

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

PURSUANT TO SECTION 13 or 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

DATE OF REPORT (Date of earliest event reported): **February 23, 2023**



Primerica, Inc.

(Exact Name of Registrant as Specified in Its Charter)

Delaware

001-34680

27-1204330

(State or other jurisdiction of
incorporation)

(Commission File Number)

(IRS Employer
Identification No.)

1 Primerica Parkway
Duluth, Georgia 30099

(Address of Principal Executive Offices, and Zip Code)

(770) 381-1000

(Registrant's telephone number, including area code)

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock	PRI	New York Stock Exchange

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 2.02 Results of Operations and Financial Condition.

On February 23, 2023, Primerica, Inc. (the "Company") announced its results of operations for the quarter ended December 31, 2022. A copy of the press release is attached hereto as Exhibit 99.1.

The information provided pursuant to this Item 2.02, including Exhibit 99.1 in Item 9.01, is "furnished" and shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of such section, and shall not be incorporated by reference in any filing made by the Company under the Exchange Act or the Securities Act of 1933, as amended (the "Securities Act"), except to the extent expressly set forth by specific reference in any such filings.

Use of Non-GAAP Financial Measures

In addition to reporting financial results in accordance with U.S. generally accepted accounting principles ("GAAP"), the Company presents certain non-GAAP financial measures. Specifically, the Company presents adjusted direct premiums, other ceded premiums, adjusted operating revenues, adjusted operating income before income taxes, adjusted net operating income, adjusted stockholders' equity and diluted adjusted operating earnings per share. Adjusted direct premiums and other ceded premiums are net of amounts ceded under coinsurance transactions that were executed concurrent with our initial public offering (the "IPO coinsurance transactions") for all periods presented. We exclude amounts ceded under the IPO coinsurance transactions in measuring adjusted direct premiums and other ceded premiums to present meaningful comparisons of the actual premiums economically maintained by the Company. Amounts ceded under the IPO coinsurance transactions will continue to decline over time as policies terminate within this block of business. Adjusted operating revenues, adjusted operating income before income taxes, adjusted net operating income and diluted adjusted operating earnings per share exclude the impact of investment gains (losses) and fair value mark-to-market ("MTM") investment adjustments, including credit impairments, for all periods presented. We exclude investment gains (losses), including credit impairments, and MTM investment adjustments in measuring these non-GAAP financial measures to eliminate period-over-period fluctuations that may obscure comparisons of operating results due to items such as the timing of recognizing gains (losses) and market pricing variations prior to an invested asset's maturity or sale that are not directly associated with the Company's insurance operations. Adjusted operating income before taxes, adjusted net operating income, and diluted adjusted operating earnings per share also exclude the loss on the extinguishment of debt, transaction-related expenses/recoveries associated with the purchase of e-TeleQuote Insurance, Inc. and subsidiaries (collectively, "e-TeleQuote"), adjustments to share-based compensation expense for shares exchanged in the business combination, and non-cash goodwill impairment charges. We exclude the loss on the extinguishment of debt, e-TeleQuote transaction-related expenses/recoveries and non-cash goodwill impairment charges as these are non-recurring items that will cause incomparability between period-over-period results. We exclude adjustments to share-based compensation expense for shares exchanged in the business combination to eliminate period-over-period fluctuations that may obscure comparisons of operating results primarily due to the volatility of changes in the fair value of shares which were acquired for no additional consideration. Adjusted operating income before income taxes and adjusted net operating income exclude income attributable to the noncontrolling interest to present only the income that is attributable to stockholders of the Company. Adjusted stockholders' equity excludes the impact of net unrealized investment gains (losses) recorded in accumulated other comprehensive income (loss) for all periods presented. We exclude unrealized investment gains (losses) in measuring adjusted stockholders' equity as unrealized gains (losses) from the Company's available-for-sale securities are largely caused by market movements in interest rates and credit spreads that do not necessarily correlate with the cash flows we will ultimately realize when an available-for-sale security matures or is sold.

Our definitions of these non-GAAP financial measures may differ from the definitions of similar measures used by other companies. Management uses these non-GAAP financial measures in making financial,

operating and planning decisions and in evaluating the Company's performance. Furthermore, management believes that these non-GAAP financial measures may provide users with additional meaningful comparisons between current results and results of prior periods as they are expected to be reflective of our core ongoing business. These measures have limitations, and investors should not consider them in isolation or as a substitute for analysis of the Company's results as reported under GAAP.

Reconciliations of GAAP to non-GAAP financial measures are included as attachments to the press release which has been posted in the "Investor Relations" section of our website at <https://investors.primerica.com>.

Item 7.01 Regulation FD Disclosure.

On February 23, 2023, the Company posted to the "Investor Relations" section of its website certain supplemental financial information relating to the quarter ended December 31, 2023. A copy of the supplemental financial information is attached hereto as Exhibit 99.2.

The information provided pursuant to this Item 7.01, including Exhibit 99.2 in Item 9.01, is "furnished" and shall not be deemed to be "filed" for purposes of Section 18 of the Exchange Act, or otherwise subject to the liabilities of such section, and shall not be incorporated by reference in any filing made by the Company under the Exchange Act or the Securities Act, except to the extent expressly set forth by specific reference in any such filings.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

99.1	Press Release dated February 23, 2023 – Primerica Reports Fourth Quarter 2022 Results
99.2	Primerica, Inc. Supplemental Financial Information – Fourth Quarter 2022
104	Cover Page from this Current Report on Form 8-K, formatted in Inline XBRL

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: February 23, 2023

PRIMERICA, INC.

/s/ Alison S. Rand
Alison S. Rand
Executive Vice President and Chief Financial Officer

**PRIMERICA REPORTS FOURTH QUARTER 2022 RESULTS**

Life-licensed sales force grew 4.4% to a record 135,208 representatives

Term Life net premiums increased 5%; adjusted direct premiums increased 6%

Investment and Savings Products sales reached \$10 billion for full year 2022; second largest in Company history despite equity market volatility

Executed a successful senior health Medicare annual enrollment period

Net earnings per diluted share (EPS) of \$3.54; return on stockholders' equity (ROE) 31.6%

Diluted adjusted operating EPS of \$3.49, up 19%; adjusted net operating income return on adjusted stockholders' equity (ROAE) of 27.1%

Duluth, GA, February 23, 2023 – Primerica, Inc. (NYSE: PRI) today announced financial results for the quarter ended December 31, 2022. GAAP revenues were \$686.9 million, down 5% from the prior year period. Net income was \$131.8 million, earnings per diluted share was \$3.54 and ROE was 31.6% for the quarter. Net income, earnings per diluted share and ROE comparisons to the prior year results are not meaningful due to a goodwill impairment charge recognized in the fourth quarter of 2021.

Adjusted net operating revenues of \$684.5 million decreased 5% compared to the prior year's fourth quarter. Adjusted net operating income was \$129.9 million, up 11% while diluted adjusted operating earnings per share of \$3.49 increased 19% year-over-year. ROAE was 27.1% for the quarter. The Company adjusts operating results to exclude non-recurring items that cause incomparability between periods. A reconciliation of non-GAAP to GAAP financial measures is included at the end of this release.

"Our success in 2022 reflects the value of guidance that our sales force brings to middle-income families and the important role they play in encouraging clients to take action," said Glenn Williams, Chief Executive Officer. "For three consecutive years, Primerica has issued more than \$100 billion in term life insurance face amount. And while inflation and market volatility created headwinds, our representatives successfully helped their clients invest \$10 billion in 2022 toward their future financial goals."

Term Life operating results during the fourth quarter reflected a significant reduction in COVID-related death claims year-over-year and continued normalization of policy persistency. Claims were favorable to historical trends in the fourth quarter and rising interest rates positively impacted benefit reserves when the Company locked in its assumptions for new business during the period as further described below. Economic uncertainty continued to pressure equity markets, which adversely impacted sales and client asset values in the Investment and Savings Products ("ISP") segment. Senior health results improved year-over-year as the Company continued to navigate the evolving marketplace.

Comparing results for the year ended December 31, 2022 to the year ended December 31, 2021, income before income taxes of \$493.7 million declined 3%, while adjusted operating income before income taxes of \$567.0 million declined 6%. Term Life pre-tax operating income grew 8% year-over-year, in line with 8% growth in adjusted direct premiums as the impact of the pandemic on the life insurance business faded. ISP pre-tax operating income declined 13% year-over-year driven by the impact of equity market volatility on product sales and client asset values. Higher losses in the Senior Health segment, lower mortgage sales due to rising interest rates and the cost of holding an additional sales force leadership event in 2022 also contributed to the year-over-year decline in operating income.

Fourth Quarter Distribution & Segment Results

Distribution Results

	Q4 2022	Q4 2021	% Change
Life-Licensed Sales Force	135,208	129,515	4 %
Recruits	77,025	73,572	5 %
New Life-Licensed Representatives	11,117	9,296	20 %
Life Insurance Policies Issued	72,544	75,203	(4)%
Life Productivity ⁽¹⁾	0.18	0.19	*
ISP Product Sales (\$ billions)	\$ 2.09	\$ 3.02	(31)%
Average Client Asset Values (\$ billions)	\$ 83.26	\$ 94.81	(12)%
Senior Health Submitted Policies ⁽²⁾	23,060	39,142	(41)%
Senior Health Approved Policies ⁽³⁾	20,705	32,047	(35)%
Closed U.S. Mortgage Volume (\$ million brokered)	\$ 78.9	\$ 330.8	(76)%

⁽¹⁾Life productivity equals policies issued divided by the average number of life insurance licensed representatives per month

⁽²⁾Represents the number of completed applications that, with respect to each such application, the applicant has authorized us to submit to the health insurance carrier

⁽³⁾Represents an estimate of submitted policies approved by health insurance carriers during the indicated period. Not all approved policies will go in force

* Not calculated

Segment Results

	Q4 2022	Q4 2021 (\$ in thousands)	% Change
Adjusted Operating Revenues:			
Term Life Insurance	\$ 430,160	\$ 408,672	5 %
Investment and Savings Products	198,280	247,076	(20)%
Senior Health ⁽¹⁾	27,853	37,504	(26)%
Corporate and Other Distributed Products ⁽¹⁾	28,210	29,746	(5)%
Total adjusted operating revenues ⁽¹⁾	<u>\$ 684,503</u>	<u>\$ 722,998</u>	(5)%
Adjusted Operating Income (Loss) before income taxes:			
Term Life Insurance	\$ 125,321	\$ 102,019	23 %
Investment and Savings Products	57,417	70,699	(19)%
Senior Health ⁽¹⁾	4,285	369	NM
Corporate and Other Distributed Products ⁽¹⁾	(21,913)	(22,345)	(2)%
Total adjusted operating income before income taxes ⁽¹⁾	<u>\$ 165,110</u>	<u>\$ 150,742</u>	10 %

⁽¹⁾See the Non-GAAP Financial Measures section and the Adjusted Operating Results reconciliation tables at the end of this release for additional information.

Life Insurance Licensed Sales Force

The Company continued to capitalize on the attractiveness and flexibility of its entrepreneurial business opportunity, ending 2022 with a record 135,208 independent life-licensed representatives, a 4.4% increase compared to December 31, 2021. Growth in the sales force was supported by strong recruiting over the last 12 months, including 77,025 individuals who joined Primerica during the fourth quarter of 2022. Licensing momentum continued with 11,117 new life-licensed representatives during the fourth quarter of 2022, a 20% increase compared to the prior year period.

Term Life Insurance

The Company issued 72,544 new term life insurance policies during the fourth quarter, decreasing 4% compared to the prior year period, while issued term life face amount was nearly flat year-over-year. The year-over-year decline in sales volume was due to a slow start in October as the sales force anticipated and prepared for the Company's introduction of new life insurance products. Following a successful product launch, momentum started to build again in November and December. We also believe an increased cost-of-living impacted sales to some degree. Productivity remained in its historical range at 0.18 policies per life-licensed representative per month versus 0.19 in the prior year period.

Fourth quarter revenues of \$430.2 million increased 5% year-over-year, driven by 6% growth in adjusted direct premiums, while pre-tax income of \$125.3 million increased 23% due primarily to a reduction in benefits and claims. The benefits and claims ratio, which is typically lower in the fourth quarter due to seasonally weaker persistency, was 56.6%. The ratio reflects claims that were \$3 million favorable to historical trends in the current period compared to excess claims of \$19 million driven largely by COVID in the prior year period. In addition, the Company's annual process to lock in new business assumptions under current GAAP, which historically takes place during the fourth quarter, resulted in

a reserve reduction of \$4 million primarily due to higher interest rates. Finally, the administrative reprocessing of certain reinsurance transactions lowered benefits and claims by \$2 million.

Persistency has largely normalized in the aggregate, however, lapse rates remained elevated for policies written at the height of the pandemic, while lapses for policies issued prior to the pandemic were generally lower. The DAC amortization ratio of 16.6% for the quarter reflects seasonally weaker persistency and is largely in line with fourth quarter ratios prior to the pandemic. The fourth quarter operating margin was 21.5% compared to 18.6% in the prior year period.

Investment and Savings Products

Total ISP sales during the quarter were \$2.1 billion, or 31% lower than the prior year period. Heightened market volatility and economic uncertainty continued to impact investor confidence, pressuring sales and client asset values. However, the Company recorded net inflows of \$649 million during the quarter with redemption levels remaining just below 2% of the beginning of quarter assets, which continues to reflect clients' commitment to their long-term investment objectives. Client asset values ended the year at \$83.9 billion, down 14% compared to December 31, 2021.

Revenues of \$198.3 million declined 20% and pre-tax income of \$57.4 million declined 19% year-over-year due to 35% lower sales-based revenue generating sales and 12% lower average client asset values. Sales-based and asset-based commission revenues and expenses generally declined in line with their related drivers.

Senior Health

Results reflected seasonally heightened activity associated with the Medicare annual enrollment period ("AEP") with nearly 21,000 policies approved during the fourth quarter. As intended, the Company approved fewer policies than the approximately 32,000 approved in the prior year period as it continues to evaluate emerging profitability dynamics in the sector. The lifetime value of commissions per approved policy ("LTV") was \$888 and the contract acquisition costs per approved policy ("CAC") was \$722, for an LTV/CAC ratio of 1.2x for the period.

Revenues of \$27.9 million declined year-over-year as a result of a lower number of approved policies. The Company recognized a positive revenue adjustment of \$3.8 million this quarter, largely to reflect the final first year commission collections on 2022 effective policies that was higher than assumed throughout the year. The adjustment increased first year commission revenues to match the actual cash received during the year since these commissions are no longer subject to chargeback. The Company made progress in efficiently procuring and utilizing leads as reflected in a 21% year-over-year improvement of CAC. Adjusted operating income before taxes was \$4.3 million in the fourth quarter of 2022 versus adjusted operating income attributable to Primerica of \$0.4 million in the prior year period. The Company did not need to provide any funding to the Senior Health segment during the quarter.

Corporate and Other Distributed Products

During the fourth quarter, the segment recorded an adjusted operating loss before income taxes of \$21.9 million compared to a \$22.3 million loss in the prior year period. The segment had strong growth in allocated net investment income as described further on a consolidated basis below. Higher market interest rates continued to adversely impact mortgage loan volume. Insurance and other operating expenses increased as a result of general corporate expenditures, including employee compensation and investments in technology. Additionally, interest expense was lower year-over-year, reflecting an overlap of interest obligation during the issuance of new senior notes in 2021.

Invested Asset Portfolio

Consolidated net investment income increased \$8.5 million compared to the prior year period, reflecting higher yields on new investments and growth in the size of the invested asset portfolio. About half of the increase was allocated to the Term Life segment as the in-force business continues to grow with the remainder recorded in Corporate and Other Distributed Products.

The invested asset portfolio ended the quarter with an unrealized loss of \$306 million, compared to an unrealized loss of \$321 million at September 30, 2022 reflecting relatively unchanged Treasury rates, but tighter credit spreads during the period. The Company does not believe the unrealized loss is due to significant credit concerns but is instead due to increasing interest rates and intends to hold these investments until maturity.

