



## **Protective Life Corporation ("PLC")**

Supplemental Schedules  
Second Quarter 2020

<b>Quarterly Financial Highlights</b>					
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(Dollars In Thousands)  
(Unaudited)

<b>Pre-tax Adjusted Operating Income (Loss)</b> <sup>(1)</sup>
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	2ND QTR		3RD QTR		4TH QTR		1ST QTR		2ND QTR		6 MTHS			
	2019		2019		2019		2020		2020		2019	2020		
Retail Life & Annuity	\$	44,809	\$	10,513	\$	39,352	\$	(12,177)	\$	32,566	\$	100,259	\$	20,389
Acquisitions		69,810		103,210		98,893		75,125		97,997		144,722		173,122
Stable Value Products		28,106		20,863		21,975		25,325		16,665		50,345		41,990
Asset Protection		9,211		10,405		11,471		11,694		13,931		18,954		25,625
Corporate & Other		(20,445)		(22,664)		(21,262)		(27,582)		(11,179)		(40,119)		(38,761)
Pre-tax Adjusted Operating Income	\$	131,491	\$	122,327	\$	150,429	\$	72,385	\$	149,980	\$	274,161	\$	222,365
Fixed maturities - realized gains (losses)		1,098		15,686		25,829		39,424		2,470		6,215		41,894
Equity securities - realized gains (losses) and other		7,625		6,624		7,880		(43,607)		55,206		38,264		11,599
Credit losses/impairments on securities <sup>(2)</sup>		(698)		(10,818)		(19,795)		(51,793)		(30,288)		(3,840)		(82,081)
Commercial mortgage loans		1,208		(1,575)		(828)		(95,396)		(3,686)		140		(99,082)
Net gain/loss from Modco arrangements		18,892		23,647		7,883		(48,471)		116,537		28,796		68,066
Derivatives related to VA, FIA, IUL, and Structured Annuities		(56,382)		(34,253)		(13,555)		(75,797)		(89,167)		(69,948)		(164,964)
Related amortization <sup>(3)</sup>		26,840		6,205		(14,385)		58,426		55,918		31,201		114,344
Total Realized Gains (Losses) and Adjustments		(1,417)		5,516		(6,971)		(217,214)		106,990		30,828		(110,224)
Income tax (benefit) expense		21,963		27,217		27,015		(27,760)		49,633		58,594		21,873
<b>Net Income</b>	\$	108,111	\$	100,626	\$	116,443	\$	(117,069)	\$	207,337	\$	246,395	\$	90,268

<b>Balance Sheet Data</b>
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	Jun. 30, 2019		Sept. 30, 2019		Dec. 31, 2019		Mar. 31, 2020		Jun. 30, 2020	
							(Unaudited)		(Unaudited)	
Total Assets	\$	117,445,972	\$	119,751,045	\$	121,088,629	\$	116,036,910	\$	123,285,354
Total Shareowner's Equity	\$	8,362,936	\$	9,290,935	\$	9,239,925	\$	7,272,299	\$	9,775,266
Total Shareowner's Equity (excluding accumulated other comprehensive income (loss)) <sup>(4)</sup>	\$	7,639,087	\$	7,739,713	\$	7,856,156	\$	7,369,074	\$	7,576,411
Holding Company Cash & Short-Term Investments					\$	157,436	\$	96,289	\$	102,254

<sup>(1)</sup> "Pre-tax Adjusted Operating Income (Loss)" is a non-GAAP financial measure. "Income (loss) Before Income Tax" is a GAAP financial measure to which "Pre-tax Adjusted Operating Income" may be compared. See Page 16 for a reconciliation of "Pre-tax Adjusted Operating Income" to "Income (loss) Before Income Tax".

<sup>(2)</sup> Represents credit losses recognized under FASB ASC 326-20 for 2020 and other-than-temporary impairment losses recognized under FASB ASC 326-20 for prior periods.

<sup>(3)</sup> Includes amortization of DAC/VOBA and benefits and settlement expenses that are impacted by realized gains (losses).

<sup>(4)</sup> "Total Shareowners' Equity excluding accumulated other comprehensive income (loss)" is a non-GAAP financial measure. "Total Shareowners' Equity" is a GAAP financial measure to which "Total Shareowners' Equity excluding accumulated other comprehensive income (loss)" may be compared.

<b>Financial Strength Ratings</b>
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<b>Legal Entity</b>	<b>A.M. Best</b>	<b>Fitch</b>	<b>Standard &amp; Poor's</b>	<b>Moody's</b>
Protective Life Insurance Company	A+	A+	AA-	A1
West Coast Life Insurance Company	A+	A+	AA-	A1
Protective Life and Annuity Insurance Company	A+	A+	AA-	-----
Protective Property & Casualty Insurance Company	A	-----	-----	-----
MONY Life Insurance Company	A+	A+	A+	A1

<b>Consolidated Statements of Income (Loss)</b>
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(Dollars In Thousands)  
(Unaudited)

**REVENUES**

	2ND QTR 2019	3RD QTR 2019	4TH QTR 2019	1ST QTR 2020	2ND QTR 2020	6 MTHS	
						2019	2020
Premiums and policy fees	\$ 945,883	\$ 1,028,082	\$ 1,179,180	\$ 903,308	\$ 1,016,180	\$ 1,876,211	\$ 1,919,488
Reinsurance ceded	(339,996)	(316,983)	(553,035)	(41,151)	(364,921)	(658,373)	(406,072)
Net of reinsurance ceded	605,887	711,099	626,145	862,157	651,259	1,217,838	1,513,416
Net investment income	725,811	785,285	801,436	789,769	791,553	1,411,735	1,581,322
Realized gains (losses) - investment/derivatives	(49,245)	(24,812)	(16,500)	(298,950)	27,839	(42,468)	(271,111)
Other income	136,322	147,139	153,026	159,522	140,822	245,700	300,344
Total revenues	1,418,775	1,618,711	1,564,107	1,512,498	1,611,473	2,832,805	3,123,971

