

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

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**FORM 8-K**

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**CURRENT REPORT**

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

**DATE OF REPORT (Date of earliest event reported): May 3, 2011**

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**PRIMERICA, INC.**

**(Exact Name of Registrant as Specified in Its Charter)**

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**Delaware**  
(State or Other Jurisdiction  
of Incorporation)

**001-34680**  
(Commission  
File Number)

**27-1204330**  
(I.R.S. Employer  
Identification Number)

**3120 Breckinridge Blvd.**  
**Duluth, Georgia 30099**  
(Address of Principal Executive Offices)

**(770) 381-1000**  
(Registrant's telephone number, including area code)

**Not applicable.**  
(Former name or former address, if changed since last report)

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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))

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**Item 2.02 Results of Operations and Financial Condition.**

On May 3, 2011, Primerica, Inc. (the "Company") announced its results of operations for the quarter ended March 31, 2011. 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 operating revenues, operating income before income taxes, net operating income and adjusted stockholders' equity. Operating revenues, operating income before income taxes and net operating income exclude the impact of realized investment gains and losses for all periods presented and, in first quarter 2011, also exclude income related to ceded premium recoveries which previously had not been recognized due to the uncertain nature of their recovery. Operating income before income taxes and net operating income exclude the expense associated with our IPO-related equity awards for all periods presented. Adjusted stockholders' equity excludes the impact of net unrealized gains and losses on invested assets for all periods presented. Operating results for the first quarter of 2010 also give effect to the reinsurance and reorganization transactions as if they had occurred as of January 1, 2010.

We exclude these items because they are considered unusual and not indicative of our ongoing operations. Our definitions of these non-GAAP financial measures may differ from the definitions of similar measures used by other companies. Management uses these non-GAAP financial measures in making financial, operating and planning decisions and in evaluating the Company's performance. Furthermore, management believes that these non-GAAP financial measures may provide users with additional meaningful comparisons between current results and results of prior periods as they are expected to be reflective of our core ongoing business. These measures have limitations, and investors should not consider them in isolation or as a substitute for analysis of the Company's results as reported under GAAP.

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

**Item 7.01 Regulation FD Disclosure.**

On May 3, 2011, the Company posted to the "Investor Relations" section of its website certain supplemental financial information relating to the quarter ended March 31, 2011. A copy of the supplemental financial information is attached hereto as Exhibit 99.2.

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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 May 3, 2011 – Primerica Reports First Quarter 2011 Results
- 99.2 Primerica, Inc. Supplemental Financial Information – First Quarter 2011

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**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: May 3, 2011

**PRIMERICA, INC.**

/s/ Alison S. Rand

Alison S. Rand

Executive Vice President and Chief Financial Officer

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**EXHIBIT INDEX**

<b>Exhibit No.</b>	<b>Description</b>
99.1	Press Release dated May 3, 2011 – Primerica Reports First Quarter 2011 Results
99.2	Primerica, Inc. Supplemental Financial Information – First Quarter 2011

**PRIMERICA REPORTS FIRST QUARTER 2011 RESULTS*****Net income of \$52.5 million; Diluted EPS of \$0.68******Net operating income of \$48.6 million; Diluted operating EPS of \$0.63******Strong Investment and Savings Products performance***

**Duluth, GA, May 3, 2011** – Primerica, Inc. (NYSE: PRI) announced today financial results for the first quarter ended March 31, 2011. Total revenues were \$276.4 million for the first quarter of 2011. Net income was \$52.5 million for the first quarter of 2011, or \$0.68 per diluted share.

Operating revenues increased by 19% to \$267.3 million in the first quarter of 2011, compared with \$224.8 million in the first quarter of 2010. Net operating income was \$48.6 million, or \$0.63 per diluted share, in the first quarter of 2011, compared with \$38.2 million in the first quarter of 2010. Results were driven by continued growth in New Term premium, strong Investment and Savings Products performance and disciplined expense management as we adapt to a public company operating environment.

D. Richard Williams, Chairman of the Board and Co-Chief Executive Officer said, "We believe Primerica's continued operating income growth demonstrates the ability of our multifaceted business to effectively adjust to economic cycles. We are pleased with our operating performance and believe that our successful secondary offering of shares indirectly held by Citigroup underscores the value the market sees in our stock and our ability to attract new investors."

John Addison, Chairman of Primerica Distribution and Co-Chief Executive Officer said, "The close of the first quarter marks our first year as an independent public company. We look forward to announcing exciting new initiatives at our convention in June including product enhancements that will improve the business opportunity and ultimately support recruiting growth. We are optimistic about our business and believe that we are well positioned for the future."

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## Distribution Results

- Recruiting of new representatives decreased by 9% to 52,813 in the first quarter of 2011, compared with the same period a year ago reflecting the challenging economic environment and the absence of an incentive trip contest in the first half of 2011 due to the upcoming convention. The size of our life-licensed insurance sales force decreased from both March 31 and December 31, 2010 to approximately 92,200 at March 31, 2011. New life licenses were down sequentially due to the fourth quarter seasonal decline in recruits as well as the decline in first quarter recruiting.
- Term Life net premium grew by 36% to \$104.8 million in the first quarter of 2011, compared with the first quarter of 2010 as we added another quarter of issued life business following the Citi reinsurance transactions. Life insurance policies issued decreased by 2% to 51,281 in the first quarter of 2011 from the first quarter of 2010, less than the size of the sales force decline of 5% during the same period. Compared to the fourth quarter of 2010, life insurance policies issued decreased 9% in first quarter 2011 largely reflecting fewer applications submitted during the typically slower holiday season. Total face amount in force increased by \$1.73 billion to \$658.52 billion at March 31, 2011 over December 31, 2010 due to the effect of the stronger Canadian dollar and improved persistency partially offset by a decrease in life insurance policies issued.
- Investment and Savings Products sales continued to grow, up 14% to \$1.11 billion in the first quarter of 2011 from the year ago quarter primarily driven by a 29% increase in variable annuity sales. Growth in variable annuity sales continued to outpace the industry in first quarter 2011, reflecting our clients' desire to mitigate financial risk with guaranteed lifetime income. Investment and Savings Products sales increased 23%, or \$210.7 million, in the first quarter of 2011 compared to the fourth quarter of 2010 reflecting improved market conditions and strong retirement savings sales typical of historical first quarter trends. Improved market conditions drove an increase in client asset values which grew 11% to \$36.19 billion at March 31, 2011 from a year ago.

## Operating Adjustments

Our operating results exclude realized investment gains and losses and the expense associated with our IPO-related equity awards. For the first quarter of 2011, our operating results also exclude \$8.7 million of pre-tax income related to the remaining ceded premium recoveries discussed in our fourth quarter 2010 earnings release. We excluded these recoveries from our operating results because we believe they are not indicative of our ongoing operations.

## Segment Results

Primerica operates in two primary business segments: Term Life Insurance and Investment and Savings Products, and has a third segment, Corporate and Other Distributed Products. Results for the segments are shown below. As the IPO-related Citi reinsurance and reorganization transactions were not executed until April 1, 2010, the first quarter of 2010 actual results do not reflect these transactions.

	Q1 2011	Actual Q1 2010	% Change	Q1 2011	Operating (1) Q1 2010	% Change
	(\$ in thousands)			(\$ in thousands)		
<b>Revenues:</b>						
Term Life Insurance	\$136,962	\$447,178	-69%	\$128,233	\$102,511	25%
Investment and Savings Products	100,846	86,693	16%	100,846	86,693	16%
Corporate and Other Distributed Products	38,544	73,071	-47%	38,217	35,618	7%
Total revenues	<u>\$276,352</u>	<u>\$606,942</u>	<u>-54%</u>	<u>\$267,296</u>	<u>\$224,822</u>	<u>19%</u>
<b>Income (loss) before income taxes:</b>						
Term Life Insurance	\$ 57,648	\$160,367	-64%	\$ 48,919	\$ 40,233	22%
Investment and Savings Products	31,039	25,447	22%	31,039	25,447	22%
Corporate and Other Distributed Products	(7,542)	34,588	-122%	(4,749)	(6,990)	32%
Total income before income taxes	<u>\$ 81,145</u>	<u>\$220,402</u>	<u>-63%</u>	<u>\$ 75,209</u>	<u>\$ 58,690</u>	<u>28%</u>

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

**Term Life Insurance.** Operating revenues grew by 25%, or \$25.7 million, in the first quarter of 2011, compared with the same period a year ago, primarily reflecting incremental New Term premiums following the Citi reinsurance transactions. Operating income before income taxes increased by 22%, or \$8.7 million, over the prior-year period primarily driven by growth in New Term premium, the release of management incentive compensation accruals to reflect amounts paid in 2011 for the 2010 fiscal year and a \$2.2 million one-time DAC adjustment largely related to Legacy Term. Term Life experienced slightly adverse mortality while persistency continued to improve, resulting in higher benefits and claims offset by lower DAC amortization.

Compared to the fourth quarter of 2010, operating income increased by 26%, or \$10.1 million, reflecting the growth from New Term premium and accounting corrections that impacted the fourth quarter of 2010 earnings as discussed in last quarter's earnings release. New Term operating income before income taxes turned positive in the quarter reflecting growth in the New Term business, improving persistency and the release of management incentive compensation accruals noted above.

**Investment and Savings Products.** Operating revenues and income before income taxes in the first quarter of 2011 were both driven by higher sales and increased client asset values. Operating revenues increased by 16%, or \$14.2 million, and operating income before income taxes increased by 22%, or \$5.6 million, compared with the first quarter of 2010. Growth in operating income before income taxes outpaced the growth in operating revenues primarily due to the release of management incentive compensation accruals.