Taxes

The effective tax rate during the fourth quarter was 21.3% compared to 47.9% in the fourth quarter of 2021. The 2021 period included a goodwill impairment charge for which the Company does not receive a tax benefit. Excluding the goodwill impairment charge, the effective tax rate in the fourth quarter of 2021 was 22.3%. The effective tax rate in the fourth quarter of 2022 includes a current period tax benefit from revaluing the Canadian deferred tax asset to reflect an incremental Canadian federal tax enacted in December. The incremental Canadian tax is imposed on taxable income in excess of \$100 million for banks and life insurance companies.

Capital

During the quarter, the Company repurchased \$32.0 million of common stock, for a total of \$356.3 million in 2022, resulting in completion of its prior authorization. As announced in November 2022, the Company received a new authorization for a \$375 million share repurchase program in 2023. The Board of Directors has also approved a dividend of \$0.65 per share, payable on March 14, 2023, to stockholders of record on February 21, 2023.

The Company has a strong balance sheet, including invested assets and cash at the holding company of \$307 million. Primerica Life Insurance Company's statutory risk-based capital (RBC) ratio was estimated to be about 475% as of December 31, 2022.

Non-GAAP Financial Measures

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Earnings Webcast Information

Primerica will hold a webcast on Friday, February 24, 2023 at 10:00 a.m. Eastern, to discuss the quarter's results. To access the webcast, go to <https://investors.primerica.com> at least 15 minutes prior to the event to register, download and install any necessary software. A replay of the call will be available for approximately 30 days. This release and a detailed financial supplement will be posted on Primerica's website.

Forward-Looking Statements

Except for historical information contained in this press release, the statements in this release are forward-looking and made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements contain known and unknown risks and uncertainties that may cause our actual results in future periods to differ materially from anticipated or projected results. Those risks and uncertainties include, among others, our failure to continue to attract and license new recruits, retain sales representatives or license or maintain the licensing of sales representatives; new laws or regulations that could apply to our distribution model, which could require us to modify our distribution structure; changes to the independent contractor status of sales representatives; our or sales representatives' violation of or non-compliance with laws and regulations; any failure to protect the confidentiality of client information; differences between our actual experience and our expectations regarding mortality or persistency as reflected in the pricing for our insurance policies; changes in federal, state and provincial legislation or regulation that affects our insurance, investment product and mortgage businesses; our failure to meet regulatory capital ratios or other minimum capital and surplus requirements; a significant downgrade by a ratings organization; the failure of our reinsurers or reserve financing counterparties to perform their obligations; the failure of our investment products to remain competitive with other investment options or the loss of our relationship with one or more of the companies whose investment products we provide; litigation and regulatory investigations and actions concerning us or sales representatives; heightened standards of conduct or more stringent licensing requirements for sales representatives; inadequate policies and procedures regarding suitability review of client transactions; revocation of our subsidiary's status as a non-bank custodian; economic down cycles that impact our

business, financial condition and results of operations; major public health pandemics, epidemics or outbreaks or other catastrophic events; the failure of our information technology systems, breach of our information security, failure of our business continuity plan or the loss of the Internet; the effects of credit deterioration and interest rate fluctuations on our invested asset portfolio and other assets; incorrectly valuing our investments; changes in accounting standards may impact how we record and report our financial condition and results of operations; the inability of our subsidiaries to pay dividends or make distributions; litigation and regulatory investigations and actions; a significant change in the competitive environment in which we operate; the loss of key personnel or sales force leaders; any acquisition or investment in businesses that do not perform as we expect or are difficult to integrate; due to our very limited history with e-TeleQuote, we cannot be certain that its business will be successful or that we will successfully address any risks not known to us that may become material; a failure by e-TeleQuote to comply with the requirements of the United States government's Centers for Medicare and Medicaid Services and those of its carrier partners; legislative or regulatory changes to Medicare Advantage or changes to the implementing guidance by the Centers for Medicare and Medicaid Services; e-TeleQuote's inability to acquire or generate leads on commercially viable terms, convert leads to sales or if customer policy retention is lower than assumed; e-TeleQuote's inability to enroll individuals during the Medicare annual election period; the loss of a key carrier, or the modification of commission rates or underwriting practices with a key carrier partner could adversely affect e-TeleQuote's business; cyber-attack(s), security breaches or if e-TeleQuote is otherwise unable to safeguard the security and privacy of confidential data, including personal health information; and fluctuations in the market price of our common stock or Canadian currency exchange rates. These and other risks and uncertainties affecting us are more fully described in our filings with the Securities and Exchange Commission, which are available in the "Investor Relations" section of our website at <https://investors.primerica.com>. Primerica assumes no duty to update its forward-looking statements as of any future date.

About Primerica, Inc.

Primerica, Inc., headquartered in Duluth, GA, is a leading provider of financial services to middle-income households in North America. Independent licensed representatives educate Primerica clients about how to better prepare for a more secure financial future by assessing their needs and providing appropriate solutions through term life insurance, which we underwrite, and mutual funds, annuities and other financial products, which we distribute primarily on behalf of third parties. We insured over 5.7 million lives and had over 2.7 million client investment accounts on December 31, 2021. Primerica, through its insurance company subsidiaries, was the #2 issuer of Term Life insurance coverage in the United States and Canada in 2021. Primerica stock is included in the S&P MidCap 400 and the Russell 1000 stock indices and is traded on The New York Stock Exchange under the symbol "PRI".

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PRIMERICA, INC. AND SUBSIDIARIES
Condensed Consolidated Balance Sheets

(Unaudited)
December 31, 2022 December 31, 2021
(In thousands)

Assets			
Investments:			
Fixed-maturity securities available-for-sale, at fair value	\$	2,495,456	\$ 2,702,567
Fixed-maturity security held-to-maturity, at amortized cost		1,444,920	1,379,100
Short-term investments available-for-sale, at fair value		69,406	85,243
Equity securities, at fair value		35,404	42,551
Trading securities, at fair value		3,698	24,355
Policy loans and other invested assets		48,713	30,612
Total investments		4,097,597	4,264,428
Cash and cash equivalents		489,240	392,501
Accrued investment income		20,885	18,702
Reinsurance recoverables		4,015,909	4,268,419
Deferred policy acquisition costs, net		3,081,886	2,943,782
Renewal commissions receivable		200,043	231,751
Agent balances, due premiums and other receivables		254,276	257,675
Goodwill		127,707	179,154
Intangible assets		185,525	195,825
Income taxes		101,333	81,799
Operating lease right-of-use assets		40,500	47,942
Other assets		428,259	441,253
Separate account assets		2,305,717	2,799,992
Total assets	\$	<u>15,348,877</u>	\$ <u>16,123,223</u>
Liabilities and Stockholders' Equity			
Liabilities:			
Future policy benefits	\$	7,390,800	\$ 7,138,649
Unearned and advance premiums		15,422	16,437
Policy claims and other benefits payable		538,250	585,382
Other policyholders' funds		483,769	501,823
Notes payable - short term		-	15,000
Notes payable - long term		592,905	592,102
Surplus note		1,444,469	1,378,585
Income taxes		128,333	241,311
Operating lease liabilities		45,995	53,920
Other liabilities		580,780	615,710
Payable under securities lending		100,938	94,529
Separate account liabilities		2,305,717	2,799,992
Total liabilities		13,627,378	14,033,440
Temporary Stockholders' Equity			
Redeemable noncontrolling interests in consolidated entities		-	7,271
Permanent Stockholders' equity			
Equity attributable to Primerica, Inc.:			
Common stock		368	394
Paid-in capital		-	5,224
Retained earnings		1,973,403	2,004,506
Accumulated other comprehensive income (loss), net of income tax		(252,272)	72,388
Total permanent stockholders' equity		1,721,499	2,082,512
Total liabilities and temporary and permanent stockholders' equity	\$	<u>15,348,877</u>	\$ <u>16,123,223</u>

PRIMERICA, INC. AND SUBSIDIARIES
Condensed Consolidated Statements of Income
(Unaudited)

	Three months ended December 31,	
	2022	2021
	<i>(In thousands, except per-share amounts)</i>	
Revenues:		
Direct premiums	\$ 812,481	\$ 794,344
Ceded premiums	(406,088)	(405,147)
Net premiums	406,393	389,197
Commissions and fees	226,720	288,285
Net investment income	28,530	20,001
Investment gains (losses)	2,845	1,995
Other, net	22,451	24,616
Total revenues	686,939	724,094
Benefits and expenses:		
Benefits and claims	154,130	187,192
Amortization of deferred policy acquisition costs	93,776	68,575
Sales commissions	103,162	139,842
Insurance expenses	58,883	53,359
Insurance commissions	7,280	8,542
Contract acquisition costs	14,952	29,264
Interest expense	6,768	8,804
Goodwill impairment loss	-	76,000
Loss on extinguishment of debt	-	8,927
Other operating expenses	80,442	77,291
Total benefits and expenses	519,393	657,796
Income before income taxes	167,546	66,298
Income taxes	35,706	31,788
Net income	\$ 131,840	\$ 34,510
Net income attributable to noncontrolling interests	-	(360)
Net income attributable to Primerica, Inc.	\$ 131,840	\$ 34,870
Earnings per share attributable to common stockholders:		
Basic earnings per share	\$ 3.55	\$ 0.88
Diluted earnings per share	\$ 3.54	\$ 0.87
Weighted-average shares used in computing earnings per share:		
Basic	36,974	39,568
Diluted	37,081	39,691

PRIMERICA, INC. AND SUBSIDIARIES
Condensed Consolidated Statements of Income
(Unaudited)

	Year ended December 31,	
	2022	2021
	<i>(In thousands, except per-share amounts)</i>	
Revenues:		
Direct premiums	\$ 3,230,120	\$ 3,122,148
Ceded premiums	(1,629,892)	(1,616,264)
Net premiums	1,600,228	1,505,884
Commissions and fees	944,676	1,042,813
Net investment income	93,065	80,588
Investment gains (losses)	(995)	5,872
Other, net	83,159	74,575
Total revenues	2,720,133	2,709,732
Benefits and expenses:		
Benefits and claims	665,749	722,753
Amortization of deferred policy acquisition costs	356,143	251,179
Sales commissions	462,764	522,308
Insurance expenses	235,405	202,605
Insurance commissions	30,261	34,532
Contract acquisition costs	68,431	52,788
Interest expense	27,237	30,618
Goodwill impairment loss	60,000	76,000
Loss on extinguishment of debt	-	8,927
Other operating expenses	320,394	296,851
Total benefits and expenses	2,226,384	2,198,561
Income before income taxes	493,749	511,171
Income taxes	125,775	139,191
Net income	<u>\$ 367,974</u>	<u>\$ 371,980</u>
Net income (loss) attributable to noncontrolling interests	(5,038)	(1,377)
Net income attributable to Primerica, Inc.	<u>\$ 373,012</u>	<u>\$ 373,357</u>
Earnings per share attributable to common stockholders:		
Basic earnings per share	<u>\$ 9.77</u>	<u>\$ 9.41</u>
Diluted earnings per share	<u>\$ 9.74</u>	<u>\$ 9.38</u>
Weighted-average shares used in computing earnings per share:		
Basic	<u>37,997</u>	<u>39,530</u>
Diluted	<u>38,106</u>	<u>39,652</u>

PRIMERICA, INC. AND SUBSIDIARIES
Consolidated Adjusted Operating Results Reconciliation
(Unaudited – in thousands, except per share amounts)

	Three months ended December 31,		% Change
	2022	2021	
Total revenues	\$ 686,939	\$ 724,094	(5)%
Less: Investment gains (losses)	2,845	1,995	
Less: 10% deposit asset MTM included in NII	(409)	(899)	
Adjusted operating revenues	<u>\$ 684,503</u>	<u>\$ 722,998</u>	(5)%
Income before income taxes	\$ 167,546	\$ 66,298	153%
Less: Investment gains (losses)	2,845	1,995	
Less: 10% deposit asset MTM included in NII	(409)	(899)	
Less: e-TeleQuote transaction-related expenses	-	(812)	
Less: Equity comp for awards exchanged during acquisition	-	739	
Less: Noncontrolling interest	-	(540)	
Less: Goodwill impairment	-	(76,000)	
Less: Loss on extinguishment of debt	-	(8,927)	
Adjusted operating income before income taxes	<u>\$ 165,110</u>	<u>\$ 150,742</u>	10%
Net income	\$ 131,840	\$ 34,510	282%
Less: Investment gains (losses)	2,845	1,995	
Less: 10% deposit asset MTM included in NII	(409)	(899)	
Less: e-TeleQuote transaction-related expenses	-	(812)	
Less: Equity comp for awards exchanged during acquisition	-	739	
Less: Noncontrolling interest	-	(540)	
Less: Goodwill impairment	-	(76,000)	
Less: Loss on extinguishment of debt	-	(8,927)	
Less: Tax impact of preceding items	(520)	1,945	
Adjusted net operating income	<u>\$ 129,924</u>	<u>\$ 117,009</u>	11%
Diluted earnings per share ⁽¹⁾	\$ 3.54	\$ 0.87	307%
Less: Net after-tax impact of operating adjustments	0.05	(2.07)	
Diluted adjusted operating earnings per share ⁽¹⁾	<u>\$ 3.49</u>	<u>\$ 2.94</u>	19%

⁽¹⁾Percentage change in earnings per share is calculated prior to rounding per share amounts.

PRIMERICA, INC. AND SUBSIDIARIES
Consolidated Adjusted Operating Results Reconciliation
(Unaudited – in thousands, except per share amounts)

	Year ended December 31,		% Change
	2022	2021	
Total revenues	\$ 2,720,133	\$ 2,709,732	0 %
Less: Investment gains (losses)	(995)	5,872	
Less: 10% deposit asset MTM included in NII	(3,830)	(2,502)	
Adjusted operating revenues	<u>\$ 2,724,958</u>	<u>\$ 2,706,362</u>	1 %
Income before income taxes	\$ 493,749	\$ 511,171	(3) %
Less: Investment gains (losses)	(995)	5,872	
Less: 10% deposit asset MTM included in NII	(3,830)	(2,502)	
Less: e-TeleQuote transaction-related expenses	1,992	(12,948)	
Less: Equity comp for awards exchanged during acquisition	(3,584)	1,744	
Less: Noncontrolling interest	(6,797)	(2,005)	
Less: Goodwill impairment	(60,000)	(76,000)	
Less: Loss on extinguishment of debt	-	(8,927)	
Adjusted operating income before income taxes	<u>\$ 566,963</u>	<u>\$ 605,937</u>	(6) %
Net income	\$ 367,974	\$ 371,980	(1) %
Less: Investment gains (losses)	(995)	5,872	
Less: 10% deposit asset MTM included in NII	(3,830)	(2,502)	
Less: e-TeleQuote transaction-related expenses	1,992	(12,948)	
Less: Equity comp for awards exchanged during acquisition	(3,584)	1,744	
Less: Noncontrolling interest	(6,797)	(2,005)	
Less: Goodwill impairment	(60,000)	(76,000)	
Less: Loss on extinguishment of debt	-	(8,927)	
Less: Tax impact of preceding items	3,303	4,548	
Adjusted net operating income	<u>\$ 437,885</u>	<u>\$ 462,197</u>	(5) %
Diluted earnings per share ⁽¹⁾	\$ 9.74	\$ 9.38	4 %
Less: Net after-tax impact of operating adjustments	(1.69)	(2.23)	
Diluted adjusted operating earnings per share ⁽¹⁾	<u>\$ 11.44</u>	<u>\$ 11.61</u>	(1) %

⁽¹⁾ Percentage change in earnings per share is calculated prior to rounding per share amounts.

