

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): **November 6, 2024**



PRIMERICA®

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 November 6, 2024, Primerica, Inc. (the "Company") announced its results of operations for the quarter ended September 30, 2024. 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, diluted adjusted operating earnings per share and adjusted stockholders' equity.

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), including credit impairments, and fair value mark-to-market ("MTM") investment adjustments 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. Also excluded from these non-GAAP financial measures is the receipt of insurance proceeds under a Representation and Warranty policy negotiated and purchased in connection with the acquisition of e-TeleQuote, Inc. ("e-TeleQuote"). We exclude this gain from our non-GAAP financial measures as it represents a non-recurring item that causes incomparability in the Company's results.

Adjusted operating income before taxes, adjusted net operating income, and diluted adjusted operating earnings per share exclude corporate restructuring and related charges associated with the decision to exit the senior health business. We exclude these items from our non-GAAP financial measures as they are not useful in evaluating the Company's ongoing operations. Adjusted net operating income and diluted adjusted operating earnings per share also exclude the tax effect of pre-tax operating adjustments and the valuation allowance recognized for e-TeleQuote's state net operating losses. We exclude these items from our non-GAAP financial measures as they represent the tax effect of pre-tax operating adjustments and/or non-recurring items that will cause incomparability between period-over-period results.

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. Adjusted stockholders' equity also excludes the difference in future policy benefits calculated using the current discount rate and future policy benefits calculated using the locked-in discount rate at contract issuance recognized in accumulated other comprehensive income. We exclude the impact from the difference in the discount rate in measuring adjusted stockholders' equity as such difference is caused by market movements in interest rates that are not permanent and may not align with the cash flows we will ultimately incur when policy benefits are settled.

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 the core ongoing business. These measures have limitations and users 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 November 6, 2024, the Company posted to the "Investor Relations" section of its website certain supplemental financial information relating to the quarter ended September 30, 2024. 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 November 6, 2024 – Primerica Reports Third Quarter 2024 Results
99.2	Primerica, Inc. Supplemental Financial Information – Third Quarter 2024
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: November 6, 2024

PRIMERICA, INC.

/s/ Tracy Tan

Tracy Tan
Executive Vice President and Chief Financial Officer



PRIMERICA REPORTS THIRD QUARTER 2024 RESULTS

Life-licensed sales force grew 7% driven by solid recruiting and a 17% increase in new life licenses

Term Life net premiums grew 5%; adjusted direct premiums up 6%

Issued Term Life face amount of \$31 billion, up 5%; total in force coverage of \$958 billion

Investment and Savings Products sales of \$2.9 billion, up 34%

Investment and Savings Products client asset values up 26%, ending the quarter at \$111 billion

Net earnings per diluted share from continuing operations (EPS) of \$5.72 increased 31% (including a remeasurement gain of \$0.52 per diluted share); return on stockholders' equity (ROE) of 38.3%

Diluted adjusted operating earnings per share of \$5.68 increased 28% (including a remeasurement gain of \$0.52 per diluted adjusted share); adjusted net operating income return on adjusted stockholders' equity (ROAE) of 36.5%

Declared dividend of \$0.90 per share, payable on December 12, 2024; repurchased \$129 million of common stock during the quarter

Duluth, GA, Nov. 6, 2024 – Primerica, Inc. (NYSE: PRI) today announced financial results for the quarter ended September 30, 2024. Total revenues of \$774.1 million, increased 11% compared to the third quarter of 2023. Net income from continuing operations of \$194.7 million increased 24%, while net earnings per diluted share from continuing operations of \$5.72 increased 31% compared to the prior year period.

Comparisons to the prior year period were impacted by the Company's annual actuarial assumption review, as described below, which resulted in a net remeasurement gain of \$23.0 million, or \$0.52 after tax earnings per diluted share. The Company recorded a remeasurement gain of \$28.2 million in the Term Life segment and a remeasurement loss of \$5.2 million in the Corporate and Other Distributed Products segment.

Net income and diluted earnings per share, including discontinued operations, were \$164.4 million and \$4.83, respectively during the third quarter of 2024 compared to \$152.1 million and \$4.23, respectively in the prior year period. On September 30, 2024, the Company exited its senior health business by permanently surrendering and relinquishing its rights to e-TeleQuote Insurance, Inc. with no significant continuing involvement. Consequently, the senior health business' financial results have been reported in discontinued operations for all periods presented.

Adjusted operating revenues of \$770.1 million increased 10% compared to the third quarter of 2023. Adjusted net operating income of \$193.2 million increased 21%, while adjusted operating earnings per diluted share of \$5.68 grew 28% year-over-year. Comparisons to the prior year period were impacted by the Company's annual actuarial assumption review, as described above. A reconciliation of non-GAAP to GAAP financial measures is included at the end of this release.

Distribution results during the third quarter were strong, driven by sustained recruiting momentum and growth in new life-licensed representatives. Financial results in the Term Life segment, excluding the remeasurement gain, benefited from continued strong sales and stable margins. Results in the Investment and Savings Products segment were positively impacted by favorable equity market conditions, which fueled sales growth and higher client asset values.

"Our results continue to reflect the power of Primerica's distribution model as we meet the increasing financial needs of middle-income families," said Glenn Williams, Chief Executive Officer of Primerica, Inc. "In the third quarter, we were able to successfully leverage the momentum created by our convention in July 2024 to accelerate growth."

Third Quarter Distribution & Segment Results

Distribution Results

	Q3 2024	Q3 2023	% Change
Life-Licensed Sales Force	148,890	139,053	7 %
Recruits	142,655	92,269	55 %
New Life-Licensed Representatives	14,349	12,311	17 %
Life Insurance Policies Issued	93,377	88,589	5 %
Life Productivity ⁽¹⁾	0.21	0.21	*
Issued Term Life Face Amount (\$ billions) ⁽²⁾	\$ 30.8	\$ 29.5	5 %
ISP Product Sales (\$ billions)	\$ 2.9	\$ 2.2	34 %
Average Client Asset Values (\$ billions)	\$ 108.2	\$ 91.5	18 %
Closed U.S. Mortgage Volume (\$ million brokered)	\$ 105.4	\$ 82.7	27 %

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

⁽²⁾Includes face amount on issued term life policies, additional riders added to existing policies, and face increases under increasing benefit riders.

* Not calculated

Segment Results

	Q3 2024	Q3 2023 (\$ in thousands)	% Change
Adjusted Operating Revenues:			
Term Life Insurance	\$ 450,306	\$ 428,772	5 %
Investment and Savings Products	266,073	218,898	22 %
Corporate and Other Distributed Products ⁽¹⁾	53,711	52,102	3 %
Total adjusted operating revenues ⁽¹⁾	<u>\$ 770,090</u>	<u>\$ 699,772</u>	10 %
Adjusted Operating Income (Loss) before income taxes:			
Term Life Insurance	\$ 178,354	\$ 141,222	26 %
Investment and Savings Products	79,911	64,373	24 %
Corporate and Other Distributed Products ⁽¹⁾	(5,713)	3,065	NM
Total adjusted operating income before income taxes ⁽¹⁾	<u>\$ 252,552</u>	<u>\$ 208,660</u>	21 %

⁽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 introduced new recruiting incentives for July and the beginning of August to further the momentum created at the convention. This led to a record number of new recruits and a 17% increase in the number of new licenses. During the third quarter, a total of 142,655 new recruits became part of Primerica and 14,349 individuals obtained a new life license. The size of the sales force increased 7% year-over-year, for a total of 148,890 life-licensed representatives as of September 30, 2024.

Term Life Insurance

During the third quarter of 2024, the Company issued 93,377 new life insurance policies, up 5% year-over-year. Productivity as measured by the average monthly rate of new policies issued per life-licensed independent sales representative remained unchanged at 0.21.

Third quarter revenues of \$450.3 million increased 5% compared to the third quarter of 2023 driven by 6% growth in adjusted direct premiums. Income before income taxes of \$178.4 million in the current year period included a \$28.2 million remeasurement gain primarily due to an assumption change stemming from the ongoing decline in disability incidence rates under our waiver of premium rider, resulting in a 26% increase year over year and a benefits and claims ratio of 53.2%. Excluding the impact of the remeasurement gain, the benefits and claims ratio would have been 57.6%. The DAC amortization and insurance commissions ratio at 11.9% and the insurance expense ratio at 7.4% remained stable year-over-year. The Term Life Insurance operating margin at 27.5% was favorably impacted by the remeasurement gain in the current year period. Excluding the impact of the remeasurement gain, the Term Life Insurance operating margin would have been 23.1%.

Investment and Savings Products

Ending client asset values continued to benefit from strong equity market appreciation, ending the quarter at \$111.2 billion, up 26% compared to the prior year period. Total product sales during the quarter were \$2.9 billion, up 34% year-over-year, driven by strong investor demand for mutual funds, annuities and managed accounts, likely influenced by strong equity market performance. Net client inflows during the quarter were \$444 million.

Third quarter revenues of \$266.1 million increased 22% compared to the prior year period, while income before income taxes of \$79.9 million increased 24%. Revenues from sales-based commissions and fees increased 32%, while sales-based commission expenses increased 27%. Revenue growth slightly outpaced correlated product sales due to continued strong client demand for variable annuities, on which we earn higher up-front fees. Asset-based revenues increased 19%, largely consistent with the growth in average client asset values. The change in asset-based commission expenses was in line with asset-based revenues.

Corporate and Other Distributed Products

During the third quarter of 2024, the segment recorded a pre-tax adjusted operating loss of \$5.7 million compared to pre-tax adjusted operating income of \$3.1 million in the prior year period. The year-over-year decline was primarily due to a \$5.2 million remeasurement loss on a closed book of non-term life insurance business, lower revenues from certain other distributed products and growth in other operating expenses. This was partly offset by higher net investment income ("NII") due to higher yields on investments and growth in the size of the portfolio.

Taxes

The effective tax rate from continuing operations remained largely unchanged at 23.5% in the third quarter of 2024 compared to 23.7% in the prior year period.

Capital

The Company repurchased 510,911 shares of common stock for \$128.8 million during the third quarter of 2024 and the Board of Directors has approved a dividend of \$0.90 per share, payable on December 12, 2024 to stockholders of record on November 21, 2024. Primerica Life Insurance Company's statutory risk-based capital (RBC) ratio was estimated to be about 440% as of September 30, 2024.

Non-GAAP Financial Measures

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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), including credit impairments, and fair value mark-to-market ("MTM") investment adjustments 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 exclude corporate restructuring and related charges associated with the decision to exit the senior health business. We exclude these items from our non-GAAP financial measures as they are not useful in evaluating the Company's ongoing operations. Adjusted net operating income and diluted adjusted operating earnings per share also exclude the tax effect of pre-tax operating adjustments. We exclude these items from our non-GAAP financial measures as they represent the tax effect of pre-tax operating adjustments and/or non-recurring items that will cause incomparability between period-over-period results.

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. Adjusted stockholders' equity also excludes the difference in future policy benefits calculated using the current discount rate and future policy benefits calculated using the locked-in discount rate at contract issuance recognized in accumulated other comprehensive income (loss). We exclude the impact from the difference in the discount rate in measuring adjusted stockholders' equity as such difference is caused by market movements in interest rates that are not permanent and may not align with the cash flows we will ultimately incur when policy benefits are settled.

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 the core ongoing business. These measures have limitations and users 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 attached to this release.