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Operating income before income taxes decreased by 11%, or \$3.7 million, in the first quarter of 2011, compared with the prior quarter primarily due to fourth quarter 2010 activity including accounting corrections and the variable annuity sales incentive that was earned. Excluding these items, operating income increased by 8%, or \$2.2 million, compared to the fourth quarter of 2010 reflecting a 20% increase in revenue generating sales and a 6% increase in average client asset values in the first quarter of 2011.

**Corporate and Other Distributed Products.** Operating revenues increased by 7%, or \$2.6 million, in the first quarter of 2011 from the first quarter of 2010 and operating losses before income taxes were \$4.8 million in the first quarter of 2011 and \$7.0 million in the same period of 2010, largely reflecting higher allocated investment income. On an operating basis, consolidated net investment income increased by \$0.8 million in the first quarter of 2011, compared with the first quarter of 2010 reflecting \$1.6 million received from certain called fixed-income securities partially offset by lower yields. In the first quarter of 2011, Corporate and Other Distributed Products was allocated 46% of invested assets versus 42% in the prior year period, with the remainder allocated to Term Life. Expenses were flat year-over-year as prior year IPO-related costs were replaced by ongoing operating expenses.

#### **Taxes**

Our effective income tax rate for the first quarter of 2011 was 35.3%, compared to 35.0% for the same quarter a year ago.

#### **Capital and Liquidity**

Primerica continues to be well capitalized, with a high-quality invested asset portfolio and positive cash flow for the quarter. Investments and cash totaled \$2.33 billion as of March 31, 2011. Our invested asset portfolio had a net unrealized gain of \$156.1 million (net of unrealized losses of \$5.7 million) at March 31, 2011, down slightly from a net unrealized gain of \$157.4 million at December 31, 2010. Net realized gains for the quarter were \$0.3 million, which included \$0.3 million of other-than-temporary impairments.

As of March 31, 2011, our debt-to-capital ratio remained low at 16.8%. Net operating income return on adjusted stockholders' equity (ROAE) was 14.2% for the quarter ended March 31, 2011, up slightly on a sequential basis. ROAE was enhanced by the following non-recurring items: the one-time DAC adjustment in Legacy Term, the investment income earned on certain called fixed-income securities and the release of management incentive compensation accruals. Net income return on stockholders' equity was 14.4% for the first quarter of 2011.

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Primerica Life Insurance Company, our primary underwriter, had statutory capital in excess of the applicable statutory requirements to support existing operations and to fund future growth. With a statutory risk-based capital (RBC) ratio estimated to be in excess of 600% as of March 31, 2011, we continue to be well positioned to support anticipated future growth.

#### **Citi Reinsurance and Reorganization Transactions**

In connection with Primerica's April 1, 2010 initial public offering, the Company executed a series of reinsurance and reorganization transactions. These transactions had a significant impact on our financial position and will cause our financial results in the current and future periods to be materially different from those reflected in our historical financial statements. Accordingly, management believes that our operating results, which reflect the effect of these transactions, represent meaningful comparisons between 2011 and 2010.

#### **Non-GAAP Financial Measures**

We report financial results in accordance with U.S. generally accepted accounting principles (GAAP). We also present operating revenues, operating income before income taxes, net operating income and adjusted stockholders' equity. Operating revenues, operating income before income taxes and net operating income exclude the impact of realized investment gains and losses for all periods presented and in first quarter 2011, also exclude income related to ceded premium recoveries which previously had not been recognized due to the uncertain nature of their recovery. Operating income before income taxes and net operating income exclude the expense associated with our IPO-related equity awards for all periods presented. Adjusted stockholders' equity excludes the impact of net unrealized gains and losses on invested assets for all periods presented. Operating results for the first quarter of 2010 also give effect to the reinsurance and reorganization transactions as if they had occurred on January 1, 2010. 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 our financial performance. Furthermore, management believes that these non-GAAP financial measures may provide users with additional meaningful comparisons between current results and results of prior periods as they are expected to be reflective of our core ongoing business. These measures have limitations, and investors should not consider them in isolation or as a substitute for analysis of our results as reported under GAAP. Reconciliations of non-GAAP to GAAP financial measures are attached to this release.

#### **Earnings Webcast Information**

Primerica will hold a webcast Wednesday, May 4, 2011 at 10:00 am EDT, to discuss first quarter results. This release and a detailed financial supplement will be posted on Primerica's website. Investors are encouraged to review these materials. To access the webcast go to <http://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 on Primerica's website, <http://investors.primerica.com>.

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**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 attract new recruits, retain sales representatives or maintain the licensing of our sales representatives; our or our sales representatives' violation of or non-compliance with laws and regulations; incorrect assumptions used to price our insurance policies; the failure of our investment products to remain competitive with other investment options; our failure to meet RBC standards or other minimum capital and surplus requirements; a downgrade or potential downgrade in our insurance subsidiaries' financial strength ratings; inadequate or unaffordable reinsurance or the failure of our reinsurers to perform their obligations; the inability of our subsidiaries to pay dividends or make distributions; the loss of key personnel; conflicts of interests due to Citi's and Warburg Pincus' significant interests in us; and general changes in economic and financial conditions, including the effects of credit deterioration and interest rate fluctuations on our portfolio. 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 <http://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 the largest financial services marketing organization in North America. Our mission is to serve middle income families by helping them make informed financial decisions and providing them with the strategies and means to gain financial independence. The company and its representatives offer clients term life insurance, investment and savings products, and other financial products. Primerica insures 4.3 million lives and more than 2 million clients maintain investment accounts with the company.

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**PRIMERICA, INC.**  
**Condensed Balance Sheets**  
(In thousands)

	<u>March 31, 2011</u> <u>(Unaudited)</u>	<u>December 31,</u> <u>2010</u>
<b>Assets</b>		
<b>Investments:</b>		
Fixed maturity securities available for sale, at fair value	\$ 2,119,658	\$ 2,081,361
Equity securities available for sale, at fair value	23,252	23,213
Trading securities, at fair value	46,176	22,767
Policy loans and other invested assets	25,735	26,243
Total investments	2,214,821	2,153,584
Cash and cash equivalents	115,277	126,038
Accrued investment income	25,104	22,328
Premiums and other receivables	171,925	168,026
Due from reinsurers	3,770,966	3,731,634
Deferred policy acquisition costs	908,600	853,211
Intangible assets	74,479	75,357
Other assets	310,572	307,342
Separate account assets	2,582,881	2,446,786
Total assets	<u>\$ 10,174,625</u>	<u>\$ 9,884,306</u>
<b>Liabilities and Stockholders' Equity</b>		
<b>Liabilities:</b>		
Future policy benefits	\$ 4,470,185	\$ 4,409,183
Unearned premiums	9,493	5,563
Policy claims and other benefits payable	241,193	229,895
Other policyholders' funds	353,800	357,253
Note payable	300,000	300,000
Income taxes	142,780	136,226
Other liabilities	397,562	386,182
Payable under securities lending	186,089	181,726
Separate account liabilities	2,582,881	2,446,786
Total liabilities	8,683,983	8,452,814
<b>Stockholders' equity:</b>		
Common stock	732	728
Paid-in capital	889,654	883,168
Retained earnings	446,767	395,057
Accumulated other comprehensive income, net of income tax	153,489	152,539
Total stockholders' equity	1,490,642	1,431,492
Total liabilities and stockholders' equity	<u>\$ 10,174,625</u>	<u>\$ 9,884,306</u>

**PRIMERICA, INC.**  
**Condensed Statements of Income**  
(Unaudited – in thousands, except per-share amounts)

	Three months ended March 31,	
	2011	2010 (1)
<b>Revenues:</b>		
Direct premiums	\$ 552,069	\$ 537,845
Ceded premiums	(422,238)	(148,119)
Net premiums	129,831	389,726
Commissions and fees	106,116	91,690
Net investment income	28,626	82,576
Realized investment gains, including OTTI	327	31,057
Other, net	11,452	11,893
Total revenues	276,352	606,942
<b>Benefits and expenses:</b>		
Benefits and claims	57,635	170,735
Amortization of deferred policy acquisition costs	25,556	91,756
Insurance commissions	5,000	6,371
Insurance expenses	9,552	37,529
Sales commissions	50,356	43,881
Interest expense	6,997	—
Other operating expenses	40,111	36,268
Total benefits and expenses	195,207	386,540
Income before income taxes	81,145	220,402
<b>Income taxes</b>		
Net income	\$ 52,467	\$ 143,286
<b>Earnings per share:</b>		
Basic	\$ 0.69	
Diluted	\$ 0.68	
<b>Shares used in computing earnings per share:</b>		
Basic	72,671	
Diluted	73,826	

(1) Does not give effect to the Citi reinsurance and reorganization transactions.

**PRIMERICA, INC.**  
**Operating Results Reconciliation**  
(Unaudited – in thousands, except per-share amounts)

	Three months ended March 31, 2011		
	Operating (Non-GAAP)	Operating adjustments	Reported (GAAP)
<b>Revenues:</b>			
Direct premiums	\$ 552,069	\$ —	\$ 552,069
Ceded premiums	(430,967)	8,729	(422,238)
Net premiums	121,102	8,729	129,831
Commissions and fees	106,116	—	106,116
Net investment income	28,626	—	28,626
Realized investment gains, including OTTI	—	327	327
Other, net	11,452	—	11,452
Total revenues	<u>267,296</u>	<u>9,056</u>	<u>276,352</u>
<b>Benefits and expenses:</b>			
Benefits and claims	57,635	—	57,635
Amortization of DAC	25,556	—	25,556
Insurance commissions	5,000	—	5,000
Insurance expenses	9,552	—	9,552
Sales commissions	50,356	—	50,356
Interest expense	6,997	—	6,997
Other operating expenses	36,991	3,120	40,111
Total benefits and expenses	<u>192,087</u>	<u>3,120</u>	<u>195,207</u>
Income before income taxes	<u>75,209</u>	<u>5,936</u>	<u>81,145</u>
Income taxes	26,580	—	28,678
Net income	<u>\$ 48,629</u>	<u>\$ —</u>	<u>\$ 52,467</u>
Earnings per share - diluted	<u>\$ 0.63</u>	<u>\$ —</u>	<u>\$ 0.68</u>
Diluted shares	<u>73,826</u>	<u>73,826</u>	<u>73,826</u>

See the Non-GAAP Financial Measures section and the segment Operating Results Reconciliations for additional information.