**BENEFITS & EXPENSES**

Benefits and settlement expenses	1,003,987	1,172,297	1,108,648	1,351,523	1,132,796	1,976,753	2,484,319
Amortization of deferred policy acquisition costs and value of business acquired	33,783	61,319	50,131	54,004	(18,617)	64,183	35,387
Other operating expenses	250,931	257,252	261,870	251,800	240,324	486,880	492,124
Total benefits and expenses	1,288,701	1,490,868	1,420,649	1,657,327	1,354,503	2,527,816	3,011,830

**INCOME (LOSS) BEFORE INCOME TAX**

	130,074	127,843	143,458	(144,829)	256,970	304,989	112,141
Income tax expense (benefit)	21,963	27,217	27,015	(27,760)	49,633	58,594	21,873

**NET INCOME (LOSS)**

	\$ 108,111	\$ 100,626	\$ 116,443	\$ (117,069)	\$ 207,337	\$ 246,395	\$ 90,268
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<b>Consolidated Balance Sheets</b>
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(Dollars In Thousands)

	Jun. 30, 2019	Sept. 30, 2019	Dec. 31, 2019	Mar. 31, 2020 (Unaudited)	Jun. 30, 2020 (Unaudited)
<b>ASSETS</b>					
Fixed maturities, at fair value	\$ 64,710,656	\$ 66,680,596	\$ 66,260,305	\$ 64,112,074	\$ 69,015,614
Fixed maturities, at amortized cost	2,576,216	2,544,054	2,823,881	2,775,710	2,728,529
Equity securities	629,965	619,341	591,673	513,761	579,622
Commercial mortgage loans	9,053,400	9,327,911	9,379,401	9,332,867	9,545,793
Investment real estate	6,777	7,274	10,321	10,279	10,237
Policy loans	1,709,110	1,686,832	1,675,121	1,657,375	1,657,530
Other long-term investments	934,770	1,149,755	2,445,882	2,510,501	2,595,558
Long-term investments	79,620,894	82,015,763	83,186,584	80,912,567	86,132,883
Short-term investments	1,220,840	1,597,919	1,513,350	1,067,749	1,379,488
Total investments	80,841,734	83,613,682	84,699,934	81,980,316	87,512,371
Cash	243,291	293,299	243,527	548,574	584,546
Accrued investment income	730,149	737,549	717,211	725,247	708,683
Accounts and premiums receivable	262,163	120,779	136,092	130,453	135,029
Reinsurance receivables	4,558,158	4,477,663	4,464,514	4,516,025	4,357,096
Deferred policy acquisition costs and value of business acquired	3,474,557	3,424,874	3,517,123	3,758,582	3,568,713
Goodwill	825,511	825,511	825,511	825,511	825,511
Other intangibles, net	616,931	596,336	583,840	574,555	565,496
Property and equipment, net	212,905	214,425	216,895	216,513	215,545
Other assets	1,972,083	1,849,949	375,121	696,936	698,115
Current/Deferred income tax	-	40,363	-	52,399	-
Assets related to separate accounts					
Variable annuity	12,790,474	12,542,212	12,730,090	10,493,017	11,394,911
Variable universal life	1,073,020	1,066,999	1,135,666	915,750	1,087,327
Reinsurance assumed	9,844,996	9,947,404	11,443,105	10,603,032	11,632,011
<b>TOTAL ASSETS</b>	<b>\$ 117,445,972</b>	<b>\$ 119,751,045</b>	<b>\$ 121,088,629</b>	<b>\$ 116,036,910</b>	<b>\$ 123,285,354</b>

<b>Consolidated Balance Sheets - Continued</b>
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(Dollars In Thousands)

	Jun. 30, 2019	Sept. 30, 2019	Dec. 31, 2019	Mar. 31, 2020 (Unaudited)	Jun. 30, 2020 (Unaudited)
<b>LIABILITIES</b>					
Policy liabilities and accruals					
Future policy benefits and claims	\$ 53,470,312	\$ 53,892,978	\$ 53,945,025	\$ 53,183,692	\$ 53,990,127
Unearned premiums	887,691	887,079	897,037	889,676	872,982
Stable value product account balances	5,816,503	5,450,981	5,443,752	5,885,738	5,984,036
Annuity account balances	14,179,277	14,181,458	14,289,907	14,604,211	14,694,473
Other policyholders' funds	1,542,296	1,622,475	1,576,856	1,331,233	1,691,472
Secured financing liabilities	126,862	352,732	335,480	67,605	202,522
Other liabilities	3,246,982	3,884,452	3,611,643	4,603,053	5,132,931
Deferred income taxes	1,177,197	1,411,539	1,306,413	938,833	1,506,060
Income tax payable	67,837	-	36,881	-	39,558
Non-recourse funding obligations	2,576,538	2,545,049	2,825,553	2,778,051	2,731,543
Debt	1,677,557	2,069,224	1,665,734	1,865,124	1,944,505
Subordinated debt	605,494	605,528	605,562	605,596	605,630
Liabilities related to separate accounts					
Variable annuity	12,790,474	12,542,212	12,730,090	10,493,017	11,394,911
Variable universal life	1,073,020	1,066,999	1,135,666	915,750	1,087,327
Reinsurance assumed	9,844,996	9,947,404	11,443,105	10,603,032	11,632,011
<b>TOTAL LIABILITIES</b>	<b>109,083,036</b>	<b>110,460,110</b>	<b>111,848,704</b>	<b>108,764,611</b>	<b>113,510,088</b>
<b>SHAREOWNER'S EQUITY</b>					
Common stock	-	-	-	-	-
Additional paid-in-capital	5,804,059	5,804,059	5,804,059	5,804,059	5,804,059
Retained earnings	1,835,028	1,935,654	2,052,097	1,565,015	1,772,352
Accumulated other comprehensive income (loss):					
Net unrealized gains (losses) on investments	742,063	1,592,217	1,450,205	(20,562)	2,266,475
Net unrealized losses on investments for which a credit loss has been recognized in operations	-	-	-	(32,876)	(28,114)
Net unrealized losses relating to other-than-temporary impaired investments for which a portion has been recognized in operations	1,543	(18,465)	(26,347)	-	-
Accumulated (loss) gain - derivatives	(4,275)	(7,048)	(7,989)	(11,674)	(8,280)
Postretirement benefits liability adjustment	(15,482)	(15,482)	(32,100)	(31,663)	(31,226)
<b>TOTAL SHAREOWNER'S EQUITY</b>	<b>8,362,936</b>	<b>9,290,935</b>	<b>9,239,925</b>	<b>7,272,299</b>	<b>9,775,266</b>
<b>TOTAL LIABILITIES AND SHAREOWNER'S EQUITY</b>	<b>\$ 117,445,972</b>	<b>\$ 119,751,045</b>	<b>\$ 121,088,629</b>	<b>\$ 116,036,910</b>	<b>\$ 123,285,354</b>