TERM LIFE INSURANCE SEGMENT
Adjusted Premiums Reconciliation
(Unaudited – in thousands)

	Three months ended December 31,		% Change
	2022	2021	
Direct premiums	\$ 807,796	\$ 789,325	2 %
Less: Premiums ceded to IPO coinsurers	224,240	239,828	
Adjusted direct premiums	583,556	549,497	6 %
Ceded premiums	(404,174)	(403,184)	
Less: Premiums ceded to IPO coinsurers	(224,240)	(239,828)	
Other ceded premiums	(179,934)	(163,356)	
Net premiums	<u>\$ 403,622</u>	<u>\$ 386,141</u>	5 %

SENIOR HEALTH SEGMENT
Adjusted Operating Results Reconciliation
(Unaudited – in thousands)

	Three months ended December 31,		2022	2021	% Change
Income/(loss) before income taxes	\$	4,285	\$	(76,560)	NM
Less: e-TeleQuote transaction-related costs		-		(389)	
Less: Noncontrolling interest		-		(540)	
Less: Goodwill impairment		-		(76,000)	
Adjusted operating income before taxes	\$	<u>4,285</u>	\$	<u>369</u>	NM

CORPORATE AND OTHER DISTRIBUTED PRODUCTS SEGMENT
Adjusted Operating Results Reconciliation
(Unaudited – in thousands)

	Three months ended December 31,		2022	2021	% Change
Total revenues	\$	30,646	\$	30,842	(1)%
Less: Investment gains (losses)		2,845		1,995	
Less: 10% deposit asset MTM included in NII		(409)		(899)	
Adjusted operating revenues	\$	<u>28,210</u>	\$	<u>29,746</u>	(5)%
Loss before income taxes	\$	(19,477)	\$	(29,860)	(35)%
Less: Investment gains (losses)		2,845		1,995	
Less: 10% deposit asset MTM included in NII		(409)		(899)	
Less: e-TeleQuote transaction-related expenses		-		(423)	
Less: Equity comp for awards exchanged during acquisition		-		739	
Less: Loss on extinguishment of debt		-		(8,927)	
Adjusted operating loss before income taxes	\$	<u>(21,913)</u>	\$	<u>(22,345)</u>	(2)%

PRIMERICA, INC. AND SUBSIDIARIES
Adjusted Stockholders' Equity Reconciliation
(Unaudited – in thousands)

	December 31, 2022	December 31, 2021	% Change
Stockholders' equity ⁽¹⁾	\$ 1,721,499	\$ 2,082,512	(17)%
Less: Unrealized net investment gains (losses) recorded in stockholders' equity, net of income tax	(240,869)	63,777	
Adjusted stockholders' equity ⁽¹⁾	<u>\$ 1,962,368</u>	<u>\$ 2,018,735</u>	(3)%

⁽¹⁾ Reflects the Company's permanent stockholders' equity and does not include temporary stockholders' equity.



Supplemental Financial Information Fourth Quarter 2022

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This document may contain forward-looking statements and information. Additional information and factors that could cause actual results to differ materially from any forward-looking statements or information in this document is available in our Form 10-K for the year ended December 31, 2021.

Fourth Quarter 2022

This document is a financial supplement to our fourth quarter 2022 earnings release. It is designed to enable comprehensive analysis of our ongoing business using the same core metrics that our management utilizes in assessing our business and making strategic and operational decisions. Throughout this document we provide financial information that is derived from our U.S. GAAP financial statements and adjusted for three different purposes, as follows:

•Operating adjustments exclude the impact of investment gains/losses, including credit impairments, mark-to-market (MTM) investment adjustments, loss on the extinguishment of debt, transaction-related expenses/recoveries associated with the purchase of e-TeleQuote Insurance, Inc. and subsidiaries (collectively, "e-TeleQuote"), adjustments to share-based compensation expense for shares exchanged in the business combination, and non-cash goodwill impairment charges. We exclude investment gains/losses, including credit impairments, and MTM investment adjustments in measuring adjusted operating revenues to eliminate period-over-period fluctuations that may obscure comparisons of operating results due to items such as the timing of recognizing gains and losses and other factors prior to an invested asset's maturity or sale that are not directly associated the Company's insurance operations. We exclude the loss on the extinguishment of debt, e-TeleQuote transaction-related expenses/recoveries, and non-cash goodwill impairment charges in our non-GAAP financial measures as such expenses are non-recurring items that will cause incomparability between period-over-period results. We exclude adjustments to share-based compensation expense for shares exchanged in the business combination to eliminate period-over-period fluctuations that may obscure comparisons of operating results primarily due to the volatility of changes in the fair value of shares which were acquired for no additional consideration. Adjusted operating income before income taxes and adjusted net operating income exclude income attributable to the noncontrolling interest to present only the income that is attributable to stockholders of the Company.

•Adjusted stockholders' equity refers to the removal of the impact of net unrealized gains and losses on invested assets. We exclude unrealized investment gains and losses in measuring adjusted stockholders' equity as unrealized gains and losses from the Company's invested assets are largely caused by market movements in interest rates and credit spreads that do not necessarily correlate with the cash flows we will ultimately realize when an invested asset matures or is sold.

•IPO coinsurance transactions adjustments relate to transactions in the first quarter of 2010, where we coinsured between 80% and 90% of our business that was in-force at year-end 2009 to entities then affiliated with Citigroup Inc. that were executed concurrent with our initial public offering (IPO). We exclude amounts ceded under the IPO coinsurance transactions in measuring adjusted direct premiums and other ceded premiums to present meaningful comparisons of the actual premiums economically maintained by the Company. Amounts ceded under the IPO coinsurance transactions will continue to decline over time as policies terminate within this block of business.

Management utilizes these non-GAAP financial measures in managing the business and believes they present relevant and meaningful analytical metrics for evaluating the ongoing business. Reconciliations of non-GAAP to GAAP financial measures are included in this financial supplement.

Certain items throughout this supplement may not add due to rounding and as such, may not agree to other public reporting of the respective item. Certain items throughout this supplement are noted as 'na' to indicate not applicable. Certain variances are noted as 'nm' to indicate not meaningful. Certain reclassifications have been made to prior-period amounts to conform to current-period reporting classifications. These reclassifications had no impact on net income or total stockholders' equity.

Condensed Balance Sheets and Reconciliation of Balance Sheet Non-GAAP to GAAP Financial Measures

PRIMERICA, INC.
Financial Supplement

(Dollars in thousands)	Dec 31, 2020	Mar 31, 2021	Jun 30, 2021	Sep 30, 2021	Dec 31, 2021	Mar 31, 2022	Jun 30, 2022	Sep 30, 2022	Dec 31, 2022
Condensed Balance Sheets									
Assets:									
Investments and cash excluding securities held to maturity	\$ 3,096,703	\$ 3,133,860	\$ 3,431,825	\$ 3,056,395	\$ 3,277,830	\$ 3,191,154	\$ 3,048,974	\$ 2,981,598	\$ 3,141,919
Securities held to maturity	1,346,350	1,362,210	1,368,740	1,376,090	1,379,100	1,390,310	1,415,940	1,433,760	1,444,920
Total investments and cash	4,443,053	4,496,070	4,800,565	4,432,485	4,656,930	4,581,464	4,464,914	4,415,358	4,586,839
Due from reinsurers	4,273,904	4,345,483	4,239,510	4,278,322	4,268,419	4,240,481	4,069,039	4,033,897	4,015,909
Deferred policy acquisition costs	2,629,644	2,712,169	2,808,347	2,877,921	2,943,782	2,994,367	3,028,511	3,049,102	3,081,886
Goodwill	—	—	—	224,180	179,154	179,154	187,707	127,707	127,707
Other assets	899,165	921,236	925,621	1,330,620	1,274,946	1,242,457	1,219,847	1,209,471	1,230,820
Separate account assets	2,659,520	2,638,901	2,745,827	2,672,606	2,799,992	2,696,891	2,358,987	2,206,608	2,305,717
	14,905,28	15,113,85	15,519,87	15,816,13	16,123,22	15,934,81	15,329,00	15,042,14	15,348,87
Total assets	\$ 6	\$ 8	\$ 1	\$ 5	\$ 2	\$ 3	\$ 5	\$ 3	\$ 7
Liabilities:									
Future policy benefits	\$ 6,790,557	\$ 6,885,115	\$ 6,984,272	\$ 7,057,599	\$ 7,138,649	\$ 7,216,597	\$ 7,276,278	\$ 7,314,688	\$ 7,390,800
Other policy liabilities	984,612	1,020,349	977,373	1,054,925	1,103,642	1,108,047	999,789	1,005,195	1,037,440
Income taxes	223,496	235,233	204,197	260,264	241,311	217,326	164,971	129,347	128,333
Other liabilities	618,874	633,719	641,025	668,643	669,631	683,865	646,660	659,582	626,776
Debt obligations	374,415	374,511	499,606	514,702	607,102	598,303	592,504	592,705	592,905
Surplus note	1,345,772	1,361,648	1,368,194	1,375,559	1,378,585	1,389,811	1,415,457	1,433,293	1,444,469
Payable under securities lending	72,154	87,190	80,613	105,264	94,529	93,171	96,603	80,754	100,938
Separate account liabilities	2,659,520	2,638,901	2,745,827	2,672,606	2,799,992	2,696,891	2,358,987	2,206,608	2,305,717
	13,069,40	13,236,66	13,501,10	13,709,56	14,033,44	14,004,01	13,551,24	13,422,17	13,627,37
Total liabilities	1	6	7	3	2	1	9	1	9
Redeemable noncontrolling interest	\$ —	\$ —	\$ —	\$ 7,631	\$ 7,271	\$ 4,616	\$ 2,233	\$ —	\$ —
Stockholders' equity:									
Common stock (\$0.01 par value) (1)	393	394	394	395	394	388	378	370	368
Paid-in capital	(0)	8,138	12,880	17,454	5,224	(0)	(0)	(0)	(0)
Retained earnings	1,705,786	1,785,037	1,894,539	1,988,324	2,004,506	1,980,467	1,948,244	1,887,952	1,973,403
Treasury stock	—	—	—	—	—	—	—	—	—
Accumulated other comprehensive income (loss), net:									
Net unrealized gains (losses)	128,128	77,053	96,990	84,701	63,775	(66,439)	(175,746)	(252,913)	(240,869)
Cumulative translation adjustment	1,578	6,570	13,960	8,068	6,611	11,769	2,648	(15,437)	(11,404)
Total stockholders' equity (2)	1,835,885	1,877,192	2,018,764	2,098,941	2,082,510	1,926,185	1,775,524	1,619,971	1,721,498
	14,905,28	15,113,85	15,519,87	15,816,13	16,123,22	15,934,81	15,329,00	15,042,14	15,348,87
Total liabilities and stockholders' equity	\$ 6	\$ 8	\$ 1	\$ 5	\$ 2	\$ 3	\$ 5	\$ 3	\$ 7
Reconciliation of Total Stockholders' Equity to Adjusted Stockholders' Equity									
Total stockholders' equity	\$ 1,835,885	\$ 1,877,192	\$ 2,018,764	\$ 2,098,941	\$ 2,082,510	\$ 1,926,185	\$ 1,775,524	\$ 1,619,971	\$ 1,721,498
Less: Net unrealized gains (losses)	128,128	77,053	96,990	84,701	63,775	(66,439)	(175,746)	(252,913)	(240,869)
Adjusted stockholders' equity	\$ 1,707,757	\$ 1,800,139	\$ 1,921,774	\$ 2,014,241	\$ 2,018,735	\$ 1,992,624	\$ 1,951,270	\$ 1,872,885	\$ 1,962,368
Adjusted Stockholders' Equity Rollforward									
Balance, beginning of period	\$ 1,614,688	\$ 1,707,757	\$ 1,800,139	\$ 1,921,774	\$ 2,014,241	\$ 2,018,735	\$ 1,992,624	\$ 1,951,270	\$ 1,872,885
Net Income attributable to Primerica, Inc.	100,084	97,872	128,162	112,456	34,868	81,418	107,947	51,807	131,840
Shareholder dividends	(15,851)	(18,620)	(18,660)	(18,671)	(18,686)	(21,645)	(21,178)	(20,571)	(20,389)
Retirement of shares and warrants	(13,426)	(5,966)	(521)	(88)	(18,829)	(103,862)	(127,963)	(97,515)	(32,098)
Net foreign currency translation adjustment	16,398	4,992	7,390	(5,892)	543	3,158	(9,121)	(18,086)	4,034
Other, net	5,864	14,105	5,264	4,662	6,597	14,820	8,961	5,979	6,096
Balance, end of period	\$ 1,707,757	\$ 1,800,139	\$ 1,921,774	\$ 2,014,241	\$ 2,018,735	\$ 1,992,624	\$ 1,951,270	\$ 1,872,885	\$ 1,962,368
Deferred Policy Acquisition Costs Rollforward									
Balance, beginning of period	\$ 2,532,409	\$ 2,629,644	\$ 2,712,169	\$ 2,808,347	\$ 2,877,921	\$ 2,943,782	\$ 2,994,367	\$ 3,028,511	\$ 3,049,102
General expenses deferred	9,510	10,558	10,055	9,248	9,062	9,519	9,321	9,726	9,283
Commission costs deferred	128,084	134,188	136,085	129,287	124,515	123,739	119,794	119,734	113,479
Amortization of deferred policy acquisition costs	(53,342)	(66,105)	(54,286)	(62,214)	(68,575)	(86,063)	(85,379)	(90,925)	(93,776)
Foreign currency impact and other, net	12,984	3,884	4,324	(6,748)	858	3,390	(9,593)	(17,943)	3,797
Balance, end of period	\$ 2,629,644	\$ 2,712,169	\$ 2,808,347	\$ 2,877,921	\$ 2,943,782	\$ 2,994,367	\$ 3,028,511	\$ 3,049,102	\$ 3,081,886

(1) Outstanding common shares exclude restricted stock units.

(2) Reflects the company's permanent stockholders' equity and does not include temporary stockholders' equity.