**PRIMERICA, INC.**  
**Operating Results Reconciliation**  
**(Unaudited – in thousands)**

Three months ended March 31, 2010

	Operating (Non-GAAP)	Adjustments for the Citi Reinsurance Transactions	Adjustments for the Reorganization	Operating adjustments	Reported (GAAP)
<b>Revenues:</b>					
Direct premiums	\$ 537,845	\$ —	\$ —	\$ —	\$ 537,845
Ceded premiums	(444,447)	296,328	—	—	(148,119)
Net premiums	93,398	296,328	—	—	389,726
Commissions and fees	91,690	—	—	—	91,690
Net investment income	27,841	47,566	7,169	—	82,576
Realized investment gains, including OTTI	—	—	—	31,057	31,057
Other, net	11,893	—	—	—	11,893
Total revenues	<u>224,822</u>	<u>343,894</u>	<u>7,169</u>	<u>31,057</u>	<u>606,942</u>
<b>Benefits and expenses:</b>					
Benefits and claims	42,531	128,204	—	—	170,735
Amortization of DAC	20,367	71,389	—	—	91,756
Insurance commissions	4,702	1,669	—	—	6,371
Insurance expenses	11,446	26,083	—	—	37,529
Sales commissions	43,881	—	—	—	43,881
Interest expense	6,937	(2,812)	(4,125)	—	—
Other operating expenses	36,268	—	(3,076)	3,076	36,268
Total benefits and expenses	<u>166,132</u>	<u>224,533</u>	<u>(7,201)</u>	<u>3,076</u>	<u>386,540</u>
Income before income taxes	<u>58,690</u>	<u>119,361</u>	<u>14,370</u>	<u>27,981</u>	<u>220,402</u>
Income taxes	<u>20,535</u>	<u>—</u>	<u>—</u>	<u>—</u>	<u>77,116</u>
Net income	<u>\$ 38,155</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 143,286</u>

See the Citi Reinsurance and Reorganization Transactions section, the Non-GAAP Financial Measures section and the segment Operating Results Reconciliations for additional information.

**Term Life Insurance Operating Results Reconciliation**  
(Unaudited – in thousands)

	Three months ended March 31,	
	2011	2010
Operating revenues	\$ 128,233	\$ 102,511
Reinsurance recoveries adjustment	8,729	—
Citi reinsurance transaction adjustments	—	343,894
Reorganization adjustments	—	773
<b>Total revenues</b>	<b>\$ 136,962</b>	<b>\$ 447,178</b>
Operating income before income taxes	\$ 48,919	\$ 40,233
Reinsurance recoveries adjustment	8,729	—
Citi reinsurance transaction adjustments	—	119,361
Reorganization adjustments	—	773
<b>Income before income taxes</b>	<b>\$ 57,648</b>	<b>\$ 160,367</b>

**Corporate and Other Distributed Products Operating Results Reconciliation**  
(Unaudited – in thousands)

	Three months ended March 31,	
	2011	2010
Operating revenues	\$ 38,217	\$ 35,618
Realized investment gains, including OTTI	327	31,057
Reorganization adjustments	—	6,396
<b>Total revenues</b>	<b>\$ 38,544</b>	<b>\$ 73,071</b>
Operating loss before income taxes	\$ (4,749)	\$ (6,990)
Realized investment gains, including OTTI	327	31,057
Other operating expense - equity awards	(3,120)	(3,076)
Reorganization adjustments	—	13,597
<b>(Loss) income before income taxes</b>	<b>\$ (7,542)</b>	<b>\$ 34,588</b>

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

	March 31, 2011
Adjusted stockholders' equity	\$ 1,396,374
Unrealized net investment gains recorded in stockholders' equity	94,268
<b>Stockholders' equity</b>	<b>\$ 1,490,642</b>





Supplemental Financial Information  
First Quarter 2011

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This document may contain forward-looking statements and information. Additional information on factors that could cause results to differ materially from any forward-looking statements or information in this document is available in our Prospectus Supplement dated April 12, 2011 filed as an Exhibit to our Current Report on Form 8-k dated April 12, 2011.

FIRST QUARTER 2011

This document is a financial supplement to our first quarter 2011 earnings release. It is designed to enable comprehensive analysis of our ongoing business using the same core metrics that our management utilizes in assessing our business and making strategic and operational decisions. Throughout this document we provide financial information that is derived from our U.S. GAAP financial statements and adjusted for two different purposes, as follows:

- **Operating** adjustments exclude the impact of realized investment gains and losses, the expense associated with equity awards granted in connection with our initial public offering (“IPO”), and other items believed by management not to be indicative of ongoing operations, including amounts related to agreements to recover ceded premium payments not previously passed through to our reinsurers. For periods which include the first quarter of 2010, operating adjustments reflect the impact of our reinsurance and reorganization activities as if they had occurred on January 1, 2010.
- **Adjusted** when used in describing stockholders’ equity refers to the removal of the impact of net unrealized gains and losses on invested assets.

Management utilizes certain 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.

The following transactions were executed in conjunction with our IPO in March and April 2010 (the “IPO-related Transactions”) and are included in our actual and/or operating results as appropriate.

IPO-related Transactions executed in first quarter 2010

- On March 31, 2010, we reinsured between 80% and 90% of our business that was in-force at year-end 2009 to various affiliates of Citigroup Inc. (“Citi”) and declared extraordinary dividends to Citi.

IPO-related Transactions executed in second quarter 2010

- On April 1, 2010, Citi contributed the legal entities comprising our business to us. We issued approximately 75.0 million shares of common stock and warrants exercisable for approximately 4.1 million additional shares of our common stock to Citi. Additionally, we issued a \$300.0 million note to Citi, due March 31, 2015 and bearing interest at 5.5% annually.
- On April 1, 2010, our common stock began trading under the ticker symbol “PRI” on the New York Stock Exchange.
- On April 1, 2010, Citi sold approximately 24.6 million shares of our common stock (after giving effect to the over-allotment option) to the public in the IPO.
- On April 1, 2010, Citi contributed approximately 5.0 million shares back to us, which we granted in the form of equity awards to certain of our management and sales force leaders. Of these, approximately 200,000 shares were granted to replace unvested Citi awards.
- On April 15, 2010, Citi sold approximately 16.4 million shares and the warrants to purchase approximately 4.1 million additional shares of our common stock to private equity funds managed by Warburg Pincus LLC (“Warburg Pincus”) for a purchase price of \$230.0 million (the “private sale”). Following the IPO and the private sale, certain historical Citi equity awards immediately vested.
- Effective as of April 1, 2010, we made elections under Section 338(h)(10) of the Internal Revenue Code, which resulted in changes to our deferred tax balances and reduced stockholders’ equity.
- Prior to April 2010, our federal income tax return was consolidated into Citi’s federal income tax return. In anticipation of our corporate reorganization, we entered into a tax separation agreement with Citi and prepaid our estimated tax liability to Citi. In accordance with the tax separation agreement, Citi will indemnify the Company and its subsidiaries against any federal, state or local income tax liability for any taxable period ending on or before April 7, 2010, the closing date of the IPO. Our advance tax payments paid to Citi exceeded our actual tax liabilities. As a result, we recorded the overpayment as a return of capital resulting in a reduction of tax assets and a reduction of stockholders’ equity.

Certain items throughout this supplement may not add due to rounding. Certain items throughout this supplement are noted as ‘na’ to indicate not applicable. Certain variances are noted as ‘nm’ to indicate not meaningful. Certain reclassifications have been made to prior-period amounts to conform to current-period reporting classifications. These reclassifications had no impact on net income or total stockholders’ equity.

