

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q

☒ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the Quarterly Period Ended June 30, 2024

OR

☐ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the Transition Period from to
COMMISSION FILE NUMBER: 000-16509



CITIZENS, INC.

(Exact name of registrant as specified in its charter)

Colorado

(State or other jurisdiction of incorporation or organization)

84-0755371

(I.R.S. Employer Identification No.)

11815 Alterra Pkwy, Floor 15 , Austin , TX 78758

(Current Address)

Registrant's telephone number, including area code: (512) 837-7100

Securities registered pursuant to Section 12(b) of the Act

Class A Common Stock

(Title of each class)

CIA

(Trading symbol(s))

NYSE

(Name of each exchange on which registered)

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. x Yes o No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (\$232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). x Yes o No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act:

Large accelerated filer ☐ Accelerated filer ☒ Non-accelerated filer ☐ Smaller reporting company ☒ Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act: ☐

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). ☐ Yes x No

As of August 1, 2024, the Registrant had 49,868,613 shares of Class A common stock outstanding.

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PART I. FINANCIAL INFORMATION

Item 1. FINANCIAL STATEMENTS

CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES
Consolidated Balance Sheets

| <i>(In thousands)</i> | June 30, 2024 | December 31, 2023 |
|--|---------------------|-------------------|
| | <i>(Unaudited)</i> | |
| Assets: | | |
| Investments: | | |
| Fixed maturity securities available-for-sale, at fair value (amortized cost: \$ 1,390,487 and \$ 1,389,038 in 2024 and 2023, respectively) | \$ 1,213,403 | 1,238,981 |
| Equity securities, at fair value | 5,336 | 5,282 |
| Policy loans | 73,462 | 75,359 |
| Other long-term investments (portion measured at fair value \$ 91,875 and \$ 82,460 in 2024 and 2023, respectively) | 92,141 | 82,725 |
| Total investments | 1,384,342 | 1,402,347 |
| Cash and cash equivalents | 26,344 | 26,997 |
| Accrued investment income | 17,589 | 17,360 |
| Reinsurance recoverable | 5,217 | 3,991 |
| Deferred policy acquisition costs | 186,331 | 175,768 |
| Cost of insurance acquired | 9,719 | 10,043 |
| Current federal income tax receivable | 1,002 | 1,546 |
| Property and equipment, net | 11,075 | 11,809 |
| Due premiums | 10,946 | 11,264 |
| Other assets (less allowance for losses of \$ 405 and \$ 408 in 2024 and 2023, respectively) | 9,908 | 7,803 |
| Total assets | \$ 1,662,473 | 1,668,928 |

See accompanying Notes to Consolidated Financial Statements.

CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES
Consolidated Balance Sheets, Continued

(In thousands, except share amounts)

| | June 30, 2024 | December 31, 2023 |
|--|---------------------|-------------------|
| | (Unaudited) | |
| Liabilities and Stockholders' Equity: | | |
| Liabilities: | | |
| Policy liabilities: | | |
| Future policy benefit reserves: | | |
| Life insurance | \$ 1,189,593 | 1,229,253 |
| Accident and health insurance | 995 | 889 |
| Total future policy benefit reserves | 1,190,588 | 1,230,142 |
| Policyholders' funds: | | |
| Annuities | 141,603 | 133,216 |
| Dividend accumulations | 46,644 | 44,960 |
| Premiums paid in advance | 32,737 | 32,446 |
| Policy claims payable | 7,719 | 6,637 |
| Other policyholders' funds | 7,066 | 7,363 |
| Total policyholders' funds | 235,769 | 224,622 |
| Total policy liabilities | 1,426,357 | 1,454,764 |
| Commissions payable | 3,131 | 3,445 |
| Deferred federal income tax liability | 2,418 | 1,102 |
| Payable for securities in process of settlement | 787 | — |
| Other liabilities | 38,311 | 37,488 |
| Total liabilities | 1,471,004 | 1,496,799 |
| Commitments and contingencies (Notes 7 and 8) | | |
| Stockholders' Equity: | | |
| Common stock: | | |
| Class A, no par value, 100,000,000 shares authorized, 54,045,725 and 53,882,661 shares issued and outstanding in 2024 and 2023, respectively, including shares in treasury of 4,327,810 in 2024 and 2023 | 269,283 | 268,675 |
| Class B, no par value, 2,000,000 shares authorized, 1,001,714 shares issued and outstanding in 2024 and 2023, including shares in treasury of 1,001,714 in 2024 and 2023 | 3,184 | 3,184 |
| Retained earnings | 50,651 | 42,150 |
| Accumulated other comprehensive income (loss) | (107,924) | (118,155) |
| Treasury stock, at cost | (23,725) | (23,725) |
| Total stockholders' equity | 191,469 | 172,129 |
| Total liabilities and stockholders' equity | \$ 1,662,473 | 1,668,928 |

See accompanying Notes to Consolidated Financial Statements.

CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES
Consolidated Statements of Operations and Comprehensive Income (Loss)
(Unaudited)

| | Three Months Ended | | Six Months Ended | |
|--|--------------------|----------------|------------------|---------------|
| | June 30, | | June 30, | |
| (In thousands, except per share amounts) | 2024 | 2023 | 2024 | 2023 |
| Revenues: | | | | |
| Premiums: | | | | |
| Life insurance | \$ 42,101 | 39,292 | 80,362 | 76,226 |
| Accident and health insurance | 458 | 547 | 872 | 905 |
| Property insurance | — | (113) | (2) | 844 |
| Net investment income | 17,540 | 17,241 | 35,027 | 34,315 |
| Investment related gains (losses), net | (253) | 703 | 710 | 415 |
| Other income | 2,238 | 857 | 2,827 | 1,736 |
| Total revenues | 62,084 | 58,527 | 119,796 | 114,441 |
| Benefits and Expenses: | | | | |
| Insurance benefits paid or provided: | | | | |
| Claims and surrenders | 34,530 | 32,776 | 67,643 | 63,075 |
| Increase (decrease) in future policy benefit reserves | (1,052) | (944) | (601) | (1,922) |
| Policyholder liability remeasurement (gain) loss | 1,360 | 956 | 1,679 | 1,836 |
| Policyholders' dividends | 1,191 | 1,261 | 2,428 | 2,369 |
| Total insurance benefits paid or provided | 36,029 | 34,049 | 71,149 | 65,358 |
| Commissions | 12,232 | 8,883 | 22,682 | 17,896 |
| Other general expenses | 16,639 | 12,268 | 27,977 | 23,528 |
| Capitalization of deferred policy acquisition costs | (10,543) | (6,544) | (18,874) | (12,902) |
| Amortization of deferred policy acquisition costs | 4,273 | 3,674 | 8,311 | 7,488 |
| Amortization of cost of insurance acquired | 152 | 153 | 324 | 314 |
| Total benefits and expenses | 58,782 | 52,483 | 111,569 | 101,682 |
| Income before federal income tax | 3,302 | 6,044 | 8,227 | 12,759 |
| Federal income tax expense (benefit) | (657) | (82) | (274) | 1,761 |
| Net income | 3,959 | 6,126 | 8,501 | 10,998 |
| Per Share Amounts: | | | | |
| Basic and diluted earnings per share of Class A common stock | 0.08 | 0.12 | 0.17 | 0.22 |
| Other Comprehensive Income (Loss): | | | | |
| Unrealized gains (losses) on fixed maturity securities: | | | | |
| Unrealized holding gains (losses) arising during period | (14,258) | (20,430) | (27,674) | 23,006 |
| Reclassification adjustment for losses (gains) included in net income | 199 | 24 | 647 | 62 |
| Unrealized gains (losses) on fixed maturity securities, net | (14,059) | (20,406) | (27,027) | 23,068 |
| Change in current discount rate for liability for future policy benefits | 5,522 | 6,251 | 39,517 | (14,229) |
| Income tax expense (benefit) on other comprehensive income items | (383) | (1,257) | 2,259 | 158 |
| Other comprehensive income (loss) | (8,154) | (12,898) | 10,231 | 8,681 |
| Total comprehensive income (loss) | \$ (4,195) | (6,772) | 18,732 | 19,679 |

See accompanying Notes to Consolidated Financial Statements.

CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES
Consolidated Statements of Stockholders' Equity
(Unaudited)

| | Common Stock | | | Accumulated Other | | |
|-------------------------------------|--------------|---------|-------------------|-----------------------------|----------------|----------------------------|
| (In thousands) | Class A | Class B | Retained Earnings | Comprehensive Income (Loss) | Treasury Stock | Total Stockholders' Equity |
| Balance at December 31, 2023 | \$ 268,675 | 3,184 | 42,150 | (118,155) | (23,725) | 172,129 |
| Comprehensive income (loss): | | | | | | |
| Net income | — | — | 4,542 | — | — | 4,542 |
| Other comprehensive income (loss) | — | — | — | 18,385 | — | 18,385 |
| Total comprehensive income (loss) | — | — | 4,542 | 18,385 | — | 22,927 |
| Stock-based compensation | 127 | — | — | — | — | 127 |
| Balance at March 31, 2024 | 268,802 | 3,184 | 46,692 | (99,770) | (23,725) | 195,183 |
| Comprehensive income (loss): | | | | | | |
| Net income | — | — | 3,959 | — | — | 3,959 |
| Other comprehensive income (loss) | — | — | — | (8,154) | — | (8,154) |
| Total comprehensive income (loss) | — | — | 3,959 | (8,154) | — | (4,195) |
| Stock-based compensation | 481 | — | — | — | — | 481 |
| Balance at June 30, 2024 | \$ 269,283 | 3,184 | 50,651 | (107,924) | (23,725) | 191,469 |
| Balance at December 31, 2022 | \$ 268,147 | 3,184 | 16,309 | (137,044) | (22,806) | 127,790 |
| Comprehensive income (loss): | | | | | | |
| Net income | — | — | 4,872 | — | — | 4,872 |
| Other comprehensive income (loss) | — | — | — | 21,579 | — | 21,579 |
| Total comprehensive income (loss) | — | — | 4,872 | 21,579 | — | 26,451 |
| Stock-based compensation | 50 | — | — | — | — | 50 |
| Balance at March 31, 2023 | 268,197 | 3,184 | 21,181 | (115,465) | (22,806) | 154,291 |
| Comprehensive income (loss): | | | | | | |
| Net income | — | — | 6,126 | — | — | 6,126 |
| Other comprehensive income (loss) | — | — | — | (12,898) | — | (12,898) |
| Total comprehensive income (loss) | — | — | 6,126 | (12,898) | — | (6,772) |
| Acquisition of treasury stock | — | — | — | — | (719) | (719) |
| Stock-based compensation | 46 | — | — | — | — | 46 |
| Balance at June 30, 2023 | \$ 268,243 | 3,184 | 27,307 | (128,363) | (23,525) | 146,846 |

See accompanying Notes to Consolidated Financial Statements.

CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES
Consolidated Statements of Cash Flows
(Unaudited)

Six Months Ended June 30,

(In thousands)

| | 2024 | 2023 |
|---|-------------------|-------------------|
| Cash flows from operating activities: | | |
| Net income | \$ 8,501 | 10,998 |
| Adjustments to reconcile net income to net cash provided by operating activities: | | |
| Investment related (gains) losses on sale of investments and other assets, net | (710) | (415) |
| Net deferred policy acquisition costs | (10,563) | (5,414) |
| Amortization of cost of insurance acquired | 324 | 314 |
| Depreciation | 291 | 248 |
| Amortization of premiums and discounts on investments | 2,516 | 2,468 |
| Stock-based compensation | 640 | 146 |
| Deferred federal income tax expense (benefit) | (944) | 924 |
| Change in: | | |
| Accrued investment income | (229) | 77 |
| Reinsurance recoverable | (1,226) | 515 |
| Due premiums | 318 | 2,585 |
| Future policy benefit reserves | (36) | (1,397) |
| Other policyholders' liabilities | 12,942 | 5,848 |
| Federal income tax payable | 543 | (961) |
| Commissions payable and other liabilities | 1,147 | (3,383) |
| Other, net | (2,138) | (355) |
| Net cash provided by operating activities | <u>11,376</u> | <u>12,198</u> |
| Cash flows from investing activities: | | |
| Purchases of fixed maturity securities, available-for-sale | (35,650) | (27,637) |
| Sales of fixed maturity securities, available-for-sale | 4,659 | 4,244 |
| Maturities and calls of fixed maturity securities, available-for-sale | 27,197 | 17,104 |
| Principal payments on mortgage loans | 5 | 4 |
| (Increase) decrease in policy loans, net | 1,897 | 829 |
| Sales of other long-term investments | 130 | 2,538 |
| Purchases of other long-term investments | (8,250) | (9,409) |
| Purchases of property and equipment | (189) | (84) |
| Maturities of short-term investments | — | 500 |
| Net cash used in investing activities | <u>(10,201)</u> | <u>(11,911)</u> |

See accompanying Notes to Consolidated Financial Statements.

CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES
Consolidated Statements of Cash Flows, Continued
(Unaudited)

| Six Months Ended June 30, (In thousands) | 2024 | 2023 |
|---|------------------|---------------|
| Cash flows from financing activities: | | |
| Annuity deposits | \$ 3,222 | 3,813 |
| Annuity withdrawals | (5,017) | (5,390) |
| Acquisition of treasury stock | — | (719) |
| Other | (33) | (50) |
| Net cash used in financing activities | (1,828) | (2,346) |
| Net decrease in cash and cash equivalents | (653) | (2,059) |
| Cash and cash equivalents at beginning of year | 26,997 | 22,973 |
| Cash and cash equivalents at end of period | \$ 26,344 | 20,914 |

SUPPLEMENTAL DISCLOSURES OF NONCASH INVESTING AND FINANCING ACTIVITIES:

During the six months ended June 30, 2023, various fixed maturity issuers exchanged securities with book values of \$ 5.4 million for securities of equal value while \$ 3.7 million were exchanged during the six months ended June 30, 2024.

The Company had \$ 0.8 million of net unsettled security trades at June 30, 2024 and none at June 30, 2023.

See accompanying Notes to Consolidated Financial Statements.

(1) FINANCIAL STATEMENTS

BASIS OF PRESENTATION AND CONSOLIDATION

The consolidated financial statements include the accounts and operations of Citizens, Inc. ("Citizens" or the "Company"), a Colorado corporation, and its wholly-owned subsidiaries, CICA Life Insurance Company of America ("CICA Domestic"), CICA Life Ltd. ("CICA Bermuda"), CICA Life A.I., a Puerto Rico company ("CICA International"), Security Plan Life Insurance Company ("SPLIC"), Security Plan Fire Insurance Company ("SPFIC"), Magnolia Guaranty Life Insurance Company ("MGLIC"), Computing Technology, Inc. ("CTI"), Nexo Enrollment Services LLC, a Puerto Rico service company ("NES") and Nexo Global Services LLC, a Puerto Rico holding company ("Nexo"). All significant inter-company accounts and transactions have been eliminated. Citizens and its wholly-owned subsidiaries are collectively referred to as the "Company," "it," "we," "us" or "our".

The consolidated balance sheet as of June 30, 2024, the consolidated statements of operations and comprehensive income (loss) and stockholders' equity for the three and six months ended June 30, 2024 and June 30, 2023 and the consolidated statements of cash flows for the six months ended June 30, 2024 and June 30, 2023 have been prepared by the Company without audit and are not subject to audit. In the opinion of management, all normal and recurring adjustments to present fairly the financial position, results of operations, and changes in cash flows at June 30, 2024 and for comparative periods have been made. The consolidated financial statements have been prepared in accordance with U.S. generally accepted accounting principles ("U.S. GAAP") for interim financial information and with the instructions to Form 10-Q adopted by the Securities and Exchange Commission ("SEC"). Accordingly, the consolidated financial statements do not include all the information and footnotes required for complete financial statements and should be read in conjunction with the Company's consolidated financial statements and notes thereto included in our Annual Report on [Form 10-K](#) for the year ended December 31, 2023 ("Form 10-K"). Operating results for the interim periods disclosed herein are not necessarily indicative of the results that may be expected for a full year or any future period.

Our Life Insurance segment operates through CICA International and CICA Domestic. Until December 31, 2022, our international life insurance business operated through CICA Bermuda. Beginning January 1, 2023, all new international policies are issued by CICA International. These companies provide U.S. dollar-denominated endowment contracts internationally, which are principally accumulation contracts that incorporate an element of life insurance protection and ordinary whole life insurance in U.S. dollar-denominated amounts sold to non-U.S. residents. These contracts are designed to provide a fixed amount of insurance coverage over the life of the insured and may utilize rider benefits to provide additional increasing or decreasing coverage and annuity benefits to enhance accumulations. On August 31, 2023, CICA Bermuda transferred all of its insurance in force business to CICA International. Prior to July 1, 2023, our domestic life insurance business operated through CICA Domestic and Citizens National Life Insurance Company ("CNLIC"). CNLIC merged into CICA Domestic on July 1, 2023. CICA Domestic issues ordinary whole life, final expense, life products with living benefits, critical illness, and credit life and disability policies throughout the U.S.

Our Home Service Insurance segment operates through our subsidiaries SPLIC, MGLIC and SPFIC, and focuses on the life insurance needs of the middle- and lower-income markets, primarily in Louisiana, Mississippi and Arkansas. Our products in this segment consist primarily of small face amount ordinary whole life, industrial life and pre-need policies, which are designed to fund final expenses for the insured, primarily consisting of funeral and burial costs as well as critical illness and property insurance policies, which cover dwelling and contents. As of June 30, 2023, the Company ceased all operations for SPFIC.

CTI provides data processing systems and services to the Company. NES provides services to policyholders of CICA International.

USE OF ESTIMATES

The preparation of consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ materially from these estimates.

Significant estimates include those used in the evaluation of credit losses on fixed maturity securities, valuation allowances on deferred tax assets, actuarially determined assets and liabilities and assumptions and contingencies related to litigation and regulatory matters. Certain of these estimates are particularly sensitive to market conditions, and deterioration and/or volatility in the worldwide debt or equity markets could have a material impact on the consolidated financial statements.

SIGNIFICANT ACCOUNTING POLICIES

For a description of all significant accounting policies, see Part IV, Item 15, Note 1. Summary of Significant Accounting Policies in the notes to our consolidated financial statements included in our [Form 10-K](#), which should be read in conjunction with these accompanying consolidated financial statements.

(2) ACCOUNTING PRONOUNCEMENTS**ACCOUNTING STANDARDS NOT YET ADOPTED**

On November 27, 2023, the FASB issued ASU No. 2023-07, *Segment Reporting (Topic 280): Improvements to Reportable Segment Disclosures*. This amendment expands a public entity's segment disclosures by requiring disclosure of significant segment expenses that are regularly provided to the chief operating decision maker, clarifying when an entity may report one or more additional measures to assess segment performance, requiring enhanced interim disclosures, providing new disclosure requirements for entities with a single reportable segment, and requiring other new disclosures. The amendments are effective for fiscal years beginning after December 15, 2023 and interim periods within fiscal years beginning after December 15, 2024. Early adoption is available. As the ASU only requires additional disclosures about the Company's operating segments, the impact to the consolidated financial statements will be minimal.

On December 14, 2023, the FASB issued ASU No. 2023-09, *Income Taxes (Topic 740): Improvements to Income Tax Disclosures*, which is intended to enhance the transparency, decision usefulness and effectiveness of income tax disclosures. The amendments in this ASU require a public entity to disclose a tabular tax rate reconciliation, using both percentages and currency, with specific categories. A public entity is also required to provide a qualitative description of the state and local jurisdictions that make up the majority of the effect of the state and local income tax category and the net amount of income taxes paid, disaggregated by federal, state and foreign taxes and also disaggregated by individual jurisdictions. The amendments also remove certain disclosures that are no longer considered cost beneficial. The amendments are effective prospectively for annual periods beginning after December 15, 2024 and early adoption and retrospective application are permitted. The Company is currently evaluating the impact of adopting this pronouncement on the consolidated financial statements.

No other new accounting pronouncements issued or effective during the year had, or is expected to have, a material impact on our consolidated financial statements.

(3) INVESTMENTS

The Company invests primarily in fixed maturity securities, which totaled 86.0 % of total cash and invested assets at June 30, 2024, as shown below.

| Carrying Value (In thousands, except for %) | June 30, 2024 | | December 31, 2023 | |
|--|---------------------|----------------|-------------------|----------------|
| | Amount | % | Amount | % |
| Cash and invested assets: | | | | |
| Fixed maturity securities | \$ 1,213,403 | 86.0 % | 1,238,981 | 86.7 % |
| Equity securities | 5,336 | 0.4 | 5,282 | 0.4 |
| Policy loans | 73,462 | 5.2 | 75,359 | 5.3 |
| Other long-term investments | 92,141 | 6.5 | 82,725 | 5.8 |
| Cash and cash equivalents | 26,344 | 1.9 | 26,997 | 1.8 |
| Total cash and invested assets | \$ 1,410,686 | 100.0 % | 1,429,344 | 100.0 % |

The following tables represent the amortized cost, gross unrealized gains and losses and fair value of fixed maturity securities as of the dates indicated.

| June 30, 2024 (In thousands) | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value |
|--|---------------------|------------------------------|-------------------------------|------------------|
| Fixed maturity securities: | | | | |
| Available-for-sale: | | | | |
| U.S. Treasury securities | \$ 5,961 | 91 | 94 | 5,958 |
| U.S. Government-sponsored enterprises | 3,388 | 167 | 1 | 3,554 |
| States and political subdivisions | 307,734 | 1,184 | 31,690 | 277,228 |
| Corporate: | | | | |
| Financial | 272,484 | 1,266 | 34,834 | 238,916 |
| Consumer | 252,587 | 1,036 | 43,286 | 210,337 |
| Utilities | 127,169 | 202 | 23,296 | 104,075 |
| Energy | 79,407 | 9 | 9,602 | 69,814 |
| Communications | 70,884 | 129 | 10,251 | 60,762 |
| All other | 111,070 | 382 | 15,486 | 95,966 |
| Commercial mortgage-backed | 271 | — | 6 | 265 |
| Residential mortgage-backed | 106,900 | 5 | 12,486 | 94,419 |
| Asset-backed | 52,632 | 477 | 1,000 | 52,109 |
| Total fixed maturity securities | \$ 1,390,487 | 4,948 | 182,032 | 1,213,403 |

December 31, 2023

(In thousands)

Fixed maturity securities:

| | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value |
|--|---------------------|------------------------------|-------------------------------|------------------|
| Available-for-sale: | | | | |
| U.S. Treasury securities | \$ 5,983 | 127 | 48 | 6,062 |
| U.S. Government-sponsored enterprises | 3,404 | 250 | 1 | 3,653 |
| States and political subdivisions | 314,203 | 2,160 | 29,132 | 287,231 |
| Corporate: | | | | |
| Financial | 266,485 | 2,066 | 31,255 | 237,296 |
| Consumer | 250,672 | 2,145 | 37,094 | 215,723 |
| Utilities | 123,625 | 615 | 20,253 | 103,987 |
| Energy | 73,808 | 64 | 8,049 | 65,823 |
| Communications | 74,029 | 309 | 8,892 | 65,446 |
| All other | 111,124 | 647 | 12,439 | 99,332 |
| Commercial mortgage-backed | 171 | — | — | 171 |
| Residential mortgage-backed | 107,174 | 9 | 10,060 | 97,123 |
| Asset-backed | 58,360 | 290 | 1,516 | 57,134 |
| Total fixed maturity securities | \$ 1,389,038 | 8,682 | 158,739 | 1,238,981 |

The Company's investments in equity securities are shown below.

Fair Value

(In thousands)

June 30, 2024

December 31, 2023

Equity securities:

| | | |
|-------------------------------------|-----------------|--------------|
| Bond mutual funds | \$ 738 | 740 |
| Common stock | 693 | 665 |
| Non-redeemable preferred stock | 7 | 7 |
| Non-redeemable preferred stock fund | 3,898 | 3,870 |
| Total equity securities | \$ 5,336 | 5,282 |

VALUATION OF INVESTMENTS

Available-for-sale ("AFS") fixed maturity securities are reported in the consolidated financial statements at fair value. Equity securities are measured at fair value with the change in fair value recorded through net income. The Company recognized net investment related losses of \$ 0.1 million and \$ 0.2 million for the three months ended June 30, 2024 and 2023, respectively. The Company recognized net investment related gains of \$ 0.1 million for both of the six months ended June 30, 2024 and 2023.

The Company considers several factors in its review and evaluation of individual investments, using the process described in Part IV, Item 15, Note 2. Investments in the notes to the consolidated financial statements of our [Form 10-K](#) to determine whether a credit valuation loss exists. For the three and six months ended June 30, 2024 and 2023, the Company recorded no credit valuation losses on fixed maturity securities.

For fixed maturity security investments that have unrealized losses as of June 30, 2024 and December 31, 2023, the gross unrealized losses and related fair values that have been in a continuous unrealized loss position by timeframe are as follows.

| June 30, 2024 | Less than 12 months | | | Greater than 12 months | | | Total | | |
|--|---------------------|-------------------|-----------------|------------------------|-------------------|-----------------|------------------|-------------------|-----------------|
| (In thousands, except for # of securities) | Fair Value | Unrealized Losses | # of Securities | Fair Value | Unrealized Losses | # of Securities | Fair Value | Unrealized Losses | # of Securities |
| Fixed maturity securities: | | | | | | | | | |
| Available-for-sale securities: | | | | | | | | | |
| U.S. Treasury securities | \$ 667 | 62 | 3 | 559 | 32 | 4 | 1,226 | 94 | 7 |
| U.S. Government-sponsored enterprises | — | — | — | 220 | 1 | 1 | 220 | 1 | 1 |
| States and political subdivisions | 25,258 | 275 | 32 | 169,451 | 31,415 | 209 | 194,709 | 31,690 | 241 |
| Corporate: | | | | | | | | | |
| Financial | 23,367 | 442 | 49 | 175,029 | 34,392 | 214 | 198,396 | 34,834 | 263 |
| Consumer | 18,537 | 642 | 40 | 175,453 | 42,644 | 227 | 193,990 | 43,286 | 267 |
| Utilities | 13,900 | 582 | 45 | 83,076 | 22,714 | 149 | 96,976 | 23,296 | 194 |
| Energy | 7,875 | 81 | 25 | 60,455 | 9,521 | 74 | 68,330 | 9,602 | 99 |
| Communications | 1,997 | 51 | 3 | 56,077 | 10,200 | 67 | 58,074 | 10,251 | 70 |
| All Other | 7,140 | 233 | 18 | 80,830 | 15,253 | 97 | 87,970 | 15,486 | 115 |
| Commercial mortgage-backed | 120 | 1 | 1 | 96 | 5 | 1 | 216 | 6 | 2 |
| Residential mortgage-backed | 155 | 2 | 9 | 93,954 | 12,484 | 87 | 94,109 | 12,486 | 96 |
| Asset-backed | 10,188 | 119 | 17 | 18,755 | 881 | 22 | 28,943 | 1,000 | 39 |
| Total fixed maturity securities | \$ 109,204 | 2,490 | 242 | 913,955 | 179,542 | 1,152 | 1,023,159 | 182,032 | 1,394 |

| December 31, 2023 | Less than 12 months | | | Greater than 12 months | | | Total | | |
|--|---------------------|-------------------|-----------------|------------------------|-------------------|-----------------|----------------|-------------------|-----------------|
| (In thousands, except for # of securities) | Fair Value | Unrealized Losses | # of Securities | Fair Value | Unrealized Losses | # of Securities | Fair Value | Unrealized Losses | # of Securities |
| Fixed maturity securities: | | | | | | | | | |
| Available-for-sale securities: | | | | | | | | | |
| U.S. Treasury securities | \$ 1,203 | 40 | 5 | 65 | 8 | 2 | 1,268 | 48 | 7 |
| U.S. Government-sponsored enterprises | 221 | 1 | 1 | — | — | — | 221 | 1 | 1 |
| States and political subdivisions | 19,540 | 357 | 35 | 164,264 | 28,775 | 192 | 183,804 | 29,132 | 227 |
| Corporate: | | | | | | | | | |
| Financial | 12,584 | 383 | 19 | 176,521 | 30,872 | 217 | 189,105 | 31,255 | 236 |
| Consumer | 10,175 | 265 | 16 | 176,725 | 36,829 | 223 | 186,900 | 37,094 | 239 |
| Utilities | 3,596 | 66 | 20 | 85,169 | 20,187 | 137 | 88,765 | 20,253 | 157 |
| Energy | 3,291 | 57 | 1 | 59,392 | 7,992 | 76 | 62,683 | 8,049 | 77 |
| Communications | 5,784 | 153 | 5 | 56,108 | 8,739 | 69 | 61,892 | 8,892 | 74 |
| All Other | 2,080 | 32 | 5 | 85,757 | 12,407 | 100 | 87,837 | 12,439 | 105 |
| Residential mortgage-backed | 849 | 38 | 5 | 95,806 | 10,022 | 86 | 96,655 | 10,060 | 91 |
| Asset-backed | 4,757 | 111 | 8 | 32,764 | 1,405 | 40 | 37,521 | 1,516 | 48 |
| Total fixed maturity securities | \$ 64,080 | 1,503 | 120 | 932,571 | 157,236 | 1,142 | 996,651 | 158,739 | 1,262 |

In each category of our fixed maturity securities described above, we do not intend to sell our investments and it is not more likely than not that the Company will be required to sell the investments before recovery of their amortized cost bases. As of June 30, 2024 and December 31, 2023, 99.2 % and 99.4 % of the fair value of our fixed maturity securities portfolio, respectively, were rated investment grade. While the losses are currently unrealized, we continue to monitor all fixed maturity securities on an on-going basis as future information may become available which could result in an allowance being recorded.

These unrealized losses on fixed maturity securities are due to noncredit-related factors, including change in credit spreads and rising interest rates since purchase, which have little bearing on the recoverability of our investments, hence they are not recognized as credit losses. The fair value is expected to recover as the securities approach maturity or if market yields for such investments decline.

The amortized cost and fair value of fixed maturity securities at June 30, 2024 by contractual maturity are shown in the table below. Actual maturities may differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties. Securities not due at a single maturity date have been reflected based upon final stated maturity.

| June 30, 2024 | Amortized Cost | Fair Value |
|--|---------------------|------------------|
| (In thousands) | | |
| Fixed maturity securities: | | |
| Due in one year or less | \$ 13,739 | 13,634 |
| Due after one year through five years | 131,109 | 128,939 |
| Due after five years through ten years | 287,364 | 278,050 |
| Due after ten years | 958,275 | 792,780 |
| Total fixed maturity securities | \$ 1,390,487 | 1,213,403 |

The Company uses the specific identification method of the individual security to determine the cost basis used in the calculation of realized gains and losses related to security sales.

