



National Life Group®



December 31, 2020 – Financials at a Glance

Financial Resilience DURING A TURBULENT YEAR

Results and balance sheet strength show financial resilience

After an unprecedented year of a global pandemic, historically low interest rates and market volatility, National Life Group continued to thrive, and finished the year with Core Earnings that were above 2019. In 2020, we celebrated a milestone of serving over 1 million customers. Our resilience and growth are the result of the disciplined approach we've taken in building our business – designing products to meet the needs of Middle America, maintaining a strong balance sheet, and investing in digital service capabilities.

TOTAL ASSETS¹

\$38 BILLION

Up 10% from December 31, 2019.



In our bond portfolio, 54% of our fixed income securities are rated NAIC 1, the highest quality category, and 41% are high quality NAIC 2.

TOTAL LIABILITIES¹

\$36 BILLION

2020 PREMIUMS and DEPOSITS²

\$3.4 BILLION

Provides a foundation for strong cash flows.

2020 SALES⁴



Life
\$354 MILLION



Flow Annuity
\$151 MILLION



SPDA Annuity
\$786 MILLION

STATUTORY CAPITAL³

\$2.9 BILLION

Up from \$2.5 billion at December 31, 2019.

2020 CORE EARNINGS⁵

\$289 MILLION

\$4 million above 2019.

2020 showed continued growth, strong investment performance and disciplined spending.

2020 BENEFITS PAID⁶

\$1.7 BILLION

Up 7% over 2019.
Our promises kept.

National Life Group® is a trade name of National Life Insurance Company, Montpelier, VT, Life Insurance Company of the Southwest, Addison, TX and their affiliates. Each company of National Life Group is solely responsible for its own financial condition and contractual obligations. Life Insurance Company of the Southwest is not an authorized insurer in New York and does not conduct insurance business in New York.
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1. Based on the consolidated financial position as of December 31, 2020 stated on the basis of U.S. Generally Accepting Accounting Principles (“GAAP”) of NLV Financial Corporation (“NLVF”) and its subsidiaries and affiliates, including National Life Insurance Company (“NLIC”) and Life Insurance Company of the Southwest (“LSW”). NLVF and its subsidiaries and affiliates operate as a unified organization under the trade name of National Life Group (“NLG”). Total assets exclude bond unrealized gains and losses. Statutory basis financial figures as of December 31, 2020: NLG consolidated admitted assets were \$38.9B and liabilities were \$36.2B. NLIC admitted assets were \$10.5B and liabilities were \$8.0B.
 2. Based on the consolidated financial results of NLVF for the year ended December 31, 2020, premiums and deposits include premiums on a GAAP basis plus policyholders’ deposits from the GAAP basis statement of cash flows. Premiums on a statutory basis of accounting for the year ended December 31, 2020 for NLIC were \$375 million.
 3. Statutory total adjusted capital (“TAC”) as of December 31, 2020 for NLIC. TAC is an industry measure used by state regulators to measure a life insurer’s risk-based capital adequacy, and includes statutory capital and surplus adjusted for certain reserves.
 4. Life sales include total weighted new annualized premium (“WNAP”) for NLIC and LSW. Flow annuity and single premium deferred annuity (“SPDA”) sales include total deposits for NLIC and LSW. For the year ended December 31, 2020, NLIC life insurance WNAP were \$52M, flow annuity total deposits were \$7M, and SPDA total deposits were \$2M.
 5. Core Earnings is a group only non-GAAP, pre-tax measure we use to evaluate our financial performance. It excludes investment gains/losses and accounting volatility related to our indexed life and annuity products. We believe Core Earnings is a useful measure to analyze our results and trends because it excludes such short-term volatility and is more consistent with the economics and long-term performance of our indexed products. For additional information, refer to our quarterly financial statements by visiting: <https://www.NationalLife.com/OurStory-Financials>.
 6. Statutory basis benefits paid based on consolidated results of NLIC and LSW for the year ended December 31, 2020. NLIC benefits paid were \$269M.