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

PRIMERICA, INC.  
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	(2) Mar 31, 2010	(3) Jun 30, 2010	Sep 30, 2010	Dec 31, 2010	Mar 31, 2011
<i>(Dollars in thousands)</i>					
<b>Condensed Balance Sheets</b>					
<b>Assets:</b>					
Investments and cash	\$ 2,983,780	\$ 2,275,564	\$ 2,284,127	\$ 2,279,621	\$ 2,330,098
Due from reinsurers	3,595,239	3,639,298	3,694,015	3,731,634	3,770,966
Deferred policy acquisition costs	702,429	745,322	798,335	853,211	908,600
Income taxes	56,114	—	—	—	—
Other assets	523,584	554,950	610,518	573,055	582,080
Separate account assets	2,222,267	2,098,936	2,301,896	2,446,786	2,582,881
Total assets	\$ 10,083,413	\$ 9,314,070	\$ 9,688,891	\$ 9,884,307	\$ 10,174,625
<b>Liabilities:</b>					
Future policy benefits	\$ 4,248,277	\$ 4,286,258	\$ 4,349,375	\$ 4,409,183	\$ 4,470,185
Other policy liabilities	630,294	608,307	609,047	592,711	604,487
Income taxes	—	129,776	127,732	136,226	142,780
Other liabilities	1,106,834	412,141	395,762	386,182	397,561
Note payable	—	300,000	300,000	300,000	300,000
Payable under securities lending	129,042	161,056	208,765	181,726	186,089
Separate account liabilities	2,222,267	2,098,936	2,301,896	2,446,786	2,582,881
Total liabilities	8,336,714	7,996,474	8,292,577	8,452,814	8,683,983
<b>Stockholders' equity:</b>					
Common stock (\$0.01 par value) (1)	—	727	727	728	732
Paid-in capital	1,312,072	870,706	882,676	883,169	889,654
Retained earnings	300,531	304,0752	342,920	395,057	446,767
Treasury stock	—	—	—	—	—
Accumulated other comprehensive income (loss), net:					
Net unrealized investment gains (losses) not other-than-temporarily impaired	85,265	97,505	120,949	98,322	96,543
Net unrealized investment losses other-than-temporarily impaired	(4,245)	(3,703)	(2,883)	(2,275)	(2,275)
Cumulative translation adjustment	53,076	48,286	51,925	56,492	59,221
Total stockholders' equity	1,746,699	1,317,596	1,396,314	1,431,493	1,490,642
Total liabilities and stockholders' equity	\$ 10,083,413	\$ 9,314,070	\$ 9,688,891	\$ 9,884,307	\$ 10,174,625
<b>Reconciliation of Adjusted Stockholders' Equity to Total Stockholders' Equity</b>					
Adjusted stockholders' equity	\$ 1,665,679	\$ 1,223,794	\$ 1,278,248	\$ 1,335,446	\$ 1,396,374
<b>Reconciling items:</b>					
Net unrealized investment gains (losses) not other-than-temporarily impaired	85,265	97,505	120,949	98,322	96,543
Net unrealized investment losses other-than-temporarily impaired	(4,245)	(3,703)	(2,883)	(2,275)	(2,275)
Total reconciling items	81,020	93,802	118,066	96,047	94,268
Total stockholders' equity	\$ 1,746,699	\$ 1,317,596	\$ 1,396,314	\$ 1,431,493	\$ 1,490,642
<b>Deferred Policy Acquisition Costs Rollforward</b>					
Balance, beginning of period	\$ 2,789,905	\$ 702,429	\$ 745,322	\$ 798,335	\$ 853,211
General expenses deferred	16,095	15,061	14,876	14,481	14,123
Commission costs deferred	77,208	56,831	57,232	65,285	60,296
Amortization of deferred policy acquisition costs	(91,756)	(22,899)	(23,844)	(29,536)	(25,556)
Transferred to reinsurers	(2,099,941)	—	—	—	—
Foreign currency impact and other, net	10,918	(6,100)	4,750	4,646	6,527
Balance, end of period	\$ 702,429	\$ 745,322	\$ 798,335	\$ 853,211	\$ 908,600

(1) Outstanding common shares exclude restricted stock units.

(2) The balance sheet as of March 31, 2010 reflects the impact of the Citi reinsurance transactions executed on March 31, 2010. The Citi reinsurance transactions were given retroactive effect to January 1, 2010. As a result, the first quarter 2010 balance sheet includes a return of capital to Citi equally offsetting the income attributable to the underlying policies earned between January 1, 2010 and March 31, 2010. The first quarter 2010 balance sheet also reflects the extraordinary dividends declared on March 31, 2010.

(3) The balance sheet as of June 30, 2010 reflects the issuance of the Citi note, reductions to stockholders' equity and corresponding changes in deferred tax balances as a result of the 338(h)(10) elections, and a reduction in stockholders' equity as a result of reflecting our overpayment of estimated taxes to Citi as a return of capital.

*(Dollars in thousands, except per-share data)*

	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011
<b>Earnings per Share</b>					
Basic earnings per share:					
Weighted-average common shares and fully vested equity awards	na	71,843,588	72,259,352	72,453,126	72,671,481
Net income	na	\$ 22,008	\$ 39,595	\$ 52,889	\$ 52,467
Less income attributable to unvested participating securities	na	(928)	(1,540)	(2,051)	(2,103)
Net income used in computing basic EPS	na	\$ 21,080	\$ 38,055	\$ 50,838	\$ 50,364
Basic earnings per share	na	\$ 0.29	\$ 0.53	\$ 0.70	\$ 0.69
Net operating income	na	\$ 37,199	\$ 40,913	\$ 45,217	\$ 48,629
Less operating income attributable to unvested participating securities	na	(1,569)	(1,591)	(1,753)	(1,949)
Net operating income used in computing basic operating EPS	na	\$ 35,631	\$ 39,322	\$ 43,464	\$ 46,680
Basic operating income per share	na	\$ 0.50	\$ 0.54	\$ 0.60	\$ 0.64
Diluted earnings per share:					
Weighted-average common shares and fully vested equity awards	na	71,843,588	72,259,352	72,453,126	72,671,481
Dilutive impact of warrants	na	890,777	660,066	786,628	1,154,597
Shares used to calculate diluted EPS	na	72,734,365	72,919,418	73,239,754	73,826,078
Net income	na	\$ 22,008	\$ 39,595	\$ 52,889	\$ 52,467
Less income attributable to unvested participating securities	na	(917)	(1,527)	(2,030)	(2,072)
Net income used in computing diluted EPS	na	\$ 21,091	\$ 38,068	\$ 50,859	\$ 50,395
Diluted earnings per share	na	\$ 0.29	\$ 0.52	\$ 0.69	\$ 0.68
Net operating income	na	\$ 37,199	\$ 40,913	\$ 45,217	\$ 48,629
Less operating income attributable to unvested participating securities	na	(1,550)	(1,578)	(1,735)	(1,920)
Net operating income used in computing diluted operating EPS	na	\$ 35,649	\$ 39,335	\$ 43,482	\$ 46,709
Diluted operating income per share	na	\$ 0.49	\$ 0.54	\$ 0.59	\$ 0.63

In April 2010, Primerica issued shares, warrants, and equity awards to complete the transactions related to our corporate reorganization. Both the vested and unvested equity awards maintain nonforfeitable dividend rights that result in dividend payment obligations on a one-to-one ratio with common shares for any future dividend declarations. These awards are deemed participating securities for calculating EPS.

As a result of issuing equity awards that are deemed participating securities, we calculate EPS using the two-class method. Under the two-class method, we allocate earnings to common shares and to fully vested equity awards. Earnings attributable to unvested equity awards, along with the corresponding share counts, are excluded from EPS reflected on our consolidated statements of income. In calculating basic EPS, we deduct any dividends on and undistributed earnings allocated to unvested equity awards from net income and then divide the result by the weighted average number of common shares and fully vested equity awards outstanding for the period.

We determine the potential dilutive effect of warrants on EPS using the treasury-stock method. Under this method, we utilize the exercise price to determine the amount of cash that would be available to repurchase shares if the warrants were exercised. We then use the average market price of our common shares during the reporting period to determine how many shares we could repurchase with the cash raised from the exercise. The net incremental share count issued represents the potential dilutive securities. We then reallocate earnings to common shares and fully vested equity awards incorporating the increased, fully diluted share count to determine diluted EPS.

	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011
<b>Annualized Return on Equity</b>					
Average stockholders' equity	na	\$ 1,296,220	\$ 1,356,955	\$ 1,413,904	\$ 1,461,068
Average adjusted stockholders' equity	na	\$ 1,208,809	\$ 1,251,021	\$ 1,306,847	\$ 1,365,910
Net income return on stockholders' equity	na	6.8%	11.7%	15.0%	14.4%
Net income return on adjusted stockholders' equity	na	7.3%	12.7%	16.2%	15.4%
Net operating income return on adjusted stockholders' equity	na	12.3%	13.1%	13.8%	14.2%
<b>Capital Structure</b>					
Debt-to-capital (1)	na	18.5%	17.7%	17.3%	16.8%
Cash and invested assets to stockholders' equity	na	1.7	1.6	1.6	1.6
Cash and invested assets to adjusted stockholders' equity	na	1.9	1.8	1.7	1.7
Share count, end of period (2)	na	72,729,617	72,727,173	72,843,213	73,187,837
Adjusted stockholders' equity per share	na	\$ 16.83	\$ 17.58	\$ 18.33	\$ 19.08
<b>Financial Strength Ratings</b>					
Primerica Life Insurance Company:					
S&P	AA	AA-	AA-	AA-	AA-
A.M. Best	A+	A+	A+	A+	A+
Fitch	A+	A+	A+	A+	A+

(1) Capital in the debt-to-capital ratio includes stockholders' equity and the note payable.