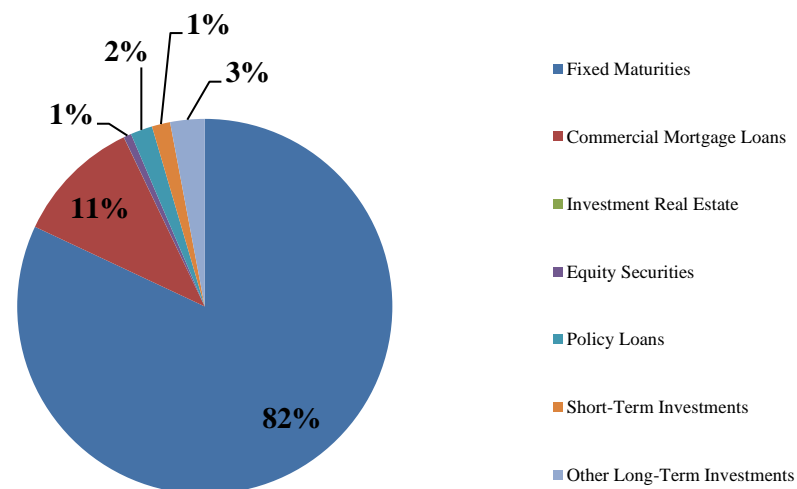
## Invested Asset Summary

(Dollars In Millions)

### Total Portfolio

	Jun. 30, 2019	Sept. 30, 2019	Dec. 31, 2019	Mar. 31, 2020 (Unaudited)	Jun. 30, 2020 (Unaudited)	
Fixed Maturities	\$ 67,286.9	\$ 69,224.7	\$ 69,084.2	\$ 66,887.8	\$ 71,744.1	82%
Commercial Mortgage Loans	9,053.4	9,327.9	9,379.4	9,332.8	9,545.8	11%
Investment Real Estate	6.8	7.3	10.3	10.3	10.2	0%
Equity Securities	630.0	619.3	591.7	513.8	579.6	1%
Policy Loans	1,709.1	1,686.8	1,675.1	1,657.4	1,657.6	2%
Short-Term Investments	1,220.8	1,597.9	1,513.4	1,067.7	1,379.5	1%
Other Long-Term Investments	934.7	1,149.8	2,445.8	2,510.5	2,595.6	3%
<b>Total Invested Assets</b>	<b>\$ 80,841.7</b>	<b>\$ 83,613.7</b>	<b>\$ 84,699.9</b>	<b>\$ 81,980.3</b>	<b>\$ 87,512.4</b>	<b>100%</b>

### % Total Portfolio by Asset Type as of 6/30/20



<b>Invested Asset Summary - Fixed Income</b>
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(Dollars In Millions)

<b>Fixed Income</b>
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	Jun. 30, 2019	Sept. 30, 2019	Dec. 31, 2019	Mar. 31, 2020 (Unaudited)	Jun. 30, 2020 (Unaudited)	
Corporate Securities	\$ 47,810.7	\$ 49,059.0	\$ 48,575.8	\$ 45,848.1	\$ 50,386.7	70%
Residential Mortgage-Backed Securities	4,809.7	5,554.4	6,151.3	7,138.0	7,217.3	10%
Commercial Mortgage-Backed Securities	2,900.3	2,953.8	2,868.9	2,714.5	2,759.5	4%
Other Asset-Backed Securities	2,009.6	2,036.2	1,924.6	1,789.4	1,846.3	2%
U.S. Government-Related Securities	1,351.7	1,210.3	1,079.5	1,075.3	1,216.6	2%
Other Government-Related Securities	607.5	632.1	628.1	609.1	659.8	1%
States, Municipals and Political Subdivisions	5,124.5	5,135.0	4,932.6	4,847.8	4,851.8	7%
Redeemable Preferred Stocks	96.7	99.8	99.5	89.9	77.6	0%
Securities issued by affiliates	2,576.2	2,544.1	2,823.9	2,775.7	2,728.5	4%
Total Fixed Income Portfolio	<u>\$ 67,286.9</u>	<u>\$ 69,224.7</u>	<u>\$ 69,084.2</u>	<u>\$ 66,887.8</u>	<u>\$ 71,744.1</u>	<u>100%</u>

<b>Fixed Income - Quality</b>
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AAA	12.3%	13.0%	13.6%	15.1%	14.4%
AA	11.5%	11.4%	11.0%	10.8%	10.5%
A	33.6%	33.4%	33.2%	33.8%	33.0%
BBB	36.2%	36.2%	35.6%	33.7%	35.4%
Below investment grade	2.6%	2.3%	2.5%	2.5%	2.9%
Not rated <sup>(1)</sup>	3.8%	3.7%	4.1%	4.1%	3.8%
	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>

(1) The Company's "not rated" securities are \$2.7 billion or 4%, as of June 30, 2020, of our fixed maturity investments, and are held-to-maturity securities issued by affiliates of the Company which are considered variable interest entities. We are not the primary beneficiary of these entities and thus these securities are not eliminated in consolidation. These securities are collateralized by non-recourse funding obligations issued by captive insurance companies that are wholly owned subsidiaries of the Company.