Earnings Webcast Information

Primerica will hold a webcast on Thursday, November 7, 2024, 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; litigation and regulatory investigations and actions concerning us or sales representatives; differences between our actual experience and our expectations regarding mortality, persistency, disability or insurance 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; 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; a significant change to or disruption in the mortgage lenders' mortgage businesses or an inability of the mortgage lenders to satisfy their contractual obligations to us; economic downcycles 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 or a third-party partner's information technology systems, breach of our information security, failure of our business continuity plan or the loss of the Internet; any failure to protect the confidentiality of client information; the current legislative and regulatory climate with regard to privacy and cybersecurity; cyber-attack(s), security breaches; 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; the efficiency and success of business initiatives to enhance our technology, products and services; any acquisition or investment in

businesses that do not perform as we expect or are difficult to integrate; 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 products and 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 approximately 5.7 million lives and had approximately 2.9 million client investment accounts on December 31, 2023. Primerica, through its insurance company subsidiaries, was the #2 issuer of Term Life insurance coverage in the United States and Canada in 2023. 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)

	September 30, 2024	December 31, 2023
	<i>(In thousands)</i>	
Assets		
Investments:		
Fixed-maturity securities available-for-sale, at fair value	\$ 2,994,955	\$ 2,719,467
Fixed-maturity security held-to-maturity, at amortized cost	1,330,430	1,386,980
Short-term investments available-for-sale, at fair value	-	276
Equity securities, at fair value	28,411	29,680
Trading securities, at fair value	3,235	18,383
Policy loans and other invested assets	52,842	51,175
Total investments	4,409,873	4,205,961
Cash and cash equivalents	550,142	594,148
Accrued investment income	26,389	23,958
Reinsurance recoverables	2,873,528	3,015,777
Deferred policy acquisition costs, net	3,636,964	3,447,234
Agent balances, due premiums and other receivables	300,697	269,216
Intangible assets, net	45,275	45,275
Income taxes	128,479	120,035
Operating lease right-of-use assets	48,190	51,506
Other assets	394,494	439,940
Separate account assets	2,401,137	2,395,842
Assets from discontinued operations entities	-	418,840
Total assets	<u>\$ 14,815,168</u>	<u>\$ 15,027,732</u>
Liabilities and Stockholders' Equity		
Liabilities:		
Future policy benefits	\$ 6,919,418	\$ 6,742,025
Unearned and advance premiums	16,186	14,876
Policy claims and other benefits payable	496,835	513,803
Other policyholders' funds	398,464	435,094
Note payable	594,311	593,709
Surplus note	1,330,090	1,386,592
Income taxes	20,524	76,257
Operating lease liabilities	56,930	58,893
Other liabilities	549,209	579,045
Payable under securities lending	85,236	99,785
Separate account liabilities	2,401,137	2,395,842
Liabilities from discontinued operations entities	-	65,844
Total liabilities	12,868,340	12,961,765
Stockholders' equity		
Common stock	335	350
Paid-in capital	-	-
Retained earnings	2,132,015	2,276,946
Accumulated other comprehensive income (loss), net of income tax:		
Effect of change in discount rate assumptions on the liability for future policy benefits	(71,241)	(39,086)
Unrealized foreign currency translation gains (losses)	(10,771)	(2,235)
Net unrealized gains (losses) on available-for-sale securities	(103,510)	(170,008)
Total stockholders' equity	1,946,828	2,065,967
Total liabilities and stockholders' equity	<u>\$ 14,815,168</u>	<u>\$ 15,027,732</u>

PRIMERICA, INC. AND SUBSIDIARIES
Consolidated Adjusted Operating Results Reconciliation
(Unaudited)

	Three months ended September 30,		% Change
	2024	2023	
	<i>(In thousands, except per-share amounts)</i>		
Total revenues	\$ 774,129	\$ 697,496	11 %
Less: Investment (losses) gains	2,209	(1,795)	
Less: 10% deposit asset MTM included in NII	1,830	(481)	
Adjusted operating revenues	<u>\$ 770,090</u>	<u>\$ 699,772</u>	10 %
Income from continuing operations before income taxes	\$ 254,578	\$ 206,384	23 %
Less: Investment (losses) gains	2,209	(1,795)	
Less: 10% deposit asset MTM included in NII	1,830	(481)	
Less: Restructuring costs	(2,013)	-	
Adjusted operating income before income taxes	<u>\$ 252,552</u>	<u>\$ 208,660</u>	21 %
Income from continuing operations	\$ 194,737	\$ 157,454	24 %
Less: Investment (losses) gains	2,209	(1,795)	
Less: 10% deposit asset MTM included in NII	1,830	(481)	
Less: Restructuring costs	(2,013)	-	
Less: Tax impact of preceding items	(476)	535	
Adjusted net operating income	<u>\$ 193,187</u>	<u>\$ 159,195</u>	21 %
Diluted earnings per share from continuing operations	\$ 5.72	\$ 4.38	31 %
Less: Net after-tax impact of operating adjustments	0.04	(0.05)	
Diluted adjusted operating earnings per share	<u>\$ 5.68</u>	<u>\$ 4.43</u>	28 %

TERM LIFE INSURANCE SEGMENT
Adjusted Premiums Reconciliation
(Unaudited)

	Three months ended September 30,		2023	% Change
	2024	(In thousands)		
Direct premiums	\$	847,626	\$ 826,665	3 %
Less: Premiums ceded to IPO coinsurers		198,726	212,951	
Adjusted direct premiums		648,900	613,714	6 %
Ceded premiums		(411,526)	(409,801)	
Less: Premiums ceded to IPO coinsurers		(198,726)	(212,951)	
Other ceded premiums		(212,800)	(196,850)	
Net premiums	\$	<u>436,100</u>	<u>\$ 416,864</u>	5 %

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

	Three months ended September 30,		2023	% Change
	2024	(In thousands)		
Total revenues	\$	57,750	\$ 49,826	16 %
Less: Investment gains (losses)		2,209	(1,795)	
Less: 10% deposit asset MTM included in NII		1,830	(481)	
Adjusted operating revenues	\$	<u>53,711</u>	<u>\$ 52,102</u>	3 %
Income (loss) before income taxes	\$	(3,687)	\$ 789	NM
Less: Investment gains (losses)		2,209	(1,795)	
Less: 10% deposit asset MTM included in NII		1,830	(481)	
Less: Restructuring costs		(2,013)	-	
Adjusted operating income (loss) before income taxes	\$	<u>(5,713)</u>	<u>\$ 3,065</u>	NM

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

	September 30, 2024	December 31, 2023	% Change
	(In thousands)		
Stockholders' equity	\$ 1,946,828	\$ 2,065,967	(6)%
Less: Net unrealized gains (losses)	(103,510)	(170,008)	
Less: Effect of change in discount rate assumptions on the liability for future policy benefits	(71,241)	(39,086)	
Adjusted stockholders' equity	<u>\$ 2,121,579</u>	<u>\$ 2,275,061</u>	(7)%



Supplemental Financial Information Third Quarter 2024

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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, 2023.

Third Quarter 2024

This document is a financial supplement to our third quarter 2024 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 for continuing operations and adjusted for three different purposes, as follows:

•**Operating** adjustments exclude the impact of investment gains/losses, including credit impairments and mark-to-market (MTM) investment adjustments. 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 with the Company's insurance operations. Operating adjustments also exclude the gain recognized for insurance proceeds from a Representation and Warranty insurance policy negotiated and purchased in connection with the acquisition of e-TeleQuote Insurance, Inc. (e-TeleQuote). We exclude this as it represents a non-recurring item that causes incomparability in the Company's results. Operating adjustments also exclude corporate restructuring and related charges associated with the decision to exit the senior health business. We exclude these charges as they are not useful in evaluating the Company's ongoing operations. Adjusted net operating income and diluted adjusted operating earnings per share also exclude the tax effect of pre-tax operating adjustments and the valuation allowance recognized for e-TeleQuote's state net operating losses (NOLs). We exclude these items from our non-GAAP financial measures as they represent the tax effect of pre-tax operating adjustments and/or non-recurring items that will cause incomparability between period-over-period results.

•**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. Adjusted stockholders' equity also excludes the difference in future policy benefits calculated using the current discount rate and future policy benefits calculated using the locked-in discount rate at contract issuance recognized in accumulated other comprehensive income. We exclude the impact from the difference in the discount rate in measuring adjusted stockholders' equity as it is caused by market movements in interest rates that are not permanent and may not align with the cash flow we will ultimately incur when policy benefits are settled.

•**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, primarily related to the presentation of the senior health business' results of operations as discontinued operations on the Company's statements of income. However, balance sheet amounts have not been restated for prior periods to separately present the assets and liabilities related to discontinued operations, which primarily included goodwill, other assets and income taxes. These reclassifications had no impact on net income or total stockholders' equity.

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

(Dollars in thousands)