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|---|--------------------------------|-------|------------------------------|-------|
| (In thousands) | 2024 | 2023 | 2024 | 2023 |
| Fixed maturity securities, available-for-sale: | | | | |
| Proceeds | \$ 2,151 | 1,379 | 4,659 | 4,244 |
| Gross realized gains | \$ 90 | — | 91 | 5 |
| Gross realized losses | \$ 147 | 5 | 196 | 17 |

(4) FAIR VALUE MEASUREMENTS

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. We hold AFS fixed maturity securities, which are carried at fair value with changes in fair value reported through other comprehensive income (loss). We also report our equity securities and certain other long-term investments at fair value with changes in fair value reported through the consolidated statements of operations and comprehensive income (loss).

Fair value measurements are generally based upon observable and unobservable inputs. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect our view of market assumptions in the absence of observable market information. We utilize valuation techniques that maximize the use of

observable inputs and minimize the use of unobservable inputs. All assets and liabilities carried at fair value are required to be classified and disclosed in one of the following three categories:

- Level 1 - Quoted prices for identical instruments in active markets.
- Level 2 - Quoted prices for similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active; and model-derived valuations whose inputs or whose significant value drivers are observable.
- Level 3 - Instruments whose significant value drivers are unobservable.

Level 1 primarily consists of financial instruments whose value is based on quoted market prices such as U.S. Treasury securities and actively traded mutual fund and stock investments.

Level 2 includes those financial instruments that are valued by independent pricing services or broker quotes. These pricing models are primarily industry-standard models that consider various inputs, such as interest rates, credit spreads and foreign exchange rates for the underlying financial instruments. All significant inputs are observable or derived from observable information in the marketplace or are supported by observable levels at which transactions are executed in the marketplace. Financial instruments in this category primarily include corporate securities, U.S. Government-sponsored enterprise securities, securities issued by states and political subdivisions and certain mortgage and asset-backed securities.

Level 3 is comprised of financial instruments whose fair value is estimated based on non-binding broker prices utilizing significant inputs not based on or corroborated by readily available market information. We have no investments in this category.

The following tables set forth our assets measured at fair value on a recurring basis as of the dates indicated.

June 30, 2024

(In thousands)

| | Level 1 | Level 2 | Level 3 | Total Fair Value |
|---|------------------|------------------|----------|---------------------|
| Financial assets: | | | | |
| Fixed maturity securities, available-for-sale: | | | | |
| U.S. Treasury and U.S. Government-sponsored enterprises | \$ 5,958 | 3,554 | — | 9,512 |
| States and political subdivisions | — | 277,228 | — | 277,228 |
| Corporate | 42 | 779,828 | — | 779,870 |
| Commercial mortgage-backed | — | 265 | — | 265 |
| Residential mortgage-backed | — | 94,419 | — | 94,419 |
| Asset-backed | — | 52,109 | — | 52,109 |
| Total fixed maturity securities, available-for-sale | 6,000 | 1,207,403 | — | 1,213,403 |
| Equity securities: | | | | |
| Bond mutual funds | 738 | — | — | 738 |
| Common stock | 693 | — | — | 693 |
| Non-redeemable preferred stock | 7 | — | — | 7 |
| Non-redeemable preferred stock fund | 3,898 | — | — | 3,898 |
| Total equity securities | 5,336 | — | — | 5,336 |
| Other long-term investments ⁽¹⁾ | — | — | — | 91,875 |
| Total financial assets | \$ 11,336 | 1,207,403 | — | 1,310,614 |

⁽¹⁾ In accordance with Subtopic 820-10, certain investments that are measured at fair value using the net asset value per share (or its equivalent) practical expedient are not classified in the fair value hierarchy. The fair value amounts presented in this table are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the consolidated balance sheets.

December 31, 2023

(In thousands)

| | Level 1 | Level 2 | Level 3 | Total Fair Value |
|---|------------------|------------------|----------|---------------------|
| Financial assets: | | | | |
| Fixed maturity securities, available-for-sale: | | | | |
| U.S. Treasury and U.S. Government-sponsored enterprises | \$ 6,062 | 3,653 | — | 9,715 |
| States and political subdivisions | — | 287,231 | — | 287,231 |
| Corporate | 43 | 787,564 | — | 787,607 |
| Commercial mortgage-backed | — | 171 | — | 171 |
| Residential mortgage-backed | — | 97,123 | — | 97,123 |
| Asset-backed | — | 57,134 | — | 57,134 |
| Total fixed maturity securities, available-for-sale | 6,105 | 1,232,876 | — | 1,238,981 |
| Equity securities: | | | | |
| Bond mutual funds | 740 | — | — | 740 |
| Common stock | 665 | — | — | 665 |
| Non-redeemable preferred stock | 7 | — | — | 7 |
| Non-redeemable preferred stock fund | 3,870 | — | — | 3,870 |
| Total equity securities | 5,282 | — | — | 5,282 |
| Other long-term investments ⁽¹⁾ | — | — | — | 82,460 |
| Total financial assets | \$ 11,387 | 1,232,876 | — | 1,326,723 |

⁽¹⁾ In accordance with Subtopic 820-10, certain investments that are measured at fair value using the net asset value per share (or its equivalent) practical expedient are not classified in the fair value hierarchy. The fair value amounts presented in this table are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the consolidated balance sheets.

FINANCIAL INSTRUMENTS VALUATION

FINANCIAL INSTRUMENTS CARRIED AT FAIR VALUE

Fixed maturity securities, available-for-sale. At June 30, 2024, fixed maturity securities, valued using a third-party pricing source, totaled \$ 1.2 billion for Level 2 assets and comprised 92.1 % of total reported fair value of our financial assets. The Level 1 and Level 2 valuations are reviewed and updated quarterly through testing by comparisons to separate pricing models, other third-party pricing services, and back tested to recent trades. In addition, we obtain information annually relative to the third-party pricing models and review model parameters for reasonableness. There were no Level 3 assets at June 30, 2024. As of June 30, 2024, there were no material changes to the valuation methods or assumptions used to determine fair values, and no broker or third-party prices were changed from the values received.

Equity securities. Our equity securities are classified as Level 1 assets as their fair values are based upon quoted market prices.

Limited partnerships. The Company considers the net asset value ("NAV") to represent the value of the investment fund and is measured by the total value of assets minus the total value of liabilities. The following table includes information related to our investments in limited partnerships that calculate NAV per share. For these investments, which are measured at fair value on a recurring basis, we use the NAV per share to measure fair value. The Company recognized net investment related gains of \$ 4 thousand and \$ 1.3 million and gains of \$ 0.9 million and

\$ 0.3 million on limited partnerships held for the three and six months ended June 30, 2024 and June 30, 2023, respectively. These investments are included in other long-term investments on the consolidated balance sheets.

| | | June 30, 2024 | | | December 31, 2023 | | |
|-----------------------------------|---|--------------------------------------|---------------------------|---------------------|--------------------------------------|---------------------------|---------------------|
| | | Fair Value Using NAV Per Share | Unfunded Commit- ments | Range (In years) | Fair Value Using NAV Per Share | Unfunded Commit- ments | Range (In years) |
| (In thousands, except for years) | | | | | | | |
| Limited partnerships: | | | | | | | |
| Middle market | Investments in privately-originated, performing senior secured debt primarily in North America-based companies | \$ 36,816 | 2,701 | 3 | \$ 34,858 | 3,452 | 4 |
| Global equity fund | Investments in common stocks of U.S., international developed and emerging markets with a focus on long-term capital growth | 10,909 | — | 0 | 10,345 | — | 0 |
| Late-stage growth | Investments in private late-stage, established companies seeking capital to accelerate growth prior to an IPO or sale | 24,973 | 10,905 | 4 to 6 | 20,524 | 14,271 | 4 to 6 |
| Infrastructure | Investments in climate infrastructure assets, focusing on renewable power generation in wind and solar energy | 19,177 | 7,548 | 9 to 11 | 16,733 | 9,576 | 10 |
| Total limited partnerships | | \$ 91,875 | 21,154 | | \$ 82,460 | 27,299 | |

The majority of our limited partnership investments are not redeemable because distributions from the funds will be received when the underlying investments of the funds are liquidated. The life spans indicated above may be shortened or extended at the fund manager's discretion, typically in one or two-year increments. The global equity fund is redeemable monthly.

FINANCIAL INSTRUMENTS NOT CARRIED AT FAIR VALUE

Estimates of fair values are made at a specific point in time, based on relevant market prices and information about the financial instruments. The estimated fair values of financial instruments presented below are not necessarily indicative of the amounts the Company might realize in actual market transactions.

The carrying amount and fair value for the financial assets and liabilities on the consolidated financial statements not otherwise disclosed for the periods indicated were as follows:

| | | June 30, 2024 | | December 31, 2023 | |
|--------------------------------|----|-------------------|---------------|-------------------|---------------|
| | | Carrying Value | Fair Value | Carrying Value | Fair Value |
| (In thousands) | | | | | |
| Financial assets: | | | | | |
| Policy loans | \$ | 73,462 | 73,462 | 75,359 | 75,359 |
| Residential mortgage loan | | 37 | 38 | 42 | 42 |
| Cash and cash equivalents | | 26,344 | 26,344 | 26,997 | 26,997 |
| Financial liabilities: | | | | | |
| Annuity - investment contracts | | 67,627 | 61,066 | 67,690 | 63,283 |

Policy loans. Policy loans had a weighted average annual interest rate of 7.7 % at both June 30, 2024 and December 31, 2023 and no specified maturity dates. The aggregate fair value of policy loans approximates the carrying value reflected on the consolidated balance sheets. Policy loans are an integral part of the life insurance policies we have in force, cannot be valued separately and are not marketable. Therefore, the fair value of policy loans approximates the carrying value and policy loans are considered Level 3 assets in the fair value hierarchy.

Residential mortgage loan. This mortgage loan is secured by a residential property. The interest rate for this loan was 7.0 % at both June 30, 2024 and December 31, 2023. At June 30, 2024, the remaining loan matures in four years . Management estimated the fair value using an annual interest rate of 6.25 % at both June 30, 2024 and December 31, 2023. Our mortgage loan is considered a Level 3 asset in the fair value hierarchy and is included in other long-term investments on the consolidated balance sheets.

Cash and cash equivalents. The fair value of cash and cash equivalents approximates carrying value and are characterized as Level 1 assets in the fair value hierarchy.

Annuity liabilities. The fair value of the Company's liabilities under annuity contracts, which are considered Level 3 liabilities, was estimated at June 30, 2024 and December 31, 2023 using discounted cash flows based upon spot rates adjusted for various risk adjustments ranging from 4.25 % to 4.74 % and 3.80 % to 4.50 %, respectively. The fair value of liabilities under all insurance contracts are taken into consideration in the overall management of interest rate risk, which seeks to minimize exposure to changing interest rates through the matching of investment maturities with amounts due under insurance contracts.

Other long-term investments. Financial instruments included in other long-term investments are classified in various levels of the fair value hierarchy. The following table summarizes the carrying amounts of these investments.

| Carrying Value (In thousands) | June 30, 2024 | December 31, 2023 |
|--|------------------|-------------------|
| Other long-term investments: | | |
| Limited partnerships | \$ 91,875 | 82,460 |
| FHLB common stock | 207 | 202 |
| Mortgage loans | 37 | 42 |
| All other investments | 22 | 21 |
| Total other long-term investments | \$ 92,141 | 82,725 |

We are a member of the Federal Home Loan Bank ("FHLB") of Dallas and such membership requires members to own stock in the FHLB. Our FHLB stock is carried at amortized cost, which approximates fair value.

(5) DEFERRED POLICY ACQUISITION COSTS AND COST OF INSURANCE ACQUIRED

DAC

The following tables roll forward the DAC and COIA balances for the six months ended June 30, 2024 and 2023 by reporting cohort. Our reporting cohorts are Permanent, which summarizes insurance policies with premiums payable over the lifetime of the policy, and Permanent Limited Pay, which summarizes insurance policies with

premiums payable for a limited time after which the policy is fully paid up. Both reporting cohorts include whole life and endowment policies.

Six Months Ended June 30, 2024

(In thousands)

| | Permanent | Permanent Limited Pay | Other Business | Total |
|--------------------------------|------------|-----------------------|----------------|-----------|
| Life Insurance: | | | | |
| Balance, beginning of year | \$ 105,552 | 14,075 | 1,213 | 120,840 |
| Capitalizations | 13,658 | 1,611 | 138 | 15,407 |
| Amortization expense | (6,304) | (470) | (170) | (6,944) |
| Balance, end of period | 112,906 | 15,216 | 1,181 | 129,303 |
| Home Service Insurance: | | | | |
| Balance, beginning of year | 43,280 | 10,564 | 1,084 | 54,928 |
| Capitalizations | 2,727 | 621 | 119 | 3,467 |
| Amortization expense | (1,117) | (213) | (37) | (1,367) |
| Balance, end of period | 44,890 | 10,972 | 1,166 | 57,028 |
| Consolidated: | | | | |
| Balance, beginning of year | 148,832 | 24,639 | 2,297 | 175,768 |
| Capitalizations | 16,385 | 2,232 | 257 | 18,874 |
| Amortization expense | (7,421) | (683) | (207) | (8,311) |
| Balance, end of period | \$ 157,796 | 26,188 | 2,347 | 186,331 |

Six Months Ended June 30, 2023

(In thousands)

| | Permanent | Permanent Limited Pay | Other Business | Total |
|--------------------------------|------------|-----------------------|----------------|-----------|
| Life Insurance: | | | | |
| Balance, beginning of year | \$ 100,926 | 11,542 | 1,016 | 113,484 |
| Capitalizations | 7,212 | 1,436 | 169 | 8,817 |
| Amortization expense | (5,909) | (382) | (38) | (6,329) |
| Balance, end of period | 102,229 | 12,596 | 1,147 | 115,972 |
| Home Service Insurance: | | | | |
| Balance, beginning of year | 38,793 | 9,729 | 921 | 49,443 |
| Capitalizations | 3,340 | 629 | 116 | 4,085 |
| Amortization expense | (1,015) | (196) | 52 | (1,159) |
| Balance, end of period | 41,118 | 10,162 | 1,089 | 52,369 |
| Consolidated: | | | | |
| Balance, beginning of year | 139,719 | 21,271 | 1,937 | 162,927 |
| Capitalizations | 10,552 | 2,065 | 285 | 12,902 |
| Amortization expense | (6,924) | (578) | 14 | (7,488) |
| Balance, end of period | \$ 143,347 | 22,758 | 2,236 | 168,341 |

DAC capitalization increased for the six months ended June 30, 2024, compared to the same prior year period mainly from increased commissions from higher first year sales in our Life Insurance segment.

COIA

Six Months Ended June 30, 2024

| (In thousands) | Permanent | Permanent Limited Pay | Other Business | Total |
|--------------------------------|-----------|-----------------------|----------------|---------|
| Life Insurance: | | | | |
| Balance, beginning of year | \$ 249 | 695 | 406 | 1,350 |
| Amortization expense | (8) | (25) | (22) | (55) |
| Balance, end of period | 241 | 670 | 384 | 1,295 |
| Home Service Insurance: | | | | |
| Balance, beginning of year | 7,194 | 168 | 1,331 | 8,693 |
| Amortization expense | (187) | (4) | (78) | (269) |
| Balance, end of period | 7,007 | 164 | 1,253 | 8,424 |
| Consolidated: | | | | |
| Balance, beginning of year | 7,443 | 863 | 1,737 | 10,043 |
| Amortization expense | (195) | (29) | (100) | (324) |
| Balance, end of period | \$ 7,248 | 834 | 1,637 | 9,719 |

Six Months Ended June 30, 2023

| (In thousands) | Permanent | Permanent Limited Pay | Other Business | Total |
|--------------------------------|-----------|-----------------------|----------------|---------|
| Life Insurance: | | | | |
| Balance, beginning of year | \$ 267 | 750 | 444 | 1,461 |
| Amortization expense | (10) | (30) | (18) | (58) |
| Balance, end of period | 257 | 720 | 426 | 1,403 |
| Home Service Insurance: | | | | |
| Balance, beginning of year | 7,583 | 176 | 1,427 | 9,186 |
| Amortization expense | (197) | (4) | (55) | (256) |
| Balance, end of period | 7,386 | 172 | 1,372 | 8,930 |
| Consolidated: | | | | |
| Balance, beginning of year | 7,850 | 926 | 1,871 | 10,647 |
| Amortization expense | (207) | (34) | (73) | (314) |
| Balance, end of period | \$ 7,643 | 892 | 1,798 | 10,333 |

(6) POLICYHOLDERS' LIABILITIES

LIABILITY FOR FUTURE POLICY BENEFITS

The following tables summarize balances of and changes in the liability for future policy benefits for our reporting cohorts: Permanent, which summarizes insurance policies with premiums payable over the lifetime of the policy,

and Permanent Limited Pay, which summarizes insurance policies with premiums payable for a limited time after which the policy is fully paid up. Both reporting cohorts include whole life and endowment policies.

| June 30, 2024 (In thousands) | Life Insurance | | | Home Service Insurance | | |
|---|----------------|-----------------------|------------|------------------------|-----------------------|------------|
| | Permanent | Permanent Limited Pay | Total | Permanent | Permanent Limited Pay | Total |
| Present Value of Expected Net Premiums: | | | | | | |
| Balance, beginning of year | \$ 244,917 | 13,260 | 258,177 | 98,831 | 14,926 | 113,757 |
| Beginning balance at original discount rate | 252,426 | 13,533 | 265,959 | 102,045 | 15,512 | 117,557 |
| Effects of actual variances from expected experience | (3,880) | 456 | (3,424) | (2,791) | (1,813) | (4,604) |
| Adjusted beginning of year balance | 248,546 | 13,989 | 262,535 | 99,254 | 13,699 | 112,953 |
| Issuances | 39,391 | 1,566 | 40,957 | 8,038 | 1,278 | 9,316 |
| Interest accrual | 5,243 | 245 | 5,488 | 2,135 | 266 | 2,401 |
| Net premiums collected | (21,932) | (1,537) | (23,469) | (6,056) | 159 | (5,897) |
| Derecognition and other | (3,417) | 97 | (3,320) | 190 | 35 | 225 |
| Ending balance at original discount rate | 267,831 | 14,360 | 282,191 | 103,561 | 15,437 | 118,998 |
| Effect of changes in discount rates | (10,055) | (333) | (10,388) | (5,741) | (867) | (6,608) |
| Balance, end of period | \$ 257,776 | 14,027 | 271,803 | 97,820 | 14,570 | 112,390 |
| Present Value of Expected Future Policy Benefits: | | | | | | |
| Balance, beginning of year | \$ 973,350 | 195,122 | 1,168,472 | 211,946 | 122,784 | 334,730 |
| Beginning balance at original discount rate | 995,962 | 202,755 | 1,198,717 | 217,524 | 123,941 | 341,465 |
| Effects of actual variances from expected experience | (2,480) | 2,137 | (343) | (2,714) | (917) | (3,631) |
| Adjusted beginning of year balance | 993,482 | 204,892 | 1,198,374 | 214,810 | 123,024 | 337,834 |
| Issuances | 39,803 | 1,650 | 41,453 | 8,037 | 1,280 | 9,317 |
| Interest accrual | 22,134 | 4,127 | 26,261 | 4,826 | 2,878 | 7,704 |
| Benefit payments | (42,634) | (9,283) | (51,917) | (7,789) | (3,037) | (10,826) |
| Derecognition and other | (4,154) | 16 | (4,138) | 187 | 32 | 219 |
| Ending balance at original discount rate | 1,008,631 | 201,402 | 1,210,033 | 220,071 | 124,177 | 344,248 |
| Effect of changes in discount rates | (45,573) | (13,063) | (58,636) | (15,138) | (7,865) | (23,003) |
| Balance, end of period | \$ 963,058 | 188,339 | 1,151,397 | 204,933 | 116,312 | 321,245 |
| Net liability for future policy benefits | \$ 705,282 | 174,312 | 879,594 | 107,113 | 101,742 | 208,855 |
| Less: Reinsurance recoverable | 142 | — | 142 | — | — | — |
| Net liability for future policy benefits, after reinsurance recoverable | \$ 705,140 | 174,312 | 879,452 | 107,113 | 101,742 | 208,855 |

| June 30, 2023 (In thousands) | Life Insurance | | | Home Service Insurance | | |
|--|-------------------|-----------------------|------------------|------------------------|-----------------------|----------------|
| | Permanent | Permanent Limited Pay | Total | Permanent | Permanent Limited Pay | Total |
| Present Value of Expected Net Premiums: | | | | | | |
| Balance, beginning of year | \$ 235,228 | 10,209 | 245,437 | 93,508 | 13,255 | 106,763 |
| Beginning balance at original discount rate | 247,601 | 10,682 | 258,283 | 100,225 | 14,394 | 114,619 |
| Effects of actual variances from expected experience | 3,081 | 466 | 3,547 | (2,910) | (2,291) | (5,201) |
| Adjusted beginning of year balance | 250,682 | 11,148 | 261,830 | 97,315 | 12,103 | 109,418 |
| Issuances | 13,189 | 1,449 | 14,638 | 9,091 | 2,125 | 11,216 |
| Interest accrual | 4,571 | 150 | 4,721 | 1,996 | 230 | 2,226 |
| Net premiums collected | (20,049) | (1,203) | (21,252) | (5,919) | 948 | (4,971) |
| Derecognition and other | 293 | 60 | 353 | 272 | 82 | 354 |
| Ending balance at original discount rate | 248,686 | 11,604 | 260,290 | 102,755 | 15,488 | 118,243 |
| Effect of changes in discount rates | (10,320) | (404) | (10,724) | (5,247) | (927) | (6,174) |
| Balance, end of period | \$ 238,366 | 11,200 | 249,566 | 97,508 | 14,561 | 112,069 |
| Present Value of Expected Future Policy Benefits: | | | | | | |
| Balance, beginning of year | \$ 947,415 | 195,612 | 1,143,027 | 200,351 | 116,356 | 316,707 |
| Beginning balance at original discount rate | 996,169 | 208,051 | 1,204,220 | 214,188 | 121,908 | 336,096 |
| Effects of actual variances from expected experience | 4,533 | 2,114 | 6,647 | (2,750) | (579) | (3,329) |
| Adjusted beginning of year balance | 1,000,702 | 210,165 | 1,210,867 | 211,438 | 121,329 | 332,767 |
| Issuances | 13,442 | 1,479 | 14,921 | 9,090 | 2,129 | 11,219 |
| Interest accrual | 21,673 | 4,210 | 25,883 | 4,642 | 2,822 | 7,464 |
| Benefit payments | (39,414) | (10,676) | (50,090) | (8,532) | (3,317) | (11,849) |
| Derecognition and other | 31 | 29 | 60 | 268 | 80 | 348 |
| Ending balance at original discount rate | 996,434 | 205,207 | 1,201,641 | 216,906 | 123,043 | 339,949 |
| Effect of changes in discount rates | (38,485) | (10,615) | (49,100) | (10,009) | (3,436) | (13,445) |
| Balance, end of period | \$ 957,949 | 194,592 | 1,152,541 | 206,897 | 119,607 | 326,504 |
| Net liability for future policy benefits | \$ 719,583 | 183,392 | 902,975 | 109,389 | 105,046 | 214,435 |

Net premiums collected is defined as the transactional gross premiums collected in the current period times the net premium ratio. Issuances are calculated as the present value, using the locked-in discount rate, of the expected net premiums or the expected future policy benefits related to new policies issued during the six months ended June 30, 2024 and 2023. Interest accrual is the interest earned on the beginning present value of either the expected net premiums or the expected future policy benefits using the locked-in discount rate. Benefit payments are the transactional benefits (death, lapse, surrenders and maturities) paid in the current period. Derecognition refers to a subset of the issuances or the present value of future premiums released on new issues that lapsed during the six months ended June 30, 2024 and 2023 as well as other reconciling items. The effects of actual variances from expected experience lines are primarily impacted by the actual policy cash flows during the period compared to that which was expected in the reserve assumptions. If the net of the two lines is a positive number, the implication is an unfavorable result with policy cash flows less favorable than assumed while a negative number implies a favorable result compared to assumptions. Our policy experience will vary from actual experience in any one period, either favorably or unfavorably.

The following table reconciles the net liability for future policy benefits shown above to the liability for future policy benefits reported in the consolidated balance sheets.

| (In thousands) | June 30, 2024 | | | June 30, 2023 | | |
|---|-------------------|------------------------|------------------|----------------|------------------------|------------------|
| | Life Insurance | Home Service Insurance | Consolidated | Life Insurance | Home Service Insurance | Consolidated |
| Life Insurance: | | | | | | |
| Permanent | \$ 705,140 | 107,113 | 812,253 | 719,583 | 109,389 | 828,972 |
| Permanent limited pay | 174,312 | 101,742 | 276,054 | 183,392 | 105,046 | 288,438 |
| Deferred profit liability | 29,749 | 27,849 | 57,598 | 26,602 | 25,667 | 52,269 |
| Other | 29,609 | 14,079 | 43,688 | 27,781 | 13,860 | 41,641 |
| Total life insurance | 938,810 | 250,783 | 1,189,593 | 957,358 | 253,962 | 1,211,320 |
| Accident & Health: | | | | | | |
| Other | 634 | 361 | 995 | 662 | 264 | 926 |
| Total future policy benefit reserves | \$ 939,444 | 251,144 | 1,190,588 | 958,020 | 254,226 | 1,212,246 |

The following table provides the amount of undiscounted and discounted expected gross premiums and expected future benefit payments for long-term duration contracts.

| (In thousands) | June 30, 2024 | | June 30, 2023 | |
|----------------------------------|----------------|------------------------|----------------|------------------------|
| | Life Insurance | Home Service Insurance | Life Insurance | Home Service Insurance |
| Undiscounted: | | | | |
| Permanent: | | | | |
| Expected future gross premiums | \$ 687,927 | 455,504 | 603,067 | 464,108 |
| Expected future benefit payments | 1,538,163 | 491,992 | 1,478,283 | 482,298 |
| Permanent Limited Pay: | | | | |
| Expected future gross premiums | 46,682 | 77,217 | 46,441 | 78,064 |
| Expected future benefit payments | 325,481 | 321,190 | 319,604 | 319,950 |
| Discounted: | | | | |
| Permanent: | | | | |
| Expected future gross premiums | \$ 517,392 | 267,791 | 467,315 | 275,847 |
| Expected future benefit payments | 963,058 | 204,933 | 957,949 | 206,897 |
| Permanent Limited Pay: | | | | |
| Expected future gross premiums | 41,444 | 51,050 | 41,200 | 53,518 |
| Expected future benefit payments | 188,339 | 116,312 | 194,592 | 119,607 |

The following tables summarize the amount of revenue and interest related to long-term duration contracts recognized in the consolidated statement of operations and comprehensive income (loss):

| (In thousands) | Three Months Ended June 30, | | | | Six Months Ended June 30, | | | |
|--|-----------------------------|------------------|----------------|------------------|---------------------------|------------------|----------------|------------------|
| | 2024 | | 2023 | | 2024 | | 2023 | |
| | Gross Premiums | Interest Expense | Gross Premiums | Interest Expense | Gross Premiums | Interest Expense | Gross Premiums | Interest Expense |
| Life Insurance Segment: | | | | | | | | |
| Life Insurance: | | | | | | | | |
| Permanent | \$ 24,801 | 8,427 | 22,507 | 8,532 | 48,117 | 16,891 | 44,965 | 17,102 |
| Permanent Limited Pay | 4,026 | 2,207 | 3,610 | 2,167 | 7,672 | 4,470 | 7,778 | 4,503 |
| Other | 3,933 | — | 2,738 | — | 5,042 | — | 2,815 | — |
| Less: | | | | | | | | |
| Reinsurance | 1,358 | — | 412 | — | 1,731 | — | 1,060 | — |
| Total, net of reinsurance | 31,402 | 10,634 | 28,443 | 10,699 | 59,100 | 21,361 | 54,498 | 21,605 |
| Accident & Health: | | | | | | | | |
| Other | 204 | — | 332 | — | 368 | — | 484 | — |
| Less: | | | | | | | | |
| Reinsurance | 1 | — | 2 | — | 2 | — | 2 | — |
| Total, net of reinsurance | 203 | — | 330 | — | 366 | — | 482 | — |
| Total | \$ 31,605 | 10,634 | 28,773 | 10,699 | 59,466 | 21,361 | 54,980 | 21,605 |
| Home Service Insurance Segment: | | | | | | | | |
| Life Insurance: | | | | | | | | |
| Permanent | \$ 8,225 | 1,347 | 8,268 | 1,322 | 16,466 | 2,691 | 16,640 | 2,646 |
| Permanent Limited Pay | 2,028 | 1,632 | 2,117 | 1,592 | 4,068 | 3,258 | 4,271 | 3,178 |
| Other | 453 | — | 466 | — | 747 | — | 834 | — |
| Less: | | | | | | | | |
| Reinsurance | 7 | — | 2 | — | 19 | — | 17 | — |
| Total, net of reinsurance | 10,699 | 2,979 | 10,849 | 2,914 | 21,262 | 5,949 | 21,728 | 5,824 |
| Accident & Health: | | | | | | | | |
| Other | 255 | — | 217 | — | 506 | — | 423 | — |
| Total | \$ 10,954 | 2,979 | 11,066 | 2,914 | 21,768 | 5,949 | 22,151 | 5,824 |

The following table provides the weighted-average durations of the liability for future policy benefits.

| (In years) | June 30, 2024 | | June 30, 2023 | |
|------------------------------------|----------------|------------------------|----------------|------------------------|
| | Life Insurance | Home Service Insurance | Life Insurance | Home Service Insurance |
| | | | | |
| Permanent: | | | | |
| Duration at original discount rate | 8.3 | 16.1 | 8.1 | 16.2 |
| Duration at current discount rate | 8.5 | 15.7 | 8.4 | 16.5 |
| Permanent Limited Pay: | | | | |
| Duration at original discount rate | 8.1 | 14.5 | 7.7 | 14.7 |
| Duration at current discount rate | 7.8 | 14.4 | 7.6 | 15.3 |

The following table provides the weighted-average interest rates for the liability for future policy benefits.

| | June 30, 2024 | | June 30, 2023 | |
|---|----------------|------------------------|----------------|------------------------|
| | Life Insurance | Home Service Insurance | Life Insurance | Home Service Insurance |
| Permanent: | | | | |
| Interest rate at original discount rate | 4.88 % | 4.96 % | 4.91 % | 4.98 % |
| Interest rate at current discount rate | 5.18 % | 5.37 % | 5.02 % | 5.09 % |
| Permanent Limited Pay: | | | | |
| Interest rate at original discount rate | 4.28 % | 5.03 % | 4.30 % | 5.04 % |
| Interest rate at current discount rate | 5.18 % | 5.37 % | 4.99 % | 5.09 % |

