Independent to Pursue Our Mission, Vision, and Values

We are a progressive mutual

- The performance focus of a stock company
- With the long-term perspective of a mutual company
Serving Main Street Drives Our Success

Mission
Keeping Our Promises

Vision
Bring Peace of Mind to Everyone We Touch

Values
Do good.
Be good.
Make good.

Customer-focused products
For protection, retirement and investment

Leader in the K-12 individual 403(b) educator marketplace

Complete set of solutions for small business owners

Embedded in the multicultural markets
NLG had **Another Record Year in 2022**

- **$41B** Total Assets\(^{10}\)
  - Up $1B over 2021, 7% 5-Year CAGR

- **$790M** Total Weighted New Annualized Premium\(^1\) (WNAP) Sales
  - Record life sales up 5% over 2021, 14% 5-Year CAGR

- **$392M** Core Earnings\(^2\)
  - $22M above our record from 2021, 12% 5-Year CAGR

- **$3.1B** Total Adjusted Capital\(^3\)
  - 7% 5-Year CAGR, excludes $750 million P-Caps
NLG’s **Strength and Performance** is Recognized

- **A.M. Best**
  - **A+**
  - **SUPERIOR**
  - 2nd out of 16 ratings

- **Standard & Poor’s**
  - **A+**
  - **STRONG**
  - 5th out of 21 ratings

- **Moody’s**
  - **A1**
  - **GOOD**
  - 5th out of 21 ratings

Both **A.M. Best** and **Moody’s** upgraded our financial strength ratings in 2021.
We Maintain Consistent **Market Prominence**

**#1**
for Fixed Indexed Annuities in Employer Sponsored Plans

*#1 for over 10 years*

**#3**
for Indexed Universal Life Insurance Sales

*Up from #4 in 2017*

**#10**
for individual life insurance sales out of all reporting U.S. life insurance companies

*Up from #18 in 2017*

5-Year Life sales **growth of 92%** compared to industry growth of 18%
NLG has Delivered **Strong Performance** in Challenging Environments

**93% Increase in Life WNAP**

- 2017: $241
- 2022: $465
- 14% 5-Year CAGR

**74% Increase in Core Earnings**

- 2017: $225
- 2022: $392
- 12% 5-Year CAGR

**38% Increase in Total Adjusted Capital**

- 2017: $2,219
- 2022: $3,059
- 7% 5-Year CAGR
NLG’s **Robust Sales** Drive Growth of In Force

**Life Face Amount In Force** increased $39B in 2022 driven by record Life sales

**Renewal premiums** have more than doubled over the past 5 years reflecting strong top-line growth on a statutory basis

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**Profitable Growth** Drives Record Core Earnings

**Core Earnings**

- **2017**: $225
- **2018**: $225
- **2019**: $285
- **2020**: $289
- **2021**: $370
- **2022**: $392

**Core Return on Equity**

- **2017**: 6.5%
- **2018**: 7.2%
- **2019**: 7.9%
- **2020**: 7.3%
- **2021**: 8.7%
- **2022**: 8.3%

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**Life Core Earnings** driven by higher policy fees attributed to sales growth, increased investment income, and improved mortality margins.

**Annuity Core Earnings** reflected higher fees and investment income from rising interest rates, increased AUM, lower option costs, and widening spreads due to higher portfolio rates.

**Alternative asset results** continued their strong performance in 2022.

**Disciplined expense management** resulted in minimal YoY expense growth of just 2%.

**Core ROE** trend reflects our strong Core Earnings growth.
NLG has a History of Strong and Consistent **Capital Growth**

Capital levels remain **strong while growing** Life sales at 14% 5-Year CAGR

Total Adjusted Capital declined in 2022 due to mark-to-market impacts of hedging options from equity market volatility during the period

The $750M 30-year Senior P-Caps issuance adds to our strong capital position and **enhances financial flexibility** in all market environments
High-Quality Investments Supports a Diversified Product Portfolio

**Total Statutory Assets**
- NAIC 1-2: 81.4%
- NAIC 1: 11%
- NAIC 2: 48%
- NAIC 3: 16%
- NAIC 4: 8%
- NAIC 5: 4%
- NAIC 6: 2%
- Not Rated: 8%
- S/A Assets: 34%
- Other: 11%

**Total Statutory Liabilities**
- Whole and Term Life: 26%
- Universal Life: 11%
- Disability: 7%
- Fixed Annuity: 4%
- Indexed Annuity: 42%
- FHLB: 4%
- S/A Liabilities: 8%
- Other Liabilities: 2%

$37.2 billion

$34.7 billion

Over 96% of rated fixed income securities are NAIC 1 or 2

Our product portfolio is well diversified with a balance of life and annuities
NLG Maintains **Significant Financial Flexibility** and Robust Liquidity

- **In excess of $1B in available liquidity** from FHLB Boston and Dallas as of 2022
- Our dividend capacity **provides significant financial flexibility** despite a slight YoY decrease in total assets from decline in the value of hedge assets
- **Statutory cash and cash equivalents** remains robust and contributes to our excellent liquidity position
- **Additional financial flexibility** available from:
  - Our ability to loan up to 3% of admitted assets to holding company ($314 million in capacity representing ~9 years of debt service coverage)
  - The 2021 $750 million par value P-Caps issuance
NLG is off to a **Historic Start** in the First Quarter of 2023

**Highest Q1 Life, Flow Annuity and SPDA Sales** in Company history
$112M Life WNAP\(^1\), $55M Flow\(^1\) and $647M SPDA\(^1\) Sales