	Mar 31, 2023	Jun 30, 2023	Sep 30, 2023	Dec 31, 2023	Mar 31, 2024	Jun 30, 2024	Sep 30, 2024	Dec 31, 2024
Balance Sheets								
Assets:								
Investments and cash excluding securities held to maturity	\$ 3,246,388	\$ 3,226,056	\$ 3,174,938	\$ 3,432,129	\$ 3,456,543	\$ 3,502,298	\$ 3,629,584	
Securities held to maturity	1,460,000	1,433,520	1,417,460	1,386,980	1,376,400	1,353,370	1,330,430	
Total investments and cash	4,706,388	4,659,576	4,592,398	4,819,109	4,832,943	4,855,668	4,960,014	
Reinsurance recoverables	3,217,354	3,084,520	2,954,245	3,015,777	2,920,417	2,833,055	2,873,528	
Deferred policy acquisition costs	3,250,753	3,319,844	3,374,627	3,447,234	3,503,940	3,566,126	3,636,964	
Goodwill	127,707	127,707	127,707	127,707	127,707	—	—	
Other assets	1,191,286	1,201,266	1,200,647	1,222,064	1,189,436	1,056,890	943,524	
Separate account assets	2,329,968	2,358,823	2,183,435	2,395,842	2,334,911	2,253,966	2,401,137	
Total assets	\$ 14,823,457	\$ 14,751,736	\$ 14,433,059	\$ 15,027,732	\$ 14,909,354	\$ 14,565,704	\$ 14,815,167	
Liabilities:								
Future policy benefits	\$ 6,561,624	\$ 6,491,564	\$ 6,045,151	\$ 6,742,025	\$ 6,548,050	\$ 6,436,332	\$ 6,919,418	
Other policy liabilities	996,747	970,198	938,665	963,773	954,350	908,419	911,485	
Income taxes	201,850	169,487	227,866	135,248	197,714	135,050	20,524	
Other liabilities	659,734	642,149	636,927	644,792	641,836	672,058	606,139	
Total liabilities	593,106	593,307	593,508	593,709	593,909	594,110	594,311	
Debt obligations								
Surplus note	1,459,565	1,433,101	1,417,056	1,386,592	1,376,028	1,353,014	1,330,090	
Payable under securities lending	74,452	77,643	77,956	99,785	76,648	90,995	85,236	
Separate account liabilities	2,329,968	2,358,823	2,183,435	2,395,842	2,334,911	2,253,966	2,401,137	
Total liabilities	12,877,046	12,736,272	12,120,564	12,961,765	12,723,446	12,443,945	12,868,340	
Stockholders' equity:								
Common stock (\$0.01 par value) (1)	364	358	353	350	346	340	335	
Paid-in capital	—	—	—	—	—	—	—	
Retained earnings	2,177,428	2,190,223	2,215,378	2,276,947	2,285,944	2,122,839	2,132,015	
Treasury stock	—	—	—	—	—	—	—	
Accumulated other comprehensive income (loss), net:								
Net unrealized gains (losses)	(208,157)	(226,250)	(269,604)	(170,008)	(181,537)	(187,346)	(103,510)	
Effect of change in discount rate assumptions on the liability for future policy benefits	(11,966)	55,386	377,637	(39,086)	92,853	201,441	(71,241)	
Cumulative translation adjustment	(11,259)	(4,253)	(11,269)	(2,235)	(11,698)	(15,514)	(10,771)	
Total stockholders' equity	1,946,411	2,015,464	2,312,495	2,065,967	2,185,908	2,121,759	1,946,827	
Total liabilities and stockholders' equity	\$ 14,823,457	\$ 14,751,736	\$ 14,433,059	\$ 15,027,732	\$ 14,909,354	\$ 14,565,704	\$ 14,815,167	
Reconciliation of Total Stockholders' Equity to Adjusted Stockholders' Equity								
Total stockholders' equity	\$ 1,946,411	\$ 2,015,464	\$ 2,312,495	\$ 2,065,967	\$ 2,185,908	\$ 2,121,759	\$ 1,946,827	
Less: Net unrealized gains (losses)	(208,157)	(226,250)	(269,604)	(170,008)	(181,537)	(187,346)	(103,510)	
Less: Effect of change in discount rate assumptions on the liability for future policy benefits	(11,966)	55,386	377,637	(39,086)	92,853	201,441	(71,241)	
Adjusted stockholders' equity	\$ 2,166,533	\$ 2,186,328	\$ 2,204,462	\$ 2,275,062	\$ 2,274,592	\$ 2,107,665	\$ 2,121,579	
Adjusted Stockholders' Equity Rollforward								
Balance, beginning of period	\$ 2,141,707	\$ 2,166,533	\$ 2,186,328	\$ 2,204,462	\$ 2,275,062	\$ 2,274,592	\$ 2,107,665	
Net income	128,099	144,504	152,063	151,935	137,904	1,171	164,373	
Shareholder dividends	(23,910)	(23,598)	(23,336)	(22,870)	(26,256)	(25,835)	(30,515)	
Retirement of shares and warrants	(96,323)	(112,606)	(106,479)	(72,886)	(116,563)	(142,744)	(129,672)	
Net foreign currency translation adjustment	1,020	7,005	(7,016)	9,035	(9,463)	(3,817)	4,744	
Other, net	15,941	4,490	2,902	5,386	13,909	4,297	4,986	
Balance, end of period	\$ 2,166,533	\$ 2,186,328	\$ 2,204,462	\$ 2,275,062	\$ 2,274,592	\$ 2,107,665	\$ 2,121,579	
Deferred Policy Acquisition Costs Rollforward								
Balance, beginning of period	\$ 3,188,502	\$ 3,250,753	\$ 3,319,844	\$ 3,374,627	\$ 3,447,234	\$ 3,503,940	\$ 3,566,126	
General expenses deferred	10,777	10,692	10,764	9,910	11,156	11,235	11,424	
Commission costs deferred	118,386	119,676	119,976	125,335	125,811	127,800	130,964	
Amortization of deferred policy acquisition costs	(67,923)	(68,110)	(69,405)	(70,378)	(72,049)	(73,643)	(75,539)	
Foreign currency impact and other, net	1,011	6,833	(6,551)	7,739	(8,211)	(3,207)	3,988	
Balance, end of period	\$ 3,250,753	\$ 3,319,844	\$ 3,374,627	\$ 3,447,234	\$ 3,503,940	\$ 3,566,126	\$ 3,636,964	

(1) Outstanding common shares exclude restricted stock units.

Financial Results and Other Statistical Data

	Q1 2023				Q1 2024				YOY Q3		YOY YTD			
	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	\$ Change	% Change	YTD 2023	YTD 2024	\$ 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	36,709,525	36,215,232	35,760,090	35,148,919	34,882,824	34,383,344	33,834,080		(1,926,010)	-5.4%	36,224,804	34,364,805	(1,859,999)	-5.1%
Net income from continuing operations	\$ 130,820	\$ 149,140	\$ 157,453	\$ 153,769	\$ 148,414	\$ 209,301	\$ 194,737		\$ 37,283	23.7%	\$ 437,413	\$ 552,452	\$ 115,039	26.3%
Less income attributable to unvested participating securities	(589)	(625)	(662)	(655)	(608)	(96)	(704)		(42)	-6.4%	(1,880)	(1,871)	8	0.4%
Net income used in computing basic EPS	\$ 130,232	\$ 148,515	\$ 156,791	\$ 153,114	\$ 147,806	\$ 209,205	\$ 194,033		\$ 37,241	23.8%	\$ 435,533	\$ 550,580	\$ 115,047	26.4%
Basic earnings per share	\$ 3.55	\$ 4.10	\$ 4.38	\$ 4.36	\$ 4.24	\$ 6.08	\$ 5.73		\$ 1.35	30.8%	\$ 12.02	\$ 16.02	\$ 4.00	33.3%
Adjusted net operating income	\$ 134,605	\$ 150,042	\$ 159,194	\$ 152,188	\$ 147,515	\$ 170,964	\$ 193,187		\$ 33,992	21.4%	\$ 443,841	\$ 511,665	\$ 67,824	15.3%
Less operating income attributable to unvested participating securities	(608)	(632)	(673)	(649)	(612)	(634)	(719)		(47)	-6.9%	(1,917)	(1,976)	(60)	-3.1%
Adjusted net operating income used in computing basic operating EPS	\$ 133,997	\$ 149,410	\$ 158,522	\$ 151,539	\$ 146,902	\$ 170,330	\$ 192,467		\$ 33,946	21.4%	\$ 441,925	\$ 509,689	\$ 67,764	15.3%
Basic adjusted operating income per share	\$ 3.65	\$ 4.13	\$ 4.43	\$ 4.31	\$ 4.21	\$ 4.95	\$ 5.69		\$ 1.26	28.4%	\$ 12.20	\$ 14.83	\$ 2.63	21.6%
Diluted earnings per share:														
Weighted-average common shares and fully vested equity awards	36,709,525	36,215,232	35,760,090	35,148,919	34,882,824	34,383,344	33,834,080		(1,926,010)	-5.4%	36,224,804	34,364,805	(1,859,999)	-5.1%
Dilutive impact of contingently issuable shares	94,123	74,712	62,182	59,473	53,938	56,591	56,960		(5,222)	-8.4%	77,006	55,830	(21,176)	-27.5%
Shares used to calculate diluted EPS	36,803,648	36,289,944	35,822,272	35,208,392	34,936,762	34,439,935	33,891,040		(1,931,232)	-5.4%	36,301,810	34,420,635	(1,881,175)	-5.2%
Net income from continuing operations	\$ 130,820	\$ 149,140	\$ 157,453	\$ 153,769	\$ 148,414	\$ 209,301	\$ 194,737		\$ 37,283	23.7%	\$ 437,413	\$ 552,452	\$ 115,039	26.3%
Less income attributable to unvested participating securities	(587)	(624)	(661)	(654)	(607)	(96)	(703)		(42)	-6.4%	(1,877)	(1,869)	8	0.4%
Net income used in computing diluted EPS	\$ 130,233	\$ 148,516	\$ 156,792	\$ 153,115	\$ 147,807	\$ 209,205	\$ 194,034		\$ 37,241	23.8%	\$ 435,537	\$ 550,583	\$ 115,046	26.4%
Diluted earnings per share	\$ 3.54	\$ 4.09	\$ 4.38	\$ 4.35	\$ 4.23	\$ 6.07	\$ 5.72		\$ 1.34	30.6%	\$ 12.00	\$ 16.00	\$ 4.00	33.3%
Adjusted net operating income	\$ 134,605	\$ 150,042	\$ 159,194	\$ 152,188	\$ 147,515	\$ 170,964	\$ 193,187		\$ 33,992	21.4%	\$ 443,841	\$ 511,665	\$ 67,824	15.3%
Less operating income attributable to unvested participating securities	(607)	(631)	(672)	(648)	(612)	(633)	(718)		(47)	-6.9%	(1,913)	(1,974)	(60)	-3.2%
Adjusted net operating income used in computing diluted operating EPS	\$ 133,998	\$ 149,411	\$ 158,523	\$ 151,540	\$ 146,903	\$ 170,330	\$ 192,468		\$ 33,946	21.4%	\$ 441,928	\$ 509,691	\$ 67,763	15.3%
Diluted adjusted operating income per share	\$ 3.64	\$ 4.12	\$ 4.43	\$ 4.30	\$ 4.20	\$ 4.95	\$ 5.68		\$ 1.25	28.2%	\$ 12.17	\$ 14.81	\$ 2.64	21.7%
Annualized Return on Equity														
Average stockholders' equity	\$ 1,988,832	\$ 1,980,938	\$ 2,163,980	\$ 2,189,231	\$ 2,125,938	\$ 2,153,834	\$ 2,034,293		(129,687)	-6.0%	\$ 2,044,583	\$ 2,104,688	\$ 60,105	2.9%
Average adjusted stockholders' equity	\$ 2,154,120	\$ 2,176,431	\$ 2,195,395	\$ 2,239,762	\$ 2,274,827	\$ 2,191,128	\$ 2,114,622		(80,773)	-3.7%	\$ 2,175,315	\$ 2,193,526	\$ 18,210	0.8%
Net income from continuing ops return on stockholders' equity	26.3%	30.1%	29.1%	28.1%	27.9%	38.9%	38.3%		9.2%	nm	28.5%	35.0%	6.5%	nm
Net income from continuing ops return on adjusted stockholders' equity	24.3%	27.4%	28.7%	27.5%	26.1%	38.2%	36.8%		8.1%	nm	26.8%	33.6%	6.8%	nm
Adjusted net operating income return on adjusted stockholders' equity	25.0%	27.6%	29.0%	27.2%	25.9%	31.2%	36.5%		7.5%	nm	27.2%	31.1%	3.9%	nm
Capital Structure														
Debt-to-capital (1)	23.4%	22.7%	20.4%	22.3%	21.4%	21.9%	23.4%		3.0%	nm	20.4%	23.4%	3.0%	nm
Debt-to-capital, excluding AOCI (1)	21.4%	21.3%	21.1%	20.7%	20.6%	21.9%	21.8%		0.7%	nm	21.1%	21.8%	0.7%	nm
Cash and invested assets to stockholders' equity	2.4 x	2.3 x	2.0 x	2.3 x	2.2 x	2.3 x	2.5 x		0.6 x	nm	2.0 x	2.5 x	0.6 x	nm
Cash and invested assets to adjusted stockholders' equity	2.2 x	2.1 x	2.1 x	2.1 x	2.1 x	2.3 x	2.3 x		0.3 x	nm	2.1 x	2.3 x	0.3 x	nm
Share count, end of period (2)	36,407,876	35,845,525	35,342,474	34,995,613	34,609,005	33,993,897	33,508,129		(1,834,345)	-5.2%	35,342,474	33,508,129	(1,834,345)	-5.2%
Adjusted stockholders' equity per share	\$ 59.51	\$ 60.99	\$ 62.37	\$ 65.01	\$ 65.72	\$ 62.00	\$ 63.32		\$ 0.94	1.5%	\$ 62.37	\$ 63.32	\$ 0.94	1.5%
Financial Strength Ratings - Primerica Life Insurance Co														
Moody's	A1	A1	A1	A1	A1	A1	A1		na	na	na	na	na	na
S&P	AA-	AA-	AA-	AA-	AA-	AA-	AA-		na	na	na	na	na	na
A.M. Best	A+	A+	A+	A+	A+	A+	A+		na	na	na	na	na	na
Holding Company Senior Debt Ratings														
Moody's	Baa1	Baa1	Baa1	Baa1	Baa1	Baa1	Baa1		na	na	na	na	na	na
S&P	A-	A-	A-	A-	A-	A-	A-		na	na	na	na	na	na
A.M. Best	a-	a-	a-	a-	a-	a-	a-		na	na	na	na	na	na

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

(2)Share count reflects outstanding common shares, which excludes restricted stock units (RSUs).