Financial Results and Other Statistical Data

									YOY Q4		YOY YTD			
	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	\$/# Change	% Change	YTD 2021	YTD 2022	\$/# Change	% Change
<i>(Dollars in thousands, except per-share data)</i>														
Earnings per Share														
Basic earnings per share:														
Weighted-average common shares and fully vested equity awards	39,455,948	39,530,691	39,560,786	39,568,470	39,221,003	38,385,520	37,438,254	36,973,967	(2,594,503)	-6.6%	39,529,786	37,996,978	(1,532,808)	-3.9%
Net income attributable to Primerica, Inc.	\$ 97,872	\$ 128,162	\$ 112,456	\$ 34,868	\$ 81,418	\$ 107,947	\$ 51,807	\$ 0	\$ 2	nm	\$ 373,357	\$ 373,012	\$ (345)	-0.1%
Less income attributable to unvested participating securities	(417)	(525)	(458)	(141)	(337)	(477)	(244)	(632)	(491)	nm	(1,533)	(1,684)	(151)	-9.8%
Net income used in computing basic EPS	\$ 97,455	\$ 127,636	\$ 111,997	\$ 34,728	\$ 81,081	\$ 107,470	\$ 51,563	\$ 9	\$ 1	nm	\$ 371,824	\$ 371,323	\$ (501)	-0.1%
Basic earnings per share	\$ 2.47	\$ 3.23	\$ 2.83	\$ 0.88	\$ 2.07	\$ 2.80	\$ 1.38	\$ 3.55	\$ 2.67	nm	\$ 9.41	\$ 9.77	\$ 0.37	3.9%
Adjusted net operating income	\$ 97,129	\$ 129,355	\$ 118,708	\$ 117,007	\$ 83,333	\$ 110,701	\$ 113,928	\$ 129,924	\$ 12,917	11.0%	\$ 462,199	\$ 437,886	\$ (24,313)	-5.3%
Less operating income attributable to unvested participating securities	(414)	(530)	(484)	(472)	(345)	(490)	(537)	(622)	(150)	31.9%	(1,898)	(1,977)	(79)	-4.1%
Adjusted net operating income used in computing basic operating EPS	\$ 96,715	\$ 128,825	\$ 118,224	\$ 116,535	\$ 82,988	\$ 110,213	\$ 113,391	\$ 129,302	\$ 12,767	11.0%	\$ 460,301	\$ 435,909	\$ (24,392)	-5.3%
Basic adjusted operating income per share	\$ 2.45	\$ 3.26	\$ 2.99	\$ 2.95	\$ 2.12	\$ 2.87	\$ 3.03	\$ 3.50	\$ 0.55	18.7%	\$ 11.64	\$ 11.47	\$ (0.17)	-1.5%
Diluted earnings per share:														
Weighted-average common shares and fully vested equity awards	39,455,948	39,530,691	39,560,786	39,568,470	39,221,003	38,385,520	37,438,254	36,973,967	(2,594,503)	-6.6%	39,529,786	37,996,978	(1,532,808)	-3.9%
Dilutive impact of contingently issuable shares	124,505	121,595	117,923	122,929	110,941	115,058	102,810	107,245	(15,684)	12.8%	121,738	109,014	(12,724)	10.5%
Shares used to calculate diluted EPS	39,580,453	39,652,286	39,678,709	39,691,399	39,331,944	38,500,578	37,541,064	37,081,212	(2,610,187)	-6.6%	39,651,524	38,105,992	(1,545,532)	-3.9%
Net income attributable to Primerica, Inc.	\$ 97,872	\$ 128,162	\$ 112,456	\$ 34,868	\$ 81,418	\$ 107,947	\$ 51,807	\$ 0	\$ 2	nm	\$ 373,357	\$ 373,012	\$ (345)	-0.1%
Less income attributable to unvested participating securities	(416)	(524)	(457)	(140)	(337)	(476)	(244)	(630)	(490)	nm	(1,529)	(1,680)	(151)	-9.9%
Net income used in computing diluted EPS	\$ 97,456	\$ 127,638	\$ 111,998	\$ 34,728	\$ 81,081	\$ 107,471	\$ 51,563	\$ 0	\$ 2	nm	\$ 371,828	\$ 371,333	\$ (495)	-0.1%
Diluted earnings per share	\$ 2.46	\$ 3.22	\$ 2.82	\$ 0.87	\$ 2.06	\$ 2.79	\$ 1.37	\$ 3.54	\$ 2.66	nm	\$ 9.38	\$ 9.74	\$ 0.37	3.9%
Adjusted net operating income	\$ 97,129	\$ 129,355	\$ 118,708	\$ 117,007	\$ 83,333	\$ 110,701	\$ 113,928	\$ 129,924	\$ 12,917	11.0%	\$ 462,199	\$ 437,886	\$ (24,313)	-5.3%
Less operating income attributable to unvested participating securities	(413)	(529)	(483)	(471)	(344)	(488)	(536)	(621)	(150)	31.9%	(1,893)	(1,972)	(79)	-4.2%
Adjusted net operating income used in computing diluted operating EPS	\$ 96,717	\$ 128,827	\$ 118,225	\$ 116,536	\$ 82,988	\$ 110,213	\$ 113,392	\$ 129,303	\$ 12,767	11.0%	\$ 460,306	\$ 435,914	\$ (24,392)	-5.3%
Diluted adjusted operating income per share	\$ 2.44	\$ 3.25	\$ 2.98	\$ 2.94	\$ 2.11	\$ 2.86	\$ 3.02	\$ 3.49	\$ 0.55	18.8%	\$ 11.61	\$ 11.44	\$ (0.17)	-1.5%

									YOY Q4		YOY YTD			
	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	\$/# Change	% Change	YTD 2021	YTD 2022	\$/# Change	% Change
Annualized Return on Equity														
Average stockholders' equity (1)	\$ 1,856,539	\$ 1,947,978	\$ 2,058,852	\$ 2,090,726	\$ 2,004,348	\$ 1,850,855	\$ 1,697,748	\$ 1,670,735	(419,991)	20.1%	\$ 1,988,524	\$ 1,805,921	(182,603)	-9.2%
Average adjusted stockholders' equity (1)	\$ 1,753,948	\$ 1,860,956	\$ 1,968,007	\$ 2,016,488	\$ 2,005,679	\$ 1,971,947	\$ 1,912,077	\$ 1,917,626	(98,862)	-4.9%	\$ 1,899,850	\$ 1,951,832	\$ 51,983	2.7%
Net income attributable to Primerica, Inc. return on stockholders' equity	21.1%	26.3%	21.8%	6.7%	16.2%	23.3%	12.2%	31.6%	24.9%	nm	18.8%	20.7%	1.9%	nm
Net income attributable to Primerica, Inc. return on adjusted stockholders' equity	22.3%	27.5%	22.9%	6.9%	16.2%	21.9%	10.8%	27.5%	20.6%	nm	19.7%	19.1%	-0.5%	nm
Adjusted net operating income return on adjusted stockholders' equity	22.2%	27.8%	24.1%	23.2%	16.6%	22.5%	23.8%	27.1%	3.9%	nm	24.3%	22.4%	-1.9%	nm
Capital Structure														
Debt-to-capital (2)	16.6%	19.8%	19.7%	22.6%	23.7%	25.0%	26.8%	25.6%	3.0%	nm	22.6%	25.6%	3.0%	nm
Debt-to-capital, excluding AOCI (2)	17.3%	20.8%	20.4%	23.2%	23.2%	23.3%	23.9%	23.1%	-0.1%	nm	23.2%	23.1%	-0.1%	nm
Cash and invested assets to stockholders' equity	2.4 x	2.4 x	2.1 x	2.2 x	2.4 x	2.5 x	2.7 x	2.7 x	0.4 x	nm	2.2 x	2.7 x	0.4 x	nm
Cash and invested assets to adjusted stockholders' equity	2.5 x	2.5 x	2.2 x	2.3 x	2.3 x	2.3 x	2.4 x	2.3 x	0.0 x	nm	2.3 x	2.3 x	0.0 x	nm
Share count, end of period (3)	39,414,085	39,443,561	39,470,748	39,367,754	38,751,885	37,768,052	37,026,600	36,824,428	(2,543,326)	-6.5%	39,367,754	36,824,428	(2,543,326)	-6.5%
Adjusted stockholders' equity per share	\$ 45.67	\$ 48.72	\$ 51.03	\$ 51.28	\$ 51.42	\$ 51.66	\$ 50.58	\$ 53.29	\$ 2.01	3.9%	\$ 51.28	\$ 53.29	\$ 2.01	3.9%

Financial Strength Ratings - Primerica Life Insurance Co

Moody's	A1	A1	A1	A1	A1	A1	A1	A1	nm	nm	nm	nm	nm	nm
S&P	AA-	AA-	AA-	AA-	AA-	AA-	AA-	AA-	nm	nm	nm	nm	nm	nm
A.M. Best	A+	A+	A+	A+	A+	A+	A+	A+	nm	nm	nm	nm	nm	nm

Holding Company Senior Debt Ratings

Moody's	Baa1	Baa1	Baa1	Baa1	Baa1	Baa1	Baa1	Baa1	nm	nm	nm	nm	nm	nm
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S&P	A-	A-	A-	A-	A-	A-	A-	A-	nm	nm		nm	nm	nm	nm
A.M. Best	a-	a-	a-	a-	a-	a-	a-	a-	nm	nm		nm	nm	nm	nm

(1) Reflects the company's permanent stockholders' equity and does not include temporary stockholders' equity.

(2) Debt-to-capital is that of the parent company only. Capital in the debt-to-capital ratio includes stockholders' equity and the note payable.

(3) Share count reflects outstanding common shares, but excludes restricted stock units (RSUs).

Statements of Income

(Dollars in thousands)	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	YOY Q4		YTD 2021	YTD 2022	YOY YTD	
									\$ Change	% Change			\$ Change	% Change
Statement of Income														
Revenues:														
Direct premiums	\$ 762,227	\$ 780,299	\$ 785,277	\$ 794,344	\$ 798,666	\$ 808,894	\$ 810,079	\$ 812,481	\$ 136	2.3 %	\$ 3,122,148	\$ 3,230,120	\$ 107,972	3.5 %
Ceded premiums	(395,973)	(413,850)	(401,295)	(405,147)	(399,885)	(419,048)	(404,870)	(406,088)	(94)	-0.2 %	(1,616,264)	(1,629,892)	(13,627)	-0.8 %
Net premiums	366,254	366,450	383,983	389,197	398,781	389,846	405,209	406,393	17,196	4.4 %	1,505,884	1,600,229	94,344	6.3 %
Net investment income	20,052	20,535	20,000	20,001	18,905	21,284	24,346	28,530	8,530	42.6 %	80,588	93,065	12,477	15.5 %
Commissions and fees:														
Sales-based (1)	98,112	104,716	95,229	103,451	103,242	88,701	67,962	66,473	(36,978)	-35.7 %	401,508	326,378	(75,130)	-18.7 %
Asset-based (2)	101,241	108,490	113,558	118,015	113,112	108,101	107,483	105,357	(12,657)	-10.7 %	441,303	434,053	(7,250)	-1.6 %
Account-based (3)	21,120	21,848	21,456	22,514	21,541	22,592	22,910	23,348	834	3.7 %	86,939	90,391	3,453	4.0 %
Other commissions and fees	13,571	15,635	39,553	44,304	13,905	21,294	27,113	31,542	(12,763)	-28.8 %	113,063	93,854	(19,209)	-17.0 %
Investment (losses) gains	1,766	701	1,410	1,995	751	(1,892)	(2,699)	2,846	(2,165)	-42.6 %	5,872	(995)	(6,867)	-116.9 %
Other, net	15,595	16,313	18,051	24,616	20,988	18,755	20,964	22,451	(37,65)	-8.8 %	74,575	83,159	8,584	11.5 %
Total revenues	637,711	654,687	693,240	724,094	691,225	668,681	673,288	686,940	(33,154)	-5.1 %	2,709,732	2,720,134	10,402	0.4 %
Benefits and expenses:														
Benefits and claims	183,789	168,347	183,425	187,192	187,069	153,257	171,293	154,130	(33,062)	-17.7 %	722,753	665,748	(57,004)	-7.9 %
Amortization of DAC	66,105	54,286	62,214	68,575	86,063	85,379	90,925	93,776	25,201	36.7 %	251,179	356,143	104,964	41.8 %
Insurance commissions	8,740	8,838	8,412	8,542	7,721	7,594	7,666	7,280	(1,62)	-14.8 %	34,532	30,261	(4,271)	-12.4 %
Insurance expenses	48,766	48,579	51,901	53,359	59,509	59,461	57,552	58,883	5,525	10.4 %	202,604	235,405	32,801	16.2 %
Sales commissions:														
Sales-based (1)	68,594	73,629	67,745	77,390	74,606	63,403	48,775	47,927	(29,463)	-38.1 %	287,359	234,711	(52,648)	-18.3 %
Asset-based (2)	46,866	50,488	53,233	55,614	53,366	50,876	51,549	51,047	(4,567)	-8.2 %	206,201	206,838	637	0.3 %
Other sales commissions	6,434	7,185	8,290	6,839	5,952	5,484	5,592	4,187	(2,652)	-38.8 %	28,748	21,215	(7,533)	-26.2 %
Interest expense	7,145	7,141	7,529	8,804	6,853	6,814	6,802	6,768	(2,035)	-23.1 %	30,618	27,237	(3,381)	-11.0 %
Contract acquisition costs (4)	—	—	23,524	29,264	20,649	19,384	13,446	14,952	(14,312)	-48.9 %	52,788	68,431	15,643	29.6 %
Other operating expenses	72,964	66,730	79,866	77,292	86,434	79,728	73,790	80,443	3,151	4.1 %	296,851	320,394	23,544	7.9 %
Goodwill impairment	—	—	—	76,000	—	—	60,000	—	(76,000)	100.0 %	76,000	60,000	(16,000)	-21.1 %
Loss on extinguishment of debt	—	—	—	8,927	—	—	—	—	(8,927)	100.0 %	8,927	—	(8,927)	-100.0 %
Total benefits and expenses	509,403	485,222	546,138	657,797	588,222	531,381	587,389	519,393	(84,101)	-21.0 %	2,198,561	2,226,385	27,824	1.3 %
Income before income taxes	128,308	169,465	147,102	66,296	103,003	137,300	85,899	167,547	101,250	nm	511,171	493,749	(17,422)	-3.4 %
Income taxes	30,437	41,304	35,663	31,788	24,239	31,737	34,092	35,706	3,918	12.3 %	139,191	125,775	(13,417)	-9.6 %
Net income	97,872	128,162	111,439	34,508	78,764	105,563	51,807	131,840	97,333	nm	371,980	367,974	(4,006)	-1.1 %
Net income attributable to noncontrolling interests	—	—	(1,017)	(360)	(2,654)	(2,384)	—	—	(13,360)	100.0 %	(1,377)	(5,038)	(3,661)	nm
Net Income attributable to Primerica, Inc.	\$ 97,872	\$ 128,162	\$ 112,456	\$ 34,868	\$ 81,418	\$ 107,947	\$ 51,807	\$ 131,840	\$ 96,972	nm	\$ 373,357	\$ 373,014	\$ (345)	-0.1 %
Income Before Income Taxes by Segment														
Term Life	\$ 88,236	\$ 116,778	\$ 107,589	\$ 102,019	\$ 91,577	\$ 119,878	\$ 111,763	\$ 125,321	\$ 302	22.8 %	\$ 414,621	\$ 448,540	\$ 33,918	8.2 %
Investment & Savings Products	63,363	71,154	69,369	70,699	64,560	58,975	58,377	57,417	(13,282)	-18.8 %	274,585	239,329	(35,255)	-12.8 %
Senior Health	—	—	(8,489)	(76,561)	(23,085)	(16,150)	(63,723)	4,285	80,0)	105.6 %	(85,050)	(98,673)	(13,624)	-16.0 %
Corporate & Other Distributed Products	(23,290)	(18,467)	(21,367)	(29,861)	(30,048)	(25,403)	(20,518)	(19,477)	10,384	34.8 %	(92,985)	(95,446)	(2,461)	-2.6 %
Income before income taxes	\$ 128,308	\$ 169,465	\$ 147,102	\$ 66,296	\$ 103,003	\$ 137,300	\$ 85,899	\$ 167,547	\$ 101,250	nm	\$ 511,171	\$ 493,749	\$ (17,422)	-3.4 %

(1) Sales-based - revenues or commission expenses relating to the sales of mutual funds and variable annuities.

(2) Asset-based - revenues or commission expenses relating to the value of assets in client accounts for which we earn ongoing service, distribution, and other fees.

(3) Account-based - revenues relating to the fee generating client accounts we administer.

(4) Contract acquisition costs (CAC) - Includes direct marketing costs incurred to acquire Senior Health product leads through internal and external sources, including commissions paid to Primerica representatives, as well as ETQ agent compensation, training and licensing costs.