LIABILITY FOR POLICYHOLDERS' ACCOUNT BALANCES

The following table presents the policyholders' account balances by range of guaranteed minimum crediting rates and the related range of the difference, in basis points, between rates being credited and the respective guaranteed minimums.

| June 30, 2024 (In thousands) | At Guaranteed Minimum | 1 Basis Point-50 Basis Points Above | 51 Basis Points-150 Basis Points Above | Greater Than 150 Basis Points Above | Total |
|---|-----------------------|-------------------------------------|--|-------------------------------------|----------------|
| Range of Guaranteed Minimum Crediting Rates: | | | | | |
| 0.00 % - 1.49 % | \$ 786 | — | 877 | 34,729 | 36,392 |
| 1.50 % - 2.99 % | 15,451 | 175 | 37 | 19,688 | 35,351 |
| 3.00 % - 4.49 % | 100,357 | 200 | 13,728 | — | 114,285 |
| Greater or equal to 4.50 % | 31,367 | — | — | — | 31,367 |
| Total | \$ 147,961 | 375 | 14,642 | 54,417 | 217,395 |

| June 30, 2023 (In thousands) | At Guaranteed Minimum | 1 Basis Point-50 Basis Points Above | 51 Basis Points-150 Basis Points Above | Greater Than 150 Basis Points Above | Total |
|---|-----------------------|-------------------------------------|--|-------------------------------------|----------------|
| Range of Guaranteed Minimum Crediting Rates: | | | | | |
| 0.00 % - 1.49 % | \$ 749 | — | 1,131 | 37,814 | 39,694 |
| 1.50 % - 2.99 % | 28,207 | 616 | 62 | — | 28,885 |
| 3.00 % - 4.49 % | 103,006 | 10 | — | — | 103,016 |
| Greater or equal to 4.50 % | 31,560 | — | — | — | 31,560 |
| Total | \$ 163,522 | 626 | 1,193 | 37,814 | 203,155 |

The following tables summarize balances of and changes in policyholders' account balances.

| June 30, 2024 | Supplemental Contracts Without | | Dividend | |
|-----------------------------------|--------------------------------|---------------|---------------|--------------------------|
| (In thousands, except for %) | Life Contingencies | Fixed Annuity | Accumulations | Premiums Paid in Advance |
| Balance, beginning of year | \$ 44,569 | 87,134 | 44,960 | 31,039 |
| Issuances | 12,324 | 1,347 | 401 | 2,336 |
| Premiums received | 59 | 1,823 | 2,736 | 585 |
| Interest credited | 988 | 1,343 | 917 | 890 |
| Less: | | | | |
| Surrenders and withdrawals | — | 4,855 | 2,370 | 4,223 |
| Benefit payments | 4,608 | — | — | — |
| Balance, end of period | \$ 53,332 | 86,792 | 46,644 | 30,627 |
| Weighted-average crediting rates | 3.98 % | 3.61 % | 3.44 % | 2.96 % |
| Cash surrender value | \$ 53,332 | 86,792 | 46,644 | 30,627 |

| June 30, 2023 | Supplemental Contracts Without | | Dividend | |
|-----------------------------------|--------------------------------|---------------|---------------|--------------------------|
| (In thousands, except for %) | Life Contingencies | Fixed Annuity | Accumulations | Premiums Paid in Advance |
| Balance, beginning of year | \$ 32,995 | 86,807 | 41,663 | 34,603 |
| Issuances | 10,989 | 1,515 | 298 | 2,043 |
| Premiums received | 49 | 2,147 | 2,816 | 515 |
| Interest credited | 724 | 1,335 | 670 | 998 |
| Less: | | | | |
| Surrenders and withdrawals | — | 5,246 | 2,063 | 4,339 |
| Benefit payments | 5,364 | — | — | — |
| Balance, end of period | \$ 39,393 | 86,558 | 43,384 | 33,820 |
| Weighted-average crediting rates | 4.03 % | 3.57 % | 3.05 % | 2.97 % |
| Cash surrender value | \$ 39,393 | 86,558 | 43,384 | 33,820 |

The following table reconciles policyholders' account balances shown above to the policyholders' account balances liability in the consolidated balance sheets.

| As of June 30, (In thousands) | 2024 | 2023 |
|---|-------------------|----------------|
| Annuities: | | |
| Supplemental contracts without life contingencies | \$ 53,332 | 39,393 |
| Fixed annuity | 86,792 | 86,558 |
| Unearned revenue reserve | 1,479 | 1,534 |
| Total annuities | \$ 141,603 | 127,485 |
| Premiums Paid in Advance: | | |
| Premiums paid in advance | \$ 30,627 | 33,820 |
| Other | 2,110 | 2,612 |
| Total premiums paid in advance | \$ 32,737 | 36,432 |

(7) REINSURANCE

In the normal course of business, the Company reinsures portions of certain policies that we underwrite to mitigate exposure to potential losses and/or to provide additional capacity for growth. In our international business, we generally retain \$ 100,000 on any one individual life insurance policy and reinsure the death benefit amount above \$ 100,000 . We also reinsure 100 % of our accidental death benefit rider coverage. In the second quarter of 2024, CICA Domestic entered into a coinsurance agreement with RGA Reinsurance Company ("RGA"). Under this agreement, CICA Domestic initially elected for RGA to reinsure 50 % of its newly written final expense business.

Prior to 2024, the Company maintained catastrophic reinsurance for its Louisiana property and casualty business operated through Security Plan Fire Insurance Company. This reinsurance had a net retention on any one loss of \$ 30,000 , which was the maximum policy limit on any single risk. The Company ceased this business in June 2023 and thus did not renew this reinsurance.

Our amounts recoverable from reinsurers represent receivables from and reserves ceded to reinsurers. We obtain reinsurance from multiple reinsurers. We monitor our reinsurance concentration as well as the financial strength ratings of our reinsurers. Their ratings by A.M. Best Company range from A- (Excellent) to A+ (Superior).

Assumed and ceded life reinsurance activity is summarized as follows:

| (In thousands) | June 30, 2024 | December 31, 2023 |
|---|------------------|-------------------|
| Aggregate assumed life insurance in force | \$ 3,772 | 3,772 |
| Aggregate ceded life insurance in force | 673,880 | 619,597 |
| Net life insurance in force | 4,449,826 | 4,306,429 |

The Company's reinsurance recoverable on ceded reinsurance was \$ 5.2 million and \$ 4.0 million as of June 30, 2024 and December 31, 2023, respectively. Premiums, claims and surrenders assumed and ceded and expenses ceded for all lines of business for the three and six months ended June 30, 2024 and 2023 are summarized as follows:

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|--|--------------------------------|----------------|------------------------------|----------------|
| (In thousands) | 2024 | 2023 | 2024 | 2023 |
| Premiums from short duration contracts: | | | | |
| Direct | \$ 475 | 1,741 | 927 | 3,637 |
| Assumed | — | — | — | — |
| Ceded | (1) | (1,255) | (2) | (1,782) |
| Net premiums earned | 474 | 486 | 925 | 1,855 |
| Premiums from long duration contracts: | | | | |
| Direct | 43,450 | 39,655 | 82,056 | 77,197 |
| Assumed | 16 | 16 | 33 | 36 |
| Ceded | (1,381) | (431) | (1,782) | (1,113) |
| Net premiums earned | 42,085 | 39,240 | 80,307 | 76,120 |
| Total premiums earned | \$ 42,559 | 39,726 | 81,232 | 77,975 |
| Claims and surrenders assumed | \$ 41 | 35 | 75 | 67 |
| Claims and surrenders ceded | \$ (697) | (172) | (1,481) | (524) |
| Commissions assumed and ceded | \$ (949) | 9 | (941) | 18 |
| Other general expenses ceded | \$ (156) | — | (156) | — |

(8) COMMITMENTS AND CONTINGENCIES

LITIGATION AND REGULATORY ACTIONS

From time to time, we are subject to legal and regulatory actions relating to our business. We may incur defense costs, including attorneys' fees, and other direct litigation costs associated with defending claims. If we suffer an adverse judgment as a result of litigation claims, it could have a material adverse effect on our business, results of operations and financial condition.

Trade Secret Lawsuit

In the first quarter of 2024, a jury trial was held in the "trade secret lawsuit". The trade secret lawsuit was filed in 2018 by Citizens, CICA Life Ltd. (Bermuda) and CICA Life Insurance Company of America (collectively, the "Citizens Companies," "we," "us" or "our") against certain former employees and independent consultants who we alleged unlawfully took Citizens' confidential information in order to unfairly compete with us. Our claims against these parties included various unfair competition, tortious interference, breach of contract and other related claims.

In March 2024, the jury found that (i) Defendant Carlos Nalsen Landa ("Landa"), a former independent consultant, misappropriated the Citizens' Companies policyholder information, (ii) Citizens' former chief underwriter, Michael P. Buchweitz ("Buchweitz") and Randall Riley ("Riley"), a former Citizens executive and son of Citizens' founder Harold E. Riley, failed to comply with their Citizens' confidentiality agreements, and (iii) both Buchweitz and Riley intentionally interfered with former Chief Actuary Jonathan Pollio's ("Pollio") Citizens' confidentiality agreement. For Buchweitz, the jury also found that he did not have a good faith belief that he was acting in the bona fide exercise of his own rights when he interfered with Pollio's Citizens' confidentiality agreement. Despite these findings, the jury

did not believe that the above-mentioned actions damaged the Citizens Companies economically and thus did not assess any monetary damages against any of the above parties. Additionally, the jury found that Citizens should pay Alexis Delgado ("Delgado", a former independent consultant) and Landa approximately \$ 1.3 million for "money had and received", an equitable theory that claimed that the Citizens Companies would be unjustly enriched if they didn't pay past and future commissions to Delgado and Landa. We accrued this expense at December 31, 2023.

On April 30, 2024, Defendants Riley (through his estate), Buchweitz and Delgado filed a motion against the Citizens Companies seeking payment of legal fees and a hearing was held on these matters on May 21, 2024. On July 26, 2024, the trial court awarded Riley and Buchweitz approximately \$ 3.5 million of their legal fees. We accrued this expense in the quarter ended June 30, 2024.

We do not believe the jury properly found that Delgado or Landa were entitled to any prior or future commissions as there was no evidence that we actually held any amount of commissions that they claim they should have received. We also do not believe that Riley or Buchweitz are entitled to legal fees because they were found to have breached the contracts whose fee shifting provisions they sought to invoke.

We have not paid any amounts to Delgado, Landa, Riley, Buchweitz or any of their attorneys and intend to appeal the judgment against us. If we aren't successful in our appeal, we may have to pay approximately \$ 5 million as a result of the trade secret lawsuit. The accrued amounts are reflected as "other liabilities" on our balance sheet.

CONTRACTUAL OBLIGATIONS

As of June 30, 2024, CICA International is committed to fund investments up to \$ 21.2 million related to limited partnerships previously described.

CREDIT FACILITY

On May 3, 2024, the Company renewed its \$ 20 million senior secured revolving credit facility (the "Credit Facility") with Regions Bank ("Regions"). The Credit Facility has a three-year term, maturing on May 5, 2027, and allows the Company to borrow up to \$ 20 million for working capital purposes, capital expenditures and other corporate purposes.

Revolving loans may be requested by the Company in aggregate minimum principal amounts of \$ 0.5 million per loan. At the Company's election, the revolving loans may either bear a rate (a fluctuating rate per annum) equal to the greatest of (a) Regions' prime rate, (b) the federal funds rate plus 0.50 %, (c) the index rate plus 1.00 % or (d) 0.75 %. The Company is required to pay Regions an annual commitment fee of 0.375 % of the unused portion of the Credit Facility in quarterly installments, which the Company expenses as it is incurred.

Obligations under the Credit Facility are secured by substantially all of the assets of the Company other than the equity interests in its subsidiaries, real estate owned by the Company, and other limited exceptions. The Credit Facility contains customary events of default and financial, affirmative and negative covenants, including but not limited to restrictions on indebtedness, liens, investments, asset dispositions and restricted payments. As of June 30, 2024, the Company had no t borrowed any funds against the Credit Facility and was not in violation of any covenants.

(9) STOCKHOLDERS' EQUITY AND RESTRICTIONS

STOCK

Our Restated and Amended Articles of Incorporation authorize the issuance of 127,000,000 shares, of which 100,000,000 shares shall be Class A common stock, 2,000,000 shares shall be Class B common stock, and 25,000,000 shall be preferred stock. Both authorized classes of common stock are equal in all respects, except (a) each share of Class A common stock is entitled to receive twice the cash dividends paid on a per share basis to the

Class B common stock, if any; and (b) the holders of the Class B common stock have the exclusive right to elect a simple majority of the Board of Directors of Citizens. Citizens currently has no outstanding preferred stock or Class B common stock other than that held in treasury.

A summary of the change in the number of shares of Class A common stock and treasury stock issued is as follows:

| Six Months Ended June 30, <i>(In thousands)</i> | 2024 | | 2023 | |
|--|----------------------|----------------|----------------------|----------------|
| | Common Stock Class A | Treasury Stock | Common Stock Class A | Treasury Stock |
| Balance at beginning of year | 53,883 | 5,330 | 53,758 | 4,937 |
| Stock issued for compensation | 163 | — | 106 | — |
| Acquisition of Class A shares | — | — | — | 325 |
| Balance at end of period | 54,046 | 5,330 | 53,864 | 5,262 |

EARNINGS PER SHARE

The following table sets forth the computation of basic and diluted earnings per share.

| Three Months Ended June 30, <i>(In thousands, except per share amounts)</i> | 2024 | 2023 |
|--|----------|--------|
| Basic and diluted earnings per share: | | |
| Numerator: | | |
| Net income | \$ 3,959 | 6,126 |
| Net income allocated to Class A common stock | \$ 3,959 | 6,126 |
| Denominator: | | |
| Weighted average shares of Class A outstanding - basic | 49,639 | 49,758 |
| Weighted average shares of Class A outstanding - diluted | 50,809 | 50,552 |
| Basic and diluted earnings per share of Class A common stock | \$ 0.08 | 0.12 |

| Six Months Ended June 30, <i>(In thousands, except per share amounts)</i> | 2024 | 2023 |
|--|----------|--------|
| Basic and diluted earnings per share: | | |
| Numerator: | | |
| Net income | \$ 8,501 | 10,998 |
| Net income allocated to Class A common stock | \$ 8,501 | 10,998 |
| Denominator: | | |
| Weighted average shares of Class A outstanding - basic | 49,606 | 49,791 |
| Weighted average shares of Class A outstanding - diluted | 50,775 | 50,584 |
| Basic and diluted earnings per share of Class A common stock | \$ 0.17 | 0.22 |

STATUTORY CAPITAL AND SURPLUS

Each of our regulated insurance subsidiaries is required to meet stipulated regulatory capital requirements. These include capital requirements imposed by the U.S. National Association of Insurance Commissioners ("NAIC") and

the Bermuda Monetary Authority ("BMA"). All domestic insurance subsidiaries exceeded the minimum capital requirements at June 30, 2024. On March 27, 2024, Citizens and the Colorado Division of Insurance entered into a capital maintenance agreement that specifies that Citizens will infuse capital as needed to ensure that CICA Domestic's RBC remains above 350%. As CICA Domestic's RBC exceeded 350% at June 30, 2024, no capital contribution was necessary.

CICA International is a Puerto Rico domiciled company. The Insurance Code of Puerto Rico does not specifically set forth minimum capital and surplus standards, but rather requires that an insurer submit a business plan for approval to the Office of the Commissioner of Insurance ("OIC") that includes proposed minimum capital and surplus. CICA International is required to maintain a minimum of \$750,000 in capital and maintain a premium to surplus ratio of 7 to 1. CICA International began issuing new business as of January 1, 2023 and received the transfer of all of CICA Bermuda's in force insurance business as of August 31, 2023. On that date, Citizens entered into a Keep Well Agreement with CICA International to replace the Keep Well Agreement that had been in place between Citizens and CICA Bermuda. The Keep Well Agreement, which expires on August 31, 2024, requires Citizens to contribute up to \$10 million in capital to CICA International as necessary to ensure that CICA International maintains at least either (i) 112% of its required ratio of premiums to capital and surplus, or (ii) 200% of the minimum capital and surplus requirement, whichever is higher. Since CICA International's capital exceeds both of the metrics, Citizens is not required to make a capital contribution. Any capital that Citizens is required to contribute could negatively impact the Company's capital resources and liquidity.

(10) SEGMENT AND OTHER OPERATING INFORMATION

The Company has two reportable segments: Life Insurance and Home Service Insurance. Our Life Insurance segment issues endowment contracts, which are principally accumulation contracts that incorporate an element of life insurance protection, and ordinary whole life insurance to non-U.S. residents through CICA International. These contracts are designed to provide a fixed amount of insurance coverage over the life of the insured and may utilize rider benefits to provide additional coverage and annuity benefits to enhance accumulations. CICA Domestic issues ordinary whole life, final expense, life products with living benefits, critical illness and credit life and credit disability policies throughout the U.S.

Our Home Service Insurance segment operates through our subsidiaries SPLIC, MGLIC and SPFIC, and focuses on the life insurance needs of the middle- and lower-income markets, primarily in Louisiana, Mississippi and Arkansas. Our policies are sold and serviced through funeral homes and independent agents who sell policies, collect premiums and service policyholders. Our Home Service Insurance segment also sold property insurance policies in Louisiana and Arkansas until operations were ceased effective June 30, 2023.

The Life Insurance and Home Service Insurance portions of the Company constitute separate businesses. In addition to the Life Insurance and Home Service Insurance business, the Company also operates other non-insurance portions of the Company ("Other Non-Insurance Enterprises"), which primarily include the Company's IT and corporate-support functions.

The accounting policies of the reportable segments and Other Non-Insurance Enterprises are presented in accordance with U.S. GAAP and are the same as those described in the summary of significant accounting policies in our [Form 10-K](#). The Company evaluates profit and loss performance based on U.S. GAAP net income before federal income taxes for its two reportable segments. The Company's Other Non-Insurance Enterprises represents the only reportable difference between segments and consolidated operations.

Three Months Ended June 30, 2024

(In thousands)

| | Life Insurance | Home Service Insurance | Other Non-Insurance Enterprises | Consolidated |
|---|-----------------|------------------------|------------------------------------|--------------|
| Revenues: | | | | |
| Premiums | \$ 31,605 | 10,954 | — | 42,559 |
| Net investment income | 13,812 | 3,529 | 199 | 17,540 |
| Investment related gains (losses), net | (279) | 23 | 3 | (253) |
| Other income | 2,218 | 20 | — | 2,238 |
| Total revenues | 47,356 | 14,526 | 202 | 62,084 |
| Benefits and expenses: | | | | |
| Insurance benefits paid or provided: | | | | |
| Claims and surrenders | 29,169 | 5,361 | — | 34,530 |
| Increase (decrease) in future policy benefit reserves | (2,269) | 1,217 | — | (1,052) |
| Policyholder liability remeasurement (gain) loss | 1,306 | 54 | — | 1,360 |
| Policyholders' dividends | 1,186 | 5 | — | 1,191 |
| Total insurance benefits paid or provided | 29,392 | 6,637 | — | 36,029 |
| Commissions | 8,543 | 3,689 | — | 12,232 |
| Other general expenses | 6,925 | 3,931 | 5,783 | 16,639 |
| Capitalization of deferred policy acquisition costs | (8,591) | (1,952) | — | (10,543) |
| Amortization of deferred policy acquisition costs | 3,586 | 687 | — | 4,273 |
| Amortization of cost of insurance acquired | 29 | 123 | — | 152 |
| Total benefits and expenses | 39,884 | 13,115 | 5,783 | 58,782 |
| Income (loss) before federal income tax | \$ 7,472 | 1,411 | (5,581) | 3,302 |

Six Months Ended June 30, 2024

(In thousands)

| | Life Insurance | Home Service Insurance | Other Non-Insurance Enterprises | Consolidated |
|---|------------------|------------------------|---------------------------------|--------------|
| Revenues: | | | | |
| Premiums | \$ 59,466 | 21,766 | — | 81,232 |
| Net investment income | 27,498 | 7,066 | 463 | 35,027 |
| Investment related gains (losses), net | 807 | (68) | (29) | 710 |
| Other income | 2,724 | 20 | 83 | 2,827 |
| Total revenues | 90,495 | 28,784 | 517 | 119,796 |
| Benefits and expenses: | | | | |
| Insurance benefits paid or provided: | | | | |
| Claims and surrenders | 56,533 | 11,110 | — | 67,643 |
| Increase (decrease) in future policy benefit reserves | (3,462) | 2,861 | — | (601) |
| Policyholder liability remeasurement (gain) loss | 1,679 | — | — | 1,679 |
| Policyholders' dividends | 2,417 | 11 | — | 2,428 |
| Total insurance benefits paid or provided | 57,167 | 13,982 | — | 71,149 |
| Commissions | 15,503 | 7,179 | — | 22,682 |
| Other general expenses | 12,961 | 7,420 | 7,596 | 27,977 |
| Capitalization of deferred policy acquisition costs | (15,407) | (3,467) | — | (18,874) |
| Amortization of deferred policy acquisition costs | 6,944 | 1,367 | — | 8,311 |
| Amortization of cost of insurance acquired | 55 | 269 | — | 324 |
| Total benefits and expenses | 77,223 | 26,750 | 7,596 | 111,569 |
| Income (loss) before federal income tax | \$ 13,272 | 2,034 | (7,079) | 8,227 |

Three Months Ended June 30, 2023

(In thousands)

| | Life Insurance | Home Service Insurance | Other Non-Insurance Enterprises | Consolidated |
|---|-----------------|------------------------|---------------------------------|--------------|
| Revenues: | | | | |
| Premiums | \$ 28,773 | 10,953 | — | 39,726 |
| Net investment income | 13,498 | 3,450 | 293 | 17,241 |
| Investment related gains (losses), net | 738 | (12) | (23) | 703 |
| Other income | 856 | 1 | — | 857 |
| Total revenues | 43,865 | 14,392 | 270 | 58,527 |
| Benefits and expenses: | | | | |
| Insurance benefits paid or provided: | | | | |
| Claims and surrenders | 26,968 | 5,808 | — | 32,776 |
| Increase (decrease) in future policy benefit reserves | (1,863) | 919 | — | (944) |
| Policyholder liability remeasurement (gain) loss | 885 | 71 | — | 956 |
| Policyholders' dividends | 1,255 | 6 | — | 1,261 |
| Total insurance benefits paid or provided | 27,245 | 6,804 | — | 34,049 |
| Commissions | 4,765 | 4,118 | — | 8,883 |
| Other general expenses | 5,646 | 4,299 | 2,323 | 12,268 |
| Capitalization of deferred policy acquisition costs | (4,457) | (2,087) | — | (6,544) |
| Amortization of deferred policy acquisition costs | 3,167 | 507 | — | 3,674 |
| Amortization of cost of insurance acquired | 26 | 127 | — | 153 |
| Total benefits and expenses | 36,392 | 13,768 | 2,323 | 52,483 |
| Income (loss) before federal income tax | \$ 7,473 | 624 | (2,053) | 6,044 |

Six Months Ended June 30, 2023

(In thousands)

| | Life Insurance | Home Service Insurance | Other Non-Insurance Enterprises | Consolidated |
|---|------------------|------------------------|---------------------------------|---------------|
| Revenues: | | | | |
| Premiums | \$ 54,980 | 22,995 | — | 77,975 |
| Net investment income | 26,809 | 6,920 | 586 | 34,315 |
| Investment related gains (losses), net | 301 | 87 | 27 | 415 |
| Other income | 1,735 | 1 | — | 1,736 |
| Total revenues | 83,825 | 30,003 | 613 | 114,441 |
| Benefits and expenses: | | | | |
| Insurance benefits paid or provided: | | | | |
| Claims and surrenders | 51,407 | 11,668 | — | 63,075 |
| Increase (decrease) in future policy benefit reserves | (3,683) | 1,761 | — | (1,922) |
| Policyholder liability remeasurement (gain) loss | 1,701 | 135 | — | 1,836 |
| Policyholders' dividends | 2,356 | 13 | — | 2,369 |
| Total insurance benefits paid or provided | 51,781 | 13,577 | — | 65,358 |
| Commissions | 9,524 | 8,372 | — | 17,896 |
| Other general expenses | 11,105 | 8,767 | 3,656 | 23,528 |
| Capitalization of deferred policy acquisition costs | (8,817) | (4,085) | — | (12,902) |
| Amortization of deferred policy acquisition costs | 6,329 | 1,159 | — | 7,488 |
| Amortization of cost of insurance acquired | 58 | 256 | — | 314 |
| Total benefits and expenses | 69,980 | 28,046 | 3,656 | 101,682 |
| Income (loss) before federal income tax | \$ 13,845 | 1,957 | (3,043) | 12,759 |

(11) INCOME TAXES

The effective tax rate is the ratio of tax expense over pre-tax income. The effective tax rate was (19.9)% and 3.3 % for the three and six months ended June 30, 2024, compared to (1.4)% and 13.8 % for the same periods in 2023, respectively. CICA Bermuda and CICA International are considered controlled foreign corporations for federal income tax purposes. As a result, the insurance activity of CICA Bermuda and CICA International are subject to Subpart F of the Internal Revenue Code and are included in Citizens' taxable income. Due to the 0 % enacted tax rate in Bermuda for all periods prior to the transfer of CICA Bermuda's insurance in force business to CICA International, there are no deferred taxes recorded for CICA Bermuda's temporary differences. The Government of Puerto Rico approved a tax exemption decree for CICA International which freezes the income tax rate at 0 % on taxable earnings up to \$ 1.2 million and 4 % on taxable earnings in excess of \$ 1.2 million for a minimum of 15 years. The effective tax rate varies from the prevailing corporate federal income tax rate of 21.0% mainly due to the impact of Subpart F and uncertain tax positions.

At June 30, 2024 and 2023, we determined it was more likely than not that a portion of our capital deferred tax assets would not be realized in their entirety. The Company recorded valuation allowances of \$ 5.0 million and \$ 3.9 million, respectively, through Other Comprehensive Income (Loss).

(12) OTHER COMPREHENSIVE INCOME (LOSS)

The changes in the components of other comprehensive income (loss) are reported net of the effects of income taxes of 21% for domestic entities and 4 % for Puerto Rican entities for the three and six months ended June 30, 2024 and 2023, as indicated below.

| Three Months Ended June 30, | | 2024 | | | 2023 | | |
|--|-----------|------------------|------------|------------------|-------------------|--------------|-------------------|
| (In thousands) | | Amount | Tax Effect | Total | Amount | Tax Effect | Total |
| Unrealized gains (losses): | | | | | | | |
| Unrealized holding gains (losses) arising during the period | \$ | (14,258) | 993 | (13,265) | (20,430) | 1,111 | (19,319) |
| Reclassification adjustment for losses (gains) included in net income (loss) | | 199 | (42) | 157 | 24 | (5) | 19 |
| Unrealized holding gains (losses), net | | (14,059) | 951 | (13,108) | (20,406) | 1,106 | (19,300) |
| Change in current discount rate for liability for future policy benefits | | 5,522 | (568) | 4,954 | 6,251 | 151 | 6,402 |
| Other comprehensive income (loss) | \$ | (8,537) | 383 | (8,154) | (14,155) | 1,257 | (12,898) |

| Six Months Ended June 30, | | 2024 | | | 2023 | | |
|--|-----------|---------------|------------------|---------------|--------------|----------------|--------------|
| (In thousands) | | Amount | Tax Effect | Total | Amount | Tax Effect | Total |
| Unrealized gains (losses): | | | | | | | |
| Unrealized holding gains (losses) arising during the period | \$ | (27,674) | 2,191 | (25,483) | 23,006 | (1,169) | 21,837 |
| Reclassification adjustment for losses (gains) included in net income | | 647 | (136) | 511 | 62 | (13) | 49 |
| Unrealized holding gains (losses), net | | (27,027) | 2,055 | (24,972) | 23,068 | (1,182) | 21,886 |
| Change in current discount rate for liability for future policy benefits | | 39,517 | (4,314) | 35,203 | (14,229) | 1,024 | (13,205) |
| Other comprehensive income (loss) | \$ | 12,490 | (2,259) | 10,231 | 8,839 | (158) | 8,681 |

(13) RELATED PARTY TRANSACTIONS

The Company has various routine related party transactions in conjunction with our holding company structure, such as a management service agreement related to costs incurred, a tax sharing agreement between entities, and inter-company dividends and capital contributions. There were no changes related to these relationships during the six months ended June 30, 2024 except as described in [Note 1, Financial Statements](#) under Basis of Presentation and Consolidation. See our [Form 10-K](#) for a comprehensive discussion of related party transactions.

(14) SUBSEQUENT EVENTS

The Company has evaluated the impact of subsequent events as defined by the accounting guidance through the date this report was issued and determined that no other significant subsequent events need to be recognized or disclosed at this time.

Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**FORWARD-LOOKING STATEMENTS**

This section and other parts of this Quarterly Report on Form 10-Q ("Form 10-Q") contain forward-looking statements, within the meaning of the Private Securities Litigation Reform Act of 1995, that involve risks and uncertainties. Forward-looking statements provide current expectations of future events based on certain assumptions and include any statement that does not directly relate to any historical or current fact. Forward-looking statements can also be identified by words such as "future," "anticipates," "believes," "estimates," "expects," "intends," "plans," "predicts," "will," "would," "could," "can," "may," and similar terms. Forward-looking statements are not guarantees of future performance and the Company's actual results may differ significantly from the results discussed in the forward-looking statements. These forward-looking statements are subject to a number of risks, uncertainties and assumptions including those factors discussed in the "Risk Factors" contained in our Annual Report on [Form 10-K](#) for the year ended December 31, 2023, which is incorporated herein by reference.

The following discussion should be read in conjunction with the consolidated financial statements and accompanying notes included in [Part I, Item 1](#) of this Form 10-Q. The Company assumes no obligation to revise or update any forward-looking statements for any reason, except as required by law.

The U.S. Securities and Exchange Commission ("SEC") maintains a website that contains reports, proxy and information statements, and other information regarding issuers, including the Company, that file electronically with the SEC. The public can obtain any documents that the Company files with the SEC at <http://www.sec.gov>. We also make available, free of charge, through our website (<http://www.citizensinc.com>), our Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K, Section 16 Reports filed by officers and directors, news releases, and, if applicable, amendments to those reports filed or furnished pursuant to Section 13(a) or 15(d) of the Securities Exchange Act of 1934, as soon as reasonably practicable after we electronically file such reports with, or furnish such reports to, the SEC. We are not including any of the information contained on our website as part of, or incorporating it by reference into, this Form 10-Q.

OVERVIEW

For 55 years, we have been fulfilling the needs of our policyholders and their families by providing insurance products that offer both living and death benefits. Citizens conducts insurance related operations through its insurance subsidiaries, which provide benefits to policyholders throughout the United States and in 80 different countries. We specialize in offering primarily ordinary whole life insurance, endowment products and final expense insurance in niche markets where we believe we can optimize our competitive position.