Statements of Income

(Dollars in thousands)	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	YOY Q3		YTD 2023	YTD 2024	YOY YTD	
									\$ Change	% Change			\$ Change	% Change
Statements of Income														
Revenues:														
Direct premiums	\$ 817,872	\$ 828,296	\$ 831,681	\$ 834,275	\$ 841,046	\$ 845,358	\$ 852,452		\$ 20,77	2.5 %	\$ 2,477,850	\$ 2,538,856	\$ 61,007	2.5 %
Ceded premiums	(405,347)	(425,266)	(411,015)	(410,182)	(409,764)	(427,561)	(412,645)		(1,629)	-0.4 %	(1,241,629)	(1,249,970)	(8,341)	-0.7 %
Net premiums	412,525	403,030	420,666	424,093	431,283	417,797	439,807		19,142	4.6 %	1,236,221	1,288,887	52,666	4.3 %
Net investment income	31,065	32,398	34,730	37,644	37,806	38,452	41,109		6,379	18.4 %	98,192	117,367	19,175	19.5 %
Commissions and fees:														
Sales-based (1)	72,388	74,958	72,996	76,274	88,746	101,178	96,269		23,272	31.9 %	220,343	286,192	65,850	29.9 %
Asset-based (2)	111,904	113,335	119,413	118,303	128,532	132,765	142,051		22,638	19.0 %	344,652	403,348	58,696	17.0 %
Account-based (3)	22,790	23,095	23,344	23,960	23,180	23,740	24,107		764	3.3 %	69,229	71,027	1,797	2.6 %
Other commissions and fees	8,710	10,371	11,761	9,251	8,487	10,511	9,474		(2,287)	-19.4 %	30,841	28,472	(2,370)	-7.7 %
Investment (losses) gains	(4,608)	(328)	(1,795)	835	1,305	(99)	2,209		4,004	nm	(6,730)	3,415	10,145	nm
Other, net	16,553	16,636	16,380	15,830	16,611	66,612	19,103		2,722	16.6 %	49,569	66	106.4 %	
Total revenues	671,327	673,496	697,495	706,189	735,950	790,955	774,129		76,633	11.0 %	2,042,318	2,301,033	258,715	12.7 %
Benefits and expenses:														
Benefits and claims	163,267	148,911	162,062	168,739	166,321	150,030	164,363		2,302	1.4 %	474,240	480,714	6,474	1.4 %
Future policy benefits remeasurement (gain)/loss	559	(1,867)	179	746	55	(4,329)	(23,019)		(23,198)	nm	(1,129)	(27,294)	(26,164)	nm
Amortization of DAC	67,923	68,110	69,405	70,378	72,049	73,643	75,539		6,133	8.8 %	205,438	221,231	15,793	7.7 %
Insurance commissions	8,138	9,142	7,911	9,030	9,634	7,399	7,180		(731)	-9.2 %	25,192	24,213	(978)	-3.9 %
Insurance expenses	61,125	59,093	57,821	57,420	63,149	62,685	63,529		5,708	9.9 %	178,039	189,363	11,324	6.4 %
Sales commissions:														
Sales-based (1)	52,452	53,630	52,343	54,057	62,814	70,509	66,333		13,990	26.7 %	158,425	199,655	41,230	26.0 %
Asset-based (2)	54,276	55,085	58,793	58,388	64,208	66,525	71,012		12,219	20.8 %	168,154	201,745	33,591	20.0 %
Other sales commissions	4,147	4,907	5,064	4,303	4,117	5,120	4,909		(155)	-3.1 %	14,118	14,146	28	0.2 %
Interest expense	6,690	6,686	6,632	6,586	6,771	6,099	6,093		(539)	-8.1 %	20,008	18,964	(1,044)	-5.2 %
Other operating expenses	82,047	74,868	70,903	76,821	93,443	80,506	83,612		12,709	17.9 %	227,818	257,561	29,743	13.1 %
Total benefits and expenses	500,623	478,567	491,112	506,468	542,561	518,186	519,551		28,439	5.8 %	1,470,302	1,580,297	109,995	7.5 %
Income from continuing operations before income taxes	170,704	194,929	206,383	199,722	193,389	272,769	254,578		48,194	23.4 %	572,016	720,735	148,719	26.0 %
Income taxes	39,883	45,789	48,930	45,953	44,975	63,467	59,841		10,911	22.3 %	134,603	168,284	33,681	25.0 %
Net Income from continuing operations	130,821	149,140	157,453	153,769	148,414	209,301	194,737		37,283	23.7 %	437,413	552,451	115,038	26.3 %
Net Income from discontinued operations net of tax	(2,722)	(4,635)	(5,391)	(1,834)	(10,510)	(208,131)	(30,364)		(24,974)	nm	(12,748)	(249,005)	(236,257)	nm
Net Income	\$ 128,099	\$ 144,504	\$ 152,063	\$ 151,935	\$ 137,904	\$ 1,171	\$ 164,373		\$ 12,310	8.1 %	\$ 424,665	\$ 303,446	\$ (121,219)	-28.5 %
Income from Continuing Operations Before Income Taxes by Segment														
Term Life Insurance	\$ 130,540	\$ 140,115	\$ 141,223	\$ 140,285	\$ 138,367	\$ 147,780	\$ 178,353		\$ 37,131	26.3 %	\$ 411,877	\$ 464,501	\$ 52,624	12.8 %
Investment & Savings Products	56,107	59,583	64,374	62,763	65,563	74,783	79,912		15,538	24.1 %	180,064	220,257	40,193	22.3 %
Corporate & Other Distributed Products	(15,944)	(4,769)	787	(3,327)	(10,542)	50,206	(3,687)		(4,474)	nm	(19,926)	35,977	55,903	nm
Income before income taxes	\$ 170,704	\$ 194,929	\$ 206,383	\$ 199,722	\$ 193,389	\$ 272,769	\$ 254,578		\$ 48,194	23.4 %	\$ 572,016	\$ 720,735	\$ 148,719	26.0 %

(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.

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

(Dollars in thousands)	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	YOY Q3		YTD 2023	YTD 2024	YOY YTD	
									\$ Change	% Change			\$ Change	% Change
Reconciliation from Term Life Insurance Direct Premiums to Term Life Insurance Adjusted Direct Premiums														
Term Life Insurance direct premiums	\$ 812,880	\$ 823,297	\$ 826,665	\$ 829,918	\$ 836,321	\$ 840,668	\$ 847,626		\$ 20,961	2.5 %	\$ 2,462,842	\$ 2,524,615	\$ 61,773	2.5 %
Less: Premiums ceded to IPO Coinsurers	220,240	216,740	212,951	210,310	206,502	201,566	198,726		(14,225)	-6.7 %	649,931	606,794	(43,137)	-6.6 %
Term Life Insurance adjusted direct premiums	\$ 592,640	\$ 606,557	\$ 613,714	\$ 619,608	\$ 629,819	\$ 639,102	\$ 648,900		\$ 35,186	5.7 %	\$ 1,812,911	\$ 1,917,810	\$ 104,910	5.8 %
Reconciliation from Term Life Insurance Ceded Premiums to Term Life Insurance Other Ceded Premiums														
Term Life Insurance ceded premiums	\$ (404,044)	\$ (423,704)	\$ (409,801)	\$ (410,456)	\$ (408,558)	\$ (426,348)	\$ (411,526)		\$ (1,726)	-0.4 %	\$ (1,237,548)	\$ (1,246,433)	\$ (8,885)	-0.7 %
Less: Premiums ceded to IPO Coinsurers	(220,240)	(216,740)	(212,951)	(210,310)	(206,502)	(201,566)	(198,726)		14,225	6.7 %	(649,931)	(606,794)	43,137	6.6 %
Term Life Insurance other ceded premiums	\$ (183,804)	\$ (206,964)	\$ (196,849)	\$ (200,146)	\$ (202,056)	\$ (224,782)	\$ (212,800)		\$ (15,951)	-8.1 %	\$ (587,617)	\$ (639,638)	\$ (52,022)	-8.9 %
Reconciliation from Net Investment Income to Adjusted Net Investment Income														
Net Investment Income	\$ 31,065	\$ 32,398	\$ 34,730	\$ 37,644	\$ 37,806	\$ 38,452	\$ 41,109		\$ 6,379	18.4 %	\$ 98,192	\$ 117,367	\$ 19,175	19.5 %
Less: MTM investment adjustments	(327)	(852)	(481)	1,215	(137)	189	1,830		nm	nm	(1,661)	1,883	nm	nm
Adjusted net investment income	\$ 31,392	\$ 33,250	\$ 35,212	\$ 36,429	\$ 37,943	\$ 38,263	\$ 39,279		\$ 4,067	11.6 %	\$ 99,853	\$ 115,485	\$ 15,631	15.7 %
Reconciliation from Other Operating Expenses to Adjusted other operating expenses														
Other operating expenses	\$ 82,047	\$ 74,868	\$ 70,903	\$ 76,821	\$ 93,443	\$ 80,506	\$ 83,612		\$ 12,709	17.9 %	\$ 227,818	\$ 257,561	\$ 29,743	13.1 %
Less: Restructuring costs	—	—	—	—	—	824	2,013		nm	nm	—	2,837	nm	nm
Adjusted other operating expenses	\$ 82,047	\$ 74,868	\$ 70,903	\$ 76,821	\$ 93,443	\$ 79,682	\$ 81,599		\$ 10,696	15.1 %	\$ 227,818	\$ 254,724	\$ 26,906	11.8 %
Reconciliation from Total Revenues to Adjusted Operating Revenues														
Total revenues	\$ 671,327	\$ 673,496	\$ 697,495	\$ 706,189	\$ 735,950	\$ 790,955	\$ 774,129		\$ 76,633	11.0 %	\$ 2,042,318	\$ 2,301,033	\$ 258,715	12.7 %
Less: Investment (losses) gains	(4,608)	(328)	(1,795)	835	1,305	(99)	2,209		nm	nm	(6,730)	3,415	nm	nm
Less: MTM investment adjustments	(327)	(852)	(481)	1,215	(137)	189	1,830		nm	nm	(1,661)	1,883	nm	nm
Less: Insurance claim proceeds	—	—	—	—	—	50,000	—		nm	nm	—	0	nm	nm
Adjusted operating revenues	\$ 676,262	\$ 674,675	\$ 699,772	\$ 704,140	\$ 734,781	\$ 740,865	\$ 770,089		\$ 70,318	10.0 %	\$ 2,050,709	\$ 2,245,735	\$ 195,026	9.5 %
Reconciliation from Income from Continuing Operations Before Income Taxes to Adjusted Operating Income Before Income Taxes														
Income from continuing operations before income taxes	\$ 170,704	\$ 194,929	\$ 206,383	\$ 199,722	\$ 193,389	\$ 272,769	\$ 254,578		\$ 48,194	23.4 %	\$ 572,016	\$ 720,735	\$ 148,720	26.0 %
Less: Investment (losses) gains	(4,608)	(328)	(1,795)	835	1,305	(99)	2,209		nm	nm	(6,730)	3,415	nm	nm
Less: MTM investment adjustments	(327)	(852)	(481)	1,215	(137)	189	1,830		nm	nm	(1,661)	1,883	nm	nm
Less: Insurance claim proceeds	—	—	—	—	—	50,000	—		nm	nm	—	0	nm	nm
Less: Restructuring costs	—	—	—	—	—	(824)	(2,013)		nm	nm	—	(2,837)	nm	nm
Adjusted operating income before income taxes	\$ 175,639	\$ 196,108	\$ 208,660	\$ 197,672	\$ 192,220	\$ 223,503	\$ 252,552		\$ 43,892	21.0 %	\$ 580,407	\$ 668,275	\$ 87,868	15.1 %
Reconciliation from Net Income from Continuing Operations to Adjusted Net Operating Income														
Net income from continuing operations	\$ 130,820	\$ 149,140	\$ 157,453	\$ 153,769	\$ 148,414	\$ 209,301	\$ 194,737		\$ 37,283	23.7 %	\$ 437,413	\$ 552,452	\$ 115,039	26.3 %
Less: Investment (losses) gains	(4,608)	(328)	(1,795)	835	1,305	(99)	2,209		nm	nm	(6,730)	3,415	nm	nm
Less: MTM investment adjustments	(327)	(852)	(481)	1,215	(137)	189	1,830		nm	nm	(1,661)	1,883	nm	nm
Less: Insurance claim proceeds	—	—	—	—	—	50,000	—		nm	nm	—	0	nm	nm
Less: Restructuring costs	—	—	—	—	—	(824)	(2,013)		nm	nm	—	(2,837)	nm	nm
Less: Tax impact of preceding items	1,151	277	535	(469)	(269)	152	(476)		nm	nm	1,963	(594)	nm	nm
Less: Valuation allowance on Senior Health NOLs	—	—	—	—	—	(11,080)	—		nm	nm	—	(11,080)	nm	nm
Adjusted net operating income	\$ 134,605	\$ 150,042	\$ 159,194	\$ 152,188	\$ 147,515	\$ 170,964	\$ 193,187		\$ 33,992	21.4 %	\$ 443,841	\$ 511,665	\$ 67,824	15.3 %