<b>Invested Asset Summary - Corporate Securities</b>
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(Dollars In Millions)

	Jun. 30, 2019	Sept. 30, 2019	Dec. 31, 2019	Mar. 31, 2020 (Unaudited)	Jun. 30, 2020 (Unaudited)	
<b>Corporate Securities by Industry - Fair Value</b>						
Banking	\$ 6,139.2	\$ 6,367.2	\$ 6,463.4	\$ 6,306.8	\$ 7,038.9	14%
Other Finance	981.3	1,006.8	961.8	947.3	965.9	2%
Electric	5,428.6	5,538.5	5,412.8	5,166.0	5,525.6	11%
Natural Gas	1,135.5	1,119.5	1,120.1	1,063.5	1,210.3	2%
Insurance	4,872.7	4,986.2	4,953.7	4,777.1	5,431.4	11%
Energy	5,048.4	4,984.8	4,947.1	3,780.6	4,502.6	9%
Communications	2,607.4	2,661.3	2,640.8	2,500.5	2,745.7	5%
Basic Industrial	2,183.5	2,256.0	2,182.8	1,984.9	2,189.7	4%
Consumer Noncyclical	6,356.7	6,621.2	6,511.3	6,338.1	6,950.9	14%
Consumer Cyclical	2,476.9	2,606.0	2,608.1	2,483.4	2,662.4	5%
Finance Companies	230.1	233.4	229.6	214.7	231.7	1%
Capital Goods	3,452.5	3,507.0	3,433.3	3,276.3	3,473.1	7%
Airlines	207.3	237.9	237.0	227.3	221.4	1%
Other Transportation	1,884.2	1,895.5	1,898.9	1,844.3	1,993.5	4%
Other Industrial	627.0	662.9	646.2	649.9	670.9	1%
Brokerage	1,308.7	1,382.6	1,357.1	1,353.3	1,535.8	3%
Technology	2,301.0	2,413.9	2,403.0	2,380.0	2,429.2	5%
Real Estate	532.6	539.8	531.0	517.5	560.2	1%
Other Utility	37.1	38.5	37.8	36.6	47.5	0%
Total Corporate Securities	\$ 47,810.7	\$ 49,059.0	\$ 48,575.8	\$ 45,848.1	\$ 50,386.7	100%

<b>Corporate Securities by Industry - Amortized Cost</b>
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Banking	\$ 5,940.8	\$ 6,068.1	\$ 6,116.8	\$ 6,262.6	\$ 6,519.6	14%
Other Finance	967.2	972.9	939.6	928.9	932.8	2%
Electric	5,442.0	5,354.4	5,292.4	5,196.2	5,156.4	11%
Natural Gas	1,126.7	1,071.2	1,087.6	1,082.2	1,131.5	2%
Insurance	4,772.8	4,708.4	4,692.6	4,730.9	5,008.3	11%
Energy	4,962.4	4,837.9	4,747.7	4,591.9	4,577.6	10%
Communications	2,569.2	2,531.4	2,494.4	2,466.0	2,486.2	5%
Basic Industrial	2,127.2	2,149.8	2,052.7	1,984.6	1,998.3	4%
Consumer Noncyclical	6,228.1	6,256.9	6,151.5	6,102.3	6,206.2	13%
Consumer Cyclical	2,413.5	2,469.2	2,479.7	2,461.8	2,491.1	5%
Finance Companies	225.3	225.0	221.1	234.8	234.7	1%
Capital Goods	3,376.8	3,323.7	3,262.5	3,218.7	3,204.8	7%
Airlines	203.0	229.7	229.5	239.0	241.7	1%
Other Transportation	1,842.8	1,805.7	1,817.3	1,828.3	1,820.9	4%
Other Industrial	603.6	619.1	619.7	618.7	618.2	1%
Brokerage	1,272.5	1,307.5	1,276.4	1,349.4	1,406.7	3%
Technology	2,205.9	2,245.1	2,226.7	2,230.2	2,141.2	5%
Real Estate	517.1	512.2	506.2	507.1	525.7	1%
Other Utility	36.4	36.3	36.2	36.1	43.1	0%
Total Corporate Securities	\$ 46,833.3	\$ 46,724.5	\$ 46,250.6	\$ 46,069.7	\$ 46,745.0	100%

<b>Fixed Maturities by NAIC Rating</b>
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<b>STAT Carry Value % of Total</b>
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NAIC Rating	Jun. 30, 2019	Sept. 30, 2019	Dec. 31, 2019	Mar. 31, 2020 (Unaudited)	Jun. 30, 2020 (Unaudited)
1	57.46%	57.90%	58.58%	58.01%	55.86%
2	35.63%	35.40%	34.33%	34.63%	36.20%
3	2.03%	2.02%	2.10%	2.73%	3.29%
4	0.66%	0.45%	0.32%	0.31%	0.44%
5	0.06%	0.15%	0.20%	0.09%	0.05%
6	0.18%	0.17%	0.13%	0.02%	0.04%
Not Rated <sup>(1)</sup>	3.98%	3.91%	4.34%	4.21%	4.12%
	100.00%	100.00%	100.00%	100.00%	100.00%
Below investment grade (using NAIC 3-6)	2.93%	2.79%	2.75%	3.15%	3.82%

**Note:** NAIC Ratings reflect statutory carrying values

<sup>(1)</sup> Special purpose vehicle note held in Golden Gate V

<b>Invested Asset Summary - Mortgages</b>
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<b>Jun. 30, 2019</b>	<b>Sept. 30, 2019</b>	<b>Dec. 31, 2019</b>	<b>Mar. 31, 2020</b>	<b>Jun. 30, 2020</b>
			<b>(Unaudited)</b>	<b>(Unaudited)</b>