As an insurance provider, we collect premiums on an ongoing basis from our policyholders and invest the majority of the premiums to pay future benefits, including claims, surrenders and policyholder dividends. Accordingly, the Company derives its revenues principally from: (1) life insurance premiums earned for insurance coverages provided to insureds in our two operating segments – Life Insurance and Home Service Insurance; and (2) net investment income. In addition to paying and reserving for insurance benefits that we pay to our policyholders, our expenses consist primarily of the costs of selling our insurance products (e.g., commissions, underwriting, marketing expenses), operating expenses and income taxes.

Objective of our Management's Discussion and Analysis

We refer to our Management's Discussion and Analysis of Financial Condition and Results of Operations as our "MD&A". The objective of our MD&A is to provide investors with information in order to assess the material changes in our financial condition from December 31, 2023 to June 30, 2024 and the material changes in our results of operations for the three and six months ended June 30, 2024 as compared to the same periods in 2023. We also discuss in the MD&A any trends that we believe may materially affect our future operations or financial condition.

The Factors that Drive our Operating Results

We see the following as the primary factors that drive our operating results.

- Sales (i.e., premium revenues)
- Investments
- Claims and surrenders
- Operating expenses

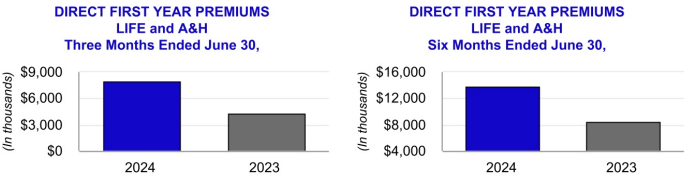
Premium Revenues. Premium revenues and investment income are our two primary sources of revenue and thus key to our profitability.

Premium revenues consist of all money deposited by customers into new and existing insurance policies. We view these premiums in two categories - first year premiums are premiums received within the first 12 months of a policy's issuance and thereafter any premiums received are renewal premiums. We believe premium statistics are meaningful to gaining an understanding of, among other things, the attractiveness of our new products, how expansion of our distribution channels affects our revenue, customer retention and the performance of our business from period-to-period. Throughout the MD&A, we describe the actions and initiatives that we are taking to increase sales and improve retention, sales performance in each period and as compared to the prior periods, and how we view trends with respect to sales and retention.

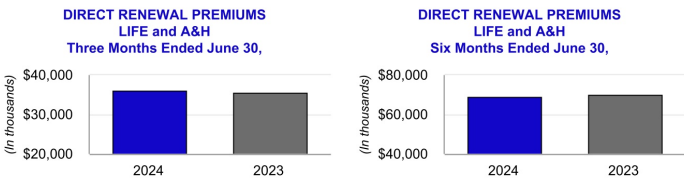
In the past year, we have significantly expanded our domestic distribution in the Life Insurance segment and first year premiums have more than doubled in this segment quarter-over-quarter and almost doubled year-to-date as compared to 2023. Because of this significant growth, in the second quarter of 2024, we entered into a coinsurance agreement with RGA Reinsurance Company ("RGA") in order to provide more capacity for growth. Under this agreement, CICA Domestic initially elected for RGA to reinsure 50% of its newly written final expense business, which means that we cede 50% of premiums in our domestic final expense business to RGA. We refer to "direct" premiums as all premiums received and "net" or "total" premiums as all premiums received less premiums ceded to RGA and our other reinsurers.

In addition to our domestic growth, first year premiums in our international business have increased in both the three and six months ended June 30, 2024, as compared to the same periods in 2023, due to focused marketing campaigns with our international distribution channel.

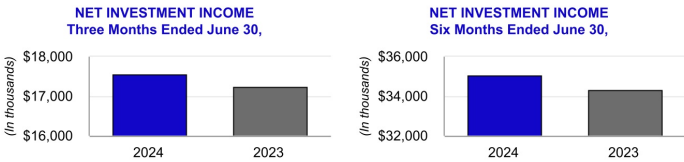
Because we ceased operations in our property insurance business effective June 30, 2023, the premiums charts below only reflect life insurance and accident and health insurance ("A&H") direct premium results.



Our renewal life and A&H premium revenues in the six months ended June 30, 2024 decreased slightly primarily due to the impact of a higher level of surrenders during the last few years (and thus a lower amount of policies paying renewal premiums) and from matured endowment benefits, which we expected due to contractual expiration dates.

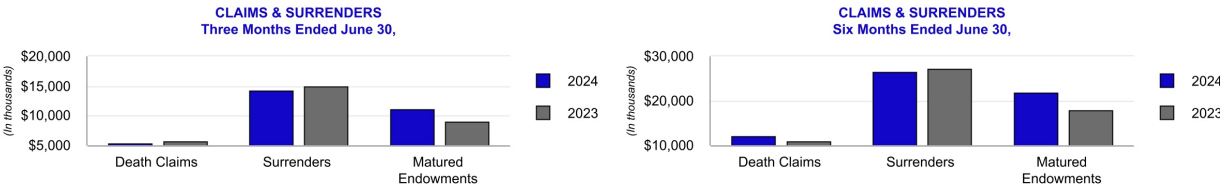


Investments. Our net investment income increased for both the three and six months ended June 30, 2024 by 2% compared to the same prior year periods, due primarily to investment income from our limited partnership investments and a growing diversified invested asset base.

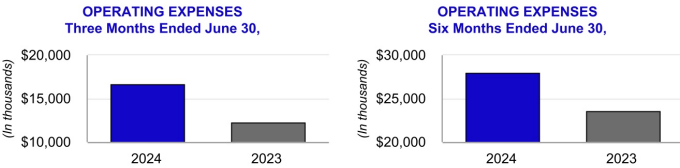


Claims and Surrenders. Payment of policyholder benefits for claims and surrenders is our largest expense and thus also key to our profitability. The three largest components of this expense are reflected in the graphs below. In the three and six months ended June 30, 2024 compared to the prior year periods:

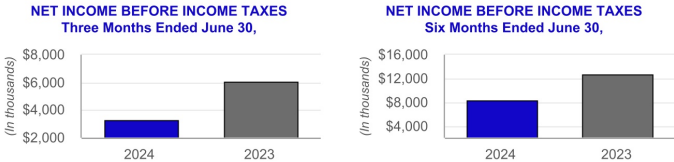
- death claim benefits decreased for three months ended June 30, 2024 and increased for six months ended June 30, 2024 from fluctuation in the number of reported claims,
- surrenders decreased slightly as we continue to focus on retention efforts, and
- matured endowments increased as expected due to many of our endowment policies reaching their contractual maturity dates.



Operating Expenses. Operating expenses are our second largest expense and thus also drive our operating results. Our general operating expenses for the three and six months ended June 30, 2024 increased compared to the prior year periods. The primary reason for the increase was the accrual of \$3.5 million in legal fees awarded to certain defendants in the trade secret lawsuit. We have not paid any of these fees and intend to appeal the judgment against us. See [Part II, Item 1, Legal Proceedings](#) - Trade Secret Lawsuit. To a lesser extent, the increase was also due to our continued investment in the growth of our business and costs incurred as we transitioned to a new CEO.



FINANCIAL HIGHLIGHTS



Our net income before federal income taxes decreased to \$3.3 million in the three months ended June 30, 2024, from \$6.0 million in the three months ended June 30, 2023. While our revenues increased by \$3.6 million due primarily to higher premiums and other income, which is generated mostly from supplemental contracts with life contingencies that are entered into by policyholders with maturing endowments, our net income decreased due to the accrual of the \$3.5 million in legal fees awarded to the defendants in the trade secret lawsuit described above, as well as a \$1.8 million increase in claims and surrenders benefits paid due to higher matured endowments, which increased as expected due to many of our endowment policies reaching their contractual maturity dates.

Our net income before federal income taxes decreased from \$12.8 million in the six months ended June 30, 2023 to \$8.2 million in the six months ended June 30, 2024. Other than the accrual of the \$3.5 million in legal fees in the second quarter of 2024 mentioned above, this is due primarily to first quarter results, which despite having higher life insurance premium revenue, higher investment related gains and losses, and higher net investment income, had a decline in net income before federal income taxes due primarily to an increase in total benefits and expenses driven by higher death claims and the contractually matured endowments. We also incurred \$4.8 million in higher commissions paid in the six months ended June 30, 2024 as compared to the prior year period due to the large increase in first year sales, which have a higher commission rate than renewal sales.

Our net income per share of Class A common stock was \$0.08 and \$0.17 for the three and six months ended June 30, 2024, respectively, compared to \$0.12 and \$0.22 in the prior year periods.

Financial Condition at June 30, 2024

- Total assets of \$1.7 billion
- Total investments of \$1.4 billion; fixed maturity securities comprised 88% of total investments
- \$5.1 billion of direct insurance in force
- No debt
- Net income per share of Class A common stock of \$0.17
- Book value per share of Class A common stock of \$3.85

EVENTS THAT IMPACTED OUR BUSINESS

From time-to-time, certain events may affect our business in ways that cause current or future results to differ from past results. See Part II, Item 7 - "Management's Discussion and Analysis of Financial Condition and Results of Operations - Events that Impacted Our Business" in our Annual Report on [Form 10-K](#) for the period ended December 31, 2023 for a discussion of certain events that have impacted and continue to impact our business, including inflation and market volatility, high interest rates and ceasing operations of our property insurance business. See also [Part I, Item 1, Note 8, Commitments and Contingencies](#), as well as [Part II, Item 1, Legal Proceedings](#) - Trade Secret Lawsuit for a discussion of the trade secret lawsuit, which has impacted our results of operations and could negatively impact our cash if we do not succeed in our appeal.

OUR OPERATING SEGMENTS

We manage our business in two operating segments: Life Insurance and Home Service Insurance.

Our insurance operations are the primary focus of the Company, as these operations generate most of our income. See the discussion under [Segment Operations](#) below for detailed analysis. The amount of insurance, number of policies, and average face amounts for ordinary life policies issued during the periods indicated are shown below.

| Six Months Ended June 30, | 2024 | | | 2023 | | |
|--------------------------------|----------------------------|---------------------------|-----------------------------------|----------------------------|---------------------------|-----------------------------------|
| | Amount of Insurance Issued | Number of Policies Issued | Average Policy Face Amount Issued | Amount of Insurance Issued | Number of Policies Issued | Average Policy Face Amount Issued |
| Ordinary Life Policies: | | | | | | |
| Life Insurance: | | | | | | |
| International | \$ 212,720,099 | 2,029 | \$ 104,840 | \$ 172,606,411 | 1,808 | \$ 95,468 |
| Domestic | 233,468,132 | 20,070 | 11,633 | 2,570,500 | 232 | 11,080 |
| Total Life Insurance | 446,188,231 | 22,099 | 20,190 | 175,176,911 | 2,040 | 85,871 |
| Home Service Insurance | 123,431,074 | 9,749 | 12,661 | 153,445,775 | 12,005 | 12,782 |
| Total | \$ 569,619,305 | 31,848 | | \$ 328,622,686 | 14,045 | |

As we previously disclosed, our strategic initiatives include the introduction of new products tailored to our specific markets and expansion of our distribution channels both domestically and internationally. These new products and distribution channels helped drive the 73% increase in total insurance issued in the six months ended June 30, 2024 as compared to the prior year period.

The growth in our Life Insurance segment is primarily attributable to strong sales of our new domestic final expense products, which accounted for over half of the insurance issued through June 30, 2024. The Life Insurance segment also benefited from sales of our international whole life product, which accounted for 65% of total insurance issued internationally in this segment for the six months ended June 30, 2024.

Insurance issued in our Home Service Insurance segment decreased for the six months ended June 30, 2024 compared to the prior year period as we continue to make changes to our agents' compensation structures to improve the quality of sales in this segment and believe the impact of inflation has affected new sales since the customer demographic is primarily middle- and lower-income individuals.

CONSOLIDATED RESULTS OF OPERATIONS

REVENUES

Our revenues are generated primarily by insurance renewal premiums and investment income from invested assets.

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|--|--------------------------------|---------------|------------------------------|----------------|
| (In thousands) | 2024 | 2023 | 2024 | 2023 |
| Revenues: | | | | |
| Premiums: | | | | |
| Life insurance | \$ 42,101 | 39,292 | 80,362 | 76,226 |
| Accident and health insurance | 458 | 547 | 872 | 905 |
| Property insurance | — | (113) | (2) | 844 |
| Net investment income | 17,540 | 17,241 | 35,027 | 34,315 |
| Investment related gains (losses), net | (253) | 703 | 710 | 415 |
| Other income | 2,238 | 857 | 2,827 | 1,736 |
| Total revenues | \$ 62,084 | 58,527 | 119,796 | 114,441 |

Total revenues increased in the three and six months ended June 30, 2024 as compared to the prior year periods, due to significantly higher first year life insurance premiums, higher net investment income and higher other income from supplemental contract revenue. The Company stopped accepting premiums for property insurance at the end of May 2023 and ceased these operations on June 30, 2023. Therefore, the table below shows a summary of our life and A&H premiums for the periods indicated.

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|--|--------------------------------|---------------|------------------------------|---------------|
| (In thousands) | 2024 | 2023 | 2024 | 2023 |
| Life and A&H premiums: | | | | |
| Direct premiums: | | | | |
| First year | \$ 7,893 | 4,277 | 13,824 | 8,451 |
| Renewal | 36,032 | 35,977 | 69,161 | 69,759 |
| Total direct life and A&H premiums | 43,925 | 40,254 | 82,985 | 78,210 |
| Reinsurance | (1,366) | (415) | (1,751) | (1,079) |
| Total life and A&H premiums | \$ 42,559 | 39,839 | 81,234 | 77,131 |

Premium Income. Total direct premiums increased 9% and 6% in the three and six months ended June 30, 2024, respectively, compared to the same periods in 2023 due to strong first year premium growth primarily in our Life Insurance segment.

Reinsurance ceded premiums increased in the three and six months ended June 30, 2024 compared to the same periods in 2023 due to our new coinsurance agreement with RGA entered in the second quarter of 2024 related to our CICA Domestic business.

Net Investment Income. A summary of our net investment income and annualized net investment income performance is as follows:

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|--|--------------------------------|---------------|------------------------------|---------------|
| (In thousands, except for %) | 2024 | 2023 | 2024 | 2023 |
| Gross investment income: | | | | |
| Fixed maturity securities | \$ 15,343 | 15,006 | 30,480 | 29,951 |
| Equity securities | 73 | 159 | 148 | 324 |
| Policy loans | 1,382 | 1,514 | 2,838 | 3,053 |
| Long-term investments | 1,268 | 1,091 | 2,492 | 2,012 |
| Other investment income | 185 | 140 | 421 | 264 |
| Total investment income | 18,251 | 17,910 | 36,379 | 35,604 |
| Investment expenses | (711) | (669) | (1,352) | (1,289) |
| Net investment income | \$ 17,540 | 17,241 | 35,027 | 34,315 |
| Net investment income, annualized | | \$ 70,054 | | 68,630 |
| Average invested assets, at amortized cost | | \$ 1,522,573 | | 1,518,827 |
| Annualized yield on average invested assets | | 4.60 % | | 4.52 % |

Due to insurance regulations, fixed maturity securities constitute the vast majority, or 88%, of our investment portfolio based on fair value and thus provide the vast majority of our investment income. Our total investment income increased by 2% for the three and six months ended June 30, 2024 compared to the same periods in 2023, primarily due to a higher average portfolio yield on our fixed maturity securities in the current period. Long-term investment income increased as our private equity investment asset base grew.

Investment Related Gains (Losses), Net. We recorded investment related losses of \$0.3 million and gains of \$0.7 million during the three and six months ended June 30, 2024, respectively, compared to investment related gains of \$0.7 million and \$0.4 million during the same prior year periods. As described above, the gains and losses are primarily related to the fair value change of our limited partnership and equity security investments, mostly in our Life Insurance segment, due to the volatility in equity markets over the past year. We did not sell these investments; however, the changes in fair values of our equity securities are reflected as investment related gains or losses in our income statement, in addition to executed transactions that result in a gain or loss.

Other Income. Other income consists primarily of supplemental contracts issued to policyholders in our Life Insurance segment upon the surrender or maturity of their original policies.

BENEFITS AND EXPENSES

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|---|--------------------------------|---------------|------------------------------|----------------|
| (In thousands) | 2024 | 2023 | 2024 | 2023 |
| Benefits and expenses: | | | | |
| Insurance benefits paid or provided: | | | | |
| Claims and surrenders | \$ 34,530 | 32,776 | 67,643 | 63,075 |
| Increase (decrease) in future policy benefit reserves | (1,052) | (944) | (601) | (1,922) |
| Policyholder liability remeasurement (gain) loss | 1,360 | 956 | 1,679 | 1,836 |
| Policyholders' dividends | 1,191 | 1,261 | 2,428 | 2,369 |
| Total insurance benefits paid or provided | 36,029 | 34,049 | 71,149 | 65,358 |
| Commissions | 12,232 | 8,883 | 22,682 | 17,896 |
| Other general expenses | 16,639 | 12,268 | 27,977 | 23,528 |
| Capitalization of deferred policy acquisition costs | (10,543) | (6,544) | (18,874) | (12,902) |
| Amortization of deferred policy acquisition costs | 4,273 | 3,674 | 8,311 | 7,488 |
| Amortization of cost of insurance acquired | 152 | 153 | 324 | 314 |
| Total benefits and expenses | \$ 58,782 | 52,483 | 111,569 | 101,682 |

Payments of claims and surrenders benefits constitute the majority of our expenses. Total benefits and expenses increased in the three and six months ended June 30, 2024 as compared to same periods in 2023 driven primarily by higher matured endowments in both periods and higher death claim benefits in the first quarter of 2024 as compared to the same period in 2023. The \$3.5 million accrual of legal fees awarded to the defendants in the trade secret trial, reflected in other general expenses, also contributed to the increase in the three months ended June 30, 2024.

Claims and Surrenders.

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|------------------------------------|--------------------------------|---------------|------------------------------|---------------|
| (In thousands) | 2024 | 2023 | 2024 | 2023 |
| Claims and surrenders: | | | | |
| Death claim benefits | \$ 5,298 | 5,636 | 12,156 | 11,018 |
| Surrender benefits | 14,330 | 14,990 | 26,461 | 27,306 |
| Endowment benefits | 1,945 | 2,076 | 3,699 | 4,185 |
| Matured endowment benefits | 11,047 | 9,062 | 21,808 | 17,827 |
| Property claims | 7 | 366 | (6) | 708 |
| A&H and other policy benefits | 1,903 | 646 | 3,525 | 2,031 |
| Total claims and surrenders | \$ 34,530 | 32,776 | 67,643 | 63,075 |

Death claim benefits are being impacted by the increase in policies issued over the past few years.

Surrender benefits decreased in the three and six months ended June 30, 2024 compared to the same periods in 2023. Surrenders are primarily related to international policies that are nearing maturity as well as policies that have passed their surrender charge period. We have implemented retention initiatives over the past few years, which we believe are helping to decrease surrenders.

Matured endowment benefits increased for the three and six months ended June 30, 2024 compared to the same periods in 2023. We anticipated this increase based upon the contractual maturity dates of the policies.

Explanation of Other Benefits and Expenses

Increase (Decrease) in Future Policy Benefit Reserves. Future policy benefit reserves reflect the liability established to provide for the payment of policy benefits that we expect to pay in the future and thus generally increase when we have a larger in force block of business due to higher sales and better persistency (i.e., more policies on which we expect to pay future benefits) and decrease when we have lower sales and persistency. In the three and six months ended June 30, 2024, the change in future policy benefit reserves varied due to the amount of reserves released in connection with higher matured endowments compared to increases in insurance issued and increases in our in force block of business.

Policyholder Liability Remeasurement (Gain) Loss. Most of our products are long-duration contracts that provide a specified, fixed amount of insurance benefit in exchange for a fixed premium. When a policy is initially issued, we establish a "net premium ratio" ("NPR") using assumptions regarding expected premiums and policyholder benefit liabilities. On a quarterly basis, we review actual versus expected experience in such quarter, which is reported as a policyholder liability remeasurement gain (if better performance than assumptions) or loss (if lower performance than assumptions).

Commissions. Commission expenses are a cost of acquiring business, as commissions are the primary compensation paid to our independent consultants and independent agents for selling our products. First year commission rates are higher than renewal commission rates and thus commissions fluctuate directly in relation to first year sales. As discussed above, in the three and six months ended June 30, 2024, the increases in first year sales led to an increase in commission related expenses.

Capitalization of Deferred Policy Acquisition Costs. We capitalize costs related to successful sales of our insurance products, which include certain commissions, policy issuance costs, and underwriting and agency expenses. These costs vary based upon amounts of premiums received related to new and renewal business. Capitalized DAC increased in the three and six months ended June 30, 2024, which is in line with the increases in new sales activity. Significantly lower amounts are capitalized related to renewal business in correlation with the lower commissions paid on that business compared to first year business, which has higher commission rates.

Amortization of Deferred Policy Acquisition Costs. Amortization of DAC increased in the three and six months ended June 30, 2024, compared to the same periods in 2023. DAC is amortized on a constant level basis over the expected term of the related contracts to approximate straight-line amortization.

SEGMENT OPERATIONS

We operate in two business segments:

- Life Insurance
- Home Service Insurance

These segments are reported in accordance with U.S. GAAP. The Company evaluates profit and loss performance based on net income before federal income taxes for these segments. The Company's Other Non-Insurance Enterprises include non-insurance operations such as IT and corporate-support functions, which are included in the table presented below to properly reconcile the segment information with the consolidated financial statements of the Company.

The following table sets forth income (loss) before federal income tax by segment during the periods indicated.

| | Three Months Ended | | Six Months Ended | |
|---|--------------------|--------------|------------------|---------------|
| | June 30, | | June 30, | |
| (In thousands) | 2024 | 2023 | 2024 | 2023 |
| Income (loss) before federal income tax: | | | | |
| Segments: | | | | |
| Life Insurance | \$ 7,472 | 7,473 | 13,272 | 13,845 |
| Home Service Insurance | 1,411 | 624 | 2,034 | 1,957 |
| Total segments | 8,883 | 8,097 | 15,306 | 15,802 |
| Other Non-Insurance Enterprises | (5,581) | (2,053) | (7,079) | (3,043) |
| Total income before federal income tax | \$ 3,302 | 6,044 | 8,227 | 12,759 |

LIFE INSURANCE

Detailed results of operations in the Life Insurance segment for the periods indicated are as follows:

| | Three Months Ended | | Six Months Ended | |
|---|--------------------|--------------|------------------|---------------|
| | June 30, | | June 30, | |
| (In thousands) | 2024 | 2023 | 2024 | 2023 |
| Revenues: | | | | |
| Premiums | \$ 31,605 | 28,773 | 59,466 | 54,980 |
| Net investment income | 13,812 | 13,498 | 27,498 | 26,809 |
| Investment related gains (losses), net | (279) | 738 | 807 | 301 |
| Other income | 2,218 | 856 | 2,724 | 1,735 |
| Total revenues | 47,356 | 43,865 | 90,495 | 83,825 |
| Benefits and expenses: | | | | |
| Insurance benefits paid or provided: | | | | |
| Claims and surrenders | 29,169 | 26,968 | 56,533 | 51,407 |
| Increase (decrease) in future policy benefit reserves | (2,269) | (1,863) | (3,462) | (3,683) |
| Policyholder liability remeasurement (gain) loss | 1,306 | 885 | 1,679 | 1,701 |
| Policyholders' dividends | 1,186 | 1,255 | 2,417 | 2,356 |
| Total insurance benefits paid or provided | 29,392 | 27,245 | 57,167 | 51,781 |
| Commissions | 8,543 | 4,765 | 15,503 | 9,524 |
| Other general expenses | 6,925 | 5,646 | 12,961 | 11,105 |
| Capitalization of deferred policy acquisition costs | (8,591) | (4,457) | (15,407) | (8,817) |
| Amortization of deferred policy acquisition costs | 3,586 | 3,167 | 6,944 | 6,329 |
| Amortization of cost of insurance acquired | 29 | 26 | 55 | 58 |
| Total benefits and expenses | 39,884 | 36,392 | 77,223 | 69,980 |
| Income before federal income tax | \$ 7,472 | 7,473 | 13,272 | 13,845 |

In our Life Insurance segment, income before federal income tax was \$7.5 million in both the three months ended June 30, 2024 and 2023. In the 2024 period, \$3.5 million in higher revenues was offset by higher matured endowments and higher general expenses supporting our domestic growth strategy. In the six months ended

June 30, 2024, income before federal income tax decreased by \$0.6 million from the prior year period for the above reasons as well as higher death claims in the six month period.

Life Insurance segment premium breakout is detailed below.

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|-----------------------|--------------------------------|---------------|------------------------------|---------------|
| (In thousands) | 2024 | 2023 | 2024 | 2023 |
| Premiums: | | | | |
| Direct premiums: | | | | |
| First year | \$ 6,496 | 2,805 | 11,080 | 5,399 |
| Renewal | 26,468 | 26,380 | 50,118 | 50,643 |
| Total direct premiums | 32,964 | 29,185 | 61,198 | 56,042 |
| Reinsurance | (1,359) | (412) | (1,732) | (1,062) |
| Total premiums | \$ 31,605 | 28,773 | 59,466 | 54,980 |

Premiums. Our total premiums increased by 10% and 8% in the three and six months ended June 30, 2024, respectively, as compared to the same periods in 2023 due to the 103% and 90% increase, respectively, in first year premiums. First year premiums rose significantly due to sales of our new products and expanded domestic distribution. Renewal premiums decreased slightly in the six months ended June 30, 2024 as compared to the same prior year period. As described above, this decline is due to high surrenders and matured endowments over the last several years; however, the growth in sales over the last 2 years contributed to the slight increase in renewal premiums in the three months ended June 30, 2024 as compared to 2023.

The increase in reinsurance ceded premiums in the three and six months ended June 30, 2024, compared to the same periods in 2023, is due to our new coinsurance agreement with RGA entered in the second quarter of 2024 related to our CICA Domestic business.

While our domestic life insurance business drove the significant increase in first year premiums, life insurance premiums are generated largely from our international policyholders living in 80 different countries across the globe. The following table sets forth our premiums by location for the three and six months ended June 30, 2024 and 2023.

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|--|--------------------------------|---------------|------------------------------|---------------|
| (In thousands) | 2024 | 2023 | 2024 | 2023 |
| International premiums: | | | | |
| Colombia | \$ 6,043 | 6,281 | 12,026 | 12,338 |
| Taiwan | 3,617 | 3,590 | 8,159 | 8,892 |
| Venezuela | 3,663 | 3,682 | 6,978 | 7,404 |
| Ecuador | 3,145 | 3,157 | 6,189 | 6,403 |
| Argentina | 2,673 | 2,396 | 4,771 | 4,580 |
| Other Non-U.S. | 9,532 | 9,534 | 18,347 | 18,375 |
| Total international premiums | 28,673 | 28,640 | 56,470 | 57,992 |
| Domestic premiums | 3,382 | 926 | 5,704 | 1,893 |
| Reinsurance and change in premium accruals | (450) | (793) | (2,708) | (4,905) |
| Total premiums | \$ 31,605 | 28,773 | 59,466 | 54,980 |

Net Investment Income. Our net investment income increased by 2% and 3% for the three and six months ended June 30, 2024, respectively, compared to the same periods in 2023 due to our higher average portfolio yield. The majority of our investment income is derived from fixed maturity securities; however, long-term investment income continues to increase as our limited partnership asset base grows.

Investment Related Gains (Losses), Net. We recorded investment related losses of \$0.3 million and gains of \$0.8 million during the three and six months ended June 30, 2024, respectively, compared to investment related gains of \$0.7 million and \$0.3 million during the same prior year periods, resulting primarily from the change in estimated fair market value of our limited partnership investments.

Claims and Surrenders. The following table sets forth our primary claims and surrender benefits paid within our Life Insurance segment for the three and six months ended June 30, 2024 compared to the same periods in 2023.

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|------------------------------------|--------------------------------|---------------|------------------------------|---------------|
| (In thousands) | 2024 | 2023 | 2024 | 2023 |
| Claims and surrenders: | | | | |
| Death claim benefits | \$ 1,186 | 1,391 | 3,184 | 2,139 |
| Surrender benefits | 13,373 | 13,982 | 24,810 | 25,610 |
| Endowment benefits | 1,943 | 2,073 | 3,696 | 4,181 |
| Matured endowment benefits | 10,861 | 8,915 | 21,476 | 17,535 |
| A&H and other policy benefits | 1,806 | 607 | 3,367 | 1,942 |
| Total claims and surrenders | \$ 29,169 | 26,968 | 56,533 | 51,407 |

During the three and six months ended June 30, 2024 and 2023, the majority of our claims and surrender benefits in our Life Insurance segment were related to payment of surrender benefits and matured endowment benefits. Many of our endowment policies are reaching their contractual maturity dates and thus matured endowment benefits are increasing. We expect this trend to continue over the next few years. Surrender benefits decreased slightly for the three and six months ended June 30, 2024 compared to the prior year periods which we believe is due to our retention efforts. Death claim benefits increased for the six months ended June 30, 2024, compared to the prior year period as we saw a higher number of reported claims due to the increase in policies issued. Mortality experience is closely monitored by the Company as a key performance indicator and fluctuates from quarter-to-quarter based on reported claims.

Increase (Decrease) in Future Policy Benefit Reserves. The change in future policy benefit reserves for the three and six months ended June 30, 2024 and 2023 was the result of reserves released due to surrenders and higher matured endowment benefits. These releases were partially offset by increases in reserves due to insurance issued and normal increases in our in force block of business policy benefit reserves.

HOME SERVICE INSURANCE

Detailed results of operations for the Home Service Insurance segment for the periods indicated are as follows:

| (In thousands) | Three Months Ended June 30, | | Six Months Ended June 30, | |
|---|--------------------------------|------------|------------------------------|--------------|
| | 2024 | 2023 | 2024 | 2023 |
| Revenues: | | | | |
| Premiums | \$ 10,954 | 10,953 | 21,766 | 22,995 |
| Net investment income | 3,529 | 3,450 | 7,066 | 6,920 |
| Investment related gains (losses), net | 23 | (12) | (68) | 87 |
| Other income | 20 | 1 | 20 | 1 |
| Total revenues | 14,526 | 14,392 | 28,784 | 30,003 |
| Benefits and expenses: | | | | |
| Insurance benefits paid or provided: | | | | |
| Claims and surrenders | 5,361 | 5,808 | 11,110 | 11,668 |
| Increase (decrease) in future policy benefit reserves | 1,217 | 919 | 2,861 | 1,761 |
| Policyholder liability remeasurement (gain) loss | 54 | 71 | — | 135 |
| Policyholders' dividends | 5 | 6 | 11 | 13 |
| Total insurance benefits paid or provided | 6,637 | 6,804 | 13,982 | 13,577 |
| Commissions | 3,689 | 4,118 | 7,179 | 8,372 |
| Other general expenses | 3,931 | 4,299 | 7,420 | 8,767 |
| Capitalization of deferred policy acquisition costs | (1,952) | (2,087) | (3,467) | (4,085) |
| Amortization of deferred policy acquisition costs | 687 | 507 | 1,367 | 1,159 |
| Amortization of cost of insurance acquired | 123 | 127 | 269 | 256 |
| Total benefits and expenses | 13,115 | 13,768 | 26,750 | 28,046 |
| Income before federal income tax | \$ 1,411 | 624 | 2,034 | 1,957 |

In our Home Service Insurance segment, we reported income before federal income tax of \$1.4 million and \$2.0 million in the three and six months ended June 30, 2024, respectively, as compared to income of \$0.6 million and \$2.0 million in the prior year periods. The higher income is primarily driven by a decrease in other general expenses and lower claims and surrenders, partially due to ceasing our property insurance operations as of June 30, 2023, which also impacted premium revenue.