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

(Dollars in thousands)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YOY Q3		YTD	YTD	YOY YTD		
	2023	2023	2023	2023	2024	2024	2024	2024	\$	%	2023	2024	\$	%	
Reconciliation from C&O Income Before Income Taxes to C&O Adjusted Operating Income Before Income Taxes															
Income before income taxes	\$ (15,944)	\$ (4,769)	\$ 787	\$ (3,327)	\$ (10,542)	\$ 50,206	\$ (3,687)		\$ (4,474)	nm	\$ (19,926)	\$ 35,977	\$ 55,903	nm	
Less: Investment (losses) gains	(4,608)	(328)	(1,795)	835	1,305	(99)	2,209			nm	(6,730)	3,415		nm	
Less: MTM investment adjustments	(327)	(852)	(481)	1,215	(137)	189	1,830			nm	(1,661)	1,883		nm	
												50,000			
Less: Insurance claim proceeds	—	—	—	—	—	50,000	—			nm	—	0		nm	
Less: Restructuring costs	—	—	—	—	—	(824)	(2,013)			nm	—	(2,837)		nm	
Adjusted operating income before income taxes	\$ (11,008)	\$ (3,589)	\$ 3,063	\$ (5,377)	\$ (11,710)	\$ 940	\$ (5,713)		\$ (8,776)	nm	\$ (11,535)	\$ (16,483)	\$ (4,949)	-42.9%	

Term Life Insurance - Financial Results and Analysis

(Dollars in thousands)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YOY Q3		YOY YTD				
	2023	2023	2023	2023	2024	2024	2024	2024	\$	%	YTD 2023	YTD 2024	\$	%	
Term Life Insurance Income Before Income Taxes															
Revenues:															
Direct Premiums	\$ 812,880	\$ 823,297	\$ 826,665	\$ 829,918	\$ 836,321	\$ 840,668	\$ 847,626		\$ 20,961	2.5 %	\$ 2,462,842	\$ 2,524,615	\$ 61,773	2.5 %	
Premiums ceded to IPO coinsurers (1)	(220,240)	(216,740)	(212,951)	(210,310)	(206,502)	(201,566)	(198,726)		14,225	6.7 %	(649,931)	(606,794)	43,137	6.6 %	
Adjusted direct premiums (2)	592,640	606,557	613,714	619,608	629,819	639,102	648,900		35,186	5.7 %	1,812,911	1,917,821	104,910	5.8 %	
Other ceded premiums (3)	(183,804)	(206,964)	(196,849)	(200,146)	(202,056)	(224,782)	(212,800)		(15,951)	-8.1 %	(587,617)	(639,638)	(52,022)	-8.9 %	
Net premiums	408,836	399,594	416,864	419,462	427,762	414,320	436,099		19,235	4.6 %	1,225,294	1,278,183	52,888	4.3 %	
Other, net	12,233	12,280	11,909	11,865	12,649	12,624	14,206		2,297	19.3 %	36,421	39,479	3,058	8.4 %	
Revenues	421,069	411,873	428,773	431,327	440,412	426,944	450,305		21,532	5.0 %	1,261,715	1,317,662	55,946	4.4 %	
Benefits and expenses:															
Benefits and claims	158,940	143,855	158,508	160,782	163,847	146,268	160,652		2,144	1.4 %	461,303	470,766	9,464	2.1 %	
Future policy benefits remeasurement (gain)/loss	1,035	(1,312)	251	(187)	(319)	(4,280)	(28,203)		(28,453)	nm	(26)	(32,802)	(32,776)	nm	
Amortization of DAC	66,068	66,004	67,720	69,012	70,491	71,916	73,698		5,978	8.8 %	199,792	216,105	16,313	8.2 %	
Insurance commissions	4,590	5,496	4,373	5,356	6,047	3,785	3,410		(963)	-22.0 %	14,459	13,242	(1,216)	-8.4 %	
Insurance expenses	59,896	57,717	56,698	56,080	61,979	61,476	62,395		5,697	10.0 %	174,310	185,849	11,539	6.6 %	
Benefits and expenses	290,529	271,759	287,549	291,042	302,044	279,164	271,952		(15,597)	-5.4 %	849,837	853,161	3,324	0.4 %	
Income before income taxes	\$ 130,540	\$ 140,115	\$ 141,224	\$ 140,285	\$ 138,367	\$ 147,780	\$ 178,353		\$ 37,130	26.3 %	\$ 411,878	\$ 464,501	\$ 52,623	12.8 %	
Total Term Life Insurance - Financial Analysis															
Post-IPO direct premiums (4)	\$ 477,227	\$ 489,826	\$ 495,769	\$ 499,965	\$ 508,687	\$ 517,691	\$ 525,697		\$ 29,928	6.0 %	\$ 1,462,823	\$ 1,552,074	\$ 89,252	6.1 %	
Pre-IPO direct premiums (5)	335,652	333,471	330,896	329,953	327,634	322,977	321,929		(8,967)	-2.7 %	1,000,019	972,541	(27,479)	-2.7 %	
Total direct premiums	\$ 812,880	\$ 823,297	\$ 826,665	\$ 829,918	\$ 836,321	\$ 840,668	\$ 847,626		\$ 20,961	2.5 %	\$ 2,462,842	\$ 2,524,615	\$ 61,773	2.5 %	
Premiums ceded to IPO coinsurers	\$ 220,240	\$ 216,740	\$ 212,951	\$ 210,310	\$ 206,502	\$ 201,566	\$ 198,726		\$ (14,225)	-6.7 %	\$ 649,931	\$ 606,794	\$ (43,137)	-6.6 %	
% of Pre-IPO direct premiums	65.6 %	65.0 %	64.4 %	63.7 %	63.0 %	62.4 %	61.7 %		nm	nm	65.0 %	62.4 %	nm	nm	
Benefits and claims, net (6)	\$ 343,779	\$ 349,506	\$ 355,608	\$ 360,741	\$ 365,584	\$ 366,770	\$ 345,249		\$ (10,359)	-2.9 %	\$ 1,048,893	\$ 1,077,602	\$ 28,709	2.7 %	
% of adjusted direct premiums	58.0 %	57.6 %	57.9 %	58.2 %	58.0 %	57.4 %	53.2 %		nm	nm	57.9 %	56.2 %	nm	nm	
DAC amortization & insurance commissions	\$ 70,657	\$ 71,500	\$ 72,093	\$ 74,367	\$ 76,538	\$ 75,701	\$ 77,108		\$ 5,015	7.0 %	\$ 214,250	\$ 229,347	\$ 15,097	7.0 %	
% of adjusted direct premiums	11.9 %	11.8 %	11.7 %	12.0 %	12.2 %	11.8 %	11.9 %		nm	nm	11.8 %	12.0 %	nm	nm	
Insurance expenses, net (7)	\$ 47,663	\$ 45,437	\$ 44,789	\$ 44,215	\$ 49,329	\$ 48,851	\$ 48,189		\$ 3,400	7.6 %	\$ 137,889	\$ 146,370	\$ 8,481	6.2 %	
% of adjusted direct premiums	8.0 %	7.5 %	7.3 %	7.1 %	7.8 %	7.6 %	7.4 %		nm	nm	7.6 %	7.6 %	nm	nm	
Total Term Life income before income taxes	\$ 130,540	\$ 140,115	\$ 141,224	\$ 140,285	\$ 138,367	\$ 147,780	\$ 178,353		\$ 37,130	26.3 %	\$ 411,878	\$ 464,501	\$ 52,623	12.8 %	
Term Life operating margin (8)	22.0 %	23.1 %	23.0 %	22.6 %	22.0 %	23.1 %	27.5 %		nm	nm	22.7 %	24.2 %	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 and remeasurement (gain)/loss net of other ceded premiums which are largely yearly renewable term.

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

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

Term Life Insurance - Key Statistics

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	YOY Q3		YTD 2023	YTD 2024	YOY YTD		
									\$ Change	% Change			\$ Change	% Change	
Key Statistics															
Life-insurance licensed sales force, beginning of period	135,208	136,430	137,806	139,053	141,572	142,855	145,789		7,983	5.8 %	135,208	141,572	6,364	4.7 %	
New life-licensed representatives	11,118	12,638	12,311	13,029	12,949	14,402	14,349		2,038	16.6 %	36,067	41,700	5,633	15.6 %	
Non-renewal and terminated representatives	(9,896)	(11,262)	(11,064)	(10,510)	(11,666)	(11,468)	(11,248)		(184)	-1.7 %	(32,222)	(34,382)	(2,160)	-6.7 %	
Life-insurance licensed sales force, end of period	136,430	137,806	139,053	141,572	142,855	145,789	148,890		9,837	7.1 %	139,053	148,890	9,837	7.1 %	
Estimated annualized issued term life premium (\$mills) (1):															
Premium from new policies	\$ 70.7	\$ 82.0	\$ 74.0	\$ 75.6	\$ 73.1	\$ 86.7	\$ 80.2		\$ 6.1	8.3 %	\$ 226.7	\$ 239.9	\$ 13.2	5.8 %	
Additions and increases in premium	18.2	19.7	18.7	17.7	18.1	19.9	18.8		0.1	0.7 %	56.6	56.8	0.2	0.4 %	
Total estimated annualized issued term life premium	\$ 88.9	\$ 101.7	\$ 92.7	\$ 93.3	\$ 91.2	\$ 106.5	\$ 99.0		\$ 6.3	6.7 %	\$ 283.3	\$ 296.7	\$ 13.4	4.7 %	
Issued term life policies	84,561	96,953	88,589	88,757	86,587	100,768	93,377		4,788	5.4 %	270,103	280,732	10,629	3.9 %	
Estimated average annualized issued term life premium per policy (1)(2)	\$ 836	\$ 846	\$ 836	\$ 852	\$ 844	\$ 860	\$ 859		\$ 23	2.7 %	\$ 839	\$ 855	\$ 15	1.8 %	
Term life face amount in-force, beginning of period (\$mills)	\$ 916,808	\$ 922,845	\$ 934,867	\$ 937,856	\$ 944,609	\$ 947,101	\$ 950,880		\$ 16,014	1.7 %	\$ 916,808	\$ 944,609	\$ 27,802	3.0 %	
Issued term life face amount (3)	28,124	32,203	29,452	29,322	28,725	33,155	30,793		1,340	4.6 %	89,780	92,673	2,893	3.2 %	
Terminated term life face amount	(22,210)	(22,583)	(24,143)	(25,293)	(23,323)	(28,241)	(25,264)		(1,121)	-4.6 %	(68,936)	(76,827)	(7,891)	-11.4 %	
Foreign currency impact, net	124	2,401	(2,320)	2,724	(2,911)	(1,134)	1,402		3,722	nm	205	(2,644)	(2,849)	nm	
Term life face amount in-force, end of period	\$ 922,845	\$ 934,867	\$ 937,856	\$ 944,609	\$ 947,101	\$ 950,880	\$ 957,811		\$ 19,955	2.1 %	\$ 937,808	\$ 957,811	\$ 19,955	2.1 %	