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

**Statements of Income**
**PRIMERICA, INC.**  
 Financial Supplement

	(4)				
	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011
<i>(Dollars in thousands)</i>					
<b>Statement of Income</b>					
<b>Revenues:</b>					
Direct premiums	\$ 537,845	\$ 547,455	\$ 547,444	\$ 548,330	\$ 552,069
Ceded premiums	(148,119)	(447,213)	(437,054)	(417,981)	(422,238)
Net premiums	389,726	100,242	110,390	130,349	129,831
Net investment income	82,576	27,991	27,855	26,688	28,626
Commissions and fees:					
Sales-based (1)	36,363	36,301	32,941	37,001	43,128
Asset-based (2)	38,014	39,445	37,602	52,412	44,825
Account-based (3)	10,208	10,317	10,620	10,545	10,432
Other commissions and fees	7,105	7,162	8,574	8,331	7,731
Realized investment (losses) gains	31,057	374	1,015	1,700	327
Other, net	11,893	12,466	12,239	12,362	11,452
Total revenues	606,942	234,299	241,236	279,387	276,352
<b>Benefits and expenses:</b>					
Benefits and claims	170,735	45,124	49,811	52,033	57,635
Amortization of DAC	91,756	22,899	23,844	29,536	25,556
Insurance commissions	6,371	4,233	5,100	4,205	5,000
Insurance expenses	37,529	10,083	11,999	15,887	9,552
Sales commissions:					
Sales-based (1)	26,203	25,998	23,474	25,319	30,547
Asset-based (2)	12,715	12,911	12,232	20,271	15,451
Other sales commissions	4,963	4,603	6,558	4,676	4,358
Interest expense	—	6,928	6,968	6,976	6,997
Other operating expenses	36,268	65,183	39,371	39,962	40,111
Total benefits and expenses	386,541	197,961	179,357	198,865	195,207
Income before income taxes	220,402	36,338	61,879	80,522	81,145
Income taxes	77,116	14,330	22,284	27,633	28,678
Net income	\$ 143,286	\$ 22,008	\$ 39,595	\$ 52,889	\$ 52,467
<b>Income Before Income Taxes by Segment</b>					
Term Life	\$ 160,367	\$ 44,095	\$ 42,581	\$ 52,000	\$ 57,649
Investment & Savings Products	25,447	26,735	26,578	34,769	31,039
Corporate & Other Distributed Products	34,587	(34,492)	(7,280)	(6,247)	(7,543)
Income before income taxes	\$ 220,402	\$ 36,338	\$ 61,879	\$ 80,522	\$ 81,145

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

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

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

(4) Excludes the effect of the reinsurance and reorganization transactions we executed in connection with and subsequent to our IPO. As such, ceded premiums, net investment income, benefits and claims, amortization of DAC, insurance expenses, interest expense, and other operating expenses exclude the impact of the various Citi reinsurance agreements, dividends, the note payable to Citi, and the equity grants made in connection with our IPO.

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

(Dollars in thousands)	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011	YOY Q1	
						\$ Change	% Change
<b>Reconciliation from Operating Revenues to Total Revenues</b>							
Operating revenues	\$ 224,822	\$ 233,925	\$ 240,221	\$ 264,546	\$ 267,296	\$ 42,475	18.9%
Operating revenues reconciling items:							
Realized investment gains/losses	31,057	374	1,015	1,700	327	nm	nm
Ceded premiums - reinsurance recoveries	—	—	—	13,141	8,729	nm	nm
Ceded premiums - ceded to Citi reinsurers	296,328	—	—	—	—	nm	nm
Pro rata net investment income - assets transferred to Citi reinsurers	54,735	—	—	—	—	nm	nm
Total operating revenues reconciling items	382,121	374	1,015	14,841	9,056	nm	nm
Total revenues	\$ 606,942	\$ 234,299	\$ 241,236	\$ 279,387	\$ 276,352	\$ (330,590)	-54.5%
<b>Reconciliation from Operating Income Before Income Taxes to Income Before Income Taxes</b>							
Operating income before income taxes	\$ 58,689	\$ 61,421	\$ 63,940	\$ 68,842	\$ 75,209	\$ 16,520	28.1%
Operating income before income taxes reconciling items:							
Realized investment gains/losses	31,057	374	1,015	1,700	327	nm	nm
Ceded premiums - reinsurance recoveries	—	—	—	13,141	8,729	nm	nm
Initial & accelerated management / field grant expense	—	(25,457)	(3,076)	(3,161)	(3,120)	nm	nm
Ceded premiums - ceded to Citi reinsurers	296,328	—	—	—	—	nm	nm
Pro rata net investment income - assets transferred to Citi reinsurers	54,735	—	—	—	—	nm	nm
Benefits and claims - ceded to Citi reinsurers	(128,204)	—	—	—	—	nm	nm
Amortization of DAC - ceded to Citi reinsurers	(71,389)	—	—	—	—	nm	nm
Insurance commissions - expense allowance received from Citi reinsurers	(1,669)	—	—	—	—	nm	nm
Insurance expenses - expense allowance received from Citi reinsurers	(26,083)	—	—	—	—	nm	nm
Interest expense - finance charge payable to Citi reinsurer	2,812	—	—	—	—	nm	nm
Interest expense - note payable	4,125	—	—	—	—	nm	nm
Total operating income before income taxes reconciling items	161,713	(25,083)	(2,061)	11,680	5,936	nm	nm
Income before income taxes	\$ 220,402	\$ 36,338	\$ 61,879	\$ 80,522	\$ 81,145	\$ (139,257)	-63.2%
<b>Reconciliation from Net Operating Income to Net Income</b>							
Net operating income	\$ 38,154	\$ 37,199	\$ 40,914	\$ 45,217	\$ 48,629	\$ 10,475	27.5%
Net operating income reconciling items:							
Operating income before income taxes reconciling items	161,713	(25,083)	(2,061)	11,680	5,936	nm	nm
Tax impact of operating income reconciling items at effective tax rate	(56,582)	9,891	742	(4,008)	(2,098)	nm	nm
Total net operating income reconciling items	105,131	(15,191)	(1,319)	7,672	3,838	nm	nm
Net income	\$ 143,286	\$ 22,008	\$ 39,595	\$ 52,889	\$ 52,467	\$ (90,819)	-63.4%



# Segment Operating Results

PRIMERICA, INC.  
Financial Supplement

	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011	YOY Q1	
						\$ Change	% Change
<i>(Dollars in thousands)</i>							
<b>Term Life Insurance</b>							
<b>Revenues:</b>							
Direct premiums	\$ 517,932	\$ 527,792	\$ 525,644	\$ 529,341	\$ 532,167	\$ 14,236	2.7%
Ceded premiums	(440,699)	(444,008)	(433,234)	(427,571)	(427,382)	13,317	3.0%
Net premiums	77,233	83,784	92,410	101,770	104,786	27,553	35.7%
Allocated net investment income	16,497	15,961	15,595	14,242	15,794	(703)	-4.3%
Other, net	8,782	8,643	7,929	7,914	7,653	(1,128)	-12.8%
Operating revenues	102,511	108,388	115,933	123,926	128,233	25,722	25.1%
<b>Benefits and expenses:</b>							
Benefits and claims	32,905	35,134	39,084	42,325	47,351	14,446	43.9%
Amortization of DAC	17,418	19,128	21,900	26,477	22,146	4,728	27.1%
Insurance commissions	456	404	330	320	327	(129)	-28.3%
Insurance expenses	8,687	6,824	9,194	13,095	6,618	(2,068)	-23.8%
Interest expense	2,812	2,803	2,843	2,851	2,872	60	2.1%
Operating benefits and expenses	62,278	64,294	73,352	85,067	79,313	17,036	27.4%
Operating income before income taxes	\$ 40,234	\$ 44,095	\$ 42,581	\$ 38,859	\$ 48,920	\$ 8,687	21.6%
<b>Investment &amp; Savings Products</b>							
<b>Revenues:</b>							
Commissions and fees:							
Sales-based	\$ 36,363	\$ 36,301	\$ 32,941	\$ 37,001	\$ 43,128	\$ 6,765	18.6%
Asset-based	38,014	39,445	37,602	52,412	44,825	6,811	17.9%
Account-based	10,208	10,317	10,620	10,545	10,432	223	2.2%
Other, net	2,108	2,155	2,711	3,064	2,461	353	16.8%
Operating revenues	86,693	88,218	83,874	103,021	100,846	14,153	16.3%
<b>Benefits and expenses:</b>							
Amortization of DAC	2,549	3,029	1,361	2,392	2,785	236	9.2%
Insurance commissions	1,809	1,989	1,964	2,091	2,140	331	18.3%
Sales commissions:							
Sales-based	26,203	25,998	23,474	25,319	30,547	4,344	16.6%
Asset-based	12,715	12,911	12,232	20,271	15,451	2,736	21.5%
Other operating expenses	17,970	17,556	18,266	18,179	18,884	914	5.1%
Operating benefits and expenses	61,246	61,483	57,296	68,253	69,807	8,561	14.0%
Operating income before income taxes	\$ 25,447	\$ 26,735	\$ 26,578	\$ 34,769	\$ 31,039	\$ 5,592	22.0%
<b>Corporate &amp; Other Distributed Products</b>							
<b>Revenues:</b>							
Direct premiums	\$ 19,913	\$ 19,663	\$ 21,800	\$ 18,989	\$ 19,902	\$ (12)	nm
Ceded premiums	(3,748)	(3,206)	(3,820)	(3,551)	(3,585)	163	4.4%
Net premiums	16,165	16,458	17,980	15,438	16,317	152	nm
Allocated net investment income	11,344	12,030	12,260	12,446	12,831	1,487	13.1%
Commissions and fees:							
Loans	2,455	1,918	3,527	2,427	1,528	(928)	-37.8%
DebtWatchers	620	779	845	1,035	1,071	450	nm
Prepaid Legal Services	2,340	2,305	2,287	2,689	2,619	280	11.9%
Auto and Homeowners Insurance	1,012	1,372	1,200	1,395	1,687	675	66.8%
Long-Term Care Insurance	679	788	715	784	825	147	21.6%
Other, net	1,004	1,668	1,600	1,383	1,338	334	33.3%
Operating revenues	35,618	37,318	40,414	37,598	38,216	2,598	7.3%
<b>Benefits and expenses:</b>							
Benefits and claims	9,626	9,991	10,727	9,708	10,284	658	6.8%
Amortization of DAC	400	742	583	667	625	225	56.3%
Insurance commissions	2,438	1,838	2,804	1,793	2,534	96	3.9%
Insurance expenses	2,759	3,259	2,804	2,792	2,934	174	6.3%
Sales commissions	4,963	4,603	6,560	4,676	4,358	(605)	-12.2%
Interest expense	4,125	4,125	4,125	4,125	4,125	—	nm
Other operating expenses	18,298	22,170	18,030	18,622	18,107	(191)	-1.0%
Operating benefits and expenses	42,609	46,727	45,633	42,383	42,967	357	nm
Operating income before income taxes	\$ (6,992)	\$ (9,410)	\$ (5,219)	\$ (4,786)	\$ (4,751)	\$ 2,241	32.1%