Home Service Insurance segment life and A&H premium breakout is detailed below.

| (In thousands) | Three Months Ended June 30, | | Six Months Ended June 30, | |
|---|--------------------------------|---------------|------------------------------|---------------|
| | 2024 | 2023 | 2024 | 2023 |
| Direct life and A&H premiums: | | | | |
| First year | \$ 1,397 | 1,472 | 2,744 | 3,052 |
| Renewal | 9,564 | 9,597 | 19,043 | 19,116 |
| Total direct life and A&H premiums | \$ 10,961 | 11,069 | 21,787 | 22,168 |

Premiums. Our first year life and A&H premiums declined 5% and 10% in the three and six months ended June 30, 2024, respectively, compared to the same prior year periods as we continue to make changes to our agents' compensation structures to improve the quality and the persistency of sales in this segment.

Claims and Surrenders. Payments of claims and surrender benefits, which are the largest portion of our expenses, are summarized as follows:

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|------------------------------------|--------------------------------|--------------|------------------------------|---------------|
| (In thousands) | 2024 | 2023 | 2024 | 2023 |
| Claims and surrenders: | | | | |
| Death claim benefits | \$ 4,112 | 4,245 | 8,972 | 8,879 |
| Surrender benefits | 957 | 1,008 | 1,651 | 1,696 |
| Endowment benefits | 2 | 3 | 3 | 4 |
| Matured endowment benefits | 186 | 147 | 332 | 292 |
| Property claims | 7 | 366 | (6) | 708 |
| A&H and other policy benefits | 97 | 39 | 158 | 89 |
| Total claims and surrenders | \$ 5,361 | 5,808 | 11,110 | 11,668 |

The majority of claims and surrender benefits in our Home Service Insurance segment are death claim benefits. Death claim benefits decreased slightly in the three months and increased slightly in the six months ended June 30, 2024 compared to the same prior year periods. Mortality experience is closely monitored by the Company as a key performance indicator and fluctuates from quarter-to-quarter based on reported claims.

Other General Expenses. General expenses decreased in the three and six months ended June 30, 2024 compared to the same periods in 2023, primarily due to ceasing our property insurance business as discussed above.

OTHER NON-INSURANCE ENTERPRISES

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|---------------------------------------|--------------------------------|----------------|------------------------------|----------------|
| (In thousands) | 2024 | 2023 | 2024 | 2023 |
| Loss before federal income tax | \$ (5,581) | (2,053) | (7,079) | (3,043) |

This operating unit represents the administrative support functions for the insurance operations. Its revenues are primarily intercompany and have been eliminated in consolidation under U.S. GAAP, which typically results in a loss. Revenue in this operating unit consists primarily of net investment income and investment related gains or losses, while expenses consist of other general expenses related to corporate functions. The primary reason for the increased loss before federal income tax in the three and six months ended June 30, 2024 compared to the same periods in 2023 is the legal accrual described above.

INVESTMENTS

Our investments are an integral part of our business success. Our cash and invested assets at June 30, 2024 were \$1.4 billion, of which 86% was invested in fixed maturity securities, all of which are classified as available-for-sale. We closely monitor the duration of our fixed maturity investments, and investment purchases and sales are executed with the objective of having adequate funds available to satisfy our insurance obligations.

The following table sets forth the carrying value of our investments by investment category and cash, cash equivalents and the percentage of each to total cash and invested assets.

| Carrying Value | June 30, 2024 | | December 31, 2023 | |
|---|---------------------|----------------|---------------------|----------------|
| (In thousands, except for %) | Amount | % | Amount | % |
| Cash, cash equivalents and invested assets: | | | | |
| Fixed maturity securities: | | | | |
| U.S. Treasury and U.S. Government-sponsored enterprises | \$ 9,512 | 0.7 % | \$ 9,715 | 0.7 % |
| Corporate | 779,870 | 55.2 | 787,607 | 55.1 |
| States and political subdivisions ⁽¹⁾ | 277,228 | 19.7 | 287,231 | 20.1 |
| Mortgage-backed ⁽²⁾ | 94,684 | 6.7 | 97,294 | 6.8 |
| Asset-backed | 52,109 | 3.7 | 57,134 | 4.0 |
| Total fixed maturity securities | 1,213,403 | 86.0 | 1,238,981 | 86.7 |
| Cash and cash equivalents | 26,344 | 1.9 | 26,997 | 1.8 |
| Other investments: | | | | |
| Policy loans | 73,462 | 5.2 | 75,359 | 5.3 |
| Equity securities | 5,336 | 0.4 | 5,282 | 0.4 |
| Other long-term investments | 92,141 | 6.5 | 82,725 | 5.8 |
| Total cash, cash equivalents and invested assets | \$ 1,410,686 | 100.0 % | \$ 1,429,344 | 100.0 % |

⁽¹⁾ Includes \$121.2 million and \$124.2 million of securities guaranteed by third parties at June 30, 2024 and December 31, 2023, respectively.

⁽²⁾ Includes \$93.5 million and \$96.1 million of U.S. Government-sponsored enterprises at June 30, 2024 and December 31, 2023, respectively.

The carrying value of the Company's fixed maturity securities investment portfolio at June 30, 2024 was \$1.21 billion compared to \$1.24 billion at December 31, 2023. The distribution of the credit ratings of our portfolio of fixed maturity securities by carrying value as of June 30, 2024 did not materially change from December 31, 2023 – the weighted average was "A" at both dates.

Cash and cash equivalents decreased as of June 30, 2024 from December 31, 2023 and fluctuates from period-to-period primarily due to the timing of operating and investing activities.

Other long-term investments increased by \$9.4 million as of June 30, 2024 from December 31, 2023 due to additional funding and increases in the fair market value of our limited partnership investments.

Obligations of States and Political Subdivisions

The Company's fixed maturity securities investment portfolio at June 30, 2024 and December 31, 2023 included \$277.2 million and \$287.2 million, respectively, of securities that are obligations of states and political subdivisions, including municipalities (collectively referred to as the municipal bond portfolio).

The Company's municipal bond portfolio includes third-party guarantees. Detailed below is a presentation by the Nationally Recognized Statistical Rating Organization ("NRSRO") rating of these holdings by funding type as of June 30, 2024.

| (In thousands, except for %) | General Obligation | | Special Revenue | | Other | | Total | | % Based on Amortized Cost | |
|---|--------------------|----------------|-----------------|----------------|------------|----------------|------------|----------------|---------------------------|---------|
| | Fair Value | Amortized Cost | Fair Value | Amortized Cost | Fair Value | Amortized Cost | Fair Value | Amortized Cost | | |
| | | | | | | | | | | |
| State and political subdivision fixed maturity securities including third-party guarantees: | | | | | | | | | | |
| AAA | \$ | 12,902 | 12,895 | 6,546 | 6,889 | — | — | 19,448 | 19,784 | 6.4 % |
| AA | | 43,407 | 44,076 | 105,924 | 122,687 | 6,259 | 6,552 | 155,590 | 173,315 | 56.3 |
| A | | 3,999 | 4,362 | 84,785 | 95,885 | 4,400 | 4,393 | 93,184 | 104,640 | 34.0 |
| BBB | | 533 | 559 | 3,988 | 4,757 | 1,388 | 1,450 | 5,909 | 6,766 | 2.2 |
| BB and other | | 3,028 | 3,158 | 69 | 71 | — | — | 3,097 | 3,229 | 1.1 |
| Total | \$ | 63,869 | 65,050 | 201,312 | 230,289 | 12,047 | 12,395 | 277,228 | 307,734 | 100.0 % |
| State and political subdivision fixed maturity securities excluding third-party guarantees: | | | | | | | | | | |
| AA | \$ | 31,175 | 31,456 | 32,993 | 37,408 | 3,824 | 3,819 | 67,992 | 72,683 | 23.6 % |
| A | | 16,509 | 16,974 | 94,001 | 104,860 | 5,834 | 6,126 | 116,344 | 127,960 | 41.6 |
| BBB | | 2,875 | 3,175 | 17,641 | 19,807 | — | — | 20,516 | 22,982 | 7.5 |
| BB and other | | 13,310 | 13,445 | 56,677 | 68,214 | 2,389 | 2,450 | 72,376 | 84,109 | 27.3 |
| Total | \$ | 63,869 | 65,050 | 201,312 | 230,289 | 12,047 | 12,395 | 277,228 | 307,734 | 100.0 % |

The table below shows the categories in which the Company held investments in special revenue bonds that were greater than 10% of fair value based upon the Company's total municipal bond portfolio at June 30, 2024.

| (In thousands, except for %) | Fair Value | Amortized Cost | % of Total Fair Value |
|------------------------------|------------|----------------|-----------------------|
| Education | \$ 45,678 | 52,079 | 16.5 % |
| Utilities | 40,606 | 44,876 | 14.7 |
| Transportation | 33,565 | 40,561 | 12.1 |

The Company's municipal bond portfolio is spread across many states, however, municipal bonds from Texas and California comprise the most significant concentration of the total municipal bond portfolio as of June 30, 2024. The Company holds 22% and 15% of its municipal bond portfolio in Texas and California issuers, respectively, as of June 30, 2024. There were no other states or individual issuer holdings that represented or exceeded 10% of the total municipal bond portfolio as of June 30, 2024.

The table below represents the Company's detailed exposure to municipal bonds in Texas at June 30, 2024.

| | General Obligation | | Special Revenue | | Other | | Total | |
|---|--------------------|----------------|-----------------|----------------|------------|----------------|---------------|----------------|
| | Fair Value | Amortized Cost | Fair Value | Amortized Cost | Fair Value | Amortized Cost | Fair Value | Amortized Cost |
| (In thousands) | | | | | | | | |
| Texas state and political subdivision fixed maturity securities including third-party guarantees: | | | | | | | | |
| AAA | \$ 12,402 | 12,391 | 2,552 | 2,634 | — | — | 14,954 | 15,025 |
| AA | 16,407 | 16,405 | 13,324 | 15,168 | — | — | 29,731 | 31,573 |
| A | — | — | 16,879 | 21,895 | — | — | 16,879 | 21,895 |
| Total | \$ 28,809 | 28,796 | 32,755 | 39,697 | — | — | 61,564 | 68,493 |
| Texas state and political subdivision fixed maturity securities excluding third-party guarantees: | | | | | | | | |
| AA | \$ 23,963 | 23,946 | 4,418 | 4,985 | — | — | 28,381 | 28,931 |
| A | 4,846 | 4,850 | 16,058 | 18,077 | — | — | 20,904 | 22,927 |
| BBB | — | — | 3,194 | 3,415 | — | — | 3,194 | 3,415 |
| BB and other | — | — | 9,085 | 13,220 | — | — | 9,085 | 13,220 |
| Total | \$ 28,809 | 28,796 | 32,755 | 39,697 | — | — | 61,564 | 68,493 |

The table below represents the Company's detailed exposure to municipal bonds in California at June 30, 2024.

| | General Obligation | | Special Revenue | | Other | | Total | |
|--|--------------------|----------------|-----------------|----------------|--------------|----------------|---------------|----------------|
| | Fair Value | Amortized Cost | Fair Value | Amortized Cost | Fair Value | Amortized Cost | Fair Value | Amortized Cost |
| (In thousands) | | | | | | | | |
| California state and political subdivision fixed maturity securities including third-party guarantees: | | | | | | | | |
| AA | \$ 2,033 | 2,068 | 29,081 | 35,052 | 2,435 | 2,733 | 33,549 | 39,853 |
| A | 1,265 | 1,650 | 7,592 | 9,257 | — | — | 8,857 | 10,907 |
| Total | \$ 3,298 | 3,718 | 36,673 | 44,309 | 2,435 | 2,733 | 42,406 | 50,760 |
| California state and political subdivision fixed maturity securities excluding third-party guarantees: | | | | | | | | |
| AA | \$ 449 | 445 | 4,209 | 5,056 | — | — | 4,658 | 5,501 |
| A | 2,849 | 3,273 | 17,845 | 21,642 | 2,435 | 2,733 | 23,129 | 27,648 |
| BBB | — | — | 570 | 570 | — | — | 570 | 570 |
| BB and other | — | — | 14,049 | 17,041 | — | — | 14,049 | 17,041 |
| Total | \$ 3,298 | 3,718 | 36,673 | 44,309 | 2,435 | 2,733 | 42,406 | 50,760 |

IMPAIRMENT CONSIDERATIONS RELATED TO INVESTMENTS IN FIXED MATURITY AND EQUITY SECURITIES

The Company did not record any credit valuation allowances on fixed maturity securities in either of the three and six months ended June 30, 2024 or 2023.

Information on both unrealized and realized gains and losses by category is set forth in [Part I, Item 1, Note 3. Investments](#), of the notes to our consolidated financial statements herein.

LIQUIDITY AND CAPITAL RESOURCES

Below are our primary capital resources (based on carrying value of each) as of the periods indicated.

| <i>(In thousands)</i> | | June 30, 2024 | December 31, 2023 |
|---------------------------|----|---------------|-------------------|
| Fixed maturity securities | \$ | 1,213,403 | 1,238,981 |
| Cash and cash equivalents | | 26,344 | 26,997 |

Liquidity refers to a company's ability to generate or obtain sufficient cash to meet the needs of its operations. Our liquidity is primarily derived from our cash flow from operations, our cash and cash equivalents, and our portfolio of marketable securities. We may also derive liquidity by accessing our Credit Facility (described below) or may raise capital by selling shares in our SIP (as defined below) or by other traditional means. Citizens has no debt as of June 30, 2024.

Cash from Operating Activities. Cash provided by operating activities is an important liquidity metric because it reflects, during a given period, the amount of cash generated that is available to pay our operating expenses, invest in our business or make strategic acquisitions. In the six months ended June 30, 2024, our operations provided \$11.4 million in net cash.

Cash from Investing Activities. We have traditionally also had significant cash flows from both scheduled and unscheduled investment security maturities, redemptions, and prepayments. These cash flows, for the most part, are reinvested in new investments. In the six months ended June 30, 2024, we had net cash outflows from investing activities of \$10.2 million as we continue to invest excess funds in this high interest rate environment. The investing activities fluctuate from period to period due to timing of security activities such as calls and maturities and reinvestment of those funds. 86% of our total cash, cash equivalents and investments consist of marketable fixed maturity securities classified as available-for-sale that could be readily converted to cash for liquidity needs.

PARENT COMPANY LIQUIDITY AND CAPITAL RESOURCES

Citizens is a holding company and has minimal operations of its own. Citizens' assets consist of the capital stock of its subsidiaries, cash and investments. Citizens' liquidity requirements are met primarily from two sources: cash generated from its operating subsidiaries and its invested assets. Citizens ability to obtain cash from its insurance subsidiaries depends primarily upon the availability of statutorily permissible payments, including payments Citizens receives from service agreements with its insurance subsidiaries and dividends from the subsidiaries. The ability to make payments to the holding company is limited by applicable laws of the U.S. states of domicile and by the Puerto Rico Office of Commissioner of Insurance, which all subject insurance operations to significant regulatory restrictions. These laws and regulations require, among other things, that our insurance subsidiaries maintain minimum solvency or premium to surplus ratio requirements, which limit the amount of dividends that can be paid to the holding company. The regulations also require approval of our service agreements with the applicable regulatory authority in order to prevent insurance subsidiaries from moving large amounts of cash to the less regulated holding company.

In addition to the above-mentioned sources of cash, we offer a Stock Investment Plan ("SIP"), whereby investors, policyholders, independent contractors and agents, employees and directors can directly purchase our stock. At our option, purchases of stock under the SIP can be made from newly issued or treasury stock, rather than in the open market, in which case, we can raise capital by selling our shares.

We renewed our Credit Facility with Regions Bank on May 3, 2024 on substantially the same terms for an additional three years. See [Part I, Item 1, Note 8. Commitments and Contingencies](#) in the notes to our consolidated financial statements, herein, for a description of the Credit Facility. The Credit Facility provides additional liquidity to the

Company for short-term or longer-term needs. As of June 30, 2024, we have not borrowed any money under the Credit Facility.

INSURANCE COMPANY SUBSIDIARY LIQUIDITY AND CAPITAL RESOURCES

The liquidity requirements of our insurance operations are primarily met by premium revenues, investment income and proceeds from investment maturities, calls or sales. Primary cash needs are for payments of policyholder benefits, investment purchases, policy acquisition costs and other operating expenses. We manage our insurance operations in order to ensure that we have stable and reliable sources of cash flow to meet our obligations. As we have discussed, we recently re-launched our domestic business by developing new products and expanding our distribution channels, which has led to an increase in first year premiums (*i.e.*, new sales) of 54% from 2023 to 2024. When selling new policies, we incur upfront policy acquisition costs, such as agent commission payments. While historically, cash flows from our operations have been sufficient to meet our cash needs, the insurance companies also have the available-for-sale fixed maturity investment portfolio available to create additional cash flows if required. Two of our insurance subsidiaries are members of the Federal Home Loan Bank ("FHLB") of Dallas. FHLB membership provides the insurance subsidiaries with access to various low-cost collateralized borrowings and funding agreements. While not the only source of additional liquidity, the FHLB could provide the insurance subsidiaries with an additional source of liquidity, if needed.

We believe that we have adequate capital resources and ability to obtain additional capital if needed to support the short-term and longer-term liquidity requirements of our insurance operations. See Contractual Obligations and Off-balance Sheet Arrangements in our [Form 10-K](#) and below for a discussion of known and estimated cash needs. Cash flow projections and cash flow tests under various market interest rate scenarios are performed annually to assist in evaluating liquidity needs and adequacy.

Trends, Demands and Restrictions on our Uses of Cash

Because claims and surrenders are our largest expense, a primary liquidity concern is the risk of either (i) an extraordinary level of early policyholder surrenders, or (ii) higher than expected mortality experience. Our death benefit payments increased in the six months ended June 30, 2024 which is expected as the amount of insurance issued has increased significantly over the past couple of years. Surrender benefits, which have been higher than usual the last several years, slightly decreased in the first six months of 2024. In order to mitigate the risk of early policyholder surrenders, we include provisions in our insurance policies, such as surrender charges, that help limit and discourage early withdrawal, but as many of our policies have reached the age where surrender charges have expired or significantly decreased, we have experienced high levels of surrenders. We believe that surrenders have been high due to other reasons, including the loss of one of our biggest distributors in Venezuela in 2018, increasing interest rates, which may encourage policyholders to seek higher rates of returns in different investment products, post-pandemic beliefs that life insurance may not be as important as it was during the pandemic, and inflationary pressures, which may cause policyholders to want the cash values of their policies due to decreased purchasing power elsewhere. To the extent that early surrenders are higher than expected, our liquidity could be negatively impacted due to benefit payments as well as lower renewal premiums. We continue to monitor surrenders and early withdrawals and focus on our retention initiatives.

Our endowment products have contractual maturity dates and provide the policyholder with alternatives once the policy matures - they can choose to take a lump sum payout or leave the money on deposit at interest with the Company. Approximately 18% of the endowments in force, totaling approximately 6% of our in force business as of June 30, 2024, will mature in the next five years. Policyholder election behavior is unknown, but if too many policyholders elect lump sum distributions, the Company could be exposed to liquidity risk in years of high maturities. Meeting these distributions could require the Company to sell its investments at inopportune times to pay policyholder withdrawals. Alternatively, if the policyholders were to leave the money on deposit with the Company at interest, our profitability could be impacted if the product guaranteed rate is higher than the market rate we are earning on our investments. We currently anticipate that our available operating cash flow and capital resources will be adequate to meet our needs for funds, but we are closely monitoring our policyholder behavior patterns.

In our CICA Domestic business, we pay advance commissions on some of our insurance products, meaning we pay an agent their commission immediately upon sale of a policy, rather than "as earned", or when premiums are received by us. Because of this, another liquidity concern is the risk that rapid growth in first year sales of these products could create a significant increase in commission payments, which increases expenses and thus reduces our statutory capital until the commissions are recouped from premiums paid. CICA Domestic sales have increased significantly since the third quarter of 2023 and continue to grow rapidly. To mitigate this risk and strain on capital, we entered into a coinsurance agreement with RGA in the second quarter of 2024 and elected to cede 50% of our final expense business to RGA, which alleviates some of the strain on expenses. We may also seek other options, such as loans at the holding company level (from the Credit Facility or otherwise) that would allow us to reduce the liquidity risk should CICA Domestic's required commission payments exceed current resources. If we are unable to borrow money to contribute capital to CICA Domestic, we could be exposed to cash flow strain.

See [Part I, Item 1, Note 8. Commitments and Contingencies](#), as well as [Part II, Item 1. Legal Proceedings](#) - Trade Secret Lawsuit, for a discussion of the trade secret lawsuit, which could negatively impact our cash if we do not succeed in our appeal.

Regulatory Restrictions on our Use of Cash

As discussed above, we are subject to regulatory capital requirements that could affect the Company's ability to access capital from our insurance operations or cause the Company to have to put additional cash in our wholly-owned subsidiaries.

Our domestic companies are subject to minimum capital requirements set by the NAIC in the form of risk-based capital ("RBC"). RBC considers the type of business written by an insurance company, the quality of its assets, and various other aspects of an insurance company's business to develop a minimum level of capital called "Authorized Control Level Risk-Based Capital". This level of capital is then compared to an adjusted statutory capital that includes capital and surplus as reported under statutory accounting principles, plus certain investment reserves. Should the ratio of adjusted statutory capital to control level RBC fall below 200% for our domestic companies, a series of remedial actions by the affected company would be required. Additionally, we have a Capital Maintenance Agreement between Citizens and CICA Domestic, Citizens' wholly-owned subsidiary domiciled in Colorado, that would require Citizens to contribute capital to CICA Domestic in order to maintain a RBC level above 350%. At June 30, 2024, our domestic insurance subsidiaries were above the required minimum RBC levels and CICA Domestic was above 350%.

For CICA Domestic, commission advances are non-admitted assets, which increases required regulatory capital and reduces the excess capital available. As discussed above, management is investigating various options in order to reduce both regulatory capital and liquidity risk should the capital required to support this pace of growth exceed current resources. Citizens may have to contribute capital to CICA Domestic to maintain the required RBC ratio.

CICA International is a Puerto Rico domiciled company. The Insurance Code of Puerto Rico does not specifically set forth minimum capital and surplus standards, but rather requires that an insurer submit a business plan for approval to the OIC that includes proposed minimum capital and surplus. CICA International is required to maintain a minimum of \$750,000 in capital and maintain a premium to surplus ratio of 7 to 1. CICA International began issuing new business as of January 1, 2023 and received the transfer of all of CICA Bermuda's in force insurance business as of August 31, 2023. On that date, Citizens entered into a Keep Well Agreement with CICA International to replace the Keep Well Agreement that had been in place between Citizens and CICA Bermuda. The Keep Well Agreement, which expires on August 31, 2024, requires Citizens to contribute up to \$10 million in capital to CICA International as necessary to ensure that CICA International maintains at least either (i) 112% of its required ratio of premiums to capital and surplus, or (ii) 200% of the minimum capital and surplus requirement, whichever is higher. Since CICA International's capital exceeds both of the metrics, Citizens is not required to make a capital contribution.

Any capital that Citizens is required to contribute to its insurance subsidiaries could negatively impact the Company's capital resources and liquidity.

CONTRACTUAL OBLIGATIONS AND OFF-BALANCE SHEET ARRANGEMENTS

As of June 30, 2024, we have no additional contractual obligations or off-balance sheet arrangements other than those described in [Part I, Item 1, Note 8. Commitments and Contingencies](#) in the notes to our consolidated financial statements herein and in Part II, Item 7, Contractual Obligations and Off-Balance Sheet Arrangements in our [Form 10-K](#). We do not utilize special purpose entities as investment vehicles, nor are there any such entities in which we have an investment that engage in speculative activities of any nature, and we do not use such investments to hedge our investment positions.

CRITICAL ACCOUNTING POLICIES

We believe that the accounting policies set forth in Part I, Item 7, Management's Discussion and Analysis of Financial Condition and Results of Operations - "Critical Accounting Policies" and Part IV, Item 15, Note 1. Summary of Significant Accounting Policies of our consolidated financial statements in our [Form 10-K](#) continue to describe the significant judgments and estimates used in the preparation of our consolidated financial statements.

Item 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

As a smaller reporting company, we have elected to comply with certain scaled disclosure reporting obligations and therefore are not required to provide the information required by this Item.

Item 4. CONTROLS AND PROCEDURES

EVALUATION OF DISCLOSURE CONTROLS AND PROCEDURES

We maintain disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended (the "Exchange Act")) that are designed to ensure that information required to be disclosed in our reports filed or submitted under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms, and that such information is accumulated and communicated to our management, including our principal executive officer and principal financial officer, to allow timely decisions regarding required disclosures.

Our management, including our principal executive officer and principal financial officer, evaluated the effectiveness of our disclosure controls and procedures pursuant to Rules 13a-15(e) and 15d-15(e) under the Exchange Act as of June 30, 2024. Based on such evaluation, our principal executive officer and principal financial officer concluded that our disclosure controls and procedures were effective as of June 30, 2024 to provide reasonable assurance that information required to be disclosed by us in the reports that we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the rules and forms of the SEC and such information is accumulated and reported to management, including our principal executive and financial officers, as appropriate to allow timely decisions regarding disclosure.

CHANGES IN INTERNAL CONTROL OVER FINANCIAL REPORTING

During the three months ended June 30, 2024, there were no changes in the Company's internal control over financial reporting (as defined in rules 13a-15(f) and 15d-15(f) under the Exchange Act) that materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

PART II. OTHER INFORMATION

Item 1. LEGAL PROCEEDINGS

Trade Secret Lawsuit

In the first quarter of 2024, a jury trial was held in the “trade secret lawsuit”. The trade secret lawsuit was filed in 2018 by Citizens, CICA Life Ltd. (Bermuda) and CICA Life Insurance Company of America (collectively, the “Citizens Companies,” “we,” “us” or “our”) against certain former employees and independent consultants who we alleged unlawfully took Citizens’ confidential information in order to unfairly compete with us. Our claims against these parties included various unfair competition, tortious interference, breach of contract and other related claims.

In March 2024, the jury found that (i) Defendant Carlos Nalsen Landa (“Landa”), a former independent consultant, misappropriated the Citizens’ Companies policyholder information, (ii) Citizens’ former chief underwriter, Michael P. Buchweitz (“Buchweitz”) and Randall Riley (“Riley”), a former Citizens executive and son of Citizens’ founder Harold E. Riley, failed to comply with their Citizens’ confidentiality agreements, and (iii) both Buchweitz and Riley intentionally interfered with former Chief Actuary Jonathan Pollio’s (“Pollio”) Citizens’ confidentiality agreement. For Buchweitz, the jury also found that he did not have a good faith belief that he was acting in the bona fide exercise of his own rights when he interfered with Pollio’s Citizens’ confidentiality agreement. Despite these findings, the jury did not believe that the above-mentioned actions damaged the Citizens Companies economically and thus did not assess any monetary damages against any of the above parties. Additionally, the jury found that Citizens should pay Alexis Delgado (“Delgado”, a former independent consultant) and Landa approximately \$1.3 million for “money had and received”, an equitable theory that claimed that the Citizens Companies would be unjustly enriched if they didn’t pay past and future commissions to Delgado and Landa.

On April 30, 2024, Defendants Riley (through his estate), Buchweitz and Delgado filed a motion against the Citizens Companies seeking approximately \$3.9 million in legal fees and a hearing was held on these matters on May 21, 2024. On July 26, 2024, the trial court awarded Riley and Buchweitz approximately \$3.5 million of their legal fees.

We do not believe the jury properly found that Delgado or Landa were entitled to any prior or future commissions as there was no evidence that we actually held any amount of commissions that they claim they should have received. We also do not believe that Riley or Buchweitz are entitled to legal fees because they were found to have breached the contracts whose fee shifting provisions they sought to invoke. We intend to appeal the judgment against us.

Item 1A. RISK FACTORS

Part I, Item 1A. Risk Factors of our [Form 10-K](#) includes a discussion of our risk factors. There have been no material changes in the three months ended June 30, 2024 from the risk factors included in our [Form 10-K](#).

Item 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

None.

Item 3. DEFAULTS UPON SENIOR SECURITIES

Not applicable.

Item 4. MINE SAFETY DISCLOSURES

Not applicable.

CITIZENS, INC.

Item 5. OTHER INFORMATION

During the three months ended June 30, 2024, none of the Company's directors or executive officers adopted or terminated any contract, instruction or written plan for the purchase or sale of Citizens, Inc. securities that was intended to satisfy the affirmative defense conditions of Rule 10b5-1(c) or any "non-Rule 10b5-1 trading arrangement." Additionally, Citizens did not adopt or terminate any Rule 10b5-1 trading arrangement during the three months ended June 30, 2024.

Item 6. EXHIBITS

| Exhibit Number | The following exhibits are filed herewith: |
|-----------------------|---|
| 3.1 | Restated and Amended Articles of Incorporation dated March 4, 2004 (incorporated herein by reference to Exhibit 3.1 to the Registrant's Annual Report on Form 10-K for the Year Ended December 31, 2003, filed on March 15, 2004) |
| 3.2 | Amended and Restated Bylaws dated June 2, 2021 (incorporated herein by reference to Exhibit 3.1 to the Registrant's Current Report on Form 8-K, filed on June 7, 2021) |
| 10.1* | Credit Agreement between the Company and Regions Bank dated May 3, 2024* |
| 31.1* | Certification of Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act* |
| 31.2* | Certification of Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act* |
| 32.1* | Certification of Chief Executive Officer pursuant to Section 906 of the Sarbanes-Oxley Act* |
| 32.2* | Certification of Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act* |
| 101* | Inline XBRL Document Set for the condensed consolidated financial statements and accompanying notes in Part I, Item 1, Financial Statements of this Quarterly Report on Form 10-Q* |
| 104* | Inline XBRL for the cover page of this Quarterly Report on Form 10-Q, included in the Exhibit 101 Inline XBRL Document Set* |

* Filed herewith.
† Indicates management contract or compensatory plan or arrangement.