(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

(Dollars in thousands, except as noted)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YOY Q3		YTD	YTD	YOY YTD	
	2023	2023	2023	2023	2024	2024	2024	2024	\$	%	2023	2024	\$	%
Investment & Savings Products Income Before Income Taxes														
Revenues:														
Commissions and fees:														
Sales-based	\$ 72,388	\$ 74,958	\$ 72,996	\$ 76,274	\$ 88,746	\$ 101,178	\$ 96,269		\$ 23,272	31.9 %	\$ 220,343	\$ 286,192	\$ 65,850	29.9 %
Asset-based	111,904	113,335	119,413	118,303	128,532	132,765	142,051		22,638	19.0 %	344,652	403,348	58,696	17.0 %
Account-based	22,790	23,095	23,344	23,960	23,180	23,740	24,107		764	3.3 %	69,229	71,027	1,797	2.6 %
Other, net	3,120	3,121	3,145	3,119	3,258	3,224	3,646		501	15.9 %	9,385	10,112	743	7.9 %
Revenues	210,202	214,509	218,898	221,656	243,716	260,906	266,073		47,175	21.6 %	643,610	770,695	127,086	19.7 %
Benefits and expenses:														
Amortization of DAC	1,493	1,409	1,311	1,267	1,201	1,478	1,540		230	17.5 %	4,212	4,219	7	0.2 %
Insurance commissions	3,308	3,273	3,321	3,246	3,400	3,343	3,499		178	5.4 %	9,902	10,242	339	3.4 %
Sales commissions:														
Sales-based	52,452	53,630	52,343	54,057	62,814	70,509	66,333		13,990	26.7 %	158,425	199,655	41,231	26.0 %
Asset-based	54,276	55,085	58,793	58,388	64,208	66,525	71,012		12,219	20.8 %	168,154	201,745	33,591	20.0 %
Other operating expenses	42,567	41,529	38,757	41,935	46,531	44,269	43,778		5,021	13.0 %	122,852	134,577	11,725	9.5 %
Benefits and expenses	154,095	154,926	154,524	158,893	178,153	186,123	186,161		31,637	20.5 %	463,545	550,438	86,893	18.7 %
Income before income taxes	\$ 56,107	\$ 59,583	\$ 64,374	\$ 62,763	\$ 65,563	\$ 74,783	\$ 79,912		\$ 15,538	24.1 %	\$ 180,064	\$ 220,257	\$ 40,193	22.3 %
Financial Analysis														
Fees paid based on client asset values (1)	\$ 8,034	\$ 8,142	\$ 8,608	\$ 8,102	\$ 9,342	\$ 9,548	\$ 10,156		\$ 1,548	18.0 %	\$ 24,784	\$ 29,046	\$ 4,262	17.2 %
Fees paid based on fee-generating positions (2)	11,528	10,216	9,469	10,270	11,426	10,483	10,392		923	9.7 %	31,213	32,330	1,088	3.5 %
Other operating expenses	23,005	23,171	20,680	23,563	25,763	24,238	23,230		2,550	12.3 %	66,856	73,231	6,375	9.5 %
Total other operating expenses	\$ 42,567	\$ 41,529	\$ 38,757	\$ 41,935	\$ 46,531	\$ 44,269	\$ 43,778		\$ 5,021	13.0 %	\$ 122,852	\$ 134,577	\$ 11,725	9.5 %
Sales-based variable margin as % of revenue-generating sales (3)														
U.S.	1.21 %	1.21 %	1.22 %	1.27 %	1.25 %	1.33 %	1.37 %		nm	nm	1.21 %	1.32 %	nm	nm
Canada	0.33 %	0.37 %	0.41 %	0.45 %	0.48 %	0.37 %	0.34 %		nm	nm	0.36 %	0.40 %	nm	nm
Total	1.13 %	1.16 %	1.17 %	1.22 %	1.19 %	1.27 %	1.31 %		nm	nm	1.15 %	1.26 %	nm	nm
Asset-based variable margin as % of average asset values (4)														
U.S.	0.042 %	0.041 %	0.042 %	0.042 %	0.041 %	0.041 %	0.042 %		nm	nm	0.126 %	0.123 %	nm	nm
Canada	0.102 %	0.104 %	0.105 %	0.105 %	0.104 %	0.104 %	0.109 %		nm	nm	0.311 %	0.317 %	nm	nm
Total	0.052 %	0.051 %	0.052 %	0.052 %	0.051 %	0.050 %	0.052 %		nm	nm	0.155 %	0.153 %	nm	nm
Account-based variable margin per average fee generating position (5)(6)														
	\$ 3.58	\$ 4.07	\$ 4.36	\$ 4.29	\$ 3.67	\$ 4.10	\$ 4.21		nm	nm	\$ 12.02	\$ 11.98	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 variable margin - commission and fee revenue less commissions paid to the sales force based on product sales activity.

(4) Asset-based variable margin - 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 variable margin - 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

Key Statistics	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YOY Q3		YTD	YTD	YOY YTD	
	2023	2023	2023	2023	2024	2024	2024	2024	\$	%	2023	2024	\$	%
Product sales (\$mills)														
U.S. Retail Mutual Funds	\$ 971.7	\$ 998.5	\$ 956.9	\$ 970.9	\$ 1,162.2	\$ 1,228.6	\$ 1,162.7		\$ 205.9	21.5 %	\$ 2,927.0	\$ 3,553.5	\$ 626.4	21.4 %
Canada Retail Mutual Funds	149.8	106.2	110.1	112.0	179.6	147.6	146.2		36.1	32.8 %	366.1	473.4	107.3	29.3 %
Indexed Annuities	80.7	89.3	72.7	68.9	81.0	98.0	89.5		16.8	23.0 %	242.8	268.5	25.7	10.6 %
Variable Annuities and other	556.4	649.1	628.8	671.9	756.0	941.4	891.5		262.7	41.8 %	1,834.3	2,588.9	754.6	41.1 %
Total sales-based revenue generating product sales	1,758.6	1,843.1	1,768.5	1,823.7	2,178.8	2,415.6	2,289.9		521.4	29.5 %	5,370.2	6,884.3	1,514.1	28.2 %
Managed Accounts	306.1	317.0	236.0	353.2	370.9	456.1	411.9		175.9	74.5 %	859.1	1,238.8	379.7	44.2 %
Canada Retail Mutual Funds - no upfront sales comm	183.4	193.6	152.4	161.8	197.7	196.5	189.4		37.1	24.3 %	529.3	583.6	54.3	10.3 %
Segregated Funds	51.9	27.9	17.4	17.2	23.0	14.8	13.9		(3.4)	-19.8 %	97.2	51.7	(45.5)	-46.8 %
Total product sales	\$ 2,300.0	\$ 2,381.6	\$ 2,174.2	\$ 2,355.9	\$ 2,770.4	\$ 3,082.9	\$ 2,905.1		\$ 730.9	33.6 %	\$ 6,855.8	\$ 8,758.4	\$ 1,902.6	27.8 %
Total Canada Retail Mutual Funds Segregated Funds	\$ 333.2	\$ 299.8	\$ 262.5	\$ 273.8	\$ 377.4	\$ 344.1	\$ 335.6		\$ 73.1	27.9 %	\$ 895.4	\$ 1,057.0	\$ 161.6	18.0 %
Total Canada product sales	385.0	327.7	279.8	291.0	400.4	358.8	349.5		66.1	24.9 %	992.6	1,108.7	116.1	11.7 %
Total U.S. product sales	1,914.9	2,053.9	1,894.4	2,065.0	2,370.0	2,724.1	2,555.6		3.3	34.9 %	5,863.2	7,649.7	1,786.5	30.5 %
Total product sales	\$ 2,300.0	\$ 2,381.6	\$ 2,174.2	\$ 2,355.9	\$ 2,770.4	\$ 3,082.9	\$ 2,905.1		\$ 730.9	33.6 %	\$ 6,855.8	\$ 8,758.4	\$ 1,902.6	27.8 %
Client asset values, beginning of period (\$mills)														
Inflows	2,300	2,382	2,174	2,356	2,770	3,083	2,905		731	33.6 %	6,856	8,758	1,902	27.8 %
Outflows (1)	(1,658)	(1,839)	(1,982)	(2,184)	(2,497)	(2,660)	(2,461)		(479)	-24.2 %	(5,479)	(7,617)	(2,138)	-39.0 %
Net flows	642	542	192	172	274	423	444		252	131.0 %	1,377	1,141	(236)	-17.1 %
Foreign currency impact, net	16	315	(303)	344	(392)	(163)	203		506	nm	27	(352)	(379)	nm
Change in market value, net and other (2)	3,014	3,168	(3,094)	7,777	6,724	1,512	5,487		8,558	1.0 %	13,720	10,635	3,085	28.6 %
Client asset values, end of period	\$ 87,621	\$ 91,646	\$ 88,441	\$ 96,735	\$ 103,340	\$ 105,112	\$ 111,247		\$ 22,806	25.8 %	\$ 88,441	\$ 111,247	\$ 22,806	25.8 %
Annualized net flows as % of beginning of period asset values	3.1 %	2.5 %	0.8 %	0.8 %	1.1 %	1.6 %	1.7 %		0.9 %	nm	2.2 %	1.6 %	-0.6 %	nm
Average client asset values (\$mills)														
U.S. Retail Mutual Funds	\$ 42,096	\$ 43,225	\$ 44,748	\$ 44,622	\$ 49,013	\$ 50,560	\$ 52,721		\$ 7,972	17.8 %	\$ 43,357	\$ 50,765	\$ 7,408	17.1 %
Canada Retail Mutual Funds	11,345	11,567	11,817	11,722	12,850	13,259	13,959		2,142	18.1 %	11,576	13,356	1,780	15.4 %
Managed Accounts	7,338	7,613	7,850	7,851	8,806	9,376	10,216		2,366	30.1 %	7,600	9,466	1,866	24.5 %
Indexed Annuities	2,729	2,760	2,793	2,807	2,824	2,868	2,908		115	4.1 %	2,761	2,867	106	3.8 %
Variable Annuities and other Segregated Funds	20,744	21,323	21,999	21,762	23,665	24,663	26,014		4,015	18.2 %	21,355	24,778	3,423	16.0 %
Total	\$ 86,581	\$ 88,813	\$ 91,505	\$ 90,995	\$ 99,502	\$ 102,993	\$ 108,152		\$ 16,646	18.2 %	\$ 88,966	\$ 103,549	\$ 14,582	16.4 %
Canada Retail Mutual Funds Segregated Funds	\$ 11,345	\$ 11,567	\$ 11,817	\$ 11,722	\$ 12,850	\$ 13,259	\$ 13,959		\$ 2,142	18.1 %	\$ 11,576	\$ 13,356	\$ 1,780	15.4 %
Total Canada average client assets	13,674	13,891	14,115	13,954	15,194	15,526	16,293		2,178	15.4 %	13,889	15,677	1,788	12.8 %
Total U.S. average client assets	72,907	74,922	77,391	77,042	84,308	87,468	91,858		14,468	18.7 %	75,077	87,872	12,805	17.1 %
Total average client assets	\$ 86,581	\$ 88,813	\$ 91,505	\$ 90,995	\$ 99,502	\$ 102,993	\$ 108,152		\$ 16,646	18.2 %	\$ 88,966	\$ 103,549	\$ 14,582	16.4 %
Average number of fee-generating positions (thous) (3)														
Recordkeeping and custodial	2,316	2,331	2,342	2,351	2,359	2,378	2,393		51	2.2 %	2,330	2,377	47	2.0 %
Recordkeeping only	829	834	839	842	847	857	865		26	3.1 %	834	857	22	2.7 %
Total	3,145	3,165	3,181	3,193	3,206	3,235	3,258		77	2.4 %	3,164	3,233	69	2.2 %

(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.