**Record Q1 Core Earnings**\(^2\) of $118M reflected growth in all lines of business

**Total GAAP Assets**\(^10\) were $43B and **Total Liabilities** were $39B

**Capital, liquidity, and hedging** remain strong through market volatility
National Life Group in Summary

An industry leading life insurer
- Top 10 Life Insurer\textsuperscript{5}
- \#3 in Indexed Universal Life\textsuperscript{6} with a 5-year Life sales CAGR of 14\%\textsuperscript{1}

A Progressive Mutual
- 175-year history
- Long term strategic lens, supporting buying and selling customers
- Short term financial performance standards with record top-line and bottom-line results in 2022

Robust growth with financial discipline
- Serving an underserved Middle America market
- Focus on quality of business and long-term distribution relationships
- Products that perform for policyholders and for the company across a range of economic scenarios

Balance sheet strength
- Strength and performance recognized by rating agencies
- Strong capital levels enhanced by access to contingent capital
- Integrated risk management function ingrained throughout business
- Clean balance sheet assets and liabilities
## Our Core Earnings Metric Removes Market Volatility

<table>
<thead>
<tr>
<th></th>
<th>For the Year Ended December 31,</th>
<th>For the Three Months Ended March 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$ Millions</td>
<td>2020</td>
</tr>
<tr>
<td>Net income</td>
<td>$193.6</td>
<td>$392.1</td>
</tr>
<tr>
<td>Net investment losses (gains)</td>
<td>20.4</td>
<td>(175.3)</td>
</tr>
<tr>
<td>Other non-core adjustments related to net investment gains and losses</td>
<td>(1.6)</td>
<td>9.2</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>15.2</td>
<td>100.5</td>
</tr>
<tr>
<td>Pre-tax operating income</td>
<td>227.6</td>
<td>326.5</td>
</tr>
<tr>
<td>Non-core losses (earnings)</td>
<td>61.3</td>
<td>43.6</td>
</tr>
<tr>
<td>Core earnings²</td>
<td>$289.0</td>
<td>$370.1</td>
</tr>
</tbody>
</table>
NLG has a **Strong and Flexible** Balance Sheet

### As of December 31, 2022

<table>
<thead>
<tr>
<th>$ Millions</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total debt (senior, surplus, trust)</td>
<td>791</td>
<td>915</td>
<td>915</td>
<td>916</td>
<td>916</td>
</tr>
<tr>
<td>Retained Earnings(^{11})</td>
<td>2,742</td>
<td>3,011</td>
<td>3,205</td>
<td>3,597</td>
<td>3,729</td>
</tr>
<tr>
<td>Total capitalization(^{12})</td>
<td>3,533</td>
<td>3,926</td>
<td>4,120</td>
<td>4,513</td>
<td>4,645</td>
</tr>
<tr>
<td>Debt / Total capitalization</td>
<td>22.4%</td>
<td>23.3%</td>
<td>22.2%</td>
<td>20.3%</td>
<td>19.7%</td>
</tr>
<tr>
<td>Core earnings coverage(^{13})</td>
<td>5.6x</td>
<td>5.5x</td>
<td>5.4x</td>
<td>6.6x</td>
<td>6.8x</td>
</tr>
</tbody>
</table>

**As of December 31, 2022**

- **$41B** Assets\(^{10}\)
- **$37B** Liabilities\(^{10}\)
- **$3.7B** Retained Earnings\(^{11}\)
- **$4.6B** Total Capitalization\(^{12}\)
1 Life sales include total weighted new annualized premium ("WNAP") for National Life Insurance Company ("NLIC") and Life Insurance Company of the Southwest ("LSW"). Flow annuity and single premium deferred annuity ("SPDA") sales include total deposits for NLIC and LSW. For the year ended 12/31/22 NLIC life insurance WNAP were $54M, flow annuity total deposits were $7M, and SPDA total deposits were $32M. For the three months ended 3/31/23, NLIC life insurance WNAP were $12M and flow annuity total deposits were $2M, and SPDA total deposits were $128M.

2 Core Earnings and Core Return on Equity ("ROE") are group only non-GAAP measures (U.S. Generally Accepting Accounting Principles or "GAAP") based on the consolidated financial position of NLV Financial Corporation ("NLVF") and its subsidiaries and affiliates as of 12/31/22. Core Earnings is a 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. Core ROE is tax effected at the statutory tax rate. For additional information, refer to our quarterly financial statements by visiting: https://www.NationalLife.com/OurStory-Financials.

3 Statutory total adjusted capital ("TAC") for National Life Insurance Company. 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 liabilities.


5 LIMRA US Retail Individual Sales Participants Report, 4Q2022.


7 Life Face Amount In Force and Renewal Premiums are based on consolidated results of NLIC and LSW for the year ended 12/31/22. NLIC Life Face Amount In Force was $59.4B and Renewal Premiums were $481M.

8 Comprises the combined portfolios of NLIC and LSW as of 12/31/22 on a statutory basis. Total statutory assets and liabilities for NLIC as of 12/31/22 were $10.5B and $7.9B, respectively.

9 Other Liabilities include $510M of derivatives and $584M of AVR/IVR.

10 Based on the consolidated GAAP financial position as of 12/31/22. Total assets exclude bond unrealized gains and losses.

11 Retained Earnings is defined as the equity value before other accumulated comprehensive income.

12 Total capitalization = Debt + Retained Earnings

13 Core earnings Coverage = (Core earnings + Interest expense) / Interest expense.

14 Financial strength ratings for NLIC and LSW as of April 30, 2023. Ratings are subject to change.

This presentation may include forward-looking statements, which are not guarantees of future performance, and undue reliance should not be placed on them. Such forward-looking statements involve risks and uncertainties, which may cause actual performance and financial results in future periods to differ materially from any projections of future performance, or any result expressed or implied by such forward-looking statements. Although any forward-looking statements contained in this presentation are based on assumptions that management of the Company believes are reasonable, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. National Life Group undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions should change, except as required by applicable securities laws.