

Business Highlights

Since 1848, our promise at National Life has been to serve others.

With a focus on families, business, and communities during the best and worst of times, we work hard to help bring peace of mind to everyone we touch.



Assets

TOTAL ASSETS⁵



TOTAL LIABILITIES



TOTAL BENEFITS AND PROMISES KEPT⁶



Sales

SINGLE PREMIUM DEFERRED ANNUITIES⁷



LIFE INSURANCE WEIGHTED NET ASSET PREMIUM⁷



FLOW ANNUITY⁷



Financial Strength Ratings⁴



National Life Group® is a trade name of National Life Insurance Company, founded in Montpelier, VT in 1848, Life Insurance Company of the Southwest, Addison, TX, chartered in 1955, 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.

¹ LIMRA US Individual Annuity Industry Sales Report, 4Q2021.

² LIMRA Sales Rankings, 4Q2021.

OUR MISSION

Keeping our **promises**.

OUR VISION

To bring **peace of mind** to everyone we touch.

OUR VALUES

Do good. Be good. Make good.

Some of the **good we did** in 2021:

\$20M

endowment formed to sustain the National Life Group Foundation.

\$640K

donated to charities nationwide through Share the Good, our employee donation matching campaign.

176

grants given from the National Life Group Foundations \$2 million budget.

860

LifeChanger of the Year nominees from across the country were recognized.

\$22.5K

awarded to four agent-supported nonprofits through our annual Agent Do Good Awards.

1,000

Thanksgiving meals distributed in VT and 300 holiday meals served in a TX homeless children's shelter.



On June 16, 2021, BUILD, Blacks Uplifted in Leadership Development, a National Life community, was launched. This dynamic community of over 2,000 financial services professionals includes Black men and women and racially diverse allies who are **committed to business equity and empowering the underserved and underrepresented**. BUILD grows agent leaders enabling them to be catalysts of change.



National Life continued its rise in *Fortune Magazine's* Fortune 1000 ranking of the **largest corporations** in the country based on revenue.



Mental Health America awarded National Life the 2021 Platinum Bell Seal for Workplace Mental Health. The certification recognizes employers who strive to create **mentally healthy workplaces** for their employees.

3 Wink's Sales and Market Report, 4Q2021. Per LIMRA's US Retail Individual Life Insurance Sales Participant Report, 4Q2021, NLG was #3 in IUL sales by a different measure.

4 Financial strength ratings for NLIC and LSW as of May 31, 2022. Ratings are subject to change.

5 Based on the consolidated financial position as of December 31, 2021, 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, 2021: NLG consolidated admitted assets were \$40.8B and liabilities were \$37.8B. NLIC admitted assets were \$11B and liabilities and reserves were \$8.1B.

6 Statutory basis benefits provided based on consolidated results of National Life Insurance Company (NLIC) and Life Insurance Company of the Southwest (LSW) for 2021. For NLIC only \$516M.

7 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, 2021, NLIC life insurance WNAP were \$58M, flow annuity total deposits were \$8M and SPDA deposits were less than \$1M.