Corporate Other Distributed Products - Financial Results

(Dollars in thousands)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YOY Q3		YTD	YTD	YOY YTD		
	2023	2023	2023	2023	2024	2024	2024	2024	\$	%	2023	2024	\$	%	
Corporate & Other Distributed Products Income Before Income Taxes															
Revenues:															
Direct premiums	\$ 4,993	\$ 4,999	\$ 5,016	\$ 4,358	\$ 4,725	\$ 4,690	\$ 4,826		\$ (190)	-3.8 %	\$ 15,008	\$ 14,241	\$ (766)		-5.1 %
Ceded premiums	(1,304)	(1,562)	(1,215)	273	(1,205)	(1,213)	(1,118)		97	8.0 %	(4,081)	(3,537)	544		13.3 %
Net premiums	3,689	3,436	3,801	4,631	3,520	3,477	3,708		(93)	-2.5 %	10,927	10,705	(222)		-2.0 %
	31,39	33,25	35,21	36,42	37,94	38,26						115,48	15,63		
Adjusted net investment income	2	0	3	9	3	3	39,279		4,066	11.5 %	99,854	5	0		15.7 %
Commissions and fees:															
Prepaid legal services	3,991	4,421	5,311	3,806	3,591	3,924	4,070		(1,242)	-23.4 %	13,723	11,586	(2,138)		-15.6 %
Auto and homeowners insurance	1,831	2,349	2,951	2,133	1,777	2,413	1,375		(1,575)	-53.4 %	7,131	5,566	(1,565)		-21.9 %
Mortgage loans	1,211	1,775	1,733	1,530	1,499	2,211	2,384		651	37.5 %	4,720	6,095	1,375		29.1 %
Other sales commissions	1,676	1,826	1,765	1,781	1,618	1,963	1,645		(121)	-6.8 %	5,268	5,226	(42)		-0.8 %
Adjusted other, net	1,200	1,236	1,327	846	704	764	1,251		(76)	-5.7 %	3,763	2,718	(1,045)		-27.8 %
	44,99	48,29	52,10	51,15	50,65	53,01					145,38	157,37	11,99		
Adjusted operating revenues	0	3	2	7	3	4	53,711		1,610	3.1 %	5	9	4		8.2 %
Benefits and expenses:															
Benefits and claims	4,327	5,057	3,554	7,957	2,475	3,762	3,712		158	4.4 %	12,937	9,948	(2,990)		-23.1 %
Future policy benefits remeasurement (gain)/loss	(477)	(554)	(72)	933	374	(49)	5,184		5,255	nm	(1,103)	5,509	6,611		nm
Amortization of DAC	362	697	375	99	357	250	300		(74)	-19.8 %	1,434	907	(527)		-36.8 %
Insurance commissions	241	373	217	429	187	271	272		54	25.1 %	831	729	(101)		-12.2 %
Insurance expenses	1,229	1,377	1,123	1,341	1,171	1,209	1,134		11	1.0 %	3,729	3,513	(216)		-5.8 %
													28		
Sales commissions	4,147	4,907	5,064	4,303	4,117	5,120	4,909		(155)	-3.1 %	14,118	14,146			0.2 %
Interest expense	6,690	6,686	6,632	6,586	6,771	6,099	6,093		(539)	-8.1 %	20,008	18,964	(1,044)		-5.2 %
	39,48	33,34	32,14	34,88	46,91	35,41					104,96	120,14	15,18		
Adjusted other operating expenses	0	0	6	6	3	3	37,821		5,675	17.7 %	5	7	1		14.5 %
	55,99	51,88	49,03	56,53	62,36	52,07			10,38		156,92	173,86	16,94		
Adjusted benefits and expenses	9	2	9	3	3	4	59,425		6	21.2 %	0	2	2		10.8 %
	(11,00)				(11,71)						(11,53)	(16,48)			
Adjusted operating income before income taxes	\$ 8	\$ (3,589)	\$ 3,063	\$ (5,377)	\$ 0	\$ 940	\$ (5,713)		\$ (8,776)	nm	\$ 5	\$ 3	\$ (4,949)		-42.9 %

Investment Portfolio - Summary of Holdings

As of or for the period ended September 30, 2024							
	Market Value	Amortized Cost	Unrealized G/(L)	Market Value	Amortized Cost	Avg Book Yield	Avg Rating
				% of Total			
<i>(Dollars in thousands)</i>							
Investment Portfolio by Asset Class							
Cash, Cash Equivalents, and Short Term	\$ 550,142	\$ 550,142	\$ -	15.4 %	14.8 %		
Fixed Income:							
Treasury	17,249	17,398	(150)	0.5 %	0.5 %	2.90 %	AAA
Government	257,497	268,994	(11,497)	7.2 %	7.3 %	3.26 %	AA-
Tax-Exempt Municipal	33,483	35,715	(2,231)	0.9 %	1.0 %	2.70 %	AA
Corporate	1,516,772	1,562,848	(46,076)	42.4 %	42.1 %	4.17 %	BBB+
Mortgage Backed	514,496	563,036	(48,540)	14.4 %	15.2 %	3.63 %	AAA
Asset Backed	229,887	234,202	(4,315)	6.4 %	6.3 %	4.78 %	AA-
Cmbs	106,142	116,062	(9,920)	3.0 %	3.1 %	3.66 %	AA-
Private	318,639	326,970	(8,330)	8.9 %	8.8 %	5.01 %	BBB+
Redeemable Preferred	4,024	4,248	(224)	0.1 %	0.1 %	5.37 %	BBB-
Total Fixed Income	2,998,190	3,129,474	(131,284)	83.8 %	84.4 %	4.09 %	A
Equities and Other:							
Perpetual Preferred	4,594	4,594	-	0.1 %	0.1 %		
Common Stock	19,917	19,917	(0)	0.6 %	0.5 %		
Mutual Fund	3,899	3,899	(0)	0.1 %	0.1 %		
Total Equities	28,411	28,411	(0)	0.8 %	0.8 %		
Total Invested Assets	\$ 3,576,743	\$ 3,708,026	\$ (131,284)	100.0 %	100.0 %		
Public Corporate Portfolio by Sector							
Insurance	\$ 205,627	\$ 212,283	\$ (6,656)	13.6 %	13.6 %		
Energy	188,010	191,401	(3,391)	12.4 %	12.2 %		
Consumer Non Cyclical	142,556	150,940	(8,383)	9.4 %	9.7 %		
Reits	130,366	137,877	(7,511)	8.6 %	8.8 %		
Consumer Cyclical	125,618	129,741	(4,123)	8.3 %	8.3 %		
Technology	105,526	107,764	(2,238)	7.0 %	6.9 %		
Capital Goods	99,474	100,862	(1,388)	6.6 %	6.5 %		
Electric	97,619	98,171	(552)	6.4 %	6.3 %		
Banking	86,527	86,155	372	5.7 %	5.5 %		
Basic Industry	66,044	69,093	(3,049)	4.4 %	4.4 %		
Communications	63,644	65,299	(1,655)	4.2 %	4.2 %		
Finance Companies	63,475	65,494	(2,019)	4.2 %	4.2 %		
Transportation	56,513	58,186	(1,673)	3.7 %	3.7 %		
Brokerage	49,253	51,636	(2,383)	3.2 %	3.3 %		
Natural Gas	17,957	17,635	322	1.2 %	1.1 %		
Industrial Other	6,051	6,739	(688)	0.4 %	0.4 %		
Financial Other	5,638	5,857	(220)	0.4 %	0.4 %		
Utility Other	4,847	5,391	(544)	0.3 %	0.3 %		
Owned No Guarantee	2,029	2,325	(296)	0.1 %	0.1 %		
Total Corporate portfolio	\$ 1,516,772	\$ 1,562,848	\$ (46,076)	100.0 %	100.0 %		
Fixed-Maturity Securities - Effective Maturity							
Effective maturity							
< 1 Yr.	\$ 254,572	\$ 256,039	\$ (1,467)	8.5 %	8.2 %	3.95 %	
1-2 Yrs.	292,466	297,010	(4,544)	9.8 %	9.5 %	3.92 %	
2-5 Yrs.	770,080	783,397	(13,317)	25.7 %	25.0 %	4.30 %	
5-10 Yrs.	1,179,081	1,270,736	(91,655)	39.3 %	40.6 %	3.65 %	
> 10 Yrs.	501,991	522,292	(20,300)	16.7 %	16.7 %	4.98 %	
Total Fixed Income	\$ 2,998,190	\$ 3,129,474	\$ (131,284)	100.0 %	100.0 %	4.09 %	
Duration							
Fixed Income portfolio duration	5.2 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 September 30, 2024
PRIMERICA, INC.
 Financial Supplement

(Dollars in thousands)

Investment Portfolio Quality Ratings (1)

	Amortized Cost	% of Total
Total Fixed Income portfolio:		
<u>Rating</u>		
AAA	\$ 606,188	19.4 %
AA	413,685	13.2 %
A	761,891	24.3 %
BBB	1,308,306	41.8 %
Below Investment Grade	38,707	1.2 %
NA	697	0.0 %
Total Fixed Income	<u>\$ 3,129,474</u>	<u>100.0 %</u>

	Amortized Cost	% of Total
Public Corporate asset class:		
<u>Rating</u>		
AAA	\$ 10,560	0.7 %
AA	60,882	3.9 %
A	406,306	26.0 %
BBB	1,049,226	67.1 %
Below Investment Grade	35,698	2.3 %
NA	176	0.0 %
Total Corporate	<u>\$ 1,562,848</u>	<u>100.0 %</u>

	Amortized Cost	% of Total
Private Placement asset class:		
<u>Rating</u>		
AAA	\$ -	—
AA	8,950	2.7 %
A	81,537	24.9 %
BBB	235,278	72.0 %
Below Investment Grade	1,205	0.4 %
NA	-	—
Total Private	<u>\$ 326,970</u>	<u>100.0 %</u>

	Amortized Cost	% of Total
CMBS asset class:		
<u>Rating</u>		
AAA	\$ 50,881	43.8 %
AA	9,940	8.6 %
A	51,976	44.8 %
BBB	3,265	2.8 %
Below Investment Grade	-	—
NA	-	—
Total CMBS	<u>\$ 116,062</u>	<u>100.0 %</u>