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 thereunto duly authorized.

CITIZENS, INC.

By: /s/ Jon Stenberg
Jon Stenberg
President & Chief Executive Officer

By: /s/ Jeffery P. Conklin
Jeffery P. Conklin
Vice President, Chief Financial Officer, Chief Investment Officer & Treasurer

Date: August 6, 2024

FIRST AMENDMENT TO CREDIT AGREEMENT

THIS FIRST AMENDMENT TO CREDIT AGREEMENT (this "Amendment"), dated as of May 3, 2024, is entered into by and among CITIZENS, INC., a Colorado corporation (the "Borrower"), the Subsidiaries of the Borrower party hereto as Guarantors (each, a "Guarantor" and collectively, the "Guarantors"), and REGIONS BANK (the "Lender"). All capitalized terms used herein and not otherwise defined herein shall have the meanings given to such terms in the Amended Credit Agreement (as defined below).

RECITALS

WHEREAS, the Borrower, the Guarantors and the Lender, entered into that certain Credit Agreement dated as of May 5, 2021 (as amended, modified, supplemented or extended from time to time prior to the date hereof, the "Existing Credit Agreement" unless otherwise defined herein, capitalized terms shall have the respective meanings assigned to such terms in the Existing Credit Agreement after giving effect to this Amendment (the "Amended Credit Agreement"));

WHEREAS, the Credit Parties have requested certain modifications, including, without limitation, an extension of the Maturity Date, to the Existing Credit Agreement; and

WHEREAS, the Lender has agreed to such modifications, in each case, subject to the terms and conditions hereof.

NOW, THEREFORE, in consideration of the premises and the mutual covenants contained herein, and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties hereto agree as follows:

1. Introductory Paragraph and Recitals. The above introductory paragraph and recitals of this Amendment are incorporated herein by reference as if fully set forth herein.

2. Ratification and Incorporation of Existing Credit Agreement and Other Credit Documents; Acknowledgments.

(a) Except as expressly set forth herein, this Amendment (i) shall not by implication or otherwise, limit, impair, constitute a waiver of or otherwise affect the rights and remedies of the Lender under the Existing Credit Agreement or any other Credit Document, and (ii) shall not alter, modify, amend or in any way affect any of the terms, conditions, obligations, covenants or agreements contained in the Existing Credit Agreement or any other provision of either such agreement or any other Credit Document. Except as expressly set forth herein, each and every term, condition, obligation, covenant and agreement contained in the Existing Credit Agreement and each other Credit Document is hereby ratified and re-affirmed in all respects and shall continue in full force and effect. Nothing in this Amendment is intended (or shall be construed) to constitute (x) the consent of the Lender to any other provision or transaction other than as expressly set forth herein or (y) the waiver by the Lender of any Default or Event of Default.

(b) Each Credit Party as borrower, debtor, grantor, pledgor, guarantor, assignor, or in any other similar capacity in which such Credit Party grants Liens or security interests in its Property or otherwise acts as accommodation party or guarantor, as the case may be, hereby (i) ratifies and reaffirms all of its payment and performance obligations, contingent or otherwise, under each of the Credit Documents to which it is a party (after giving effect hereto), (ii) to the extent such Credit Party granted Liens on or security interests in any of its Property pursuant to any such

Credit Document as security for, or otherwise guaranteed, Obligations (including, for avoidance of doubt, the Guaranteed Obligations) under or with respect to the Credit Documents, ratifies and reaffirms such guarantee and grant of security interest and Liens and confirms and agrees that such security interests and Liens hereafter secure all of the Obligations as amended hereby, and (iii) ratifies and reaffirms the validity and enforceability of any appointment of the Lender as its attorney-in-fact and/or proxy in accordance with the terms of the Credit Documents, as applicable, which appointment is irrevocable and coupled with an interest. Each Credit Party represents that as of the date of execution of this Amendment it has no offset, defense, counterclaim, dispute or disagreement of any kind or nature whatsoever with respect to the amount of the Obligations.

3. Amendments to Existing Credit Agreement. Subject to the satisfaction of each, or the waiver in accordance with Section 10.4 of the Amended Credit Agreement with respect to any, of the conditions, and in reliance on the representations, warranties, covenants and agreements of the Credit Parties, in each case set forth in this Amendment:

(a) the Existing Credit Agreement is amended to delete the stricken text (indicated textually in the same manner as the following example: ~~stricken text~~) and to add the underlined text (indicated textually in the same manner as the following example: double-underlined text) as set forth in Annex A attached hereto.

(b) the Schedules to the Existing Credit Agreement are amended by (i) adding a new Schedule 7.9(c) (*Deposit and Disbursement Accounts*) and (ii) deleting Schedule 6.2 (*Equity*

~~Schedule 6.2 (Existing Term SOFR Loans), Schedule 6.13 (Name, Jurisdiction and Tax Identification Numbers), Schedule 8.1 (Existing Indebtedness), Schedule 8.2 (Existing Liens), Schedule 8.5 (Existing Investments) and Schedule 10.1 (Notice Information) in their entirety and substituting in lieu thereof the new Schedules 6.2, 6.13, 8.1, 8.2, 8.5 and 10.1, in each case, set forth in Annex B attached hereto.~~

(c) the Exhibits to the Existing Credit Agreement are amended by deleting Exhibit 2.1 (Form of Funding Notice), Exhibit 2.6 (Form of Conversion/Continuation Notice) and Exhibit 7.1(c) (Form of Compliance Certificate) in their entirety and substituting in lieu thereof the corresponding new Exhibits 2.1, 2.6 and 7.1(c), in each case, set forth in Annex C attached hereto.

(d) Notwithstanding anything to the contrary contained herein or in any other Credit Document, solely to the extent there are any Revolving Loans outstanding immediately prior to the effectiveness of this Amendment, such Revolving Loans shall be automatically converted to Adjusted Term SOFR Loans with an initial Interest Period of one (1) month on and as of the First Amendment Effective Date in accordance with the terms hereof, including Section 4. Furthermore, the Lender hereby waives any losses, costs or expenses owing to the Lender pursuant to Section 3.1 of the Amended Credit Agreement solely as a result of the conversion of all outstanding Revolving Loans on the First Amendment Effective Date to SOFR Loans in accordance with this Section 3(d).

4. Condition Precedent. This Amendment shall be effective as of the date (such date, the “First Amendment Effective Date”) on which each of the following conditions precedent are satisfied:

(a) the Lender shall have received (i) a counterpart of this Amendment duly executed and delivered by the Borrower, the other Credit Parties and the Lender and (ii) a letter of direction duly executed by the Borrower and the Lender setting forth the instructions for the payment of the fees and expenses described in Sections 4(b) and 4(c) below;

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(b) the Lender shall have received (x) an arrangement fee in an amount equal to the product of (i) the Lender’s Commitments as of the First Amendment Effective Date *times* (ii) 0.25% and (y) an extension fee in an amount equal to the product of (i) the Lender’s Commitments as of the First Amendment Effective Date *times* (ii) 0.50%;

(c) the Lender shall have received reimbursement or payment of all fees, expenses and other amounts that have been invoiced and are due and payable on or prior to the First Amendment Effective Date, including the fees and expenses of Alston & Bird LLP, counsel to the Lender; and

(d) receipt by the Lender of an officer’s certificate dated the First Amendment Effective Date, certifying as to the Organizational Documents of each Credit Party (which, to the extent filed with a Governmental Authority, shall be certified as of a recent date by such Governmental Authority), the resolutions of the governing body of each Credit Party authorizing the extension of the Maturity Date and the other amendments effected in the Amended Credit Agreement.

5. Post-Closing Covenant. On or before August 2, 2024, the Borrower shall deliver, or cause to be delivered, to the Lender evidence that CICA Life Ltd., a Bermuda corporation, has filed a certificate of dissolution (or equivalent document) with the applicable Governmental Authority in Bermuda, which evidence shall be in form and substance reasonably satisfactory to the Lender. Any failure to comply with the foregoing shall constitute an Event of Default under and be subject to the terms of Section 9.1(e) of the Amended Credit Agreement.

6. Miscellaneous.

(a) Each of the Credit Parties hereby (i) acknowledges and consents to all of the terms and conditions of this Amendment, agrees that (A) except to the extent expressly set forth herein, all of the terms and conditions of each of the Credit Documents and its obligations thereunder to which it is party shall remain unchanged and in full force and effect according to their terms and (B) this Amendment and all documents executed in connection herewith do not operate to reduce or discharge its obligations under the Amended Credit Agreement or the other Credit Documents and (iv) affirms the Liens created and granted in the Credit Documents in favor of the Lender and agrees that this Amendment does not adversely affect or impair such Liens and security interests in any manner.

(b) Upon the effectiveness hereof, all references to the Existing Credit Agreement set forth in any other agreement or instrument shall, unless otherwise specifically provided, be references to the Amended Credit Agreement.

(c) Each of the Credit Parties hereby represents and warrants to the Lender that (i) such Credit Party has all requisite power and authority to enter into this Amendment, (ii) the execution, delivery and performance of this Amendment have been duly authorized by all necessary corporate, limited liability company or partnership (as applicable) action on the part of such Credit Party, (iii) this Amendment has been duly executed and delivered by such Credit Party and constitutes a legal, valid and binding obligation of such Credit Party, enforceable against such Credit Party in accordance with its terms, except as such enforceability may be limited by applicable Debtor Relief Laws or by general equitable principles relating to enforceability, (iv) the execution, delivery and performance by such Credit Party of this Amendment do *not* and will *not* require, as a condition to the effectiveness thereof, any registration with, consent or approval of, or notice to, or other action to, with or by, any Governmental Authority, (v) the execution and delivery by each Credit Party of this Amendment and the performance by each Credit Party of the Amended

Credit Agreement do not (A) violate any provision of any of the Organizational Documents of any Credit Party, any Subsidiary or any other Regulated Entity, (B) violate, in any material respect, any provision of any Applicable Laws relating to any Credit Party, any Subsidiary or any other Regulated Entity, or any order, judgment or decree of any court or other Governmental Authority binding on any Credit Party, any Subsidiary or any other Regulated Entity, (C) except as could *not* reasonably be expected, individually or in the aggregate when taken together, to have a Material Adverse Effect, conflict with, result in a breach of or constitute (with due notice or lapse of time or both) a default under any other contractual obligations of any Credit Party, any Subsidiary or any other Regulated Entity or (D) require any approval of any stockholders, members or partners, or any approval or consent of any Person under any contractual obligation of any Credit Party, any Subsidiary or any other Regulated Entity, (vi) the representations and warranties of the Credit Parties set forth in Article VI of the Amended Credit Agreement and in each other Credit Document are true and correct in all material respects (other than those representations and warranties that are expressly qualified by a Material Adverse Effect or other materiality, in which case, such representations and warranties shall be true and correct in all respects) on and as of the date hereof to the same extent as though made on and as of the date hereof, except to the extent such representations and warranties specifically relate to an *earlier* date, in which case such representations and warranties shall have been true and correct in all material respects (other than those representations and warranties that are expressly qualified by a Material Adverse Effect or other materiality, in which case, such representations and warranties shall be true and correct in all respects) on, and as of, such earlier date and (vii) as of the date hereof, no event has occurred and is continuing which constitutes a Default or an Event of Default and no Default or Event of Default will exist after giving effect to this Amendment.

(d) This Amendment may be executed in any number of counterparts, each of which when so executed and delivered shall be an original, but all of which shall constitute one and the same instrument. Delivery of an executed counterpart of this Amendment by telecopy or other secure electronic format (.pdf) shall be effective as an original and shall constitute a representation that an executed original shall be delivered.

(e) This Amendment shall be deemed to be, and is, a "Credit Document."

(f) THIS AMENDMENT SHALL BE GOVERNED BY THE LAWS OF THE STATE OF NEW YORK, WITHOUT GIVING EFFECT TO ANY CONFLICT OF LAW PRINCIPLES OR OTHER RULE OF LAW THAT WOULD CAUSE THE APPLICATION OF THE LAW OF ANY JURISDICTION OTHER THAN THE LAW OF THE JURISDICTION STATE (BUT GIVING EFFECT TO FEDERAL LAWS RELATING TO NATIONAL BANKS).

[Remainder of Page Left Intentionally Blank]

IN WITNESS WHEREOF, the parties hereto have caused this Amendment to be duly executed as of the date first above written.

BORROWER:

CITIZENS, INC.

By: 

Name: JEFFERY P. CONKLIN

Title: CHIEF FINANCIAL OFFICER

LENDER:

REGIONS BANK

By: _____

Name:

Title:

CITIZENS, INC.
FIRST AMENDMENT TO CREDIT AGREEMENT
SIGNATURE PAGE

IN WITNESS WHEREOF, the parties hereto have caused this Amendment to be duly executed as of the date first above written.

BORROWER:

CITIZENS, INC.

By: _____

Name:

Title:

LENDER:

REGIONS BANK

By: 

Name: Travis Lovell

Title: Managing Director

CITIZENS, INC.
FIRST AMENDMENT TO CREDIT AGREEMENT
SIGNATURE PAGE

ANNEX A

Amended Credit Agreement

[See attached]

ANNEX A

CREDIT AGREEMENT

dated as of May 5, 2021

as amended by the First Amendment to Credit Agreement dated as of May 3, 2024

among

CITIZENS, INC.,
as Borrower,

THE SUBSIDIARIES OF THE BORROWER
IDENTIFIED HEREIN,
as Guarantors,

and

REGIONS BANK

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CREDIT AGREEMENT

This CREDIT AGREEMENT (as amended, restated, amended and restated, supplemented, increased, extended, refinanced, renewed, replaced, and/or otherwise modified in writing from time to time, this “Agreement”) dated as of May 5, 2021 (the “Closing Date”) is entered into by and among CITIZENS, INC., a Colorado corporation (the “Borrower”), the Guarantors (defined herein) and Regions Bank (the “Lender”).

RECITALS:

WHEREAS, the Borrower has requested that the Lender provide TWENTY MILLION DOLLARS (\$20,000,000) in credit facilities for the purposes set forth herein; and

WHEREAS, the Lender has agreed to make the requested credit facilities available on the terms and conditions set forth herein.

NOW, THEREFORE, in consideration of these premises and the mutual covenants and agreements contained herein, the receipt and sufficiency of which are hereby acknowledged, the parties hereto agree as follows:

Section 1. DEFINITIONS AND INTERPRETATION

Section 1.1 Definitions. The following terms used herein, including in the introductory paragraph, recitals, exhibits and schedules hereto, shall have the following meanings:

“Accumulated Other Comprehensive Income” or “Accumulated Other Comprehensive Loss” shall mean, as of any date of determination, the amount of consolidated accumulated other comprehensive income (or loss), as applicable, of the Credit Parties and the Subsidiaries, as reflected on the balance sheet of the Borrower as of such date in accordance with GAAP.

“Acquisition” means the acquisition in a single transaction or in a series of related transactions of all or any substantial portion of the property of, or a line of business, product line or division of, another Person or at least a majority of the Equity Interests of another Person, in each case whether or not involving a merger or consolidation with such other Person.

“Adjusted LIBO RateTerm SOFR” means, for any Interest Rate Determination Date with respect to an Interest Period for an Adjusted LIBO RateTerm SOFR Loan and subject to the provisions of Section 3.1(b): (a) the rate per annum (rounded upward to the next whole multiple of one sixteenth of one percent (1/16 of 1.00%)) equal to ~~LIBOR or a comparable or successor rate, which rate is approved by the Lender, as published on the applicable Reuters screen page (or such other commercially available source providing such quotations as may be designated by the Lender from time to time) for deposits (for delivery on the first (1st) day of such period) with a term equivalent to such period in Dollars, determined as of approximately 11:00 a.m. (London, England time) on such Interest Rate Determination Date; (b) in the event the rate referenced in the foregoing clause (a) does not appear on such page or service, or if such page or service shall cease to be available, the rate per annum (rounded upward to the next whole multiple of one sixteenth of one percent (1/16 of 1.00%)) equal to the rate determined by the Lender to be the offered rate on such other page or other service that displays an average settlement rate for deposits (for delivery on the first (1st) day of such period), with a term equivalent to such period, in Dollars, determined as of approximately 11:00 a.m. (London, England time) on such Interest Rate Determination Date; or (c) in the event the rates referenced in the foregoing clauses (a) and (b) are not available, the rate per annum (rounded upward to the next whole multiple of one sixteenth of one percent (1/16 of 1.00%))~~

equal to quotation rate (or the arithmetic mean of rates) offered to first (1st) class banks in the London interbank market for deposits (for delivery on the first (1st) day of the relevant period) in Dollars of amounts in same day funds comparable to the principal amount of the applicable Revolving Loan of the Lender for which the Adjusted LIBO Rate is then being determined, with maturities comparable to such period, as of approximately 11:00 a.m. (London, England time) on such Interest Rate Determination Date ~~Term SOFR, plus (b) the Term SOFR Adjustment~~. Notwithstanding anything contained herein to the contrary, if, at any time, ~~the Adjusted LIBO Rate~~ Term SOFR is less than three-fourths of one percent (0.75%), then ~~the Adjusted LIBO Rate~~ Term SOFR shall be deemed to be three-fourths of one percent (0.75%) for purposes of this Agreement and the other Credit Documents.

"Adjusted LIBO Rate Term SOFR Loan" means a Revolving Loan bearing interest based on ~~the Adjusted LIBO Rate~~ Term SOFR.

"Affected Financial Institution" means: (a) any EEA Financial Institution; or (b) any UK Financial Institution.

"Affected Loans" means as defined in Section 3.1(b)(i).

"Affiliate" means, with respect to any Person, another Person that directly, or indirectly through one or more intermediaries, Controls or is Controlled by or is under common Control with the Person specified.

"Agreement" means as defined in the introductory paragraph hereto.

"Annual Financial Statements" means, collectively, that certain audited consolidated balance sheet of the Borrower and its Subsidiaries for the Fiscal Year ended December 31, 2020, and those certain related consolidated statements of income or operations, shareholders' equity and cash flows of the Borrower and its Subsidiaries for such Fiscal Year, including the notes thereto.

"Anti-Assignment Provisions" means, collectively, Sections 9-406, 9-407, 9-408 and 9-409 of the UCC.

"Anti-Corruption Laws" means the Foreign Corrupt Practices Act (15 U.S.C. §§-78dd-1, *et seq.*) the UK Bribery Act of 2010, and all other Applicable Laws of any jurisdiction applicable to any Credit Party, or any of its Affiliates, from time to time concerning, or relating to, bribery or corruption.

"Applicable Laws" means all applicable laws, including all applicable provisions of constitutions, statutes, rules, ordinances, regulations and orders of all Governmental Authorities and all orders, rulings, writs and decrees of all courts, tribunals and arbitrators.

"Applicable Margin" means (a) with respect to ~~LIBOR~~ SOFR Loans, 2.75% per annum; (b) with respect to Base Rate Loans, 1.75% per annum and (c) with respect to the Commitment Fee, 0.375% per annum.

~~"Applicable Reserve Requirement" means, at any time, for any LIBOR Loan, the maximum rate, expressed as a decimal, at which reserves (including any basic marginal, special, supplemental, emergency or other reserves) are required to be maintained with respect thereto against "Eurocurrency liabilities" (as such term is defined in Regulation D, as in effect from time to time) under regulations issued from time to time by the Federal Reserve Board or other applicable banking regulator. Without limiting the effect of the foregoing, the Applicable Reserve Requirement shall reflect any other reserves required to be maintained by such member banks with respect to (a) any category of liabilities that~~

~~includes deposits by reference to which the applicable Adjusted LIBO Rate or any other interest rate of a Revolving Loan is to be determined; or (b) any category of extensions of credit or other assets that includes Adjusted LIBO Rate Loans or Base Rate Loans determined by reference to the LIBO Index Rate. Adjusted LIBO Rate Loans and Base Rate Loans determined by reference to the LIBO Index Rate shall each be deemed to constitute Eurocurrency liabilities, and, as such, shall be deemed to be subject to reserve requirements without benefit of credit for pro-ratio, exception or offsets that may be available from time to time to the Lender. The rate of interest on Adjusted LIBO Rate Loans and Base Rate Loans determined by reference to the LIBO Index Rate shall be adjusted automatically on, and as of, the effective date of any change in the Applicable Reserve Requirement.~~

"Asset Sale" means a sale, lease, Sale and Leaseback Transaction, assignment, conveyance, exclusive license (as licensor), Securitization Transaction, transfer, or other disposition of any Property to, or any exchange of Property with, any Person, in a single transaction or a series of related transactions, of all, or any part, of any Credit Party's or Subsidiary's business or Property of any kind, whether real, personal or mixed, and whether tangible or intangible, whether now owned or hereafter acquired, created, leased or licensed, including, without limitation, the Equity Interests in any Subsidiary, other than: (a) dispositions of surplus, obsolete or worn-out Property, or Property no longer used or useful in the business of the Credit Parties and Subsidiaries, whether now owned or hereafter acquired, in the ordinary course of business; (b) dispositions of inventory sold or rights in Intellectual Property licensed, in each case of the foregoing, in the ordinary course of business; (c) dispositions of accounts receivable or payment intangibles (each, as defined in the UCC) resulting from the compromise or settlement thereof in the ordinary course of business for less than the full amount thereof; (d) dispositions of Cash Equivalents

in the ordinary course of business; (e) involuntary Dispositions, and (f) licenses, sub-licenses, leases, or sub-leases granted to any third-parties in arm's-length commercial transactions in the ordinary course of business that do not interfere, in any material respect, with the business(es) of the Borrower or any of its Subsidiaries.

"Attributable Principal Amount" means: (a) in the case of Capital Leases, the amount of Capital Lease Obligations determined in accordance with GAAP (subject to the provisions in Section 1.2 hereof); (b) in the case of Synthetic Leases, an amount determined by capitalization of the remaining lease payments thereunder, as if such Synthetic Lease were a Capital Lease determined in accordance with GAAP (subject to the provisions in Section 1.2 hereof); (c) in the case of Securitization Transactions, the outstanding principal amount of such financing, after taking into account reserve amounts and making appropriate adjustments, determined by the Lender in its reasonable judgment; and (d) in the case of Sale and Leaseback Transactions, the present value (discounted in accordance with GAAP (subject to the provisions in Section 1.2 hereof) at the debt rate implied in the applicable lease) of the obligations of the lessee for rental payments during the term of such lease.

"Authorized Officer" means, as applied to any Person, any individual holding the position of chairman of the board (if an officer), chief executive officer, president, vice president (or the equivalent thereof), chief financial officer or treasurer.

"Available Tenor" means, as of any date of determination and with respect to the then-current Benchmark, as applicable, any tenor for such Benchmark or payment period for interest calculated with reference to such Benchmark, as applicable, that is or may be used for determining the length of an Interest Period pursuant to this Agreement as of such date.

"Bail-In Action" means the exercise of any Write-Down and Conversion Powers by the applicable Resolution Authority in respect of any liability of an Affected Financial Institution.

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"Bail-In Legislation" means, (a) with respect to any EEA Member Country implementing Article 55 of Directive 2014/59/EU of the European Parliament and of the Council of the European Union, the implementing law, rule, regulation or requirement for such EEA Member Country from time to time which is described in the EU Bail-In Legislation Schedule, and (b) with respect to the United Kingdom, Part I of the United Kingdom Banking Act 2009 (as amended from time to time) and any other law, regulation or rule applicable in the United Kingdom relating to the resolution of unsound or failing banks, investment firms or other financial institutions or their affiliates (other than through liquidation, administration or other insolvency proceedings).

"Bankruptcy Code" means Title 11 of the U.S. Code entitled "Bankruptcy", as amended and in effect from time to time, or any successor statute.

"Base Rate" means, as of any date of determination, a rate per annum equal to the greatest of: (a) the Prime Rate in effect on such day; (b) the Federal Funds ~~Effective~~-Rate in effect on such day, ~~plus one-half~~ one-half of one percent (0.50%); and (c) the ~~LIBO~~-Index Rate in effect on such day, ~~plus~~ one percent (1.00%). Any change in the Base Rate due to a change in the Prime Rate, the Federal Funds ~~Effective~~-Rate, Adjusted Term SOFR or the ~~LIBO~~-Index Rate shall be effective on the effective day of such change in the Prime Rate, the Federal Funds ~~Effective~~-Rate, Adjusted Term SOFR or the ~~LIBO~~ Index Rate, as the case may be. Notwithstanding anything to the contrary in the foregoing, if, at any time, the Base Rate is ~~less than~~ three-fourths of one percent (0.75%) per annum, then such rate shall be deemed to be three-fourths of one percent (0.75%) per annum for all purposes of this Agreement and the other Credit Documents.

"Base Rate Loan" means a Revolving Loan bearing interest at a rate determined by reference to the Base Rate.

"Benchmark" means, initially, the Term SOFR Reference Rate; or if any Benchmark Replacement is incorporated into this Agreement pursuant to Section 3.1, then "Benchmark" means the applicable Benchmark Replacement.

"Benchmark Conforming Changes" means, with respect to the use, administration of or any conventions associated with Term SOFR or any implementation of a Benchmark Replacement, any technical, administrative or operational changes (including changes to the definition of "Base Rate," the definition of "Term SOFR Reference Rate," the definition of "U.S. Government Securities Business Day," the definition of "Interest Period," timing and frequency of determining rates and making payments of interest, timing of borrowing requests or prepayment, conversion or continuation notices, length of lookback periods, the applicability of breakage provisions, and other technical, administrative or operational matters) that the Lender decides (after consultation with Borrower) in its reasonable discretion may be appropriate to reflect such use, administration or conventions or the adoption and implementation of such applicable rate and to permit the administration thereof by the Lender in a manner substantially consistent with market practice (or, if the Lender decides (after consultation with Borrower) that adoption of any portion of such market practice is not administratively feasible or if the Lender determines that no market practice for the administration of such applicable rate exists, in such other manner of administration as the Lender decides (after consultation with Borrower) is reasonably necessary in connection with the administration of this Agreement and any other Credit Document).

"Benchmark Illegality/Impracticability Event" means the occurrence of any one or more of the following: (a) that the making, maintaining or continuation of the then-current Benchmark by the Lender has become unlawful as a result of compliance by the Lender in good faith with any law, treaty, governmental rule, regulation, guideline or order (or would conflict with any such treaty, governmental rule, regulation, guideline or order not having the force of law even though the failure to comply

therewith would not be unlawful), (b) with respect to any Benchmark, that any successor administrator of the published screen rate for such Benchmark or a Governmental Authority having jurisdiction over the Lender or administrator of such Benchmark has made a public statement establishing a specific date (expressly or by virtue of such public statement) after which an Available Tenor of such Benchmark or the published screen rate for such Benchmark shall or will no longer be representative or made available, or used for determining the interest rate of loans, or shall or will otherwise cease, provided, that, at the time of such statement, there is no successor administrator that is satisfactory to the Lender that will continue to provide such representative interest periods of such Benchmark after such specific date, (c) that the making, maintaining or continuation of the then-current Benchmark by the Lender has become impracticable, as a result of contingencies occurring after the Closing Date which materially and adversely affect the ability of the Lender to make, maintain or continue its Revolving Loans at the then-current Benchmark (including because the published screen rate for such Benchmark in any relevant tenor is not available or published on a current basis and such circumstances are unlikely to be temporary) or (d) with respect to the Lender, that the then-current Benchmark (including any related mathematical or other adjustments thereto) will not adequately and fairly reflect the cost to the Lender of making, funding or maintaining its Revolving Loans at the then-current Benchmark. For the avoidance of doubt, a "Benchmark Illegality/Impracticability Event" will be deemed to have occurred with respect to any Benchmark if a public statement or publication of information set forth above has occurred with respect to each then-current Available Tenor of such Benchmark (or the published component used in the calculation thereof).

"Benchmark Replacement" means the first available alternative set forth in the order below for any payment period for interest calculated that can be determined by the Lender (after consultation with the Borrower), in each case, without any amendment to, or further action or consent of any other party to, this Agreement or any other Credit Document:

(x) the sum of: (i) Daily Simple SOFR and (ii) the related Benchmark Replacement Adjustment; and

(y) the sum of: (i) the alternate benchmark rate that has been selected by the Lender and the Borrower giving due consideration to (A) any selection or recommendation of a replacement benchmark rate or the mechanism for determining such a rate by the Relevant Governmental Body or (B) any evolving or then-prevailing market convention for determining a benchmark rate as a replacement to the then-current Benchmark for Dollar-denominated syndicated credit facilities and (ii) the related Benchmark Replacement Adjustment.

"Benchmark Replacement Adjustment" means, with respect to any replacement of the then-current Benchmark with an Unadjusted Benchmark Replacement, the spread adjustment, or method for calculating or determining such spread adjustment, (which may be a positive or negative value or zero) that has been selected by the Lender and the Borrower giving due consideration to (a) any selection or recommendation of a spread adjustment, or method for calculating or determining such spread adjustment, for the replacement of such Benchmark with the applicable Unadjusted Benchmark Replacement by the Relevant Governmental Body or (b) any evolving or then-prevailing market convention for determining a spread adjustment, or method for calculating or determining such spread adjustment, for the replacement of such Benchmark with the applicable Unadjusted Benchmark Replacement for Dollar-denominated bilateral credit facilities.

"Benchmark Replacement Date" has the meaning specified in Section 3.1(b)(ii).

"Benefit Plan" means any of: (a) an "employee benefit plan" (as defined in ERISA) that is subject to Title I of ERISA; (b) a "plan" as defined in, and subject to, Section 4975 of the Internal Revenue Code;

or (c) any Person whose assets include (for purposes of Section 3(42) of ERISA, or otherwise for purposes of Title I of ERISA or Section 4975 of the Internal Revenue Code) the assets of any such "employee benefit plan" or "plan".

~~"Bermuda Keep-Well Agreement" means that certain Keep-Well Agreement, dated as of April 15, 2021, by and between the Borrower and CICA Life, Ltd, a Bermuda-exempted limited liability company.~~

"Borrower" means as defined in the introductory paragraph hereto.

"Borrowing" means a borrowing consisting of simultaneous Revolving Loans of the same Type of Revolving Loan and, in the case of Adjusted ~~LIBO-Rate~~Term SOFR Loans, having the same Interest Period.

"Business Day" means (a) any day excluding Saturday, Sunday and any day which is a legal holiday under the laws of the State of New York or the State of Texas or is a day on which banking institutions located in such state are authorized or required by Applicable Law or other governmental action to close, and (b) with respect to all notices, determinations, fundings and payments in connection with ~~the~~Adjusted ~~LIBO-Rate~~Term SOFR and Adjusted ~~LIBO-Rate~~Term SOFR Loans (and, in the case of determinations, the ~~LIBO~~-Index Rate and any Base Rate Loans based on the ~~LIBO~~-Index Rate), the term "Business Day" means any day which is a Business Day described in clause (a) and which is also a ~~day for trading by and between banks in Dollar deposits in the London interbank market~~U.S. Government Securities Business Day.