## Term Life Insurance - Financial Results

PRIMERICA, INC.  
Financial Supplement

(Dollars in thousands)

Term Life Insurance Operating Income Before Income Taxes	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011	YOY Q1	
						\$ Change	% Change
<b>Revenues:</b>							
Direct premiums	\$ 517,932	\$ 527,792	\$ 525,644	\$ 529,341	\$ 532,167	\$ 14,236	2.7%
Ceded premiums	(440,699)	(444,008)	(433,234)	(427,571)	(427,382)	13,317	3.0%
Net premiums	77,233	83,784	92,410	101,770	104,786	27,553	35.7%
Allocated net investment income	16,497	15,961	15,595	14,242	15,794	(703)	-4.3%
Other, net	8,782	8,643	7,929	7,914	7,653	(1,128)	-12.8%
Operating revenues	102,511	108,388	115,933	123,926	128,233	25,722	25.1%
<b>Benefits and expenses:</b>							
Benefits and claims	32,905	35,134	39,084	42,325	47,351	14,446	43.9%
Amortization of DAC	17,418	19,128	21,900	26,477	22,146	4,728	27.1%
Insurance commissions	456	404	330	320	327	(129)	-28.3%
Insurance expenses	8,687	6,824	9,194	13,095	6,618	(2,068)	-23.8%
Interest expense	2,812	2,803	2,843	2,851	2,872	60	2.1%
Operating benefits and expenses	62,278	64,294	73,352	85,067	79,313	17,036	27.4%
Operating income before income taxes	\$ 40,234	\$ 44,095	\$ 42,581	\$ 38,859	\$ 48,920	\$ 8,687	21.6%
<b>New Term Life Insurance Operating Income Before Income Taxes (1)</b>							
<b>Revenues:</b>							
Direct premiums	\$ 10,138	\$ 21,256	\$ 30,149	\$ 38,197	\$ 46,771	36,633	nm
Ceded premiums	(3,737)	(3,869)	(3,351)	(4,029)	(8,075)	(4,338)	-116.1%
Net premiums	6,401	17,388	26,799	34,168	38,697	32,295	nm
Allocated net investment income	109	175	318	478	630	521	nm
Other, net	8,802	8,675	8,100	7,890	7,614	(1,188)	-13.5%
Operating revenues	15,312	26,238	35,216	42,537	46,941	31,629	nm
<b>Benefits and expenses:</b>							
Benefits and claims	1,517	5,413	10,343	13,550	14,002	12,485	nm
Amortization of DAC	968	6,405	7,725	11,667	10,163	9,195	nm
Insurance commissions	—	0	(1)	(0)	(0)	(0)	nm
Insurance expenses	18,180	16,050	18,224	19,128	15,761	(2,419)	-13.3%
Interest expense	—	(0)	—	—	—	—	nm
Operating benefits and expenses	20,665	27,869	36,291	44,344	39,926	19,261	93.2%
Operating income before income taxes	\$ (5,354)	\$ (1,631)	\$ (1,075)	\$ (1,807)	\$ 7,015	12,368	nm
<b>Legacy Term Life Insurance Operating Income Before Income Taxes (2)</b>							
<b>Revenues:</b>							
Direct premiums	\$ 507,794	\$ 506,536	\$ 495,494	\$ 491,144	\$ 485,396	(22,398)	-4.4%
Ceded premiums	(436,962)	(440,140)	(429,883)	(423,542)	(419,307)	17,655	4.0%
Net premiums	70,832	66,396	65,611	67,602	66,089	(4,742)	-6.7%
Allocated net investment income	16,388	15,786	15,277	13,763	15,164	(1,224)	-7.5%
Other, net	(20)	(32)	(170)	24	39	60	nm
Operating revenues	87,199	82,150	80,718	81,389	81,293	(5,907)	-6.8%
<b>Benefits and expenses:</b>							
Benefits and claims	31,388	29,721	28,741	28,775	33,349	1,961	6.2%
Amortization of DAC	16,450	12,723	14,175	14,810	11,983	(4,468)	-27.2%
Insurance commissions	456	404	331	320	327	(129)	-28.3%
Insurance expenses	10,047	9,888	9,648	12,270	9,366	(682)	-6.8%
Insurance expense allowance	(19,541)	(19,114)	(18,678)	(18,303)	(18,508)	1,033	5.3%
Interest expense	2,812	2,803	2,843	2,851	2,872	60	2.1%
Operating benefits and expenses	41,612	36,425	37,061	40,723	39,387	(2,225)	-5.3%
Operating income before income taxes	\$ 45,587	\$ 45,726	\$ 43,657	\$ 40,666	\$ 41,905	(3,682)	-8.1%

(1) Represents results associated with business written subsequent to the Citi reinsurance transactions executed on March 31, 2010.

(2) Represents results associated with business subject to the Citi reinsurance transactions.

# Term Life Insurance - Key Statistics and Financial Analysis

PRIMERICA, INC.  
Financial Supplement

	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011	YOY Q1	
						\$ Change	% Change
<i>(Dollars in thousands, except as noted)</i>							
<b>Key Statistics</b>							
Life-insurance licensed sales force, beginning of period	99,785	97,354	96,066	96,872	94,850	(4,935)	-4.9%
New life-licensed representatives	7,366	9,887	9,430	7,805	7,145	(221)	-3.0%
Non-renewal and terminated representatives	(9,797)	(11,175)	(8,624)	(9,827)	(9,783)	14	nm
Life-insurance licensed sales force, end of period	97,354	96,066	96,872	94,850	92,212	(5,142)	-5.3%
Estimated annualized issued term life premium (\$mills) (1):							
Premium from new policies	\$ 43.4	\$ 48.9	\$ 44.1	\$ 44.5	\$ 41.1	\$ (2.3)	-5.2%
Additions and increases in premium	10.8	11.7	10.9	11.2	10.4	(0.4)	-3.5%
Total estimated annualized issued term life premium	\$ 54.2	\$ 60.6	\$ 55.0	\$ 55.6	\$ 51.5	\$ (2.7)	-4.9%
Issued term life policies							
Term life face amount in-force, beginning of period (\$mills)	\$650,195	\$651,790	\$653,530	\$654,633	\$656,791	\$ 6,596	1.0%
Issued term life face amount (2)	17,997	20,042	18,113	18,250	16,735	(1,262)	-7.0%
Terminated term life face amount	(18,867)	(16,156)	(17,836)	(18,105)	(17,247)	1,620	8.6%
Foreign currency impact, net	2,464	(2,146)	826	2,013	2,244	(220)	nm
Term life face amount in-force, end of period	\$651,790	\$653,530	\$654,633	\$656,791	\$658,523	\$ 6,734	1.0%
<b>New Term Life Insurance - Financial Analysis</b>							
Direct premium	\$ 10,138	\$ 21,256	\$ 30,149	\$ 38,197	\$ 46,771	36,633	nm
New term life operating income before income taxes	\$ (5,354)	\$ (1,631)	\$ (1,075)	\$ (1,807)	\$ 7,015	12,368	nm
% of direct premium	-52.8%	-7.7%	-3.6%	-4.7%	15.0%	nm	nm
Benefits & expenses, net (3)	\$ 6,222	\$ 15,687	\$ 21,418	\$ 29,245	\$ 32,240	26,018	nm
% of direct premium	61.4%	73.8%	71.0%	76.6%	68.9%	nm	nm
Insurance expenses, net (4)	\$ 9,378	\$ 7,375	\$ 10,124	\$ 11,237	\$ 8,147	(1,231)	-13.1%
% of direct premium	92.5%	34.7%	33.6%	29.4%	17.4%	nm	nm
<b>Legacy Term Life Insurance - Financial Analysis</b>							
Direct premium	\$507,794	\$506,536	\$495,494	\$491,144	\$485,396	(22,398)	-4.4%
Legacy term life operating income before income taxes	\$ 45,587	\$ 45,726	\$ 43,657	\$ 40,666	\$ 41,905	(3,682)	-8.1%
% of direct premium	9.0%	9.0%	8.8%	8.3%	8.6%	nm	nm

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

(3) Benefits & expenses, net - includes total benefits & claims, ceded premiums, insurance commissions, and amortization of deferred policy acquisition costs

(4) Insurance expenses, net - insurance expenses, net of other net revenues

# Investment and Savings Products - Financial Results, Key Statistics, and Financial Analysis

PRIMERICA, INC.  
Financial Supplement

(Dollars in thousands, except as noted)