Reconciliation of Statement of Income GAAP to Non-GAAP Financial Measures

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	YOY Q4		YOY YTD			
									\$ Chan ge	% Chan ge	YTD 2021	YTD 2022	\$ Chan ge	% Chan ge
<i>(Dollars in thousands)</i>														
Reconciliation from Term Life Direct Premiums to Term Life Adjusted Direct Premiums														
Term Life direct premiums	\$ 756,514	\$ 774,500	\$ 779,490	\$ 789,325	\$ 793,254	\$ 803,453	\$ 804,586	\$ 807,796	\$ 18,47	2.3 %	\$ 3,099,828	\$ 3,209,088	\$ 109,260	3.5 %
Less: Premiums ceded to IPO Coinsurers	249,944	246,874	241,439	239,828	234,614	231,805	226,869	224,240	(15,58)	-6.5 %	978,085	917,527	(60,558)	-6.2 %
Term Life adjusted direct premiums	\$ 506,570	\$ 527,626	\$ 538,051	\$ 549,496	\$ 558,640	\$ 571,648	\$ 577,717	\$ 583,556	\$ 34,06	6.2 %	\$ 2,121,743	\$ 2,291,561	\$ 169,818	8.0 %
Reconciliation from Term Life Ceded Premiums to Term Life Other Ceded Premiums														
Term Life ceded premiums	\$ (394,550)	\$ (412,028)	\$ (399,835)	\$ (403,184)	\$ (398,446)	\$ (417,406)	\$ (403,416)	\$ (404,174)	\$ (99)	-0.2 %	\$ (1,609,598)	\$ (1,623,442)	\$ (13,844)	-0.9 %
Less: Premiums ceded to IPO Coinsurers	(249,944)	(246,874)	(241,439)	(239,828)	(234,614)	(231,805)	(226,869)	(224,240)	15,58	6.5 %	(978,085)	(917,527)	60,558	6.2 %
Term Life other ceded premiums	\$ (144,606)	\$ (165,154)	\$ (158,397)	\$ (163,356)	\$ (163,832)	\$ (185,601)	\$ (176,548)	\$ (179,935)	\$ (16,57)	10.1 %	\$ (631,513)	\$ (705,915)	\$ (74,403)	-11.8 %
Reconciliation from Net Investment Income to Adjusted Net Investment Income														
Net Investment Income	\$ 20,052	\$ 20,535	\$ 20,000	\$ 20,001	\$ 18,905	\$ 21,284	\$ 24,346	\$ 28,530	\$ 8,5	42.6 %	\$ 80,588	\$ 93,065	\$ 12,477	15.5 %
Less: MTM investment adjustments	(793)	(170)	(640)	(899)	(2,099)	(1,254)	(68)	(409)	30	nm	(2,502)	(3,830)	nm	nm
Adjusted net investment income	\$ 20,845	\$ 20,705	\$ 20,640	\$ 20,900	\$ 21,004	\$ 22,538	\$ 24,414	\$ 28,940	\$ 8,0	38.5 %	\$ 83,091	\$ 96,896	\$ 13,805	16.6 %
Reconciliation from Other Operating Expenses to Adjusted other operating expenses														
Other operating expenses	\$ 72,964	\$ 66,730	\$ 79,866	\$ 77,292	\$ 86,434	\$ 79,728	\$ 73,790	\$ 80,443	\$ 3,1	4.1 %	\$ 296,851	\$ 320,394	\$ 23,544	7.9 %
Less: eTeleQuote transaction-related costs	—	2,109	10,027	812	900	(2,892)	—	—	12,94	nm	8	(1,992)	nm	nm
Less: Equity comp for awards exchanged during acquisition	—	—	(1,004)	(739)	256	3,328	—	—	3,2	nm	(1,744)	3,584	nm	nm
Adjusted other operating expenses	\$ 72,964	\$ 64,620	\$ 70,843	\$ 77,219	\$ 85,278	\$ 79,292	\$ 73,790	\$ 80,443	\$ 24	4.2 %	\$ 285,646	\$ 318,033	\$ 33,387	11.6 %
Reconciliation from Total Revenues to Adjusted Operating Revenues														
Total revenues	\$ 637,711	\$ 654,687	\$ 693,240	\$ 724,094	\$ 691,225	\$ 668,681	\$ 673,288	\$ 686,940	\$ (37,15)	-5.1 %	\$ 2,709,732	\$ 2,720,134	\$ 10,402	0.4 %
Less: Investment gains/(losses)	1,766	701	1,410	1,995	751	(1,892)	(2,699)	2,846	nm	nm	5,872	(995)	nm	nm
Less: MTM investment adjustments	(793)	(170)	(640)	(899)	(2,099)	(1,254)	(68)	(409)	nm	nm	(2,502)	(3,830)	nm	nm
Adjusted operating revenues	\$ 636,738	\$ 654,156	\$ 692,470	\$ 722,998	\$ 692,573	\$ 671,827	\$ 676,056	\$ 684,503	\$ (38,49)	-5.3 %	\$ 2,706,363	\$ 2,724,960	\$ 18,597	0.7 %
Reconciliation from Income Before Income Taxes to Adjusted Operating Income Before Income Taxes														
Income before income taxes	\$ 128,308	\$ 169,465	\$ 147,102	\$ 66,296	\$ 103,003	\$ 137,300	\$ 85,899	\$ 167,547	\$ 10,12	nm	\$ 511,171	\$ 493,749	\$ (17,422)	-3.4 %
Less: Investment gains/(losses)	1,766	701	1,410	1,995	751	(1,892)	(2,699)	2,846	nm	nm	5,872	(995)	nm	nm
Less: MTM investment adjustments	(793)	(170)	(640)	(899)	(2,099)	(1,254)	(68)	(409)	nm	nm	(2,502)	(3,830)	nm	nm
Less: eTeleQuote transaction-related costs	—	(2,109)	(10,027)	(812)	(900)	2,892	—	—	12,94	nm	8	1,992	nm	nm
Less: Equity comp for awards exchanged during acquisition	—	—	1,004	739	(256)	(3,328)	—	—	3,2	nm	(1,744)	(3,584)	nm	nm
Less: Noncontrolling interest before income taxes	—	—	(1,465)	(540)	(3,668)	(3,129)	—	—	nm	nm	(2,005)	(6,797)	nm	nm
Less: Goodwill impairment	—	—	—	(76,000)	—	—	(60,000)	—	nm	nm	(76,000)	(60,000)	nm	nm
Less: Loss on extinguishment of debt	—	—	—	(8,927)	—	—	—	—	nm	nm	(8,927)	—	nm	nm
Adjusted operating income before income taxes	\$ 127,335	\$ 171,044	\$ 156,819	\$ 150,740	\$ 109,175	\$ 144,011	\$ 148,667	\$ 165,110	\$ 14,37	9.5 %	\$ 605,938	\$ 566,963	\$ (38,975)	-6.4 %
Reconciliation from Net Income to Adjusted Net Operating Income														
Net income	\$ 97,872	\$ 128,162	\$ 111,439	\$ 34,508	\$ 78,764	\$ 105,563	\$ 51,807	\$ 131,840	\$ 97,33	nm	\$ 371,980	\$ 367,900	\$ (4,080)	-1.1 %
Less: Investment gains/(losses)	1,766	701	1,410	1,995	751	(1,892)	(2,699)	2,846	nm	nm	5,872	(995)	nm	nm
Less: MTM investment adjustments	(793)	(170)	(640)	(899)	(2,099)	(1,254)	(68)	(409)	nm	nm	(2,502)	(3,830)	nm	nm

Less: e-TeleQuote transaction-related costs	—	(2,109)	(10,027)	(812)	(900)	2,892	—	—	nm	nm	(12,948)	1,992	nm	nm
Less: Equity comp for awards exchanged during acquisition	—	—	1,004	739	(256)	(3,328)	—	—	nm	nm	1,744	(3,584)	nm	nm
Less: Noncontrolling interest before income taxes	—	—	(1,465)	(540)	(3,668)	(3,129)	—	—	nm	nm	(2,005)	(6,797)	nm	nm
Less: Goodwill impairment	—	—	—	(76,000)	—	—	(60,000)	—	nm	nm	(76,000)	(60,000)	nm	nm
Less: Loss on extinguishment of debt	—	—	—	(8,927)	—	—	—	—	nm	nm	(8,927)	—	nm	nm
Less: Tax impact of reconciling items	(231)	385	2,449	1,945	1,603	1,573	647	(520)	nm	nm	4,548	3,303	nm	nm
										12,911.0				
Adjusted net operating income	\$ 97,129	\$ 129,355	\$ 118,708	\$ 117,007	\$ 83,333	\$ 110,701	\$ 113,928	\$ 129,924	\$ 7	11.0 %	\$ 462,199	\$ 437,886	\$ (24,313)	-5.3 %

Reconciliation of Statement of Income GAAP to Non-GAAP Financial Measures

(Dollars in thousands)	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	YOY Q4		YTD 2021	YTD 2022	YOY YTD		
									\$ Chan ge	% Chan ge			\$ Chan ge	% Chan ge	
Reconciliation from Senior Health Income Before Income Taxes to Senior Health Adjusted Operating Income Before Income Taxes															
Income before income taxes	na	na	\$ (8,489)	\$ (76,561)	\$ (23,085)	\$ (16,150)	\$ (63,723)	\$ 4,285	\$ 6	105.6%	80,84	(85,050)	(98,673)	(13,624)	-16.0%
Less: e-TeleQuote transaction-related costs	na	na	(417)	(389)	(399)	(66)	—	—	nm	nm	(806)	(465)	nm	nm	
Less: Noncontrolling interest	na	na	(1,465)	(540)	(3,668)	(3,129)	—	—	nm	nm	(2,005)	(6,797)	nm	nm	
Less: Goodwill impairment	na	na	—	(76,000)	—	—	(60,000)	—	nm	nm	(76,000)	(60,000)	nm	nm	
Adjusted operating income before income taxes	na	na	\$ (6,608)	\$ 369	\$ (19,018)	\$ (12,955)	\$ (3,723)	\$ 4,285	\$ 17	3.9%	3,917	(6,239)	(31,411)	(2)	nm
Reconciliation from C&O Income Before Income Taxes to C&O Adjusted Operating Income Before Income Taxes															
Income before income taxes	\$ (23,290)	\$ (18,467)	\$ (21,367)	\$ (29,861)	\$ (30,048)	\$ (25,403)	\$ (20,518)	\$ (19,477)	\$ 4	10.3%	10,38	(92,985)	(95,446)	(2,461)	-2.6%
Less: Investment gains/(losses)	1,766	701	1,410	1,995	751	(1,892)	(2,699)	2,846	nm	nm	5,872	(995)	nm	nm	
Less: MTM investment adjustments	(793)	(170)	(640)	(899)	(2,099)	(1,254)	(68)	(409)	nm	nm	(2,502)	(3,830)	nm	nm	
Less: e-TeleQuote transaction-related costs	—	(2,109)	(9,610)	(423)	(501)	2,958	—	—	nm	nm	(12,142)	2,458	nm	nm	
Less: Equity comp for awards exchanged during acquisition	—	—	1,004	739	(256)	(3,328)	—	—	nm	nm	1,744	(3,584)	nm	nm	
Less: Loss on extinguishment of debt	—	—	—	(8,927)	—	—	—	—	nm	nm	(8,927)	—	nm	nm	
Adjusted operating income before income taxes	\$ (24,263)	\$ (16,888)	\$ (13,531)	\$ (22,346)	\$ (27,943)	\$ (21,887)	\$ (17,750)	\$ (21,914)	\$ 2	1.9%	43	(77,029)	(89,495)	(12,466)	-16.2%

Term Life Insurance - Financial Results and Analysis

(Dollars in thousands)	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	YOY Q4		YTD 2021	YTD 2022	YOY YTD	
									\$ Chan ge	% Change			\$ Chan ge	% Change
Term Life Insurance Income Before Income Taxes														
Revenues:														
Direct Premiums	\$ 756,514	\$ 774,500	\$ 779,490	\$ 789,325	\$ 793,254	\$ 803,453	\$ 804,586	\$ 807,796	\$ 471	2.3 %	\$ 3,099,828	\$ 3,209,088	\$ 109,260	3.5 %
Premiums ceded to IPO coinsurers (1)	(249,944)	(246,874)	(241,439)	(239,828)	(234,614)	(231,805)	(226,869)	(224,240)	589	6.5 %	(978,085)	(917,527)	558,169	6.2 %
Adjusted direct premiums (2)	506,570	527,626	538,051	549,496	558,640	571,648	577,717	583,556	34,060	6.2 %	2,121,743	2,291,561	169,818	8.0 %
Other ceded premiums (3)	(144,606)	(165,154)	(158,397)	(163,356)	(163,832)	(185,601)	(176,548)	(179,935)	(578)	-10.1 %	(631,513)	(705,915)	(74,403)	-11.8 %
Net premiums	361,964	362,472	379,654	386,140	394,808	386,047	401,169	403,621	481	4.5 %	1,490,231	1,585,646	95,415	6.4 %
Allocated net investment income	8,253	8,751	9,320	10,162	11,445	12,286	13,241	14,187	4,025	39.6 %	36,486	51,160	14,133	40.2 %
Other, net	11,810	12,315	12,476	12,369	12,175	12,374	13,419	12,352	(17)	-0.1 %	48,970	50,320	50	2.8 %
Revenues	382,028	383,537	401,450	408,672	418,428	410,707	427,830	430,161	489	5.3 %	1,575,687	1,687,126	111,439	7.1 %
Benefits and expenses:														
Benefits and claims	178,963	162,488	179,696	182,749	182,903	148,977	167,356	150,294	(32,455)	-17.8 %	703,897	649,530	(54,366)	-7.7 %
Amortization of DAC	62,584	52,235	59,287	67,344	81,883	79,668	88,275	93,099	25,755	38.2 %	241,451	342,925	101,477	42.0 %
Insurance commissions	4,869	4,785	4,345	4,458	3,793	3,854	3,964	3,724	(73,4)	-16.5 %	18,457	15,335	(3,122)	-16.9 %
Insurance expenses	47,375	47,252	50,534	52,102	58,272	58,329	56,471	57,723	5,622	10.8 %	197,262	230,793	33,534	17.0 %
Benefits and expenses	293,792	266,760	293,862	306,652	326,851	290,829	316,066	304,839	(1,813)	-0.6 %	1,161,066	1,238,587	77,521	6.7 %
Income before income taxes	\$ 88,236	\$ 116,778	\$ 107,589	\$ 102,019	\$ 91,577	\$ 119,878	\$ 111,763	\$ 125,321	\$ 23,302	22.8 %	\$ 414,621	\$ 448,540	\$ 33,918	8.2 %
Total Term Life Insurance - Financial Analysis														
Post-IPO direct premiums (4)	\$ 401,106	\$ 420,865	\$ 431,022	\$ 440,490	\$ 448,657	\$ 460,061	\$ 465,354	\$ 469,565	\$ 29,075	6.6 %	\$ 1,693,483	\$ 1,843,637	\$ 150,154	8.9 %
Pre-IPO direct premiums (5)	355,408	353,635	348,468	348,834	344,597	343,392	339,232	338,230	(10,604)	-3.0 %	1,406,345	1,365,451	(40,894)	-2.9 %
Total direct premiums	\$ 756,514	\$ 774,500	\$ 779,490	\$ 789,325	\$ 793,254	\$ 803,453	\$ 804,586	\$ 807,796	\$ 18,471	2.3 %	\$ 3,099,828	\$ 3,209,088	\$ 109,260	3.5 %
Premiums ceded to IPO coinsurers	\$ 249,944	\$ 246,874	\$ 241,439	\$ 239,828	\$ 234,614	\$ 231,805	\$ 226,869	\$ 224,240	(15,589)	-6.5 %	978,085	917,527	(60,558)	-6.2 %
% of Pre-IPO direct premiums	70.3 %	69.8 %	69.3 %	68.8 %	68.1 %	67.5 %	66.9 %	66.3 %	nm	nm	69.5 %	67.2 %	nm	nm
Benefits and claims, net (6)	\$ 323,569	\$ 327,642	\$ 338,093	\$ 346,105	\$ 346,735	\$ 334,578	\$ 343,904	\$ 330,228	(15,877)	-4.6 %	1,335,409	1,355,446	20,036	1.5 %
% of adjusted direct premiums	63.9 %	62.1 %	62.8 %	63.0 %	62.1 %	58.5 %	59.5 %	56.6 %	nm	nm	62.9 %	59.1 %	nm	nm
DAC amortization & insurance commissions	\$ 67,454	\$ 57,020	\$ 63,632	\$ 71,802	\$ 85,676	\$ 83,523	\$ 92,239	\$ 96,823	\$ 25,020	34.8 %	259,908	358,261	98,353	37.8 %
% of adjusted direct premiums	13.3 %	10.8 %	11.8 %	13.1 %	15.3 %	14.6 %	16.0 %	16.6 %	nm	nm	12.2 %	15.6 %	nm	nm
Insurance expenses, net (7)	\$ 35,565	\$ 34,937	\$ 38,057	\$ 39,732	\$ 46,097	\$ 45,955	\$ 43,052	\$ 45,371	\$ 5,399	14.2 %	148,291	180,476	32,184	21.7 %
% of adjusted direct premiums	7.0 %	6.6 %	7.1 %	7.2 %	8.3 %	8.0 %	7.5 %	7.8 %	nm	nm	7.0 %	7.9 %	nm	nm
Total Term Life income before income taxes	\$ 88,236	\$ 116,778	\$ 107,589	\$ 102,019	\$ 91,577	\$ 119,878	\$ 111,763	\$ 125,321	\$ 23,302	22.8 %	\$ 414,621	\$ 448,540	\$ 33,918	8.2 %
Term Life operating margin (8)	17.4 %	22.1 %	20.0 %	18.6 %	16.4 %	21.0 %	19.3 %	21.5 %	nm	nm	19.5 %	19.6 %	nm	nm

(1) Premiums ceded to IPO coinsurers - premiums ceded to IPO coinsurers under the IPO coinsurance transactions excluding any reimbursements from the IPO coinsurers on previously existing reinsurance agreements.