"Capital Lease" means, for any Person, any lease (or other arrangement conveying the right to use) of any Property (whether real, personal or mixed) by that Person, as lessee, that, in conformity with GAAP, is, or is required to be, accounted for as a capitalized lease or financing lease on the balance sheet of such Person (subject to the provisions of Section 1.2 hereof).

"Capital Lease Obligations" means, for any Person, all obligations of such Person to pay rent and/or other amounts under any Capital Lease, and the amount of such obligations shall, for purposes of this Agreement and the other Credit Documents, be deemed to be the capitalized amount thereof, as determined in accordance with GAAP (subject to the provisions in Section 1.2 hereof).

"Cash Equivalents" means, as at any date of determination, any of the following: (a) marketable securities (i) issued or directly and unconditionally guaranteed as to interest and principal by the United States government, or (ii) issued by any agency of the United States the obligations of which are backed by the full faith and credit of the United States, in each case maturing within one (1) year after such date; (b) marketable direct obligations issued by any state of the United States or any political subdivision of any such state or any public instrumentality thereof, in each case maturing within one (1) year after such date and having, at the time of the acquisition thereof, a rating of at least A-1 from S&P or at least P-1 from Moody's; (c) commercial paper maturing no more than one (1) year from the date of creation thereof and having, at the time of the acquisition thereof, a rating of at least A-1 from S&P or at least P-1 from Moody's; (d) certificates of deposit or bankers' acceptances maturing within one (1) year after such date and issued or accepted by the Lender or by any commercial bank organized under the laws of the United States or any state thereof or the District of Columbia that (i) is at least "adequately capitalized" (as defined in the regulations of its primary federal banking regulator), and (ii) has Tier 1 capital (as defined in such regulations) of not less than One-Hundred Million Dollars (\$100,000,000); and (e) shares of any money market mutual fund that (i) has substantially all of its assets invested continuously in the types of investments referred to in clauses (a) and (b) above, (ii) has net assets of not less than ~~Five-~~

~~Hundred~~Five-Hundred Million Dollars (\$500,000,000), and (iii) has the highest rating obtainable from either S&P or Moody's.

"Change in Law" means the occurrence, after the Closing Date, of any of the following: (a) the adoption or taking effect of any Applicable Law, (b) any change in any Applicable Law, or in the administration, interpretation, implementation or application thereof by any Governmental Authority or (c) the making or issuance of any request, rule, guideline or directive (whether or not having the force of law) by any Governmental Authority; provided that notwithstanding anything herein to the contrary, (i) the Dodd-Frank Wall Street Reform and Consumer Protection Act and all requests, rules, guidelines and/or directives promulgated thereunder or issued in connection therewith, (ii) all requests, rules, guidelines or directives promulgated by the Bank for International Settlements, the Basel Committee on Banking Supervision (or any successor or similar authority) or the United States or foreign regulatory authorities, in each case pursuant to Basel III, and (iii) all requests, rules, guidelines or directives issued by a Governmental Authority in connection with a Lender's submission or re-submission of a capital plan under 12 C.F.R. § 225.8 or a Governmental Authority's assessment thereof, shall in each case be deemed to be a "Change in Law", regardless of the date enacted, adopted, implemented or issued.

"Change of Control" means an event or series of events by which:

(a) any "person" or "group" (as such terms are used in Sections 13(d) and 14(d) of the Exchange Act, but excluding any employee benefit plan of such person or its subsidiaries, and any person or entity acting in its capacity as trustee, agent or other fiduciary or administrator of any such plan) becomes the "beneficial owner" (as defined in Rules 13d-3 and 13d-5 under the

any such party becomes the beneficial owner (as defined in Rules 13d-3 and 13d-5 under the Exchange Act, except that a person or group shall be deemed to have "beneficial ownership" of all securities that such person or group has the right to acquire (such right, an "option right"), whether such right is exercisable immediately or only after the passage of time), directly or indirectly, of more than thirty-five percent (35%) of the Equity Interests of the Borrower entitled to vote for members of the board of directors or equivalent governing body of the Borrower on a fully diluted basis (and taking into account all such securities that such person or group has the right to acquire pursuant to any option right); or

(b) during any period of twenty-four (24) consecutive months, a majority of the members of the board of directors or other equivalent governing body of the Borrower cease to be composed of individuals:

(i) who were members of that board or equivalent governing body on the first day of such period;

(ii) whose election or nomination to that board or equivalent governing body was approved by individuals referred to in clause (i) above constituting at the time of such election or nomination at least a majority of that board or equivalent governing body; or

(iii) whose election or nomination to that board or other equivalent governing body was approved by individuals referred to in clauses (i) and (ii) above constituting at the time of such election or nomination at least a majority of that board or equivalent governing body.

"Closing Date" means as defined in the introductory paragraph hereto.

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"Collateral" means the collateral identified in, and at any time covered by, the Collateral Documents.

"Collateral Access Agreement" means a landlord waiver, landlord consent, landlord lien subordination, or bailee agreement, as applicable, granted to, and in form and substance reasonably acceptable to, the Lender.

"Collateral Documents" means, collectively, the Security Agreement, all Collateral Access Agreements, and all other instruments, security agreements, mortgages and other documents and agreements delivered by any Credit Party pursuant to this Agreement or any of the other Credit Documents in order to grant to the Lender a Lien on any property of any Credit Party as security for the Obligations, or to perfect any such Lien under the UCC (or equivalent Applicable Law in any foreign jurisdiction).

"Commitment Fee" means as defined in Section 2.8(b).

"Commitments" means the Revolving Commitment.

"Commodity Exchange Act" means the Commodity Exchange Act (7 U.S.C. §-1 *et seq.*), as amended and in effect from time to time, and any successor statute(s), together with any rules and regulations promulgated thereunder or in connection therewith, any rulings or orders issued by any applicable Governmental Authorities (including, without limitation, the U.S. Commodity Futures Trading Commission) thereunder or in connection therewith, or the application or official interpretation of any of the foregoing.

"Compliance Certificate" means a Compliance Certificate substantially in the form of Exhibit 7.1(c).

"Consolidated Leverage Ratio" means, as of any date of determination, the ratio of: (a) Consolidated Total Debt as of such date; to (b) the sum of (i) Consolidated Total Debt as of such date *plus* (ii) Consolidated Net Worth as of such date.

"Consolidated Net Income" means, for any period of measurement, for the Borrower and its Subsidiaries (including or excluding Regulated Subsidiaries of the Borrower, as so specified in the relevant instance of calculation) determined on a consolidated basis, the net income of the Borrower and such Subsidiaries for that period, as determined in accordance with GAAP.

"Consolidated Net Worth" means, as of any date of determination, for the Borrower and its Subsidiaries (including, for the avoidance of doubt, Regulated Subsidiaries), determined on a consolidated basis, (a) Shareholders' Equity of the Borrower and its Subsidiaries (including, for the avoidance of doubt, Regulated Subsidiaries) on that date, ~~less~~ (b) ~~accumulated other comprehensive income~~ as applicable, plus Accumulated Other Comprehensive Loss or less Accumulated Other Comprehensive Income.

"Consolidated Tangible Assets" means, as of any date of determination, the book value of total assets of the Borrower and its Subsidiaries (other than Regulated Subsidiaries) on a consolidated basis, as determined in accordance with GAAP, excluding assets that are considered to be intangible assets under GAAP (including customer lists, goodwill, computer software, copyrights, trade names, trademarks, patents, franchises and licenses).

“Consolidated Total Debt” means, as of any date, all Indebtedness of the Borrower and its Subsidiaries measured on a consolidated basis as of such date, but excluding (a) Indebtedness of the types described in clause (b) of the definition thereof, and (b) solely in respect of Indebtedness of the types described in clause (b) of the definition of Indebtedness, clause (c) of the definition thereof.

“Control” means the possession, directly or indirectly, of the power to direct or cause the direction of the management or policies of a Person, whether through the ability to exercise voting power, by contract or otherwise. “Controlling” and “Controlled” have meanings correlative thereto. Without limiting the generality of the foregoing, a Person shall be deemed to be Controlled by another Person if such other Person possesses, directly or indirectly, power to vote ten percent (10%) or more of the securities having ordinary voting power for the election of directors, managing general partners or the equivalent.

“Conversion/Continuation Date” means the effective date of a continuation or conversion, as the case may be, as set forth in the applicable Conversion/Continuation Notice.

“Conversion/Continuation Notice” means a Conversion/Continuation Notice substantially in the form of Exhibit 2.6.

“Credit Date” means the date of a Credit Extension.

“Credit Document” means any of this Agreement, the Note, each Collateral Document, each Compliance Certificate, each Guarantor Joinder Agreement, each other document, instrument, certificate or agreement that the Borrower and the Lender designate in writing as a “Credit Document”, and, to the extent evidencing or securing the Obligations, all other documents, instruments or agreements executed and delivered by any Credit Party for the benefit of the Lender in connection herewith or therewith (but specifically excluding any Swap Agreements and Treasury Management Agreements with the Lender or an Affiliate of the Lender).

“Credit Extension” means the making or continuing of a Revolving Loan, as the case may be.

“Credit Parties” means the Borrower and the Guarantors.

“Daily Simple SOFR” means, for any day, SOFR, with the conventions for such rate (which will include a lookback) being established by the Lender in accordance with the conventions for such rate selected or recommended by the Relevant Governmental Body for determining “Daily Simple SOFR” for business loans; provided, that, if the Lender decides that any such convention is not administratively feasible for the Lender, then the Lender may establish (after consultation with the Borrower) another convention in its reasonable discretion.

“Debt Transaction” means, with respect to any Credit Party or Subsidiary, any sale, issuance, placement, assumption or guaranty of Funded Debt, whether or not evidenced by a promissory note or other written evidence of Indebtedness, except for Funded Debt permitted to be incurred pursuant to Section 8.1.

“Debtor Relief Laws” means the Bankruptcy Code and all other liquidation, conservatorship, bankruptcy, assignment for the benefit of creditors, moratorium, rearrangement, receivership, insolvency, reorganization, or similar debtor relief laws of the United States or other applicable jurisdictions from time to time in effect.

“Default” means any event or condition that constitutes an Event of Default or that, with the giving of any notice, the passage of time, or both, would be an Event of Default.

“Default Rate” means an interest rate equal to the sum of: (a) (i) with respect to (A) any Base Rate Loans (other than Base Rate Loans referencing the ~~LIBO~~ Index Rate), the Base Rate, (B) any Base Rate Loans referencing the ~~LIBO~~ Index Rate, the ~~LIBO~~ Index Rate, and (C) any Adjusted ~~LIBO~~ RateTerm SOFR Loans, ~~the~~ Adjusted ~~LIBO~~ RateTerm SOFR, in each case of the foregoing clauses (a)(i)(A) through (a)(i)(C), plus the Applicable Margin, if any, applicable to such Revolving Loans, and (ii) with respect to any Obligations other than Base Rate Loans and ~~LIBOR~~SOFR Loans, the Base Rate plus (to the extent applicable) the Applicable Margin applicable to such Obligations; plus (b) two percent (2.00%) per annum.

“Dollars” and the sign “\$” mean the lawful money of the United States.

“Domestic Subsidiary” means any Subsidiary that is incorporated, organized or formed (as the case may be) under the laws of the United States, any state, district or other political subdivision thereof, or the District of Columbia.

“Earn Out Obligations” means, with respect to an Acquisition, all obligations of any Credit Party or Subsidiary to make earn out payments based on the achievement of specified financial results over time (but *excluding*, for the avoidance of doubt, purchase price adjustments, working capital adjustments, ~~non-competition~~~~non-competition~~ and consulting agreements, or other indemnity obligations) pursuant to the documentation relating to such Acquisition. The amount of any Earn Out Obligations at the time of determination shall be the aggregate amount, if any, of such Earn Out Obligations that are required at such time under GAAP to be recognized as liabilities on the consolidated balance sheet of the Borrower and its Subsidiaries.

“EEA Financial Institution” means (a) any credit institution or investment firm established in any EEA Member Country which is subject to the supervision of an EEA Resolution Authority; (b) any entity established in an EEA Member Country which is a parent of an institution described in clause (a) of this definition; or (c) any financial institution established in an EEA Member Country which is a subsidiary of an institution described in clauses (a) or (b) of this definition and is subject to consolidated supervision with its parent.

“EEA Member Country” means any of the member states of the European Union, Iceland, Liechtenstein, and Norway.

“EEA Resolution Authority” means any public administrative authority or any person entrusted with public administrative authority of any EEA Member Country (including any delegate) having responsibility for the resolution of any EEA Financial Institution.

“Environmental Claim” means any known investigation, written notice, notice of violation, written claim, action, suit, proceeding, written demand, abatement order or other written order or directive (conditional or otherwise) by any Person arising (a) pursuant to or in connection with any actual or alleged violation of any Environmental Law, (b) in connection with any Hazardous Material or any actual or alleged Hazardous Materials Activity or (c) in connection with any actual or alleged damage, injury, threat or harm to human health, safety, natural resources or the environment.

“Environmental Laws” means any and all current or future federal or state (or any subdivision of either of them) statutes, ordinances, orders, rules, regulations, judgments, Governmental Authorizations, or any other written requirements of Governmental Authorities relating to: (a) any Hazardous Materials

Activity; (b) the generation, use, storage, transportation or disposal of Hazardous Materials; or (c) protection of human health and the environment from pollution, in any manner applicable to any Credit Party or Subsidiary, or any of their respective Properties and/or Facilities.

“Environmental Liability” means any liability, contingent or otherwise (including, without limitation, any liability for damages, costs of environmental investigation and remediation, costs of administrative oversight, fines, natural resource damages, penalties or indemnities), of the Borrower, any other Credit Party or any of their respective Subsidiaries, to the extent directly or indirectly resulting from, or based upon: (a) any actual or alleged violation of any Environmental Law; (b) the generation, use, handling, transportation, storage, treatment or disposal of any Hazardous Materials; (c) any actual or alleged exposure to any Hazardous Materials; (d) the Release or threatened Release of any Hazardous Materials into the environment; or (e) any contract, agreement or other consensual arrangement pursuant to which any liability is assumed or imposed on the Borrower or any Subsidiary with respect to any of the foregoing.

“Equity Interests” means, with respect to any Person, all of the shares of capital stock of (or other ownership or profit interests in) such Person, all of the warrants, options or other rights for the purchase or acquisition from such Person of shares of capital stock of (or other ownership or profit interests in) such Person, all of the securities convertible into or exchangeable for shares of capital stock of (or other ownership or profit interests in) such Person or warrants, rights or options for the purchase or acquisition from such Person of such shares (or such other interests), and all of the other ownership or profit interests in such Person (including partnership, member or trust interests therein), whether voting or nonvoting, and whether or not such shares, warrants, options, rights or other interests are outstanding on any date of

and whether or not such shares, warrants, options, rights or other interests are outstanding on any date of determination.

“Equity Transaction” means, with respect to the Borrower or any of its Subsidiaries, the issuance or sale by the Borrower or such Subsidiary of any shares, units or other denomination of its Equity Interests.

“ERISA” means the Employee Retirement Income Security Act of 1974, as amended and in effect from time to time, and any successor statute(s), together with any rules and regulations promulgated thereunder or in connection therewith, any rulings or orders issued by any applicable Governmental Authorities (including, without limitation, the U.S. Department of Labor) thereunder or in connection therewith, or the application or official interpretation of any of the foregoing.

“ERISA Affiliate” means, as applied to any Person: (a) any corporation that is a member of a controlled group of corporations (within the meaning of Section 414(b) of the Internal Revenue Code) of which such Person is a member; (b) any trade or business (whether or not incorporated) which is a member of a group of trades or businesses under common control (within the meaning of Section 414(c) of the Internal Revenue Code) of which that Person is a member; and (c) any member of an affiliated service group (within the meaning of Section 414(m) or Section 414(o) of the Internal Revenue Code) of which that Person, any corporation described in the foregoing clause (a), or any trade or business described in the foregoing clause (b), is a member.

“ERISA Event” means: (a) the occurrence of any “reportable event” (within the meaning of Section 4043 of ERISA and the regulations issued thereunder) with respect to any Pension Plan (but *excluding* any Pension Plan in respect of which notice to the PBGC has been waived pursuant to Applicable Law); (b) any failure by any Credit Party, Subsidiary or ERISA Affiliate to (i) meet the “minimum funding standard” set forth in Section 412 of the Internal Revenue Code with respect to any Pension Plan (whether or not waived in accordance with Section 412(c) of the Internal Revenue Code), (ii) by the due date thereof, make any minimum required contribution or any required installment under

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Section 430(j) of the Internal Revenue Code with respect to any Pension Plan, or (iii) by the due date thereof, make any required contribution to a Multiemployer Plan; (c) the provision by the administrator of any Pension Plan pursuant to Section 4041(a)(2) of ERISA of a notice of intent to terminate such Pension Plan in a distress termination described in Section 4041(c) of ERISA; (d) the withdrawal from any Pension Plan with two (2) or more contributing sponsors or the termination of any such Pension Plan, in either case resulting in material liability pursuant to Section 4063 or 4064 of ERISA; (e) (i) the institution by the PBGC of proceedings to terminate any Pension Plan, (ii) the occurrence of any event or condition that is reasonably likely (in the determination of the Lender) to constitute grounds under ERISA for the termination of any Pension Plan, or (iii) the appointment of a trustee to administer any Pension Plan; (f) the imposition of any liability pursuant to Section 4062(e) and/or Section 4069 of ERISA, or by reason of the application of Section 4212(c) of ERISA, in each case of the foregoing, that is reasonably likely to result in a Material Adverse Effect; (g) (i) the complete or partial withdrawal (within the meaning of Section 4203 and Section 4205 of ERISA) of any Credit Party, Subsidiary or ERISA Affiliate from any Multiemployer Plan, if such withdrawal is reasonably likely to result in a Material Adverse Effect, or (ii) the receipt by any Credit Party, Subsidiary or ERISA Affiliate of notice from any Multiemployer Plan that such Multiemployer Plan (A) is in insolvency pursuant to Section 4241 or Section 4245 of ERISA, (B) is in “critical” or “endangered” status (within the meaning of Section 305 of ERISA), or (C) intends to or will terminate, under Section 4041A or Section 4042A of ERISA, in each case of the foregoing clauses (g)(ii)(A) through (g)(ii)(C), if such insolvency, status or (actual or anticipated) termination is reasonably likely (in the determination of the Lender) to result in any material liability to any Credit Party, Subsidiary or ERISA Affiliate; (h) the imposition of fines, penalties, taxes and/or related charges under Chapter 43 of the Internal Revenue Code or under Section 409, Section 502(c), Section 502(i), Section 502(l) or Section 4071 of ERISA, in each case, in respect of any Pension Plan, if such fines, penalties, taxes and/or related charges are reasonably likely to result in a Material Adverse Effect; (i) the assertion of any claim (other than routine claims for benefits and funding obligations in the ordinary course) against (A) any Pension Plan other than a Multiemployer Plan, (B) any Property of any Pension Plan referred to in the foregoing clause (i)(A), or (C) any other Person that sponsors or maintains any Pension Plan in connection with such Pension Plan, in each case of the foregoing clause (i)(A) through (i)(C), that is reasonably likely to result in a Material Adverse Effect; (j) (i) the receipt by any Credit Party, Subsidiary or ERISA Affiliate of a final, written determination from the IRS of the failure of any Pension Plan that is intended to be qualified under Section 401(a) of the Internal Revenue Code to be qualified under Section 401(a) of the Internal Revenue Code, or (ii) the failure of any trust forming part of any such Pension Plan referred to in the foregoing clause (j)(i) to qualify for exemption from taxation under Section 501(a) of the Internal Revenue Code; or (k) the imposition of a Lien on any Property of any Credit Party, Subsidiary or ERISA Affiliate pursuant to Section 430(k) of the Internal Revenue Code or pursuant to either Section 303(k) or Section 4068 of ERISA.

“Event of Default” means as defined in Section 9.1.

“Exchange Act” means as defined in Section 8.9.

“Excluded Property” means, with respect to each Credit Party, including, without limitation, any Person that becomes a Credit Party after the Closing Date as contemplated by Section 7.14, (a) any Real Estate Asset owned in fee or leased by a Credit Party, (b) any personal Property (including, without limitation, any Intellectual Property or any Subsidiary, motor vehicles and/or airplanes) in respect of which perfection of a Lien is *not* (i) governed by the UCC, (ii) effectuated either by (A) the filing of a UCC financing statement, and/or (B) appropriate evidence of such Lien being filed in either the United States Copyright Office or the United States Patent and Trademark Office, or (iii) effected by the retention of stock and/or unit certificate(s) and associated stock power(s) duly executed in blank, (c) the Equity Interests of any direct or indirect ~~Foreign Subsidiary or a Regulated Subsidiary of~~ Excluded

Subsidiary that are owned by the Borrower or any other Credit Party, (d) any Property which, subject to the terms of Section 8.1(e), is subject to a Lien of the type described in Section 8.2(f) pursuant to documents that prohibit the applicable Credit Party from granting any other Liens in such Property, (e) any Property *solely* to the extent that the grant of a security interest therein would (i) violate any Applicable Laws, (ii) require a consent that has *not* been obtained from any third party (whether under a contractual obligation, pursuant to an Applicable Law, or otherwise), including, without limitation, any Governmental Authority; provided that if requested by the Lender, the Credit Parties shall have made commercially reasonable efforts to obtain such consent, or (iii) constitute a breach of or a default under, or result in the termination or invalidation of, or provide any party thereto with a right to terminate or invalidate, any contractual obligation evidencing, or giving rise to, such Property; provided, that, any such contractual obligation referred to in this clause (e)(iii) (A) is *not* incurred in contemplation of (I) the owning entity's becoming a Credit Party or Subsidiary, or (II) the entry of such owning entity into any of the Credit Documents, and (B) is otherwise permitted under this Agreement and the other Credit Documents, in each case of the foregoing clauses (A) and (B), other than to the extent that any such term would be rendered ineffective pursuant to the Anti-Assignment Provisions or any other Applicable Law or principles of equity, (f) any certificates, licenses and other authorizations issued by any Governmental Authority, to the extent that Applicable Laws prohibit the granting of a security interest therein, (g) any intent-to-use trademark application prior to the filing of a "Statement of Use" or "Amendment to Allege Use" with respect thereto, to the extent, if any, that, and *solely* during the period, if any, in which, the grant or enforcement of a security interest therein would impair the validity or enforceability of such intent-to-use trademark application under Applicable Laws, and (h) any proceeds and products of any and all of the Property referred to in the foregoing clauses (a) through (g) *solely* to the extent that such proceeds and products would constitute Property of any of the types described in the foregoing clauses (a) through (g); provided, that, the security interest granted to the Lender under the Security Agreement or any other Credit Document shall attach immediately to any Property of any Obligor (as defined in the Security Agreement) at such time as such Property ceases to meet any of the criteria for "Excluded Property" described in any of the foregoing clauses (a) through (h).

"Excluded Subsidiaries" means, each individually and collectively, (i) Nexo Global Services, LLC, a Puerto Rico limited liability company, and (ii) Nexo Enrollment Services, LLC, a Puerto Rico limited liability company.

"Excluded Swap Obligation" means, with respect to any Guarantor, any Swap Obligation if, and to the extent that, all or a portion of the Guaranty of such Person of, or the grant under a Credit Document by such Person of a security interest to secure, such Swap Obligation (or any guarantee thereof) is or becomes illegal under the Commodity Exchange Act (or the application or official interpretation thereof) by virtue of such Person's failure for any reason to constitute an "eligible contract participant" as defined in the Commodity Exchange Act (determined after giving effect to Section 4.8 hereof and any and all guarantees of such Person's Swap Obligations by other Credit Parties) at the time the Guaranty of such Person or grant by such Person of a security interest, becomes effective with respect to such Swap Obligation. If a Swap Obligation arises under a Master Agreement governing more than one Swap Agreement, such exclusion shall apply only to the portion of such Swap Obligation that is attributable to Swap Agreements for which such Guaranty or security interest becomes illegal.

"Facility" means any real property including all buildings, fixtures or other improvements located on such real property now, hereafter or heretofore owned, leased, operated or used by the Borrower or any of its Subsidiaries or any of their respective predecessors.

"Federal Funds Effective Rate" means for any day, the rate per annum (expressed, as a decimal, rounded upwards, if necessary, to the next higher one one-hundredth of one percent (1/100 of 1%)) equal to the weighted average of the rates on overnight federal funds transactions with members of the Federal

Reserve System, as published by the Federal Reserve Bank of New York on the Business Day next succeeding such day; provided that (a) if such day is not a Business Day, the Federal Funds ~~Effective~~ Rate for such day shall be such rate on such transactions on the next preceding Business Day as so published on the next succeeding Business Day, and (b) if no such rate is so published on such next succeeding Business Day, the Federal Funds ~~Effective~~ Rate for such day shall be the average rate charged to Regions Bank on such day on such transactions as determined by the Lender. Notwithstanding anything to the contrary in the foregoing, if, at any time, the Federal Funds ~~Effective~~ Rate is less than three-fourths of one percent (0.75%) per annum, then such rate shall be deemed to be three-fourths of one percent (0.75%) per annum for all purposes of this Agreement and the other Credit Documents.

“Financial Officer Certification” means, with respect to the financial statements for which such certification is required, the certification of the chief financial officer (or other financial officer of substantially equivalent title and authority) of the Borrower that such financial statements present fairly, in all material respects, the financial condition of the Credit Parties and Subsidiaries as of the date(s) indicated therein, together with the results of operations and cash flows of the Credit Parties and Subsidiaries for the period(s) covered thereby, subject only to changes resulting from audit and normal year-end accounting adjustments.

“First Amendment Effective Date” means May 3, 2024.

“Fiscal Month” means any fiscal month of any Fiscal Year.

“Fiscal Quarter” means any fiscal quarter of any Fiscal Year.

“Fiscal Year” means the fiscal year of the Borrower and its Subsidiaries ending on December 31 of each calendar year.

~~“Foreign Subsidiary” means any Subsidiary that is not a Domestic Subsidiary.~~

“Funded Debt” means, as to any Person at a particular time, without duplication, all of the following, whether or not included as indebtedness or liabilities in accordance with GAAP: (a) all obligations for borrowed money, whether current or long-term (including the Obligations hereunder), and all obligations evidenced by bonds, debentures, notes, loan agreements or other similar instruments but specifically excluding trade payables incurred in the ordinary course of business; (b) all obligations in respect of the deferred purchase price of property or services (other than trade accounts payable in the ordinary course of business and not past due for more than sixty (60) calendar days after the date on which such trade account payable was created), including, without limitation, any Earn Out Obligations recognized as a liability on the balance sheet of the Borrower and its Subsidiaries in accordance with GAAP; (c) all obligations under letters of credit (including standby and commercial), bankers’ acceptances and similar instruments (including bank guaranties); (d) the Attributable Principal Amount of Capital Leases, Synthetic Leases, Securitization Transactions and Sale and Leaseback Transactions; (e) all preferred stock and comparable equity interests providing for mandatory redemption, sinking fund or other like payments; (f) all Funded Debt of others secured by (or for which the holder of such Funded Debt has an existing right, contingent or otherwise, to be secured by) any Lien on, or payable out of the proceeds of production from, any Property owned or acquired by such Person, whether or not the obligations secured thereby have been assumed, (g) all Guarantees in respect of Funded Debt of another Person; and (h) Funded Debt of any partnership or joint venture or other similar entity in which such Person is a general partner or joint venturer, and, as such, has personal liability for such obligations, but only to the extent there is recourse to such Person for payment thereof. For purposes hereof, the amount of Funded Debt shall be determined (x) based on the outstanding principal amount in the case of borrowed money indebtedness under clause (a) and purchase money indebtedness and the deferred

purchase obligations under clause (b), (y) based on the maximum amount available to be drawn in the case of letter of credit obligations and the other obligations under clause (c), and (z) based on the amount of Funded Debt that is the subject of the Guarantees in the case of Guarantees under clause (f).

“Funding Notice” means a notice substantially in the form of Exhibit 2.1.

“GAAP” means, as of any date of determination, accounting principles generally accepted in the United States and applied on a consistent basis as in effect on such date, subject to the limitations on the application thereof set forth in Section 1.2.

“Governmental Acts” means any act or omission, whether rightful or wrongful, of any present or future *de jure* or *de facto* government or Governmental Authority.

“Governmental Authority” means the government of the United States or any other nation, or any political subdivision of any of the foregoing, whether state or local, and any agency, authority, instrumentality, regulatory body, court, central bank or other entity exercising executive, legislative, judicial, taxing, regulatory or administrative powers or functions of or pertaining to government (including any supra-national bodies such as the European Union or the European Central Bank and any group or body charged with setting financial accounting or regulatory capital rules or standards).

“Governmental Authorization” means any permit, license, authorization, plan, directive, consent order or consent decree of or from any Governmental Authority.

“Guarantee” means, as to any Person: (a) any obligation, contingent or otherwise, of such Person guaranteeing, or having the economic effect of guaranteeing, any Indebtedness or other obligation payable or performable by another Person (the “primary obligor”) in any manner, whether directly or indirectly, and *including* any obligation of such Person, direct or indirect, (i) to purchase or pay (or advance or supply funds for the purchase or payment of) such Indebtedness or other obligation, (ii) to purchase or lease Property, securities or services for the purpose of assuring the obligee in respect of such Indebtedness or other obligation of the payment or performance of such Indebtedness or other obligation, (iii) to maintain working capital, equity capital, or any other financial statement condition or liquidity or level of income or cash flow of the primary obligor, so as to enable the primary obligor to pay such Indebtedness or other obligation, or (iv) entered into for the purpose of assuring, in any other manner, the obligee in respect of such Indebtedness or other obligation of the payment or performance thereof, or to protect such obligee against loss (in whole or in part) in respect thereof; or (b) any Lien on any Property of such Person securing any Indebtedness or other obligation of any other Person, whether or not such Indebtedness or other obligation is assumed by such Person (or any right, contingent or otherwise, of any holder of such Indebtedness to obtain any such Lien). The amount of any Guarantee shall be deemed to be an amount equal to the stated or determinable amount of the related primary obligation, or portion thereof, in respect of which such Guarantee is made, or, if *not* stated or determinable, the maximum reasonably anticipated liability (as determined by the guaranteeing Person in good faith) in respect thereof. The term “*Guarantee*” as a verb has a corresponding meaning.

“Guaranteed Obligations” means as defined in Section 4.1.

“Guarantor Joinder Agreement” means a guarantor joinder agreement substantially in the form of Exhibit 7.11 or such other documents as the Lender shall deem appropriate for such purpose.