Investment & Savings Products Operating Income Before Income Taxes	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011	YOY Q1	
						\$ Change	% Change
<b>Revenues:</b>							
Commissions and fees:							
Sales-based	\$ 36,363	\$ 36,301	\$ 32,941	\$ 37,001	\$ 43,128	\$ 6,765	18.6%
Asset-based	38,014	39,445	37,602	52,412	44,825	6,811	17.9%
Account-based	10,208	10,317	10,620	10,545	10,432	223	2.2%
Other, net	2,108	2,155	2,711	3,064	2,461	353	16.8%
Operating revenues	86,693	88,218	83,874	103,021	100,846	14,153	16.3%
<b>Benefits and expenses:</b>							
Amortization of DAC	2,549	3,029	1,361	2,392	2,785	236	9.2%
Insurance commissions	1,809	1,989	1,964	2,091	2,140	331	18.3%
Sales commissions:							
Sales-based	26,203	25,998	23,474	25,319	30,547	4,344	16.6%
Asset-based	12,715	12,911	12,232	20,271	15,451	2,736	21.5%
Other operating expenses	17,970	17,556	18,266	18,179	18,884	914	5.1%
Operating benefits and expenses	61,246	61,483	57,296	68,253	69,807	8,561	14.0%
Operating income before income taxes	\$ 25,447	\$ 26,735	\$ 26,578	\$ 34,769	\$ 31,039	\$ 5,592	22.0%
<b>Key Statistics</b>							
<b>Product sales (\$mills)</b>							
Mutual Funds	\$ 594.7	\$ 551.0	\$ 474.8	\$ 520.3	\$ 646.0	\$ 51.3	8.6%
Variable Annuities and other	267.3	308.3	287.5	306.1	344.6	77.3	28.9%
Total sales-based revenue generating product sales	862.1	859.3	762.3	826.4	990.6	128.5	14.9%
Segregated Funds	111.4	64.0	61.6	76.6	123.1	11.6	10.4%
Total product sales	\$ 973.5	\$ 923.3	\$ 823.9	\$ 903.0	\$ 1,113.7	\$ 140.2	14.4%
<b>Client asset values, beginning of period (\$mills)</b>							
Inflows	\$ 31,303	\$ 32,670	\$ 29,723	\$ 32,600	\$ 34,869	\$ 3,566	11.4%
Outflows (1)	974	923	824	903	1,114	140	14.4%
Net flows	(956)	(903)	(887)	(945)	(1,083)	(127)	-13.3%
Change in market value, net and other (2)	17	20	(63)	(42)	31	13	nm
Client asset values, end of period	1,350	(2,967)	2,940	2,311	1,288	(62)	nm
Average client asset values (\$mills)	\$ 32,670	\$ 229,723	\$ 32,600	\$ 34,869	\$ 36,187	\$ 3,517	10.8%
Mutual Funds	\$ 22,453	\$ 22,424	\$ 21,919	\$ 23,661	\$ 24,882	\$ 2,430	10.8%
Variable Annuities and other	6,847	6,955	6,954	7,623	8,242	1,396	20.4%
Segregated Funds	2,105	2,182	2,184	2,327	2,477	372	17.7%
Total	\$ 31,404	\$ 31,561	\$ 31,056	\$ 33,611	\$ 35,602	\$ 4,198	13.4%
Average number of fee-generating accounts (thous) (3)	2,762	2,741	2,715	2,694	2,662	(99)	-3.6%
<b>Financial Analysis</b>							
Sales-based net revenue as % of sales (4)	1.18%	1.20%	1.24%	1.41%	1.27%	nm	nm
Asset-based net revenue as % of average asset values (5)	0.07%	0.07%	0.07%	0.08%	0.07%	nm	nm
Account-based revenue per average fee generating account (6)	\$ 3.70	\$ 3.76	\$ 3.91	\$ 3.91	\$ 3.92	nm	nm

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- (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 9% 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, expenses, and foreign currency impact
  - (3) Fee generating accounts - mutual fund accounts for which we receive recording keeping and/or custodial fees
  - (4) Sales-based net revenue - commission and fee revenue less commissions paid to the sales force based on product sales activity
  - (5) Asset-based net revenue - commission and fee revenue less commissions paid to the sales force earned based on product account values including amortization of deferred acquisition costs for segregated funds
  - (6) In whole dollars

# Investment Portfolio - Summary of Holdings

PRIMERICA, INC.  
Financial Supplement

As of or for the period ended March 31, 2011

(Dollars in thousands)

## Investment Portfolio by Asset Class

	Market Value	Amortized Cost	Unrealized G/(L)	% of Total		Avg Book Yield	Avg Rating
				Market Value	Amortized Cost		
<b>Cash and cash equivalents</b>	\$ 115,277	\$ 115,277	\$ —	5.0%	5.4%		
<b>Fixed Income:</b>							
Treasury	32,776	29,411	3,365	1.4%	1.4%	3.35%	AAA
Government	103,847	92,661	11,186	4.5%	4.3%	4.79%	AA-
Tax-Exempt Municipal	7,036	6,692	344	0.3%	0.3%	3.79%	AA
Corporate	1,331,911	1,230,561	101,350	57.8%	57.3%	5.56%	BBB+
Mortgage-Backed	327,927	306,113	21,813	14.2%	14.2%	5.47%	AA+
Asset-Backed	76,047	77,113	(1,066)	3.3%	3.6%	1.59%	AA
CMBS	154,125	147,189	6,936	6.7%	6.9%	5.06%	AAA
Private	111,118	105,526	5,591	4.8%	4.9%	6.05%	BBB
Redeemable Preferred	479	652	(173)	0.0%	0.0%	36.77%	A-
Convertible	20,569	19,797	772	0.9%	0.9%	3.83%	A-
Total Fixed Income	2,165,834	2,015,715	150,119	94.0%	93.8%	5.30%	A
<b>Equities:</b>							
Perpetual Preferred	2,228	2,085	142	0.1%	0.1%		
Common Stock	10,285	7,856	2,429	0.4%	0.4%		
Mutual Fund	7,374	4,005	3,369	0.3%	0.2%		
Other	3,365	3,365	0	0.1%	0.2%		
Total Equities	23,252	17,312	5,940	1.0%	0.8%		
Total Invested Assets	\$2,304,363	\$ 2,148,305	\$ 156,058	100.0%	100.0%		

## Corporate Portfolio by Sector

Banking	\$ 134,464	\$ 127,280	\$ 7,185	10.1%	10.3%
Basic Industry	107,250	98,745	8,505	8.1%	8.0%
Brokerage	17,825	16,231	1,594	1.3%	1.3%
Capital Goods	84,273	77,949	6,324	6.3%	6.3%
Communications	101,288	92,648	8,640	7.6%	7.5%
Consumer Cyclical	63,318	58,354	4,964	4.8%	4.7%
Consumer Non-Cyclical	154,303	141,017	13,286	11.6%	11.5%
Electric	130,332	119,169	11,163	9.8%	9.7%
Energy	76,989	69,947	7,042	5.8%	5.7%
Finance Companies	35,496	31,037	4,459	2.7%	2.5%
Financial Other	11,978	11,441	537	0.9%	0.9%
Industrial Other	21,552	20,247	1,305	1.6%	1.6%
Insurance	124,364	116,715	7,650	9.3%	9.5%
Natural Gas	79,532	72,895	6,637	6.0%	5.9%
REITs	103,388	97,628	5,760	7.8%	7.9%
Technology	55,080	51,172	3,908	4.1%	4.2%
Transportation	25,119	23,091	2,027	1.9%	1.9%
Utility Other	5,358	4,993	365	0.4%	0.4%
Total Corporate portfolio	\$1,331,911	\$ 1,230,561	\$ 100,530	100.0%	100.0%

## Fixed-Maturity Securities - Effective Maturity

Effective maturity					
< 1 Yr.	\$ 279,521	\$ 274,285	\$ 5,237	12.9%	13.6%
1-2 Yrs.	194,080	184,610	9,470	9.0%	9.2%
2-5 Yrs.	961,413	893,434	67,979	44.4%	44.3%
5-10 Yrs.	683,344	622,179	61,165	31.6%	30.9%
> 10 Yrs.	47,476	41,208	6,268	2.2%	2.0%
Total Fixed Income	\$2,165,834	\$ 2,015,715	\$ 150,119	100.0%	100.0%

## Duration

Fixed Income portfolio duration 3.6 years

# Investment Portfolio - Quality Ratings As of March 31, 2011

PRIMERICA, INC.  
Financial Supplement

(Dollars in thousands)

## Investment Portfolio - Quality Ratings (1)

	Amortized Cost	% of Total
<b>Total Fixed Income portfolio:</b>		
<u>Rating</u>		
AAA	\$ 526,013	26.1%
AA	190,769	9.5%
A	451,255	22.4%
BBB	722,218	35.9%
Below Investment Grade	124,754	6.2%
NA	708	0.0%
Total Fixed Income	<u>\$ 2,015,715</u>	<u>100.0%</u>

	Amortized Cost	% of Total
<b>Corporate asset class:</b>		
<u>Rating</u>		
AAA	\$ 350	0.0%
AA	125,910	10.2%
A	395,751	32.2%
BBB	631,944	51.4%
Below Investment Grade	76,008	6.2%
NA	598	0.0%
Total Corporate	<u>\$ 1,230,561</u>	<u>100.0%</u>

	Amortized Cost	% of Total
<b>CMBS asset class:</b>		
<u>Rating</u>		
AAA	\$ 125,105	85.0%
AA	18,511	12.6%
A	1,202	0.8%
BBB	1,284	0.9%
Below Investment Grade	979	0.7%
NA	108	0.1%
Total CMBS	<u>\$ 147,189</u>	<u>100.0%</u>

	Amortized Cost	% of Total
<b>Asset-Backed asset class:</b>		
<u>Rating</u>		
AAA	\$ 64,157	83.2%
AA	—	—
A	574	0.7%
BBB	2,978	3.9%
Below Investment Grade	9,404	12.2%
NA	—	—
Total Asset-Backed	<u>\$ 77,113</u>	<u>100.0%</u>

	Amortized Cost	% of Total
<b>Private asset class:</b>		
<u>Rating</u>		
AAA	\$ 268	0.3%
AA	6,560	6.2%
A	14,835	14.1%
BBB	63,009	59.7%
Below Investment Grade	20,855	19.8%
NA	—	—
Total Private	<u>\$ 105,526</u>	<u>100.0%</u>