(2) Adjusted direct premiums - direct premiums net of premiums ceded to IPO coinsurers.

(3) Other ceded premiums - premiums ceded to non-IPO coinsurers net of any applicable reimbursements from the IPO coinsurers.

(4) Post-IPO direct premiums - direct premiums not subject to the 2010 IPO coinsurance transactions.

(5) Pre-IPO direct premiums - direct premiums subject to the 2010 IPO coinsurance transactions.

(6) Benefits and claims, net - benefits & claims net of other ceded premiums which are largely YRT.

(7) Insurance expenses, net - insurance expenses net of other, net revenues.

(8) Term Life operating margin - Term Life operating income before income taxes as a percentage of adjusted direct premiums.

Term Life Insurance - Key Statistics

(Dollars in thousands, except as noted)	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	YOY Q4		YTD 2021	YTD 2022	YOY YTD	
									\$/# Change	% Change			\$/# Change	% Change
Key Statistics														
Life-insurance licensed sales force, beginning of period	134,907	132,030	132,041	130,023	129,515	130,206	132,149	134,313	4,290	3.3 %	134,907	129,515	(5,392)	-4.0 %
New life-licensed representatives	10,833	10,112	9,381	9,296	9,983	11,529	12,518	11,117	1,821	19.6 %	39,622	45,147	5,525	13.9 %
Non-renewal and terminated representatives	(13,710)	(10,101)	(11,399)	(9,804)	(9,292)	(9,586)	(10,354)	(10,222)	(418)	-4.3 %	(45,014)	(39,454)	(5,560)	12.4 %
Life-insurance licensed sales force, end of period	132,030	132,041	130,023	129,515	130,206	132,149	134,313	135,208	5,693	4.4 %	129,515	135,208	5,693	4.4 %
Estimated annualized issued term life premium (\$mills) (1):														
Premium from new policies	\$ 74.5	\$ 82.6	\$ 70.7	\$ 69.4	\$ 65.5	\$ 72.3	\$ 68.0	\$ 66.0	\$ 64	-4.9 %	\$ 297.2	\$ 271.9	\$.25	-8.5 %
Additions and increases in premium	18.0	20.3	19.5	19.1	18.4	20.6	19.5	18.2	0.9	-4.8 %	77.0	76.7	(0.3)	-0.4 %
Total estimated annualized issued term life premium	\$ 92.5	\$ 103.0	\$ 90.2	\$ 88.5	\$ 83.8	\$ 92.9	\$ 87.5	\$ 84.2	\$ 65	-4.9 %	\$ 374.2	\$ 348.5	\$.25	-6.9 %
Issued term life policies	82,667	90,071	75,914	75,203	71,324	76,946	71,104	72,544	(2,659)	-3.5 %	323,855	291,918	(31,937)	-9.9 %
Estimated average annualized issued term life premium per policy (1)(2)	\$ 901	\$ 917	\$ 931	\$ 923	\$ 918	\$ 940	\$ 957	\$ 910	\$ (13)	-1.4 %	\$ 918	\$ 931	\$ 14	1.5 %
Term life face amount in-force, beginning of period (\$mills)	\$ 858,818	\$ 869,643	\$ 886,519	\$ 894,018	\$ 903,404	\$ 909,632	\$ 914,438	\$ 912,785	\$ 18,767	2.1 %	\$ 858,818	\$ 903,404	\$ 44,586	5.2 %
Issued term life face amount (3)	26,643	29,981	26,219	25,678	24,773	27,651	26,049	25,349	(329)	-1.3 %	108,521	103,822	(4,699)	-4.3 %
Terminated term life face amount	(17,240)	(14,706)	(16,241)	(16,610)	(19,787)	(19,298)	(21,033)	(22,776)	(6,166)	37.1 %	(64,798)	(82,894)	(18,096)	-27.9 %
Foreign currency impact, net	1,422	1,602	(2,480)	319	1,242	(3,547)	(6,669)	1,450	1,131	nm	862	(7,524)	(8,386)	nm
Term life face amount in-force, end of period	\$ 869,643	\$ 886,519	\$ 894,018	\$ 903,404	\$ 909,632	\$ 914,438	\$ 912,785	\$ 916,808	\$ 40	1.5 %	\$ 903,404	\$ 916,808	\$ 13,404	1.5 %

(1) Estimated annualized issued term life premium - estimated as average premium per \$1,000 of face amounts issued on new policies and additions (before free look returns) multiplied by actual face amount issued on new policies, rider additions and face amount increases.

(2) In whole dollars.

(3) Issued term life face amount - includes face amount on issued term life policies, additional riders added to existing policies, and face increases under increasing benefit riders.

Investment and Savings Products - Financial Results and Financial Analysis

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	YOY Q4		YTD 2021	YTD 2022	YOY YTD	
									\$ Chan ge	% Chan ge			\$ Chan ge	% Chan ge
<i>(Dollars in thousands, except as noted)</i>														
Investment & Savings Products Income Before Income Taxes														
Revenues:														
Commissions and fees:														
									(36,978)	-	401,508	326,378	(75,130)	-18.7%
Sales-based	\$ 98,112	\$ 104,716	\$ 95,229	\$ 103,451	\$ 103,242	\$ 88,701	\$ 67,962	\$ 66,473	\$ 8	35.7%	\$ 08	\$ 78	\$ 0	
									(12,657)	-	441,303	434,053	(7,250)	-1.6%
Asset-based	101,241	108,490	113,558	118,015	113,112	108,101	107,483	105,357	7	10.7%	03	53	0	
									83	3.7%	9	1	53	4.0%
Account-based	21,120	21,848	21,456	22,514	21,541	22,592	22,910	23,348	4	0.2%	7	0	3	4.2%
Other, net	2,949	2,958	3,094	3,096	3,144	3,022	3,342	3,102	(48,796)	-	941,848	863,432	(78,415)	-8.3%
Revenues	223,422	238,012	233,337	247,076	241,039	222,416	201,697	198,280	6	19.7%	48	32	5	
Benefits and expenses:														
Amortization of DAC														
	3,275	1,786	2,580	1,027	3,925	5,463	2,222	530	(49,771)	48.4%	8,668	12,141	3,473	40.1%
Insurance commissions	3,572	3,747	3,747	3,839	3,646	3,450	3,419	3,320	(51,949)	13.5%	14,904	13,834	(1,070)	-7.2%
Sales commissions:														
	68,594	73,629	67,745	77,390	74,606	63,403	48,775	47,927	(29,463)	-	287,359	234,711	(52,648)	-18.3%
Sales-based									(4,567)	-	206,201	206,838	637	0.3%
Asset-based	46,866	50,488	53,233	55,614	53,366	50,876	51,549	51,047	(46,771)	-8.2%	150,130	156,578	6,448	4.3%
Other operating expenses	37,752	37,207	36,664	38,507	40,936	40,249	37,355	38,038	(35,514)	-	667,263	624,103	(43,160)	-6.5%
Benefits and expenses	160,060	166,858	163,968	176,377	176,479	163,440	143,320	140,863	(13,284)	20.1%	274,585	239,329	(35,255)	-12.8%
Income before income taxes	\$ 63,363	\$ 71,154	\$ 69,369	\$ 70,699	\$ 64,560	\$ 58,975	\$ 58,377	\$ 57,417	\$ 2	18.8%	\$ 85	\$ 29	\$ 5	
Financial Analysis														
Fees paid based on client asset values (1)	\$ 6,964	\$ 7,535	\$ 7,891	\$ 8,482	\$ 8,037	\$ 7,917	\$ 7,980	\$ 8,004	(47,818)	-5.6%	30,872	31,939	1,067	3.5%
Fees paid based on fee-generating positions (2)	10,451	10,021	9,128	9,852	10,948	9,974	9,486	9,665	(18,819)	-1.9%	39,452	40,073	621	1.6%
Other operating expenses	20,337	19,652	19,645	20,172	21,951	22,358	19,889	20,369	19,779	1.0%	79,806	84,567	4,761	6.0%
Total other operating expenses	\$ 37,752	\$ 37,207	\$ 36,664	\$ 38,507	\$ 40,936	\$ 40,249	\$ 37,355	\$ 38,038	(46,289)	-1.2%	\$ 30	\$ 78	\$ 48	4.3%
Sales-based net revenue as % of revenue-generating sales (3)														
U.S.	1.29%	1.28%	1.25%	1.11%	1.20%	1.27%	1.23%	1.21%	nm	nm	1.23%	1.23%	nm	nm
Canada	1.05%	0.96%	0.92%	0.65%	1.00%	0.78%	0.32%	0.31%	nm	nm	0.91%	0.77%	nm	nm
Total	1.25%	1.23%	1.20%	1.05%	1.16%	1.21%	1.17%	1.15%	nm	nm	1.18%	1.17%	nm	nm
Asset-based net revenue as % of average asset values (4)														
U.S.	0.039%	0.039%	0.039%	0.040%	0.039%	0.040%	0.042%	0.040%	nm	nm	0.157%	0.160%	nm	nm
Canada	0.103%	0.112%	0.106%	0.115%	0.091%	0.078%	0.099%	0.109%	nm	nm	0.436%	0.375%	nm	nm
Total	0.049%	0.050%	0.050%	0.052%	0.047%	0.046%	0.051%	0.051%	nm	nm	0.201%	0.194%	nm	nm
Account-based net revenue per average fee generating position (5)(6)														
	\$ 3.77	\$ 4.08	\$ 4.17	\$ 4.22	\$ 3.48	\$ 4.08	\$ 4.31	\$ 4	nm	nm	\$ 16.26	\$ 16.26	nm	nm

(1) Fees paid based on client asset values - administration fees on Canadian Segregated Funds and advisory fees on Managed Accounts that vary directly with client asset values.
(2) Fees paid based on fee-generating positions - recordkeeping fees that vary with the number of fee-generating positions.
(3) Sales-based net revenue - commission and fee revenue less commissions paid to the sales force based on product sales activity.
(4) Asset-based net revenue - commission and fee revenue less administration and advisory fees paid to third-party providers and commissions paid to the sales force earned based on product account values including amortization of deferred acquisition costs for segregated funds.
(5) Account-based net revenue - fee revenue less recordkeeping fees paid to third-party providers based on fee-generating positions and certain direct general expenses.
(6) In whole dollars.

Investment and Savings Products - Key Statistics

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	YOY Q4		YTD 2021	YTD 2022	YOY YTD		
									\$/# Chang e	% Chang e			\$/# Chang e	% Chang e	
<i>(Dollars in thousands, except as noted)</i>															
Key Statistics															
Product sales (\$mills)															
U.S. Retail Mutual Funds	\$ 1,261.9	\$ 1,336.1	\$ 1,247.8	\$ 1,300.3	\$ 1,298.6	\$ 1,151.4	\$ 931.8	\$ 883.8	\$ (416)	32.0 %	\$ 5,146.	\$ 4,265.	(\$ 880)	-17.1 %	
Canada Retail Mutual Funds	424.0	357.0	314.8	343.0	437.6	250.6	112.2	112.0	(231)	67.4 %	1,438.	8	912.5	(526)	-36.6 %
Indexed Annuities	55.5	62.8	51.9	60.1	57.5	70.2	55.8	69.2	(234)	15.0 %	2,845.	2,376.	22.3	9.7 %	
Variable Annuities and other	627.1	767.6	668.7	782.2	668.4	617.3	542.5	548.0	(23)	30.0 %	6	2	(4)	-16.5 %	
Total sales-based revenue generating product sales	2,368.4	2,523.4	2,283.1	2,485.7	2,462.1	2,089.5	1,642.3	1,612.9	(872)	35.1 %	9,660.	7,806.	(1,853)	-19.2 %	
Managed Accounts	330.1	381.8	387.5	406.3	453.7	451.3	319.6	288.1	(118)	29.1 %	6	8	7.1	0.5 %	
Canada Retail Mutual Funds - no upfront sales comm	79.8	82.9	76.3	78.9	82.2	97.5	157.9	156.6	(13.)	98.6 %	317.9	494.3	176.	55.5 %	
Segregated Funds	75.1	52.2	43.5	48.2	67.3	51.3	41.6	35.0	(2)	27.4 %	219.0	195.1	(23.8)	-10.9 %	
Total product sales	\$ 2,853.5	\$ 3,040.2	\$ 2,790.4	\$ 3,019.0	\$ 3,065.4	\$ 2,689.6	\$ 2,161.5	\$ 2,092.5	(\$ 926)	30.7 %	\$ 3.2	\$ 9.0	(\$ 94.2)	-14.5 %	
Total Canada Retail Mutual Funds	\$ 503.9	\$ 439.9	\$ 391.1	\$ 421.9	\$ 519.9	\$ 348.1	\$ 270.2	\$ 268.6	(153)	36.3 %	\$ 7	\$ 8	(\$.9)	-19.9 %	
Segregated Funds	75.1	52.2	43.5	48.2	67.3	51.3	41.6	35.0	(13.)	27.4 %	219.0	195.1	(23.8)	-10.9 %	
Total Canada product sales	579.0	492.0	434.6	470.0	587.1	399.4	311.8	303.5	(166)	35.4 %	6	9	(.8)	-18.9 %	
Total U.S. product sales	2,274.5	2,548.2	2,355.8	2,549.0	2,478.2	2,290.1	1,849.7	1,789.0	(760)	29.8 %	5	1	(20.4)	-13.6 %	
Total product sales	\$ 2,853.5	\$ 3,040.2	\$ 2,790.4	\$ 3,019.0	\$ 3,065.4	\$ 2,689.6	\$ 2,161.5	\$ 2,092.5	(\$ 926)	30.7 %	\$ 3.2	\$ 9.0	(\$ 94.2)	-14.5 %	
Client asset values, beginning of period (\$mills)	\$ 81,533	\$ 85,888	\$ 91,735	\$ 91,765	\$ 97,312	\$ 93,708	\$ 82,291	\$ 78,737	(13,028)	14.2 %	\$ 81,533	\$ 97,312	\$ 15,779	19.4 %	
Inflows	2,853	3,040	2,790	3,019	3,065	2,690	2,161	2,093	(926)	30.7 %	11,700	10,000	(1,700)	-14.5 %	
Outflows (1)	(1,759)	(1,826)	(1,756)	(1,819)	(1,900)	(1,797)	(1,447)	(1,444)	376	20.7 %	(7,161)	(6,587)	573	8.0 %	
Net flows	1,095	1,214	1,034	1,200	1,166	893	714	649	(551)	45.9 %	4,543	3,422	(1,121)	nm	
Foreign currency impact, net	172	200	(323)	42	171	(474)	(802)	174	133	nm	91	(930)	(1,021)	nm	
Change in market value, net and other (2)	3,088	4,433	(681)	4,306	(4,941)	(11,836)	(3,466)	4,388	82	1.9 %	11,146	(15,855)	(27,001)	nm	
Client asset values, end of period	\$ 85,888	\$ 91,735	\$ 91,765	\$ 97,312	\$ 93,708	\$ 82,291	\$ 78,737	\$ 83,949	(\$ 363)	13.7 %	\$ 2	\$ 9	(\$ 363)	-13.7 %	
Annualized net flows as % of beginning of period asset values	5.4 %	5.7 %	4.5 %	5.2 %	4.8 %	3.8 %	3.5 %	3.3 %	-1.9 %	nm	5.6 %	3.5 %	-2.1 %	nm	
Average client asset values (\$mills)															
U.S. Retail Mutual Funds	\$ 41,161	\$ 44,398	\$ 46,113	\$ 47,139	\$ 46,429	\$ 42,870	\$ 40,331	\$ 40,402	(\$ 6,37)	14.3 %	\$ 44,700	\$ 42,500	(\$ 2,200)	-4.9 %	
Canada Retail Mutual Funds	10,268	11,256	11,667	11,984	12,119	11,539	10,840	10,759	(1,225)	10.2 %	11,229	11,314	85	0.2 %	
Managed Accounts	5,295	5,915	6,362	6,772	7,077	6,960	6,817	6,949	177	2.6 %	6,086	6,951	864	14.2 %	
Indexed Annuities	2,495	2,541	2,585	2,620	2,650	2,677	2,696	2,710	90	3.4 %	2,560	2,683	123	4.8 %	
Variable Annuities and other	21,291	22,554	23,193	23,567	23,218	21,431	20,269	20,137	(3,430)	14.6 %	22,651	21,264	(1,387)	-6.1 %	
Segregated Funds	2,622	2,713	2,732	2,727	2,710	2,517	2,368	2,299	(428)	15.7 %	2,698	2,474	(225)	-8.3 %	
Total	\$ 83,131	\$ 89,378	\$ 92,652	\$ 94,809	\$ 94,203	\$ 87,994	\$ 83,320	\$ 83,256	(\$ 11,554)	12.2 %	\$ 89,999	\$ 87,199	(\$ 2,800)	-3.1 %	
Canada Retail Mutual Funds	\$ 10,268	\$ 11,256	\$ 11,667	\$ 11,984	\$ 12,119	\$ 11,539	\$ 10,840	\$ 10,759	(1,225)	10.2 %	\$ 11,229	\$ 11,314	\$ 85	0.2 %	
Segregated Funds	2,622	2,713	2,732	2,727	2,710	2,517	2,368	2,299	(428)	15.7 %	2,698	2,474	(225)	-8.3 %	
Total Canada average client assets	12,890	13,969	14,399	14,711	14,829	14,056	13,208	13,058	(1,654)	11.2 %	2	8	(205)	-1.5 %	
Total U.S. average client assets	70,241	75,409	78,252	80,098	79,374	73,938	70,112	70,198	(9,900)	12.4 %	76,000	73,405	(2,595)	-3.4 %	
Total average client assets	\$ 83,131	\$ 89,378	\$ 92,652	\$ 94,809	\$ 94,203	\$ 87,994	\$ 83,320	\$ 83,256	(\$ 11,554)	12.2 %	\$ 89,999	\$ 87,199	(\$ 2,800)	-3.1 %	
Average number of fee-generating positions (thous) (3)															
Recordkeeping and custodial	2,115	2,159	2,192	2,218	2,243	2,277	2,295	2,309	90	4.1 %	2,171	2,281	110	5.1 %	
Recordkeeping only	714	741	762	780	797	812	820	825	45	5.8 %	749	814	65	8.6 %	
Total	2,830	2,899	2,954	2,998	3,040	3,089	3,115	3,134	136	4.5 %	2,920	3,095	175	6.0 %	