<b>Mortgage Loans - Type</b>
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	Jun. 30, 2019	Sept. 30, 2019	Dec. 31, 2019	Mar. 31, 2020 (Unaudited)	Jun. 30, 2020 (Unaudited)
Retail	39.2%	37.6%	36.8%	36.3%	35.8%
Apartments	11.4%	12.3%	12.5%	12.5%	13.1%
Office Buildings	14.4%	14.4%	14.4%	14.4%	14.1%
Warehouses	16.0%	16.1%	16.4%	16.8%	16.7%
Senior Housing	14.1%	14.4%	14.7%	14.8%	15.1%
Miscellaneous	4.9%	5.2%	5.2%	5.2%	5.2%
	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>

<b>Delinquent Loans &amp; Foreclosed Properties</b>
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(Dollars In Millions)

60 Days Past Due	\$ -	\$ -	\$ -	\$ -	\$ 2.3
90 Days Past Due	0.1	0.7	0.7	-	-
Foreclosed Real Estate	0.7	2.5	2.3	-	1.2
	<u>\$ 0.8</u>	<u>\$ 3.2</u>	<u>\$ 3.0</u>	<u>\$ -</u>	<u>\$ 3.5</u>

<b>Retail Life &amp; Annuity</b>
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(Dollars In Thousands)  
(Unaudited)

	2ND QTR 2019	3RD QTR 2019	4TH QTR 2019	1ST QTR 2020	2ND QTR 2020	6 MTHS 2019	2020
<b>REVENUES</b>							
Gross premiums and policy fees	\$ 527,427	\$ 530,490	\$ 699,135	\$ 437,149	\$ 558,585	\$ 1,048,962	\$ 995,734
Reinsurance ceded	(220,978)	(202,520)	(403,525)	32,542	(238,075)	(429,387)	(205,533)
Net premiums and policy fees	306,449	327,970	295,610	469,691	320,510	619,575	790,201
Net investment income	233,826	236,402	244,857	249,914	251,612	468,247	501,526
Realized gains (losses) - investments/derivatives	(20,988)	(20,823)	(20,652)	(20,451)	(20,361)	(42,095)	(40,812)
Other income	73,181	73,615	76,317	73,849	68,952	142,889	142,801
Total operating revenues	592,468	617,164	596,132	773,003	620,713	1,188,616	1,393,716
Realized gains (losses) - investments/derivatives	(50,502)	(51,950)	(7,256)	(212,229)	(34,135)	(50,093)	(246,364)
Total revenues	541,966	565,214	588,876	560,774	586,578	1,138,523	1,147,352
<b>BENEFITS &amp; EXPENSES</b>							
Benefits and settlement expenses	432,802	463,711	430,032	637,715	483,676	859,844	1,121,391
Amortization of deferred policy acquisition costs and value of business acquired	29,926	57,625	38,233	67,813	30,078	55,748	97,891
Other operating expenses	84,931	85,315	88,515	79,652	74,393	172,765	154,045
Operating benefits and expenses	547,659	606,651	556,780	785,180	588,147	1,088,357	1,373,327
Benefits and settlement expenses related to realized gains (losses)	(4,499)	7,961	4,049	(24,329)	3,719	(543)	(20,610)
Amortization of DAC/VOBA related to realized gains (losses)	(24,680)	(20,348)	3,243	(81,569)	(23,464)	(35,554)	(105,033)
Total benefits and expenses	518,480	594,264	564,072	679,282	568,402	1,052,260	1,247,684
<b>INCOME (LOSS) BEFORE INCOME TAX</b>	23,486	(29,050)	24,804	(118,508)	18,176	86,263	(100,332)
Adjustments to Reconcile to Operating Income:							
Less: realized gains (losses) - investments/derivatives	(50,502)	(51,950)	(7,256)	(212,229)	(34,135)	(50,093)	(246,364)
Less: related benefits and settlement expenses	4,499	(7,961)	(4,049)	24,329	(3,719)	543	20,610
Less: related amortization of DAC/VOBA	24,680	20,348	(3,243)	81,569	23,464	35,554	105,033
<b>PRE-TAX ADJUSTED OPERATING INCOME (LOSS)</b>	\$ 44,809	\$ 10,513	\$ 39,352	\$ (12,177)	\$ 32,566	\$ 100,259	\$ 20,389
<b>SALES BY PRODUCT</b>							
Traditional life <sup>(1)</sup>	\$ 52,649	\$ 59,984	\$ 76,361	\$ 69,581	\$ 47,835	\$ 104,171	\$ 117,416
Universal life <sup>(1)</sup>	27,656	18,009	10,634	11,832	11,032	55,753	22,864
Fixed annuity <sup>(2)</sup>	625,616	433,850	455,894	612,876	397,609	958,194	1,010,485
Variable annuity <sup>(2)</sup>	64,014	53,832	47,614	55,314	38,166	109,347	93,480
Total	\$ 769,935	\$ 565,675	\$ 590,503	\$ 749,603	\$ 494,642	\$ 1,227,465	\$ 1,244,245
<b>AVERAGE LIFE INSURANCE IN-FORCE</b>							
Traditional	\$ 358,374,682	\$ 360,112,093	\$ 363,744,296	\$ 367,307,611	\$ 373,096,503	\$ 357,745,705	\$ 370,851,816
Universal life	287,131,903	288,396,760	288,973,469	288,890,478	288,510,477	286,257,024	288,700,046
Total	\$ 645,506,585	\$ 648,508,853	\$ 652,717,765	\$ 656,198,089	\$ 661,606,980	\$ 644,002,729	\$ 659,551,862
<b>AVERAGE ACCOUNT VALUES</b>							
Universal life	\$ 7,802,418	\$ 7,803,697	\$ 7,778,374	\$ 7,739,640	\$ 7,691,706	\$ 7,800,099	\$ 7,714,705
Variable universal life	813,106	802,244	827,386	769,254	770,504	785,188	805,371
Fixed annuity	9,709,506	9,970,444	10,191,662	10,464,190	10,713,912	9,620,734	10,589,220
Variable annuity	12,190,463	12,053,880	12,037,069	11,093,582	10,354,967	12,076,929	10,724,275
Total	\$ 30,515,493	\$ 30,630,265	\$ 30,834,491	\$ 30,066,666	\$ 29,531,089	\$ 30,282,950	\$ 29,833,571