	Amortized Cost	% of Total
<b>Mortgage-Backed asset class:</b>		
<u>Rating</u>		
AAA	\$ 279,751	91.4%
AA	—	—
A	2,601	0.8%
BBB	7,738	2.5%
Below Investment Grade	16,023	5.2%
NA	—	—
Total Mortgage-Backed	<u>\$ 306,113</u>	<u>100.0%</u>

	Amortized Cost	% of Total
<b>Treasury &amp; Government asset classes:</b>		
<u>Rating</u>		
AAA	\$ 56,072	45.9%
AA	33,962	27.8%
A	22,788	18.7%
BBB	9,250	7.6%
Below Investment Grade	—	—
NA	—	—
Total Treasury & Government	<u>\$ 122,072</u>	<u>100.0%</u>

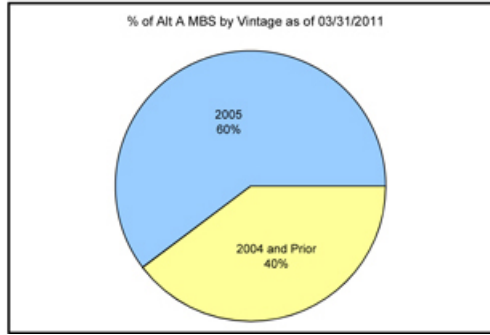
NAIC Designations		
1	\$ 1,054,599	57.8%
2	670,528	36.7%
3	70,320	3.9%
4	21,364	1.2%
5	6,793	0.4%
6	2,300	0.1%
U.S. Insurer Fixed Income (2)	1,825,904	100.0%
Other (3)	207,124	
Cash and cash equivalents	115,277	
Total Invested Assets	<u>\$ 2,148,305</u>	

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- (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





A	—	—	—	—	—	—	—	—	—	—
BBB	—	—	—	—	—	—	—	—	—	—
BB	30	—	—	—	—	—	—	—	—	30
B	—	46	—	—	—	—	—	—	—	46
CCC and lower	(6)	(7)	—	—	—	—	—	—	—	(14)
Total	\$ 24	\$ 59	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 83



(Dollars in thousands)

	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011
<b>Net Investment Income by Source</b>					
Bonds & notes	\$ 83,814	\$ 27,796	\$ 28,350	\$ 28,091	\$ 29,014
Preferred and common stocks	1,239	164	189	231	188
Deposit asset underlying 10% reinsurance treaty	—	1,551	624	(704)	508
Policy loans	336	341	326	362	347
Cash & cash equivalents	283	85	103	73	70
Other	—	55	—	—	(19)
Total investment income	85,671	29,992	29,591	28,053	30,108
Investment expenses	3,095	2,001	1,737	1,365	1,482
Net investment income	\$ 82,576	\$ 27,991	\$ 27,855	\$ 26,688	\$ 28,626
Fixed income book yield, end of period	5.79%	5.72%	5.47%	5.48%	5.30%
New money yield	3.48%	2.43%	2.50%	3.58%	2.72%

	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011	YOY Q1 % Pt Change
<b>Fixed Income Portfolio Quality Ratings</b>						
Rating						
AAA	32.5%	31.4%	28.0%	26.7%	26.1%	-6.4%
AA	7.9%	6.9%	8.0%	9.1%	9.5%	1.5%
A	21.2%	21.4%	22.2%	21.9%	22.4%	1.2%
BBB	30.8%	32.4%	34.8%	35.6%	35.8%	5.0%
Below Investment Grade	7.1%	7.8%	6.9%	6.7%	6.2%	-0.9%
NA	0.4%	0.1%	0.1%	0.1%	0.0%	-0.3%
Total Fixed Income	100.0%	100.0%	100.0%	100.0%	100.0%	nm
Average rating by amortized cost	A	A	A	A	A	na

	As of March 31, 2011		
	Market Value	Amortized Cost	Credit Rating
<b>Top 25 Exposures</b>			
1 Government of Canada	\$ 35,887	\$ 31,587	AAA
2 National Rural Utilities Cooperative	17,810	14,898	A+
3 General Electric Co	15,399	13,434	AA+
4 Verizon Communications Inc	15,227	13,492	A-
5 Bank of America Corp	13,887	12,709	A
6 Medtronic Inc	12,739	12,543	AA-
7 ConocoPhillips	10,813	9,283	A
8 Enel SpA	10,753	10,541	A-
9 Edison International	10,748	10,809	B+
10 Banco Santander SA	9,927	9,893	AA
11 MetLife Inc	9,925	9,476	A+
12 AT&T Inc	9,923	8,782	A-
13 Diageo PLC	9,735	9,199	A-
14 Xstrata PLC	9,649	9,350	BBB
15 Reynolds American Inc	9,616	7,901	BBB
16 Iberdrola SA	9,104	8,468	BBB+
17 Health Care REIT Inc	8,989	9,130	BBB-
18 Altria Group Inc	8,443	6,892	BBB
19 Province of Ontario Canada	8,360	6,754	AA-
20 Prudential Financial Inc	7,974	7,431	A+
21 Province of Quebec Canada	7,850	6,360	A+
22 ArcelorMittal	7,767	6,579	BBB-
23 Vale SA	7,765	7,100	BBB+
24 Freeport-McMoRan Copper & Gold	7,695	7,698	BBB-
25 Montpelier Re Holdings Ltd	7,569	7,207	BBB
Total	\$ 283,553	\$ 257,518	
% of total fixed income portfolio	13.1%	12.8%	

	As of March 31, 2011	
	Market Value	Amortized Cost
<b>Foreign Exposure (1)</b>		
Canada	\$ 68,873	\$ 65,008
United Kingdom	77,645	74,079
Australia	43,104	39,590
France	28,932	27,849
Spain	20,566	20,492
Japan	9,516	9,393
Italy	13,822	13,539
Emerging Markets (2)	41,718	38,471
All Other	95,234	87,551
Total	\$ 399,409	\$ 375,971
<b>Government Investments</b>		
AAA	\$ 255	\$ 255
AA	2,816	2,572
A	12,916	12,307
BBB	10,142	9,250
Below Investment Grade	—	—
NA	—	—
Total	\$ 26,129	\$ 24,384
<b>Non-Government Investments</b>		
AAA	\$ —	\$ —
AA	59,691	57,541
A	127,785	121,245
BBB	159,531	148,631
Below Investment Grade	23,641	23,171
NA	2,633	1,000
Total	\$ 373,281	\$ 351,587

(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 Brazil, Chile, Colombia, India, Korea, Mexico, Peru, Poland and South Africa

Five-Year Historical Key Statistics

PRIMERICA, INC.  
Financial Supplement

<i>(Dollars in millions)</i>	2006	2007	2008	2009	2010	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011
Recruits	204,316	220,950	235,125	221,920	231,390	58,085	65,245	58,178	49,882	52,813
Life-insurance licensed sales force, beginning of period	97,105	96,532	97,125	100,651	99,785	99,785	97,354	96,066	96,872	94,850
New life-licensed representatives	35,233	36,308	39,383	37,629	34,488	7,366	9,887	9,430	7,805	7,145
Non-renewal and terminated representatives	(35,806)	(35,715)	(35,857)	(38,495)	(39,423)	(9,797)	(11,175)	(8,624)	(9,827)	(9,783)
Life-insurance licensed sales force, end of period	96,532	97,125	100,651	99,785	94,850	97,354	96,066	96,872	94,850	92,212
Issued term life policies	245,520	244,733	241,173	233,837	223,514	52,445	60,406	54,373	56,290	51,281
Issued term life face amount	\$ 84,503	\$ 87,619	\$ 87,279	\$ 80,497	\$ 74,401	\$ 17,997	\$ 20,042	\$ 18,113	\$ 18,250	\$ 16,735
Term life face amount in force, beginning of period	\$ 572,155	\$ 599,470	\$ 632,086	\$ 633,467	\$ 650,195	\$ 650,195	\$ 651,790	\$ 653,530	\$ 654,633	\$ 656,791
Issued term life face amount	84,503	87,619	87,279	80,497	74,401	17,997	20,042	18,113	18,250	16,735
Terminated term life face amount	(57,277)	(64,966)	(72,008)	(74,642)	(70,964)	(18,867)	(16,156)	(17,836)	(18,105)	(17,247)
Foreign currency impact, net	90	9,963	(13,891)	10,873	3,158	2,464	(2,146)	826	2,013	2,244
Term life face amount in force, end of period	\$ 599,470	\$ 632,086	\$ 633,467	\$ 650,195	\$ 656,791	\$ 651,790	\$ 653,530	\$ 654,633	\$ 656,791	\$ 658,523
Estimated annualized issued term life premium										
Premium from new policies	\$ 204.7	\$ 208.9	\$ 205.0	\$ 193.7	\$ 180.8	\$ 43.4	\$ 48.9	\$ 44.1	\$ 44.5	\$ 41.1
Additions and increases in premium	41.1	43.4	43.0	42.6	44.6	10.8	11.7	10.9	11.2	10.4
Total estimated annualized issued term life premium	\$ 245.8	\$ 252.4	\$ 248.0	\$ 236.3	\$ 225.4	\$ 54.2	\$ 60.6	\$ 55.0	\$ 55.6	\$ 51.5
Investment & Savings product sales	\$ 4,664.7	\$ 5,189.5	\$ 4,458.4	\$ 3,006.6	\$ 3,623.6	\$ 973.5	\$ 923.3	\$ 823.9	\$ 903.0	\$ 1,113.7
Investment & Savings average client asset values	\$ 32,082	\$ 36,735	\$ 32,763	\$ 26,845	\$ 31,908	\$ 31,404	\$ 31,561	\$ 31,056	\$ 33,611	\$ 35,602