	Amortized Cost	% of Total
Mortgage-Backed asset class:		
<u>Rating</u>		
AAA	\$ 452,287	80.3 %
AA	110,567	19.6 %
A	102	0.0 %
BBB	-	—
Below Investment Grade	60	0.0 %
NA	21	0.0 %
Total Mortgage-Backed	<u>\$ 563,036</u>	<u>100.0 %</u>

	Amortized Cost	% of Total
Asset-Backed asset class:		
<u>Rating</u>		
AAA	\$ 61,020	26.1 %
AA	33,725	14.4 %
A	137,894	58.9 %
BBB	-	—
Below Investment Grade	1,062	0.5 %
NA	500	0.2 %
Total Asset-Backed	<u>\$ 234,202</u>	<u>100.0 %</u>

	Amortized Cost	% of Total
Treasury & Government asset classes:		
<u>Rating</u>		
AAA	\$ 30,762	10.7 %
AA	162,403	56.7 %
A	77,281	27.0 %
BBB	15,264	5.3 %
Below Investment Grade	683	0.2 %
NA	-	—
Total Treasury & Government	<u>\$ 286,393</u>	<u>100.0 %</u>

NAIC Designations

1	\$ 1,499,035	55.1 %
2	1,178,768	43.4 %
3	35,455	1.3 %
4	5,194	0.2 %
5	683	0.0 %
6	0	0.0 %
U.S. Insurer Fixed Income (2)	2,719,135	100.0 %
Other (3)	438,750	
Cash and cash equivalents	550,142	
Total Invested Assets	<u>\$ 3,708,026</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 Q3		
	2023	2023	2023	2023	2024	2024	2024	2024	\$ Change	% Change	
Net Investment Income by Source											
Fixed-maturity securities (available-for-sale)	\$ 25,806	\$ 26,357	\$ 27,380	\$ 29,218	\$ 29,936	\$ 30,618	\$ 31,990		\$ 4,610	16.8%	
Fixed-maturity securities (held-to-maturity)	16,435	16,608	16,306	16,126	15,785	15,659	15,908		(398)	-2.4%	
Equity Securities	380	380	366	397	390	323	324		(42)	-11.5%	
Deposit asset underlying 10% reinsurance treaty	2,377	2,488	2,504	2,415	2,311	2,211	2,129		(375)	-15.0%	
Deposit asset - Mark to Market	(327)	(852)	(481)	1,215	(137)	189	1,830		2,311	nm	
Policy loans and other invested assets	(72)	352	475	542	461	544	402		(73)	-15.4%	
Cash & cash equivalents	5,128	5,840	6,609	6,024	6,981	6,640	6,540		(69)	-1.0%	
Total investment income	49,727	51,172	53,159	55,937	55,727	56,183	59,123		5,964	11.2%	
Investment expenses	2,227	2,167	2,122	2,167	2,136	2,072	2,106		(16)	-0.8%	
Interest Expense on Surplus Note	16,435	16,608	16,306	16,126	15,785	15,659	15,908		(398)	-2.4%	
Net investment income	\$ 31,065	\$ 32,397	\$ 34,731	\$ 37,644	\$ 37,806	\$ 38,452	\$ 41,109		\$ 6,378	18.4%	
Fixed income book yield, end of period	3.57 %	3.63 %	3.79 %	3.83 %	3.93 %	4.01 %	4.09 %				
New money yield	5.57 %	5.46 %	6.04 %	6.67 %	5.70 %	5.78 %	5.42 %				

Fixed Income Portfolio Quality Ratings	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YOY Q3	
	2023	2023	2023	2023	2024	2024	2024	2024	% Pt Change	
Rating										
AAA	20.8 %	20.7 %	19.0 %	18.9 %	18.9 %	18.3 %	19.4 %		0.3 %	
AA	11.3 %	11.4 %	14.3 %	14.9 %	14.8 %	14.1 %	13.2 %		-1.1 %	
A	25.0 %	24.8 %	24.8 %	24.9 %	24.1 %	24.3 %	24.2 %		-0.5 %	
BBB	40.5 %	40.9 %	39.7 %	39.4 %	40.5 %	41.9 %	41.8 %		2.1 %	
Below Investment Grade	2.2 %	2.0 %	1.9 %	2.0 %	1.6 %	1.5 %	1.2 %		-0.7 %	
NA	0.2 %	0.1 %	0.3 %	0.0 %	0.0 %	0.0 %	0.1 %		-0.1 %	
Total Fixed Income	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			

Top 25 Exposures	As of September 30, 2024			Foreign Exposure (1)	As of September 30, 2024			Government Investments (1)	As of September 30, 2024	
	Market Value	Amortized Cost	Credit Rating		Market Value	Amortized Cost	Market Value		Amortized Cost	
1 Province of Ontario Canada	\$ 15,837	\$ 15,790	A+	Canada	\$ 94,836	\$ 99,087	AAA	\$ —	\$ —	
2 Canada	15,615	16,013	AAA	United Kingdom	24,478	23,750	AA	—	—	
3 Province of Alberta Canada	15,443	15,835	AA-	Australia	21,815	22,175	A	11,291	12,440	
4 Province of Quebec Canada	14,547	14,610	AA-	Cayman Islands (The)	16,346	15,731	BBB	14,529	14,814	
5 ONEOK Inc	14,410	14,392	BBB	Ireland	13,260	12,467	Below Investment Grade	683	683	
6 Ontario Teachers' Pension Plan	13,623	14,354	AA+	Mexico	6,868	7,680	NA	—	—	
7 Realty Income Corp	13,546	14,017	A-	France	5,886	5,740	Total	\$ 26,502	\$ 27,936	
8 Berkshire Hathaway Inc	12,971	12,608	AA	Netherlands (The)	5,629	5,494				
9 Gov't of Newfoundland and Labrador	12,194	12,670	A	Japan	5,255	5,200				
10 Boeing Co	12,034	11,849	BBB-	Luxembourg	5,147	4,700	Non-Government Investments (1)			
11 Province of New Brunswick Canada	11,941	12,057	A+	Bermuda	5,138	5,242				
12 Intact Financial Corp	11,899	11,462	A+	Germany	5,109	4,989	AAA	\$ —	\$ —	
13 Manulife Financial Corp	11,272	11,636	A	Malta	3,897	3,876	AA	3,466	3,478	
14 TC Energy Corp	10,363	11,180	BBB+	Israel	3,562	3,565	A	46,727	47,098	
15 Province of Nova Scotia Canada	10,249	10,387	AA-	Italy	2,059	1,880	BBB	157,605	159,243	
16 Morgan Stanley	9,922	9,901	BBB+	Emerging Markets (2)	11,774	12,395	Below Investment Grade	3,752	3,570	
17 Alimentation Couche-Tard Inc	9,908	9,708	BBB+	All Other	8,522	8,882	NA	1,527	1,527	
18 Province of Saskatchewan Canada	9,803	9,731	AA	Total	\$ 239,580	\$ 242,852	Total	\$ 213,078	\$ 214,916	
19 ConocoPhillips	9,722	10,715	A-							
20 Equitable Holdings Inc	9,423	9,391	A-							
21 Oglethorpe Power Corp	9,025	9,381	BBB+							
22 Old Republic International Corp	9,014	8,721	BBB+							
23 Walmart Inc	8,734	8,674	AA							
24 Tokyo Century Corp	8,698	8,975	BBB							
25 Broadcom Inc	8,621	8,672	BBB							
	288,81									
Total	\$ 5	\$ 292,729								
% of total fixed income portfolio	8.1 %	7.9 %								

(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

<i>(Dollars in millions)</i>	2019	2020	2021	2022	2023	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024
Recruits	282,207	400,345	349,374	359,735	361,925	93,540	86,124	92,269	89,992	110,710	96,563	142,655	
Life-insurance licensed sales force, beginning of period	130,736	130,522	134,907	129,515	135,208	135,208	136,430	137,806	139,053	141,572	142,855	145,789	
New life-licensed representatives	44,739	48,106	39,622	45,147	49,096	11,118	12,638	12,311	13,029	12,949	14,402	14,349	
Non-renewal and terminated representatives	(44,953)	(43,721)	(45,014)	(39,454)	(42,732)	(9,896)	(11,262)	(11,064)	(10,510)	(11,666)	(11,468)	(11,248)	
Life-insurance licensed sales force, end of period	130,522	134,907	129,515	135,208	141,572	136,430	137,806	139,053	141,572	142,855	145,789	148,890	
Issued term life policies	287,809	352,868	323,855	291,918	358,860	84,561	96,953	88,589	88,757	86,587	100,768	93,377	
Issued term life face amount	\$ 93,994	\$ 109,436	\$ 108,521	\$ 103,822	\$ 119,102	\$ 28,124	\$ 32,203	\$ 29,452	\$ 29,322	\$ 28,725	\$ 33,155	\$ 30,793	
Term life face amount in-force, beginning of period	\$ 781,041	\$ 808,262	\$ 858,818	\$ 903,404	\$ 916,808	\$ 916,808	\$ 922,845	\$ 934,867	\$ 937,856	\$ 944,609	\$ 947,101	\$ 950,880	
Issued term life face amount	93,994	109,436	108,521	103,822	119,102	28,124	32,203	29,452	29,322	28,725	33,155	30,793	
Terminated term life face amount	(71,519)	(60,848)	(64,798)	(82,894)	(94,230)	(22,210)	(22,583)	(24,143)	(25,293)	(23,323)	(28,241)	(25,264)	
Foreign currency impact, net	4,746	1,968	862	(7,524)	2,929	124	2,401	(2,320)	2,724	(2,911)	(1,134)	1,402	
Term life face amount in force, end of period	\$ 808,262	\$ 858,818	\$ 903,404	\$ 916,808	\$ 944,609	\$ 922,845	\$ 934,867	\$ 937,856	\$ 944,609	\$ 947,101	\$ 950,880	\$ 957,811	
Estimated annualized issued term life premium													
Premium from new policies	\$ 244.8	\$ 303.6	\$ 297.2	\$ 271.9	\$ 302.4	\$ 70.7	\$ 82.0	\$ 74.0	\$ 75.6	\$ 73.1	\$ 86.7	\$ 80.2	
Additions and increases in premium	60.2	68.9	77.0	76.7	74.3	18.2	19.7	18.7	17.7	18.1	19.9	18.8	
Total estimated annualized issued term life premium	\$ 305.0	\$ 372.5	\$ 374.2	\$ 348.5	\$ 376.6	\$ 88.9	\$ 101.7	\$ 92.7	\$ 93.3	\$ 91.2	\$ 106.5	\$ 99.0	
Investment & Savings product sales	\$ 7,533.2	\$ 7,842.5	\$ 11,703.2	\$ 10,009.0	\$ 9,211.7	\$ 2,300.0	\$ 2,381.6	\$ 2,174.2	\$ 2,355.9	\$ 2,770.4	\$ 3,082.9	\$ 2,905.1	
Investment & Savings average client asset values	\$ 65,029	\$ 69,709	\$ 89,993	\$ 87,193	\$ 89,474	\$ 86,581	\$ 88,813	\$ 91,505	\$ 90,995	\$ 99,502	\$ 102,993	\$ 108,152	
Closed U.S. Mortgage Volume (brokered)	\$ 31.1	\$ 442.5	\$ 1,229.2	\$ 567.2	\$ 293.4	\$ 55.6	\$ 82.2	\$ 82.7	\$ 72.9	\$ 71.4	\$ 99.6	\$ 105.4	