(1) Sales data for traditional life insurance, other than Single Premium Whole Life ("SPWL") insurance, is based on annualized premiums. SPWL insurance sales are based on total single premium dollars received in the period. Universal life sales are based on annualized planned premiums, or "target" premiums if lesser, plus 6% of amounts received in excess of target premiums and 10% of single premiums. "Target" premiums for universal life are those premiums upon which full first year commissions are paid.

(2) Sales are measured based on the amount of purchase payments received less first year surrenders.

<b>Acquisitions Quarterly Trends</b>
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(Dollars In Thousands)  
(Unaudited)

	2ND QTR 2019	3RD QTR 2019	4TH QTR 2019	1ST QTR 2020	2ND QTR 2020	6 MTHS	
						2019	2020
<b>REVENUES</b>							
Gross premiums and policy fees	\$ 333,515	\$ 413,045	\$ 396,058	\$ 380,784	\$ 374,910	\$ 656,887	\$ 755,694
Reinsurance ceded	(69,289)	(63,778)	(99,434)	(22,888)	(76,015)	(130,221)	(98,903)
Net premiums and policy fees	264,226	349,267	296,624	357,896	298,895	526,666	656,791
Net investment income	355,761	426,510	425,823	416,427	413,346	680,272	829,773
Realized gains (losses) - investments/derivatives	-	(3,300)	(3,262)	(2,859)	(2,872)	-	(5,731)
Other income	27,912	37,317	40,620	50,004	36,388	31,680	86,392
Total operating revenues	647,899	809,794	759,805	821,468	745,757	1,238,618	1,567,225
Realized gains (losses) - investments/derivatives	19,132	49,730	5,348	(21,867)	51,804	38,355	29,937
Total revenues	667,031	859,524	765,153	799,601	797,561	1,276,973	1,597,162
<b>BENEFITS &amp; EXPENSES</b>							
Benefits and settlement expenses	508,542	629,922	612,407	670,737	589,661	985,199	1,260,398
Amortization of deferred policy acquisition costs and value of business acquired	11,978	6,133	(14,946)	11,085	(4,899)	10,508	6,186
Other operating expenses	57,569	70,529	63,451	64,521	62,998	98,189	127,519
Operating benefits and expenses	578,089	706,584	660,912	746,343	647,760	1,093,896	1,394,103
Benefits and settlement expenses related to realized gains (losses)	2,280	4,927	(197)	6,596	1,283	4,443	7,879
Amortization of DAC/VOBA related to realized gains (losses)	59	1,255	7,290	40,876	(37,456)	453	3,420
Total benefits and expenses	580,428	712,766	668,005	793,815	611,587	1,098,792	1,405,402
<b>INCOME BEFORE INCOME TAX</b>	86,603	146,758	97,148	5,786	185,974	178,181	191,760
Adjustments to Reconcile to Operating Income:							
Less: realized gains (losses) - investments/derivatives	19,132	49,730	5,348	(21,867)	51,804	38,355	29,937
Less: related benefits and settlement expenses	(2,280)	(4,927)	197	(6,596)	(1,283)	(4,443)	(7,879)
Less: related amortization of DAC/VOBA	(59)	(1,255)	(7,290)	(40,876)	37,456	(453)	(3,420)
<b>PRE-TAX ADJUSTED OPERATING INCOME</b>	\$ 69,810	\$ 103,210	\$ 98,893	\$ 75,125	\$ 97,997	\$ 144,722	\$ 173,122

<b>Stable Value Products Quarterly Trends</b>
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(Dollars In Thousands)  
(Unaudited)

	2ND QTR 2019	3RD QTR 2019	4TH QTR 2019	1ST QTR 2020	2ND QTR 2020	6 MTHS 2019	2020
<b>REVENUES</b>							
Net investment income	\$ 67,122	\$ 59,707	\$ 59,325	\$ 62,670	\$ 52,399	\$ 124,743	\$ 115,069
Other income	5	5	2	-	-	5	-
Total operating revenues	<u>67,127</u>	<u>59,712</u>	<u>59,327</u>	<u>62,670</u>	<u>52,399</u>	<u>124,748</u>	<u>115,069</u>
Realized gains (losses) - investments/derivatives	458	242	142	(26,068)	140	2,416	(25,928)
Total revenues	<u>67,585</u>	<u>59,954</u>	<u>59,469</u>	<u>36,602</u>	<u>52,539</u>	<u>127,164</u>	<u>89,141</u>
<b>BENEFITS &amp; EXPENSES</b>							
Benefits and settlement expenses	37,221	37,471	35,916	35,922	34,011	71,061	69,933
Amortization of deferred policy acquisition costs	854	857	798	797	770	1,727	1,567
Other operating expenses	946	521	638	626	953	1,615	1,579
Total benefits and expenses	<u>39,021</u>	<u>38,849</u>	<u>37,352</u>	<u>37,345</u>	<u>35,734</u>	<u>74,403</u>	<u>73,079</u>
<b>INCOME (LOSS) BEFORE INCOME TAX</b>	<u>28,564</u>	<u>21,105</u>	<u>22,117</u>	<u>(743)</u>	<u>16,805</u>	<u>52,761</u>	<u>16,062</u>
Adjustments to Reconcile to Operating Income:							
Less: realized gains (losses) - investments/derivatives	458	242	142	(26,068)	140	2,416	(25,928)
<b>PRE-TAX ADJUSTED OPERATING INCOME</b>	<u>\$ 28,106</u>	<u>\$ 20,863</u>	<u>\$ 21,975</u>	<u>\$ 25,325</u>	<u>\$ 16,665</u>	<u>\$ 50,345</u>	<u>\$ 41,990</u>
<b>SALES</b>							
GIC	\$ -	\$ -	\$ 8,000	\$ 3,000	\$ -	\$ -	\$ 3,000
GFA	700,000	-	-	500,000	500,000	1,350,000	1,000,000
Total	<u>\$ 700,000</u>	<u>\$ -</u>	<u>\$ 8,000</u>	<u>\$ 503,000</u>	<u>\$ 500,000</u>	<u>\$ 1,350,000</u>	<u>\$ 1,003,000</u>
<b>DEPOSIT BALANCE</b>							
Ending Account Values	\$ 5,816,502	\$ 5,450,981	\$ 5,443,752	\$ 5,885,738	\$ 5,984,036		
Average Account Values	\$ 5,778,340	\$ 5,754,449	\$ 5,443,001	\$ 5,669,615	\$ 5,677,661		
<b>OPERATING SPREAD</b>	1.94%	1.45%	1.61%	1.79%	1.17%		
<b>ADJUSTED OPERATING SPREAD <sup>(1)</sup></b>	1.20%	1.19%	1.26%	1.28%	1.16%		