(1) **Asset value outflows** - include (a) redemptions of assets, (b) sales charges on the inflow sales figures, and (c) the net flow of money market funds sold and redeemed on the company's recordkeeping platform. The redemptions of assets must be estimated for approximately 4% of account values as these figures are not readily available. Actual redemptions as a percentage of account values for similar known account values are used to estimate the unknown redemption values.

(2) **Change in market value, net** - market value fluctuations net of fees and expenses.

(3) **Fee generating positions** - mutual fund positions for which we receive recordkeeping fees. An individual client account may include multiple mutual fund positions. We may also receive fees earned for custodial services that we provide to clients with retirement plan accounts that hold positions in these mutual funds.

Senior Health - Financial Results, Financial Analysis Key Statistics

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	YOY Q4 \$ Change	% Change	YTD 2021	YTD 2022	YOY YTD \$ Change	% Change
<i>(Dollars in thousands, except as noted)</i>														
Senior Health Income Before Income Taxes														
Revenues:														
Commissions and fees (1)			\$ 21,558	\$ 29,345	\$ 1,278	\$ 9,343	\$ 14,601	\$ 22,198	\$(7,146)	24.4%	\$ 50,903	\$ 47,420	\$(3,483)	-6.8%
Other, net (2)			1,378	8,159	4,553	2,471	2,583	5,655	(2,504)	30.7%	9,537	15,262	5,724	60.0%
Revenues			22,937	37,504	5,831	11,814	17,183	27,853	(9,650)	25.7%	60,440	62,682	2,241	3.7%
Benefits and expenses:														
Contract acquisition costs (3)			23,524	29,264	20,649	19,384	13,446	14,952	(14,312)	48.9%	52,788	68,431	15,643	29.6%
Adjusted other operating expenses			7,485	8,411	7,868	8,514	7,461	8,617	206	2.4%	15,895	32,459	16,563	104.2%
Adjusted operating benefits and expenses			31,009	37,675	28,517	27,898	20,907	23,568	(14,107)	37.4%	68,684	100,889	32,206	46.9%
Adjusted operating income before income taxes including NCI			\$(8,072)	\$(171)	\$(22,686)	\$(16,084)	\$(3,723)	\$ 4,285	\$ 4,457	nm	\$(8,243)	\$(38,208)	\$(29,964)	nm
Non-controlling interest before income taxes			(1,465)	(540)	(3,668)	(3,129)	—	—	540	0.0%	(2,005)	(6,797)	(4,792)	nm
Adjusted operating income before income taxes attributable to Primerica, Inc.			\$(6,608)	\$ 369	\$(19,018)	\$(12,955)	\$(3,723)	\$ 4,285	\$ 3,917	nm	\$(6,239)	\$(31,411)	\$(25,172)	nm
Senior Health EBITDA														
Adjusted operating income before income taxes including NCI			\$(8,072)	\$(171)	\$(22,686)	\$(16,084)	\$(3,723)	\$ 4,285	\$ 4,457	nm	\$(8,243)	\$(38,208)	\$(29,964)	nm
Less: Amortization of intangibles			(2,900)	(2,900)	(2,600)	(2,800)	(2,800)	(2,800)	100	3.4%	(5,800)	(11,000)	(5,200)	-
Less: Depreciation			(244)	(249)	(245)	(226)	(221)	(211)	38	1.5%	(493)	(903)	(409)	83.0%
Adjusted EBITDA (Including non-controlling interest) (4)			\$(4,928)	\$ 2,978	\$(19,841)	\$(13,058)	\$(703)	\$ 7,297	\$ 4,319	145.0%	\$(1,950)	\$(26,305)	\$(24,355)	nm
Financial Analysis and Key Statistics														
Senior Health submitted policies (5)			20,867	39,142	26,231	19,652	16,095	23,060	(16,082)	41.1%	60,009	85,038	25,029	41.7%
Senior Health approved policies (6)			18,276	32,047	23,594	17,925	14,862	20,705	(11,342)	35.4%	50,323	77,086	26,763	53.2%
Primerica representatives Senior Health certified Senior Health submitted policies sourced by Primerica representatives			17,588	26,441	42,147	60,412	83,280	93,348	66,907	nm	26,441	93,480	66,907	nm
			319	4,175	988	831	1,016	5,666	1,491	35.7%	4,494	8,501	4,007	89.2%
LTV per approved policy (7)			\$ 1,180	\$ 1,069	\$ 862	\$ 820	\$ 868	\$ 888	\$(181)	17.0%	\$ 1,109	\$ 860	\$(249)	22.4%
CAC per approved policy (7)			\$ 1,287	\$ 913	\$ 875	\$ 1,081	\$ 905	\$ 722	\$(191)	9.9%	\$ 1,049	\$ 888	\$(161)	15.4%
LTV / CAC multiple			0.9 x	1.2 x	1.0 x	0.8 x	1.0 x	1.2 x	0.1 x	nm	1.1 x	1.0 x	-0.1 x	nm

(1) Commission revenue recognized based on the estimated Lifetime value (LTV) to be collected over the estimated life of an approved policy for the relevant period based on multiple factors, including but not limited to contracted commission rates, carrier mix, expected policy turnover, historical chargeback activity and applied constraints. Adjustments to revenue outside of LTV for approved policies from prior periods are recognized when our cash collections are different from the estimated constrained LTV's which we refer to as tail revenue.

(2) Primarily reflects marketing development revenues, which are non-commission revenues received from carriers to support marketing efforts and lead acquisition.

(3) Contract acquisition costs (CAC) - Includes direct marketing costs incurred to acquire leads through internal and external sources, including commissions paid to Primerica representatives, as well as ETQ agent compensation, training and licensing costs.

(4) Adjusted EBITDA - Earnings before interest, taxes, depreciation, amortization and certain adjustments for non-cash or non-recurring expenses including purchase accounting adjustments.

(5) Senior Health submitted policies - represents the number of completed applications that, with respect to each such application, the applicant has authorized us to submit to the health insurance carrier. The applicant may need to take additional actions, including providing subsequent information before the application is reviewed by the health insurance carrier.

(6) Senior Health approved policies - represent an estimate of submitted policies approved by health insurance carriers during the indicated period. Not all approved policies will go in force.

(7) In whole dollars.

Corporate Other Distributed Products - Financial Results

									YOY Q4		YOY YTD			
	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	\$ Chan ge	% Change	YTD 2021	YTD 2022	\$ Chan ge	% Change
<i>(Dollars in thousands)</i>														
Corporate & Other Distributed Products Income Before Income Taxes														
Revenues:														
Direct premiums	\$ 5,713	\$ 5,800	\$ 5,788	\$ 5,020	\$ 5,412	\$ 5,441	\$ 5,494	\$ 4,685	\$ (33)	4	\$ 22,320	\$ 21,032	\$ (12)	88
Ceded premiums	(1,423)	(1,822)	(1,459)	(1,963)	(1,439)	(1,642)	(1,454)	(1,914)	49	2.5	(6,666)	(6,449)	217	3.3
Net premiums	4,290	3,978	4,328	3,057	3,973	3,799	4,040	2,772	(28)	5	15,654	14,583	(1,071)	6.8
Allocated net investment income	12,59	11,95	11,32	10,73	9,559	2	3	14,75	4,0	37.4	46,604	45,736	(868)	1.9
Commissions and fees:														
Prepaid Legal Services	4,783	5,182	6,712	4,085	4,287	4,664	5,672	3,821	(26)	3	20,761	18,444	(2,316)	11.2
Auto and Homeowners Insurance	1,787	2,101	2,436	1,971	1,591	2,056	2,647	1,994	24	1.2	8,295	8,289	(6)	0.1
Mortgage loans	4,960	6,061	6,719	6,598	4,818	3,128	2,103	1,656	(4,941)	74.9	24,337	11,705	(12,632)	51.9
Other sales commissions	2,041	2,291	2,129	2,307	1,932	2,103	2,090	1,872	(43)	5	8,767	7,996	(771)	8.8
Other, net	836	1,040	1,101	992	1,117	889	1,621	1,341	349	35.2	3,969	4,967	998	25.1
Adjusted operating revenues	31,28	32,60	34,74	29,74	27,27	26,89	29,34	28,20	(1,538)	5.2	128,387	111,720	(16,668)	13.0
Benefits and expenses:														
Benefits and claims	4,826	5,859	3,728	4,443	4,166	4,280	3,937	3,836	(60)	7	18,856	16,218	(2,638)	14.0
Amortization of DAC	246	264	347	203	255	247	427	146	(57)	28.0	1,060	1,077	16	1.5
Insurance commissions	299	306	320	246	282	290	283	237	(9)	3.7	1,171	1,092	(79)	6.7
Insurance expenses	1,391	1,327	1,367	1,257	1,237	1,132	1,081	1,160	(97)	7.7	5,343	4,609	(733)	13.7
Sales commissions	6,434	7,185	8,290	6,839	5,952	5,484	5,592	4,187	(2,652)	38.8	28,748	21,215	(7,533)	26.2
Interest expense	7,145	7,141	7,529	8,804	6,853	6,814	6,802	6,768	(35)	23.1	30,618	27,237	(3,381)	11.0
Adjusted other operating expenses	35,21	27,41	26,69	30,30	36,47	30,53	28,97	33,78	3,4	11.5	119,621	129,766	10,145	8.5
Adjusted benefits and expenses	55,55	49,49	48,27	52,09	55,21	48,77	47,09	50,12	(1,937)	3.8	205,416	201,214	(4,202)	2.0
Adjusted operating income before income taxes	(24,26)	(16,88)	(13,53)	(22,34)	(27,94)	(21,88)	(17,75)	(21,91)	432	1.9	(77,029)	(89,495)	(12,466)	16.2

Investment Portfolio - Summary of Holdings
PRIMERICA, INC.
 Financial Supplement

As of or for the period ended December 31, 2022							
	Market Value	Amortized Cost	Unrealized G/(L)	Market Value	% of Total Amortized Cost	Avg Book Yield	Avg Rating
<i>(Dollars in thousands)</i>							
Investment Portfolio by Asset Class							
Cash, Cash Equivalents, and Short Term	\$ 558,646	\$ 558,646	\$ -	18.1 %	16.4 %		
Fixed Income:							
Treasury	41,741	42,629	(889)	1.3 %	1.3 %	1.31 %	AAA
Government	231,004	257,418	(26,414)	7.5 %	7.6 %	2.98 %	AA-
Tax-Exempt Municipal	32,883	37,084	(4,201)	1.1 %	1.1 %	2.69 %	AA
Corporate	1,229,921	1,370,566	(140,645)	39.8 %	40.3 %	3.55 %	BBB+
Mortgage Backed	414,043	486,093	(72,050)	13.4 %	14.3 %	2.92 %	AAA
Asset Backed	155,397	171,811	(16,413)	5.0 %	5.1 %	3.70 %	AA
Cmbs	122,967	139,306	(16,339)	4.0 %	4.1 %	3.39 %	AA-
Private	267,612	295,957	(28,345)	8.7 %	8.7 %	4.46 %	BBB
Redeemable Preferred	3,586	4,248	(662)	0.1 %	0.1 %	5.27 %	BBB-
Total Fixed Income	2,499,154	2,805,113	(305,959)	80.8 %	82.5 %	3.44 %	A
Equities and Other:							
Perpetual Preferred	8,651	8,651	-	0.3 %	0.3 %		
Common Stock	20,958	20,958	(0)	0.7 %	0.6 %		
Mutual Fund	5,795	5,795	0	0.2 %	0.2 %		
Total Equities	35,404	35,404	(0)	1.1 %	1.0 %		
Total Invested Assets	\$ 3,093,205	\$ 3,399,164	\$ (305,959)	100.0 %	100.0 %		
Public Corporate Portfolio by Sector							
Insurance	\$ 154,034	\$ 174,626	\$ (20,592)	12.5 %	12.7 %		
Consumer Non Cyclical	131,027	147,361	(16,334)	10.7 %	10.8 %		
Energy	127,361	140,782	(13,421)	10.4 %	10.3 %		
Reits	118,000	135,921	(17,921)	9.6 %	9.9 %		
Consumer Cyclical	103,177	114,688	(11,512)	8.4 %	8.4 %		
Banking	97,588	103,414	(5,827)	7.9 %	7.5 %		
Technology	93,443	102,008	(8,565)	7.6 %	7.4 %		
Capital Goods	62,874	68,555	(5,680)	5.1 %	5.0 %		
Basic Industry	60,439	67,998	(7,558)	4.9 %	5.0 %		
Electric	55,377	61,586	(6,209)	4.5 %	4.5 %		
Finance Companies	55,140	62,779	(7,639)	4.5 %	4.6 %		
Transportation	54,942	60,604	(5,663)	4.5 %	4.4 %		
Communications	44,182	48,537	(4,355)	3.6 %	3.5 %		
Brokerage	44,124	49,757	(5,633)	3.6 %	3.6 %		
Financial Other	8,638	9,584	(946)	0.7 %	0.7 %		
Natural Gas	7,188	7,739	(551)	0.6 %	0.6 %		
Industrial Other	5,951	6,915	(964)	0.5 %	0.5 %		
Utility Other	4,583	5,388	(805)	0.4 %	0.4 %		
Owned No Guarantee	1,854	2,325	(471)	0.2 %	0.2 %		
Total Corporate portfolio	\$ 1,229,921	\$ 1,370,566	\$ (140,645)	100.0 %	100.0 %		
Fixed-Maturity Securities - Effective Maturity							
Effective maturity							
< 1 Yr.	\$ 190,479	\$ 192,567	\$ (2,088)	7.6 %	6.9 %	3.15 %	
1-2 Yrs.	271,286	280,539	(9,253)	10.9 %	10.0 %	3.63 %	
2-5 Yrs.	781,492	845,989	(64,497)	31.3 %	30.2 %	3.67 %	
5-10 Yrs.	980,174	1,149,971	(169,798)	39.2 %	41.0 %	3.25 %	
> 10 Yrs.	275,724	336,047	(60,323)	11.0 %	12.0 %	3.54 %	
Total Fixed Income	\$ 2,499,154	\$ 2,805,113	\$ (305,959)	100.0 %	100.0 %	3.44 %	
Duration							
Fixed Income portfolio duration	4.7 years						

Note: Investment Portfolio pages in this Financial Supplement exclude the Held to Maturity asset on our balance sheet.

