third Quarter 2017 Earnings Release, Conference Call and Webcast

#### 09/25/17

American Equity Investment Life Insurance Company Announces Transition of National Guard and Fire Fighter Group Insurance to Armed Forces Benefit Association

#### 08/31/17

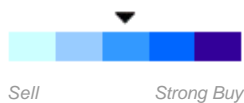
American Equity to Participate in Fireside Chat at KBW Insurance Conference

Data as of 10/17/17 4:02 p.m. ET

Data provided by Nasdaq. Minimum 15 minutes delayed.

### Analyst Estimates / Ratings

Mean Recommendation: 2.6



#### EPS Trend

		Current	30 Days Ago	90 Days Ago
QTR	Sep 17	0.62	0.62	0.61
QTR	Dec 17	0.64	0.64	0.62
QTR	Mar 18	0.65	0.65	0.63
QTR	Jun 18	0.67	0.67	0.64
FY	Dec 17	2.63	2.63	2.50
FY	Dec 18	2.69	2.70	2.60

## SEC Filings

Filing Date	Form
09/08/17	3
08/10/17	SC 13G/A
08/07/17	10-Q
08/02/17	8-K

## Corporate Governance

John M. Matovina	Chairman, Chief Executive Officer & President
Ted M. Johnson	Chief Financial Officer & Treasurer
Ronald J. Grensteiner	President, American Equity Investment Life Insurance Company
Jeffrey D. Lorenzen, CFA	Executive Vice President & Chief Investment Officer
Renee D. Montz	Executive Vice President, General Counsel & Secretary
Jennifer Bryant	Executive Vice President & Chief Human Resources Officer

## Ownership Summary

Shareholders				
	Holders	Value (\$MM)	% O/S	Shares
Institution	349	2327.45	99.9	88,788,822
Mutual Fund	411	1293.29	54.4	48,352,993
Insider *	19	69.12	3.2	2,826,829

\*Insider values reflect direct beneficial ownership.

Top Holders				
	Shares Held	% O/S	Share Change	Filing Date
The Vanguard Group, Inc.	8,934,829	10.1	111,687	07/31/17
BlackRock Institutional Trust Company, N.A.	7,696,971	8.7	-26,858	06/30/17
Dimensional Fund Advisors, L.P.	7,458,013	8.4	38,858	06/30/17
Macquarie Investment Management	3,490,620	3.9	68,124	06/30/17
Apollo Capital Management, L.P.	3,266,544	3.7	688,255	06/30/17
EARNEST Partners, LLC	2,664,332	3.0	23,475	06/30/17
State Street Global Advisors (US)	2,509,520	2.8	-77,043	06/30/17
Pzena Investment Management, LLC	2,437,159	2.7	9,196	06/30/17
Snow Capital Management, L.P.	2,436,424	2.7	448,770	06/30/17
Columbia Threadneedle Investments (US)	2,377,382	2.7	-199,513	06/30/17