<sup>(1)</sup> Excludes participating mortgage loan income and other income

<b>Asset Protection Quarterly Trends</b>
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(Dollars In Thousands)  
(Unaudited)

	2ND QTR 2019	3RD QTR 2019	4TH QTR 2019	1ST QTR 2020	2ND QTR 2020	6 MTHS 2019	2020
<b>REVENUES</b>							
Gross premiums and policy fees	\$ 82,125	\$ 81,754	\$ 80,980	\$ 82,362	\$ 80,052	\$ 164,302	\$ 162,414
Reinsurance ceded	(49,709)	(50,682)	(50,076)	(50,805)	(50,831)	(98,629)	(101,636)
Net premiums and policy fees	32,416	31,072	30,904	31,557	29,221	65,673	60,778
Net investment income	8,454	8,640	8,723	8,715	7,897	16,660	16,612
Other income	35,144	36,172	35,321	35,532	35,049	69,879	70,581
Total operating revenues	<u>76,014</u>	<u>75,884</u>	<u>74,948</u>	<u>75,804</u>	<u>72,167</u>	<u>152,212</u>	<u>147,971</u>
<b>BENEFITS &amp; EXPENSES</b>							
Benefits and settlement expenses	24,563	24,076	22,044	21,374	18,351	48,509	39,725
Amortization of deferred policy acquisition costs and value of business acquired	15,646	15,797	15,513	15,002	16,354	31,301	31,356
Other operating expenses	26,594	25,606	25,920	27,734	23,531	53,448	51,265
Total benefits and expenses	<u>66,803</u>	<u>65,479</u>	<u>63,477</u>	<u>64,110</u>	<u>58,236</u>	<u>133,258</u>	<u>122,346</u>
<b>INCOME BEFORE INCOME TAX</b>	<u>9,211</u>	<u>10,405</u>	<u>11,471</u>	<u>11,694</u>	<u>13,931</u>	<u>18,954</u>	<u>25,625</u>
<b>PRE-TAX ADJUSTED OPERATING INCOME</b>	<u>\$ 9,211</u>	<u>\$ 10,405</u>	<u>\$ 11,471</u>	<u>\$ 11,694</u>	<u>\$ 13,931</u>	<u>\$ 18,954</u>	<u>\$ 25,625</u>
<b>SALES</b>							
Credit insurance	\$ 2,343	\$ 2,177	\$ 1,875	\$ 1,708	\$ 1,180	\$ 4,623	\$ 2,888
Service contracts	111,177	114,315	101,522	100,607	89,994	203,759	190,601
GAP products	20,239	21,726	19,600	18,089	17,376	36,965	35,465
Total	<u>\$ 133,759</u>	<u>\$ 138,218</u>	<u>\$ 122,997</u>	<u>\$ 120,404</u>	<u>\$ 108,550</u>	<u>\$ 245,347</u>	<u>\$ 228,954</u>

<b>Corporate &amp; Other Quarterly Trends</b>
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(Dollars In Thousands)  
(Unaudited)

	2ND QTR 2019	3RD QTR 2019	4TH QTR 2019	1ST QTR 2020	2ND QTR 2020	6 MTHS	
						2019	2020
<b>REVENUES</b>							
Gross premiums and policy fees	\$ 2,816	\$ 2,793	\$ 3,007	\$ 3,013	\$ 2,633	\$ 6,060	\$ 5,646
Reinsurance ceded	(20)	(3)	-	-	-	(136)	-
Net premiums and policy fees	2,796	2,790	3,007	3,013	2,633	5,924	5,646
Net investment income	60,648	54,026	62,708	52,043	66,299	121,813	118,342
Other income	80	30	766	137	433	1,247	570
Total operating revenues	63,524	56,846	66,481	55,193	69,365	128,984	124,558
Realized gains (losses) - investments/derivatives	2,655	1,289	9,180	(15,476)	33,263	8,949	17,787
Total revenues	66,179	58,135	75,661	39,717	102,628	137,933	142,345
<b>BENEFITS &amp; EXPENSES</b>							
Benefits and settlement expenses	3,078	4,229	4,397	3,508	2,095	8,240	5,603
Amortization of deferred policy acquisition costs and value of business acquired	-	-	-	-	-	-	-
Other operating expenses	80,891	75,281	83,346	79,267	78,449	160,863	157,716
Total benefits and expenses	83,969	79,510	87,743	82,775	80,544	169,103	163,319
<b>INCOME (LOSS) BEFORE INCOME TAX</b>	(17,790)	(21,375)	(12,082)	(43,058)	22,084	(31,170)	(20,974)
Adjustments to Reconcile to Operating Income:							
Less: realized gains (losses) - investments/derivatives	2,655	1,289	9,180	(15,476)	33,263	8,949	17,787
<b>PRE-TAX ADJUSTED OPERATING INCOME (LOSS)</b>	\$ (20,445)	\$ (22,664)	\$ (21,262)	\$ (27,582)	\$ (11,179)	\$ (40,119)	\$ (38,761)