Investment Portfolio - Quality Ratings As of December 31, 2022

(Dollars in thousands)

Investment Portfolio Quality Ratings (1)

	Amortized Cost	% of Total
Total Fixed Income portfolio:		
<u>Rating</u>		
AAA	\$ 606,982	21.6 %
AA	321,450	11.5 %
A	688,936	24.6 %
BBB	1,120,096	39.9 %
Below Investment Grade	67,450	2.4 %
NA	199	0.0 %
Total Fixed Income	<u>\$ 2,805,113</u>	<u>100.0 %</u>

	Amortized Cost	% of Total
Public Corporate asset class:		
<u>Rating</u>		
AAA	\$ 11,835	0.9 %
AA	67,985	5.0 %
A	356,459	26.0 %
BBB	872,920	63.7 %
Below Investment Grade	61,192	4.5 %
NA	176	0.0 %
Total Corporate	<u>\$ 1,370,566</u>	<u>100.0 %</u>

	Amortized Cost	% of Total
Private Placement asset class:		
<u>Rating</u>		
AAA	\$ -	—
AA	5,274	1.8 %
A	66,034	22.3 %
BBB	222,819	75.3 %
Below Investment Grade	1,830	0.6 %
NA	-	—
Total Private	<u>\$ 295,957</u>	<u>100.0 %</u>

	Amortized Cost	% of Total
CMBS asset class:		
<u>Rating</u>		
AAA	\$ 60,409	43.4 %
AA	8,930	6.4 %
A	69,968	50.2 %
BBB	-	—
Below Investment Grade	-	—
NA	-	—
Total CMBS	<u>\$ 139,306</u>	<u>100.0 %</u>

	Amortized Cost	% of Total
Mortgage-Backed asset class:		
<u>Rating</u>		
AAA	\$ 435,692	89.6 %
AA	50,170	10.3 %
A	135	0.0 %
BBB	-	—
Below Investment Grade	73	0.0 %
NA	23	0.0 %
Total Mortgage-Backed	<u>\$ 486,093</u>	<u>100.0 %</u>

	Amortized Cost	% of Total
Asset-Backed asset class:		
<u>Rating</u>		
AAA	\$ 35,245	20.5 %
AA	9,466	5.5 %
A	117,409	68.3 %
BBB	7,964	4.6 %
Below Investment Grade	1,727	1.0 %
NA	-	—
Total Asset-Backed	<u>\$ 171,811</u>	<u>100.0 %</u>

	Amortized Cost	% of Total
Treasury & Government asset classes:		
<u>Rating</u>		
AAA	\$ 63,108	21.0 %
AA	151,320	50.4 %
A	71,904	24.0 %
BBB	11,088	3.7 %
Below Investment Grade	2,629	0.9 %
NA	-	—
Total Treasury & Government	<u>\$ 300,047</u>	<u>100.0 %</u>

NAIC Designations

1	\$ 1,357,429	54.8 %
2	1,038,960	42.0 %
3	71,518	2.9 %
4	7,813	0.3 %
5	691	0.0 %
6	0	0.0 %
U.S. Insurer Fixed Income (2)	2,476,411	100.0 %
Other (3)	364,107	
Cash and cash equivalents	558,646	
Total Invested Assets	<u>\$ 3,399,164</u>	

(1) Ratings method for split ratings: If by 2 NRSROs, use lower of the two; if by 3 or more NRSROs, use second lowest.

(2) NAIC ratings for our U.S. insurance companies' fixed income portfolios.

(3) Other consists of assets held by our non-life companies, Canadian insurance company, and unrated equities.

Note: Investment Portfolio pages in this Financial Supplement exclude the Held to Maturity asset on our balance sheet.

Investment Portfolio - Supplemental Data and Trends

(Dollars in thousands)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YOY Q4		
	2021	2021	2021	2021	2022	2022	2022	2022	\$ Change	% Change	
Net Investment Income by Source											
Fixed-maturity securities (available-for-sale)	\$ 20,020	\$ 20,155	\$ 19,860	\$ 20,328	\$ 20,889	\$ 22,414	\$ 23,067	\$ 24,605	\$ 4,277	21.0%	
Fixed-maturity securities (held-to-maturity)	15,146	15,495	15,741	15,825	15,515	15,815	16,283	16,309	484	3.1%	
Equity Securities	391	411	413	416	387	371	373	377	(39)	-9.3%	
Deposit asset underlying 10% reinsurance treaty	1,368	1,238	987	785	589	485	557	2,134	1,350	172.0%	
Deposit asset - Mark to Market	(793)	(170)	(640)	(899)	(2,099)	(1,254)	(68)	(409)	490	-54.5%	
Policy loans and other invested assets	231	98	289	401	102	58	436	450	49	12.3%	
Cash & cash equivalents	119	156	96	85	125	498	1,714	3,605	3,520	4141.4%	
Total investment income	36,483	37,383	36,746	36,940	35,508	38,387	42,362	47,072	10,132	27.4%	
Investment expenses	1,284	1,353	1,004	1,114	1,088	1,288	1,733	2,233	1,119	100.4%	
Interest Expense on Surplus Note	15,146	15,495	15,741	15,825	15,515	15,815	16,283	16,309	484	3.1%	
Net investment income	\$ 20,052	\$ 20,535	\$ 20,001	\$ 20,001	\$ 18,905	\$ 21,284	\$ 24,346	\$ 28,530	\$ 8,529	42.6%	
Fixed income book yield, end of period	3.30 %	3.31 %	3.23 %	3.12 %	3.18 %	3.25 %	3.34 %	3.44 %			
New money yield	1.72 %	2.68 %	2.21 %	1.60 %	3.37 %	4.21 %	3.93 %	5.41 %			

Rating	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YOY Q4	
	2021	2021	2021	2021	2022	2022	2022	2022	% Pt	Change
AAA	16.6 %	16.5 %	18.0 %	18.7 %	21.0 %	22.0 %	21.5 %	21.6 %	2.9 %	
AA	12.2 %	11.6 %	11.0 %	11.8 %	11.2 %	11.2 %	11.1 %	11.5 %	-0.3 %	
A	23.0 %	22.1 %	23.6 %	24.4 %	23.7 %	23.0 %	23.0 %	24.6 %	0.2 %	
BBB	44.0 %	45.5 %	42.9 %	40.8 %	39.8 %	39.6 %	40.1 %	39.9 %	-0.9 %	
Below Investment Grade	4.1 %	4.2 %	4.1 %	3.5 %	3.1 %	2.8 %	2.7 %	2.4 %	-1.1 %	
NA	0.1 %	0.1 %	0.3 %	0.8 %	1.2 %	1.3 %	1.5 %	0.0 %	-0.8 %	
Total Fixed Income	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	—	
Average rating by amortized cost	A-	A-	A	A	A	A	A	A		

Top 25 Exposures	As of December 31, 2022			As of December 31, 2022			As of December 31, 2022		
	Market Value	Amortized Cost	Credit Rating	Market Value	Amortized Cost	Market Value	Amortized Cost	Market Value	Amortized Cost
1 Canada	\$ 20,709	\$ 22,112	AAA	Canada	\$ 87,091	\$ 97,039	AAA	\$ 2,000	\$ 2,121
2 Province of Quebec Canada	16,052	16,655	A+	Australia	21,060	22,497	AA	4,742	4,749
3 Province of Ontario Canada	14,139	14,708	AA	United Kingdom	18,418	18,985	A	9,070	10,904
4 Ontario Teachers' Pension Plan	12,538	14,327	AA+	France	8,720	9,256	BBB	9,552	10,638
5 Province of Alberta Canada	11,727	12,819	BBB+	Mexico	7,895	9,355	Below Investment Grade	2,160	2,629
6 Morgan Stanley	11,304	11,782	BBB+	Cayman Islands	6,464	8,201	NA	—	—
7 Manulife Financial Corp	10,603	11,592	A	Bermuda	6,373	6,853	Total	\$ 27,524	\$ 31,040
8 TC Energy Corp	10,240	11,656	BBB+	Ireland	6,041	6,235			
9 ConocoPhillips	9,249	10,697	A	Japan	5,437	5,474			
10 Province of Saskatchewan Canada	9,247	9,634	AA	Netherlands	5,293	5,450	Non-Government Investments (1)		
11 Enbridge Inc	8,998	9,878	BBB+	Malta	5,231	5,466			
12 Kemper Corp	8,216	9,094	BBB	Israel	4,717	4,825	AAA	\$ 2,909	\$ 2,999
13 Fairfax Financial Holdings Ltd	8,182	9,815	BBB-	Brazil	3,516	3,557	AA	2,305	2,412
14 Brookfield Corp	8,142	8,500	A-	Norway	2,884	3,144	A	42,393	45,565
15 Intact Financial Corp	7,924	7,873	A+	Supranational	2,747	2,750	BBB	139,07	9
16 City of Toronto Canada	7,821	8,132	AA	Emerging Markets (2)	11,424	13,080	Below Investment Grade	3,995	4,246
17 Western & Southern Mutual Holdings	7,769	9,488	AA	All Other	16,558	15,883	NA	1,665	1,665
18 Province of New Brunswick Canada	7,682	8,134	A+	Total	\$ 219,870	\$ 238,052	Total	\$ 192,34	\$ 207,011
19 Province of British Columbia Canada	7,489	7,956	AA+					6	
20 Province of Newfoundland and Labrador	7,352	8,214	A						
21 Apple Inc	7,139	7,708	AA+						
22 Air Lease Corp	7,055	7,895	BBB						
23 Tokyo Century Corp	6,968	7,984	BBB						
24 Booking Holdings Inc	6,939	7,080	A-						
25 GATX Corp	6,849	7,538	BBB						
Total	\$ 240,333	\$ 261,284							
% of total fixed income portfolio	7.8 %	7.7 %							

(1) US\$ denominated investments in issuers outside of the United States based on country of risk.

(2) Emerging markets is as defined by MSCI, Inc. which include Chile, India, Peru, Poland and South Africa.

Note: Investment Portfolio pages in this Financial Supplement exclude the Held to Maturity asset on our balance sheet.

Five-Year Historical Key Statistics

(Dollars in millions)	2018	2019	2020	2021	2022	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Recruits	290,886	282,207	400,34 5	349,37 4	359,73 5	94,633	89,285	91,884	73,572	84,707	70,215	127,78 8	77,025
Life-insurance licensed sales force, beginning of period	126,121	130,736	130,52 2	134,90 7	129,51 5	134,90 7	132,03 0	132,04 1	130,02 3	129,51 5	130,20 6	132,14 9	134,31 3
New life-licensed representatives	48,041	44,739	48,106	39,622	45,147	10,833	10,112	9,381	9,296	9,983	11,529	12,518	11,117
Non-renewal and terminated representatives	(43,426)	(44,953)	(43,721)	(45,014)	(39,454)	(13,710)	(10,101)	(11,399)	(9,804)	(9,292)	(9,586)	(10,354)	(10,222)
Life-insurance licensed sales force, end of period	130,736	130,522	134,90 7	129,51 5	135,20 8	132,03 0	132,04 1	130,02 3	129,51 5	130,20 6	132,14 9	134,31 3	135,20 8
Issued term life policies	301,589	287,809	352,86 8	323,85 5	291,91 8	82,667	90,071	75,914	75,203	71,324	76,946	71,104	72,544
Issued term life face amount	\$ 95,209	\$ 93,994	\$ 109,43 6	\$ 108,52 1	\$ 103,82 2	\$ 26,643	\$ 29,981	\$ 26,219	\$ 25,678	\$ 24,773	\$ 27,651	\$ 26,049	\$ 25,349
Term life face amount in force, beginning of period	\$ 763,831	\$ 781,041	\$ 808,26 2	\$ 858,81 8	\$ 903,40 4	\$ 858,81 8	\$ 869,64 3	\$ 886,51 9	\$ 894,01 8	\$ 903,40 4	\$ 909,63 2	\$ 914,43 8	\$ 912,78 5
Issued term life face amount	95,209	93,994	109,43 6	108,52 1	103,82 2	26,643	29,981	26,219	25,678	24,773	27,651	26,049	25,349
Terminated term life face amount	(70,291)	(71,519)	(60,848)	(64,798)	(82,894)	(17,240)	(14,706)	(16,241)	(16,610)	(19,787)	(19,298)	(21,033)	(22,776)
Foreign currency impact, net	(7,708)	4,746	1,968	862	(7,524)	1,422	1,602	(2,480)	319	1,242	(3,547)	(6,669)	1,450
Term life face amount in force, end of period	\$ 781,041	\$ 808,262	\$ 858,81 8	\$ 903,40 4	\$ 916,80 8	\$ 869,64 3	\$ 886,51 9	\$ 894,01 8	\$ 903,40 4	\$ 909,63 2	\$ 914,43 8	\$ 912,78 5	\$ 916,80 8
Estimated annualized issued term life premium													
Premium from new policies	\$ 250.8	\$ 244.8	\$ 303.6	\$ 297.2	\$ 271.9	\$ 74.5	\$ 82.6	\$ 70.7	\$ 69.4	\$ 65.5	\$ 72.3	\$ 68.0	\$ 66.0
Additions and increases in premium	55.2	60.2	68.9	77.0	76.7	18.0	20.3	19.5	19.1	18.4	20.6	19.5	18.2
Total estimated annualized issued term life premium	\$ 306.0	\$ 305.0	\$ 372.5	\$ 374.2	\$ 348.5	\$ 92.5	\$ 103.0	\$ 90.2	\$ 88.5	\$ 83.8	\$ 92.9	\$ 87.5	\$ 84.2
Investment & Savings product sales	\$ 7,040.1	\$ 7,533.2	\$ 7,842.5	\$ 11,703. 2	\$ 10,009. 0	\$ 2,853.5	\$ 3,040.2	\$ 2,790.4	\$ 3,019.0	\$ 3,065.4	\$ 2,689.6	\$ 2,161.5	\$ 2,092.5
Investment & Savings average client asset values	\$ 61,842	\$ 65,029	\$ 69,709	\$ 89,993	\$ 87,193	\$ 83,131	\$ 89,378	\$ 92,652	\$ 94,809	\$ 94,203	\$ 87,994	\$ 83,320	\$ 83,256
Closed U.S. Mortgage Volume (brokered)	\$ —	\$ 31.1	\$ 442.5	\$ 1,229.2	\$ 567.2	\$ 262.3	\$ 298.6	\$ 337.6	\$ 330.8	\$ 235.9	\$ 152.7	\$ 99.8	\$ 78.9