<b>Income by Segment</b>
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(Dollars In Thousands)  
(Unaudited)

**PRE-TAX ADJUSTED OPERATING INCOME (LOSS)**

	2ND QTR 2019	3RD QTR 2019	4TH QTR 2019	1ST QTR 2020	2ND QTR 2020	6 MTHS 2019	2020
Retail Life & Annuity	\$ 44,809	\$ 10,513	\$ 39,352	\$ (12,177)	\$ 32,566	\$ 100,259	\$ 20,389
Acquisitions	69,810	103,210	98,893	75,125	97,997	144,722	173,122
Stable Value Products	28,106	20,863	21,975	25,325	16,665	50,345	41,990
Asset Protection	9,211	10,405	11,471	11,694	13,931	18,954	25,625
Corporate and Other	(20,445)	(22,664)	(21,262)	(27,582)	(11,179)	(40,119)	(38,761)
Pre-tax adjusted operating income	<u>131,491</u>	<u>122,327</u>	<u>150,429</u>	<u>72,385</u>	<u>149,980</u>	<u>274,161</u>	<u>222,365</u>
Realized gains (losses) and adjustments	(1,417)	5,516	(6,971)	(217,214)	106,990	30,828	(110,224)
Income (loss) before income tax	<u>130,074</u>	<u>127,843</u>	<u>143,458</u>	<u>(144,829)</u>	<u>256,970</u>	<u>304,989</u>	<u>112,141</u>
Income tax (expense) benefit	(21,963)	(27,217)	(27,015)	27,760	(49,633)	(58,594)	(21,873)
<b>Net Income (Loss)</b>	<u>\$ 108,111</u>	<u>\$ 100,626</u>	<u>\$ 116,443</u>	<u>\$ (117,069)</u>	<u>\$ 207,337</u>	<u>\$ 246,395</u>	<u>\$ 90,268</u>
Pre-tax adjusted operating income	\$ 131,491	\$ 122,327	\$ 150,429	\$ 72,385	\$ 149,980	\$ 274,161	\$ 222,365
Adjusted operating income tax (expense) benefit	(22,261)	(26,059)	(28,478)	(17,855)	(27,165)	(52,120)	(45,020)
After-tax adjusted operating income	<u>109,230</u>	<u>96,268</u>	<u>121,951</u>	<u>54,530</u>	<u>122,815</u>	<u>222,041</u>	<u>177,345</u>
Realized gains (losses) and adjustments	(1,417)	5,516	(6,971)	(217,214)	106,990	30,828	(110,224)
Income tax (expense) benefit on adjustments	298	(1,158)	1,463	45,615	(22,468)	(6,474)	23,147
<b>Net Income (Loss)</b>	<u>\$ 108,111</u>	<u>\$ 100,626</u>	<u>\$ 116,443</u>	<u>\$ (117,069)</u>	<u>\$ 207,337</u>	<u>\$ 246,395</u>	<u>\$ 90,268</u>
Realized gains (losses) and adjustments:							
Derivative financial instruments	\$ (148,049)	\$ (102,403)	\$ (24,769)	\$ (23,378)	\$ (183,368)	\$ (267,720)	\$ (206,746)
Investments	98,804	77,591	8,269	(275,572)	211,207	225,252	(64,365)
Less: related amortization	(26,840)	(6,205)	14,385	(58,426)	(55,918)	(31,201)	(114,344)
Less: VA GLWB economic cost	(20,988)	(24,123)	(23,914)	(23,310)	(23,233)	(42,095)	(46,543)
Total realized gains (losses) and adjustments	<u>\$ (1,417)</u>	<u>\$ 5,516</u>	<u>\$ (6,971)</u>	<u>\$ (217,214)</u>	<u>\$ 106,990</u>	<u>\$ 30,828</u>	<u>\$ (110,224)</u>

<b>Operating Segment Assets</b>
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(Dollars In Thousands)

<b>As of June 30, 2020 (Unaudited)</b>
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	Retail Life and Annuity	Acquisitions	Stable Value Products	Asset Protection	Corporate and Other	Total Consolidated
Investments and other assets	\$ 38,248,579	\$ 54,020,299	\$ 5,858,557	\$ 1,048,195	\$ 19,150,004	\$ 118,325,634
DAC and VOBA	2,512,914	885,472	5,166	165,161	-	3,568,713
Other intangibles	384,804	34,668	6,389	106,690	32,945	565,496
Goodwill	558,501	23,862	113,924	129,224	-	825,511
Total assets	<u>\$ 41,704,798</u>	<u>\$ 54,964,301</u>	<u>\$ 5,984,036</u>	<u>\$ 1,449,270</u>	<u>\$ 19,182,949</u>	<u>\$ 123,285,354</u>

<b>As of December 31, 2019</b>
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Investments and other assets	\$ 37,753,501	\$ 54,074,450	\$ 5,317,885	\$ 1,072,423	\$ 17,943,896	\$ 116,162,155
DAC and VOBA	2,416,616	924,090	5,221	171,196	-	3,517,123
Other intangibles	401,592	36,321	6,722	112,032	27,173	583,840
Goodwill	558,501	23,862	113,924	129,224	-	825,511
Total assets	<u>\$ 41,130,210</u>	<u>\$ 55,058,723</u>	<u>\$ 5,443,752</u>	<u>\$ 1,484,875</u>	<u>\$ 17,971,069</u>	<u>\$ 121,088,629</u>