“Guarantors” means (a) with respect to all Obligations, each Person identified as a “Guarantor” on the signature pages hereto and each other Person that joins as a Guarantor pursuant to Section 7.11, (b) with respect to Obligations under Swap Agreements and Treasury Management Agreements with the

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Lender or an Affiliate of the Lender and Swap Obligations of a Specified Credit Party (determined before giving effect to Sections 4.1 and 4.8) under the Guaranty, the Borrower, and (c) in each case, their successors and permitted assigns. For the avoidance of doubt, there are no Guarantors as of the Closing Date.

“Guaranty” means the Guarantee made by the Guarantors pursuant to Section 4.

“Hazardous Materials” means any hazardous substances defined by the Comprehensive Environmental Response Compensation and Liability Act, 42 USCA 9601, et. seq., as amended, including any hazardous waste as defined under 40 C.F.R. Parts 260-270, gasoline or petroleum (including crude oil or any fraction thereof), asbestos or polychlorinated biphenyls.

“Hazardous Materials Activity” means any past, current, proposed or threatened activity, event or occurrence involving any Hazardous Materials, including the use, manufacture, possession, storage, holding, presence, existence, location, Release, threatened Release, discharge, placement, generation, transportation, processing, construction, treatment, abatement, removal, remediation, disposal, disposition or handling of any Hazardous Materials, and any corrective action or response action with respect to any of the foregoing.

“Hedging Transaction” of any Person means: (a) any transaction (including, without limitation, an agreement with respect to any such transaction) now existing, or hereafter entered into, by such Person that is a rate swap transaction, swap option, basis swap, forward rate transaction, commodity swap, commodity option, equity or equity index swap or option, bond option, interest rate option, foreign exchange transaction, cap transaction, floor transaction, collar transaction, currency swap transaction, cross-currency rate swap transaction, currency option, spot transaction, credit protection transaction, credit swap, credit default swap, credit default option, total return swap, credit spread transaction, repurchase transaction, reverse repurchase transaction, buy/sell-back transaction, securities lending transaction, or any other similar transaction (including, without limitation, any option with respect to any of these transactions) or any combination thereof, whether or not any such transaction is governed by, or subject to, any Master Agreement; and (b) any and all transactions of any kind, and the related confirmations, which are subject to the terms and conditions of, or governed by, any Master Agreement, including any such obligations or liabilities under any Master Agreement.

“Highest Lawful Rate” means the maximum lawful interest rate, if any, that at any time or from time to time may be contracted for, charged, or received under Applicable Laws relating to the Lender which are currently in effect or, to the extent allowed under such Applicable Laws, which may hereafter be in effect and which allow a higher maximum nonusurious interest rate than Applicable Laws now allow.

“HSR Act” means the Hart-Scott-Rodino Antitrust Improvements Act of 1976 (Pub. L. § 94–435), as amended and in effect from time to time, and any successor statute(s), together with any rules and regulations promulgated thereunder or in connection therewith, any rulings or orders issued by any applicable Governmental Authorities (including, without limitation, the U.S. Federal Trade Commission and the U.S. Department of Justice) thereunder or in connection therewith, or the application or official interpretation of any of the foregoing.

“Indebtedness” means, as to any Person at a particular time, without duplication, all of the following, whether or not included as indebtedness or liabilities in accordance with GAAP: (a) all Funded Debt; (b) net obligations under any Swap Agreement (with the amount of such Indebtedness being determined based on the applicable Swap Termination Value at such time); (c) all Guarantees in respect of Indebtedness of another Person; and (d) all Indebtedness of the types referred to in clauses (a) through

(c) above of any partnership or joint venture (other than a joint venture that is itself a corporation or limited liability company) in which such Person is a general partner or joint venturer, unless such Indebtedness is expressly made non-recourse to such Person.

“Indemnitee” means as defined in Section 10.2(b).

“Index Rate” means, for any Index Rate Determination Date with respect to any Base Rate Loans determined by reference to the Index Rate: ~~(a) the rate per annum (rounded upward to the next whole multiple of one sixteenth of one percent (0.16%)) equal to LIBOR as published on the applicable Bloomberg screen page (or such other commercially available source providing such quotations as may be designated by the Lender from time to time) for deposits in Dollars with a term equivalent to one (1) calendar month, determined as of approximately 11:00 a.m. (London, England time) on the date that is two (2) Business Days prior to such Index Rate Determination Date; or (b) in the event that the rate referred to in the foregoing clause (a) does not appear on such page or service, or if such page or service shall cease to be available, the rate per annum (rounded upward to the next whole multiple of one sixteenth of one percent (0.16%)) equal to the rate determined by the Lender to be the offered rate on such other page or service that displays an average settlement rate for deposits in Dollars with a term equivalent to one (1) calendar month, determined as of approximately 11:00 a.m. (London, England time) on the date that is two (2) Business Days prior to such Index Rate Determination Date, the rate per annum equal to the Term SOFR Index Rate for such calculation.~~ Notwithstanding anything to the contrary in the foregoing, if, at any time, the Index Rate is less than three-fourths of one percent (0.75%) per annum, then such rate shall be deemed to be three-fourths of one percent (0.75%) per annum for all purposes of this Agreement and the other Credit Documents.

“Index Rate Determination Date” means the Closing Date and the first Business Day of each calendar month ending thereafter; provided, however, that, solely for purposes of the definition of Base Rate, Index Rate Determination Date means the date of determination of the Base Rate.

“Insurance Regulatory Authority” means, with respect to any Regulated Subsidiary, the insurance department or similar Governmental Authority charged with regulating insurance companies or insurance holding companies, in its jurisdiction of domicile and, to the extent that it has regulatory authority over such Regulated Subsidiary, in each other jurisdiction in which such Regulated Subsidiary conducts business or is licensed to conduct business.

“Intellectual Property” means all trademarks, service marks, trade names, copyrights, patents, patent rights, franchises related to intellectual property, licenses related to intellectual property and other intellectual property rights.

“Interest Payment Date” means with respect to (a) any Base Rate Loan, the last Business Day of each calendar quarter, commencing on the first such date to occur after the Closing Date and the final maturity date of such Revolving Loan; and (b) any Adjusted ~~LIBO-Rate~~Term SOFR Loan, the last day of each Interest Period applicable to such Revolving Loan; provided that, in the case of each Interest Period of longer than three (3) months, “Interest Payment Date” shall also include each date that is three (3) months, or an integral multiple thereof, after the commencement of such Interest Period.

“Interest Period” means, in connection with an Adjusted ~~LIBO-Rate~~Term SOFR Loan, an interest period of one (1), three (3) or six (6) months, as selected by the Borrower in the applicable Funding Notice or Conversion/Continuation Notice, (a) initially, commencing on the Credit Date or Conversion/Continuation Date thereof, as the case may be; and (b) thereafter, commencing on the day on which the immediately preceding Interest Period expires; provided that (i) if an Interest Period would otherwise expire on a day that is not a Business Day, such Interest Period shall expire on the next succeeding

Business Day unless no further Business Day occurs in such month, in which case such Interest Period shall expire on the immediately preceding Business Day; (ii) any Interest Period that begins on the last Business Day of a calendar month (or on a day for which there is no numerically corresponding day in the calendar month at the end of such Interest Period) shall, subject to clause (iii) of this definition, end on the last Business Day of a calendar month; and (iii) no Interest Period with respect to any portion of the Revolving Loans shall extend beyond the Maturity Date.

“Interest Rate Determination Date” means, with respect to any Interest Period, the date that is two (2) Business Days prior to the first day of such Interest Period.

“Internal Revenue Code” means the Internal Revenue Code of 1986 (U.S.C. Title 26), as amended and in effect from time to time, and any successor statute(s), together with any rules and regulations promulgated thereunder or in connection therewith, any rulings or orders issued by any applicable Governmental Authorities (including, without limitation, the U.S. Internal Revenue Service) thereunder or in connection therewith, or the application or official interpretation of any of the foregoing.

“Investment” means, as to any Person, any direct or indirect acquisition or investment by such Person, whether by means of (a) the purchase or other acquisition of Equity Interests of another Person, (b) a loan, advance or capital contribution to, Guarantee or assumption of debt of, or purchase or other acquisition of any other debt or equity participation or interest in, another Person, including any partnership or joint venture interest in such other Person and any arrangement pursuant to which the investor Guarantees Indebtedness of such other Person, or (c) an Acquisition. For purposes of covenant compliance, the amount of any Investment shall be the amount actually invested, without adjustment for subsequent increases or decreases in the value of such Investment.

“Investment Company Act” means the Investment Company Act of 1940 (15 U.S.C. §§-80a-1, 80a-64 *et seq.*), as amended and in effect from time to time, and any successor statute(s), together with any rules and regulations promulgated thereunder or in connection therewith, any rulings or orders issued by any applicable Governmental Authorities (including, without limitation, the SEC) thereunder or in connection therewith, or the application or official interpretation of any of the foregoing.

“Involuntary Disposition” means the receipt by any Credit Party or Subsidiary of any cash insurance proceeds or condemnation awards payable by reason of theft, loss, physical destruction or damage, taking or similar event with respect to any of its property.

“Lender” means as defined in the introductory paragraph hereto.

“LIBO Index Rate” means, for any Index Rate Determination Date with respect to any Base Rate Loans determined by reference to the LIBO Index Rate, the rate per annum (rounded upward to the next whole multiple of one sixteenth of one percent (1/16 of 1%)) equal to (a) the LIBOR or a comparable or successor rate, which rate is approved by the Lender, as published on the applicable Reuters screen page (or such other commercially available source providing such quotations as may be designated by the Lender from time to time) for deposits with a term equivalent to one (1) month in Dollars, determined as of approximately 11:00 a.m. (London, England time) two (2) Business Days prior to such Index Rate Determination Date, or (b) in the event the rate referenced in the preceding clause (a) does not appear on such page or service or if such page or service shall cease to be available, the rate per annum (rounded upward to the next whole multiple of one sixteenth of one percent (1/16 of 1%)) equal to the rate determined by the Lender to be the offered rate on such other page or other service which displays an average settlement rate for deposits with a term equivalent to one (1) month in Dollars, determined as of approximately 11:00 a.m. (London, England time) two (2) Business Days prior to such Index Rate Determination Date, or (c) in the event the rates referenced in the preceding clauses (a) and (b) are not

available, the rate per annum (rounded upward to the next whole multiple of one sixteenth of one percent (1/16 of 1%)) equal to quotation rate (or the arithmetic mean of rates) offered to first class banks in the London interbank market for deposits in Dollars of amounts in same day funds comparable to the principal amount of the applicable Revolving Loan of the Lender for which the LIBO Index Rate is then being determined with maturities comparable to one (1) month as of approximately 11:00 a.m. (London, England time) two (2) Business Days prior to such Index Rate Determination Date. Notwithstanding anything contained herein to the contrary, the LIBO Index Rate shall not be less than three-fourths of one percent (0.75%).

“LIBOR” means the London Interbank Offered Rate.

“LIBOR Loan” means a Revolving Loan bearing interest at a rate determined by reference to the Adjusted LIBO Rate or LIBO Index Rate (including a Base Rate Loan referencing the LIBO Index Rate), as applicable.

“Lien” means (a) any lien, mortgage, pledge, assignment, security interest, charge or encumbrance of any kind (including any agreement to give any of the foregoing, any conditional sale or other title retention agreement, and any lease or license in the nature thereof) and any option, trust or other preferential arrangement having the practical effect of any of the foregoing, and (b) in the case of Equity Interests, any purchase option, call or similar right of a third party with respect to such Equity Interest.

“Liquidity” means, as of any date of determination, (a) available and unencumbered cash held by

Equity means, as of any date of determination, (a) available and unencumbered cash held by the Borrower in deposit accounts domiciled in the United States, plus (b) the fair market value of available and unencumbered Cash Equivalents owned by the Borrower and held in securities accounts domiciled in the United States, plus (c) (i) the fair market value of available and unencumbered investment grade, fixed income securities owned by the Borrower and held in securities accounts domiciled in the United States, less (ii) ~~for as long as the Bermuda Keep-Well Agreement to the extent that any "keep well agreement" is required by the applicable~~ Insurance Regulatory Authority to be in effect, ~~the greater of (x) fifty percent (50%) of the aggregate amount of all obligations thereunder and (which shall be deemed, in any event, not to be less than) Five Million Dollars (\$5,000,000)). For the avoidance of doubt, in the event the Bermuda Keep-Well Agreement is no longer required by the applicable Insurance Regulatory Authority and is terminated or not renewed as a result of no longer being required by such Insurance Regulatory Authority, the amount set forth in clause (c)(ii) above shall be Zero Dollars (\$0).~~

"Margin Stock" means as defined in Regulation U of the Board of Governors of the Federal Reserve System as in effect from time to time, and any successor regulations.

"Master Agreement" means any form of master agreement published by the International Swaps and Derivatives Association, Inc. or any executed master agreement based on such form, any International Foreign Exchange Master Agreement, or any other master agreement relating to the documentation of, or entered into in connection with, any Hedging Transactions (any such master agreement, together with any related schedules and/or annexes thereto).

"Material Adverse Effect" means any effect, event, condition, action, omission, change or state of facts that, individually or in the aggregate, has resulted in, or could reasonably be expected to result in, a material adverse effect with respect to (a) the business operations, properties, assets or financial condition of the Credit Parties and Subsidiaries taken as a whole; (b) the ability of any Credit Party, to fully and timely perform its obligations under the Credit Documents; (c) the legality, validity, binding effect or enforceability against a Credit Party of any Credit Document to which it is a party; (d) the value of the

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whole or any material part of the Collateral or the priority of Liens in favor of the Lender in the whole or any material part of the Collateral; or (e) the rights, remedies and benefits available to, or conferred upon, the Lender under any Credit Document.

"Material Contract" means any contractual obligation to which any Credit Party or any of their Subsidiaries, or any of their respective assets, are bound (other than those evidenced by the Credit Documents) pursuant to which (a) any Credit Party or any of its Subsidiaries are obligated to make payments in any twelve (12) month period of Five Million Dollars (\$5,000,000) or more, (b) any Credit Party or any of its Subsidiaries expects to receive revenue in any twelve (12) month period of Five Million Dollars (\$5,000,000) or more, or (c) a default, breach or termination thereof could reasonably be expected to result in a Material Adverse Effect.

"Maturity Date" means May 5, 2024~~2027~~; provided, however, that, if such date is not a Business Day, the Maturity Date shall be the next preceding Business Day.

"Moody's" means Moody's Investor Services, Inc.

"Multiemployer Plan" means any "multiemployer plan" (as defined in Section 3(37) of ERISA) that is (or is required to be) sponsored, maintained and/or contributed to by any Credit Party or Subsidiary or any of their respective ERISA Affiliates.

"NAIC" has the meaning set forth in the definition of "Qualifying Reinsurer".

"Net Cash Proceeds" means the aggregate proceeds paid in cash or Cash Equivalents received by any Credit Party or Subsidiary in connection with any Asset Sale net of (a) direct costs incurred or estimated costs for which reserves are maintained in connection therewith (including legal, accounting and investment banking fees and expenses, sales commissions and underwriting discounts), (b) estimated taxes paid or payable (including sales, use or other transactional taxes and any net marginal increase in income taxes) as a result thereof and (c) the amount required to retire any Indebtedness secured by a Permitted Lien on the related property and/or assets. For purposes hereof, "Net Cash Proceeds" includes any cash or Cash Equivalents received upon the disposition of any non-cash consideration received by any Credit Party or Subsidiary in any Asset Sale.

"Non-Qualifying Reinsurer" means any reinsurer that is not a Qualifying Reinsurer.

"Note" means a promissory note in the form of Exhibit 2.3.

"Obligations" means all obligations, indebtedness and other liabilities of every nature of each Credit Party and any Subsidiary from time to time owed to the Lender or an Affiliate of the Lender under any Credit Document or under any Swap Agreement or Treasury Management Agreement with the Lender or an Affiliate of the Lender, together with all renewals, extensions, modifications or refinancings of any of the foregoing, whether for principal, interest (including interest which, but for the filing of a petition in bankruptcy with respect to such Credit Party or such Subsidiary, would have accrued on any Obligation, whether or not a claim is allowed against such Credit Party or such Subsidiary for such interest in the related bankruptcy proceeding), payments for early termination of Swap Agreements, fees, expenses, indemnification or otherwise; provided, however, that the "Obligations" of a Credit Party or a Subsidiary shall exclude any Excluded Swap Obligations with respect to such Person.

"Organizational Documents" means (a) with respect to any corporation, its certificate or articles of incorporation or organization, as amended, and its by-laws, as amended, (b) with respect to any limited partnership, its certificate of limited partnership, as amended, and its partnership agreement, as amended,

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(c) with respect to any general partnership, its partnership agreement, as amended, and (d) with respect to any limited liability company, its articles of organization, certificate of formation or comparable documents, as amended, and its operating agreement, as amended. In the event any term or condition of this Agreement or any other Credit Document requires any Organizational Document to be certified by a secretary of state or similar governmental official, the reference to any such "Organizational Document" shall only be to a document of a type customarily certified by such governmental official.

"Outstanding Amount" means with respect to Revolving Loans on any date, the aggregate outstanding principal amount thereof after giving effect to any Borrowings and prepayments or repayments of Revolving Loans occurring on such date.

"Patriot Act" means the Uniting and Strengthening America by Providing Appropriate Tools Required to Intercept and Obstruct Terrorism Act of 2001 (Pub. L. §-107-56), as amended and in effect from time to time, and any successor statute(s), together with any rules and regulations promulgated thereunder or in connection therewith, any rulings or orders issued by any applicable Governmental Authorities (including, without limitation, the U.S. Department of Justice or the U.S. Department of Homeland Security) thereunder or in connection therewith, or the application or official interpretation of any of the foregoing.

"PBGC" means the U.S. Pension Benefit Guaranty Corporation, as referred to and defined in ERISA, and any successor entity performing similar functions.

"Pension Plan" means any "employee pension benefit plan" as defined in Section 3(2) of ERISA other than a Multiemployer Plan, and which is sponsored, maintained or contributed to by, or required to be contributed to by, any Credit Party or Subsidiary or any of their respective ERISA Affiliates.

"Periodic Term SOFR Determination Day" has the meaning set forth in the definition of "Term SOFR".

"Periodic Term SOFR Index Rate Determination Day" has the meaning set forth in the definition of "Term SOFR Index Rate".

"Permitted Liens" means as defined in Section 8.2.

"Permitted Refinancing" means any extension, renewal or replacement of any existing Indebtedness so long as any such renewal, refinancing and extension of such Indebtedness:

- (a) has market terms and conditions;
- (b) has an average life to maturity that is greater than that of the Indebtedness being extended, renewed or refinanced;
- (c) does not include an obligor that was not an obligor with respect to the Indebtedness being extended, renewed or refinanced (unless such obligor is also a Guarantor with respect to Obligations);
- (d) remains subordinated, if the Indebtedness being refinanced or extended was subordinated to the prior payment of the Obligations;

(e) does not exceed in a principal amount the Indebtedness being renewed, extended or refinanced plus reasonable fees and expenses, premiums and penalties incurred in connection therewith; and

(f) is not incurred, created or assumed, if any Default or Event of Default then exists or would arise therefrom.

“Person” means any natural person or individual, corporation, limited liability company, trust, joint venture, association, company, firm, partnership (whether a general partnership, a limited partnership or otherwise), Governmental Authority, or other entity.

“Prime Rate” means the per annum rate which the Lender publicly announces from time to time to be its prime lending rate, as in effect from time to time. The Lender’s prime lending rate is a reference rate and does not necessarily represent the lowest or best rate charged to customers.

“Pro Forma Basis” means, for purposes of calculating the financial covenants set forth in Section 8.6 (including for purposes of determining the Applicable Margin), that any Asset Sale, Acquisition or Restricted Payment shall be deemed to have occurred as of the first day of the most recent four (4) consecutive Fiscal Quarter period preceding the date of such transaction for which the Borrower was required to deliver financial statements pursuant to Section 7.1(a) or (b). In connection with the foregoing, (a) (i) with respect to any Asset Sale, income statement and cash flow statement items (whether positive or negative) attributable to the property and/or assets disposed of shall be excluded to the extent relating to any period occurring prior to the date of such transaction and (ii) with respect to any Acquisition, income statement items (whether positive or negative) attributable to the Persons or property acquired shall be included to the extent relating to any period applicable to such calculations, in each case with respect to the foregoing clauses (a)(i) and (a)(ii) to the extent (A) such items are not otherwise included in such income statement items for the Credit Parties and Subsidiaries in accordance with GAAP or in accordance with any defined terms set forth in Section 1.1 and (B) such items are supported by financial statements or other information satisfactory to the Lender and (b) any Indebtedness incurred or assumed by the any Credit Party or Subsidiary (including the Person or property and/or assets acquired) in connection with such transaction (i) shall be deemed to have been incurred as of the first day of the applicable period and (ii) if such Indebtedness has a floating or formula rate, shall have an implied rate of interest for the applicable period for purposes of this definition determined by utilizing the rate which is or would be in effect with respect to such Indebtedness as at the relevant date of determination.

“Property” means an interest of any kind in any property or asset, whether real, personal or mixed, and whether tangible or intangible.

“Qualified ECP Guarantor” means, in respect of any Swap Obligation, each Credit Party that, at the time the Guaranty (or grant of security interest, as applicable) becomes or would become effective with respect to such Swap Obligation, has total assets exceeding Ten Million Dollars (\$10,000,000) or such other Credit Party as constitutes an “eligible contract participant” under the Commodity Exchange Act and which may cause another Person to qualify as an “eligible contract participant” with respect to such Swap Obligation at such time by entering into a keepwell under Section 1a(18)(A)(v)(II) of the Commodity Exchange Act.

“Qualifying Reinsurer” means (a) any Person (which may include Affiliates of any Credit Party) providing reinsurance services with at least an “A-” financial strength rating from A.M. Best Company (or any successor in interest thereto), or (b) any Person (which may include Affiliates of any Credit Party) providing reinsurance services that has collateralized its obligations to the Regulated Subsidiaries at a

level consistent with the National Association of Insurance Commissioners’ (“NAIC”) requirements for credit on Schedule F of the statutory financial statements of the Regulated Subsidiaries.

“Real Estate Asset” means, at any time of determination, any interest (fee, leasehold or otherwise) then owned by the Borrower or any of its Subsidiaries in any real property.

“Regulated Subsidiary” means (a) any direct or indirect Subsidiary of the Borrower: (i) that is a risk retention entity subject to regulation by a Governmental Authority and/or required by Applicable Laws to utilize statutory accounting principles and submit them to a Governmental Authority, and (ii) with respect to which the Lender has received prior written notification that such Domestic Subsidiary constitutes a Regulated Subsidiary or (b) any Subsidiary of a Regulated Subsidiary.

“Related Parties” means, with respect to any Person, such Person’s Affiliates, together with the respective partners, directors, officers, employees, agents, trustees, administrators, managers, partners, advisors, legal counsel, consultants, and other representatives of such Person and such Person’s Affiliates.

“Release” means any release, spill, emission, leaking, pumping, pouring, injection, escaping, deposit, disposal, discharge, dispersal, dumping, leaching or migration of any Hazardous Material into the indoor or outdoor environment (including the abandonment or disposal of any barrels, containers or other closed receptacles containing any Hazardous Material), including the movement of any Hazardous Material through the air, soil, surface water or groundwater.

“Relevant Governmental Body” means the Board of Governors of the Federal Reserve System or

“**Reserve Bank**” means the Board of Governors of the Federal Reserve System or the Federal Reserve Bank of New York, or a committee officially endorsed or convened by the Board of Governors of the Federal Reserve System or the Federal Reserve Bank of New York, or any successor thereto.

“**Restricted Payment**” means: (a) any dividend or other distribution (whether in cash, securities or other property) with respect to any Equity Interests of any Person, or any payment (whether in cash, securities or other property), including any sinking fund or similar deposit, on account of the purchase, redemption, retirement, defeasance, acquisition, cancellation or termination of any such Equity Interests or on account of any return of capital to such Person’s stockholders, partners or members (or the equivalent Person thereof), or any option, warrant, or other right to acquire any such dividend or other distribution or payment; (b) any payment of management fees, transaction-based fees, or similar fees to any Person holding Equity Interests in any Credit Party or Subsidiary, or any Affiliate thereof to the extent that any such payments do not reduce Consolidated Net Income; and (c) any setting apart of funds or property and/or assets in respect of any of the foregoing.

“**Revolving Commitment**” means the commitment of the Lender to make Revolving Loans hereunder. The amount of the Revolving Commitment as of the Closing Date is Twenty Million Dollars (\$20,000,000).

“**Revolving Commitment Period**” means the period from, and including, the Closing Date to, but excluding, the earlier of (a) the Maturity Date and (b) the date on which the Revolving Commitment shall have been terminated as provided herein.

“**Revolving Loan**” means as defined in Section 2.1(a).

“**S&P**” means Standard & Poor’s Financial Services LLC, a subsidiary of The McGraw Hill Corporation.

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“**Sale and Leaseback Transaction**” means, with respect to the Borrower or any Subsidiary, any arrangement, directly or indirectly, with any Person (other than a Credit Party) whereby the Borrower or such Subsidiary shall sell or transfer any property, real or personal, used or useful in its business, whether now owned or hereafter acquired, and thereafter rent or lease such property or other property that it intends to use for substantially the same purpose or purposes as the property being sold or transferred.

“**Sanctions**” means as defined in Section 6.14(d).

“**SEC**” means the Securities and Exchange Commission, or any Governmental Authority succeeding to any of its principal functions.

“**Securities Exchange Act**” means the Securities Exchange Act of 1934 (15 U.S.C. §-78a *et seq.*), as amended and in effect from time to time, and any successor statute(s), together with any rules and regulations promulgated thereunder or in connection therewith, any rulings or orders issued by any applicable Governmental Authorities (including, without limitation, the SEC) thereunder or in connection therewith, or the application or official interpretation of any of the foregoing.

“**Securities**” means any stock, shares, partnership interests, limited liability company interests, voting trust certificates, certificates of interest or participation in any profit-sharing agreement or arrangement (e.g., stock appreciation rights), options, warrants, bonds, debentures, notes, or other evidences of indebtedness, secured or unsecured, convertible, subordinated or otherwise, or in general any instruments commonly known as “**securities**” or any certificates of interest, shares or participations in temporary or interim certificates for the purchase or acquisition of, or any right to subscribe to, purchase or acquire, any of the foregoing.

“**Securitization Transaction**” means any financing or factoring or similar transaction (or series of such transactions) entered by the Borrower or any of its Subsidiaries pursuant to which the Borrower or such Subsidiary may sell, convey or otherwise transfer, or grant a security interest in, accounts, payments, receivables, rights to future lease payments or residuals or similar rights to payment (the “**Securitization Receivables**”) to a special purpose subsidiary or affiliate (a “**Securitization Subsidiary**”) or any other Person.

“**Security Agreement**” means that certain pledge and security agreement dated as of the Closing Date executed by the Credit Parties in favor of the Lender.

“**Shareholders’ Equity**” means, as of any date of determination, consolidated shareholders’ equity of the Borrower and its Subsidiaries (including, for the avoidance of doubt, Regulated Subsidiaries) as of such date, determined in accordance with GAAP.

“**SOFR**” means, with respect to any Business Day, a rate per annum equal to the secured overnight financing rate for such Business Day published by the SOFR Administrator on the SOFR Administrator’s Website on the immediately succeeding U.S. Government Securities Business Day; provided, that, if the published rate is subsequently corrected and provided by the SOFR Administrator or on the SOFR Administrator’s Website within the longer of one hour of the time when such rate is first published and the republication cut-off time for SOFR, if any, as specified by the SOFR Administrator in the SOFR benchmark methodology then the secured overnight financing rate for such Business Day will be subject to those corrections. Notwithstanding anything contained herein to the contrary, if, at any time, SOFR is less than three-fourths of one percent (0.75%), then SOFR shall be deemed to be three-fourths of one percent (0.75%) for purposes of this Agreement and the other Credit Documents.

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“SOFR Administrator” means the Federal Reserve Bank of New York (or a successor administrator of the secured overnight financing rate).

“SOFR Administrator’s Website” means the website of the Federal Reserve Bank of New York, currently at <http://www.newyorkfed.org>, or any successor source for the secured overnight financing rate identified as such by the SOFR Administrator from time to time.

“SOFR Loan” means a Revolving Loan that bears interest at a rate based on Adjusted Term SOFR or the Index Rate (including a Base Rate Loan referencing the Index Rate), as applicable.

“Solvent” or “Solvency” means, with respect to any Person as of a particular date, that on such date (a) such Person is able to pay its debts and other liabilities, contingent obligations and other commitments as they mature in the ordinary course of business, (b) such Person does not intend to, and does not believe that it will, incur debts or liabilities beyond such Person’s ability to pay as such debts and liabilities mature in their ordinary course, (c) such Person is not engaged in a business or a transaction, and is not about to engage in a business or a transaction, for which such Person’s property would constitute unreasonably small capital after giving due consideration to the prevailing practice in the industry in which such Person is engaged or is to engage, (d) the fair value of the property of such Person is greater than the total amount of liabilities, including, without limitation, contingent liabilities, of such Person and (e) the present fair salable value of the assets of such Person is not less than the amount that will be required to pay the probable liability of such Person on its debts as they become absolute and matured. In computing the amount of contingent liabilities at any time, it is intended that such liabilities will be computed at the amount which, in light of all the facts and circumstances existing at such time, represents the amount that can reasonably be expected to become an actual or matured liability.

“Specified Acceleration Event of Default” means an Event of Default pursuant to Section 9.1(f) or Section 9.1(g).

“Specified Credit Party” means, each Credit Party that is, at the time on which the Guaranty (or grant of the relevant security interest) becomes effective with respect to a Swap Obligation, a corporation, partnership, proprietorship, organization, trust or other entity that would not be an “eligible contract participant” under the Commodity Exchange Act at such time but for the effect of Section 4.8.

~~“Specified Disposition” means as defined in Section 8.7.~~

“Subsidiary” means, with respect to any Person, any corporation, partnership, limited liability company, association, joint venture or other business entity of which more than fifty percent (50%) of the total voting power of Equity Interests entitled (without regard to the occurrence of any contingency) to vote in the election of the Person or Persons (whether directors, managers, trustees or other Persons performing similar functions) having the power to direct or cause the direction of the management and policies thereof is at the time owned or controlled, directly or indirectly, by that Person, or the accounts of which would be consolidated with those of such Person in its consolidated financial statements in accordance with GAAP, if such statements were prepared as of such date, or one or more of the other Subsidiaries of that Person or a combination thereof; provided that, in determining the percentage of ownership interests of any Person controlled by another Person, no ownership interest in the nature of a “qualifying share” of the former Person shall be deemed to be outstanding. Unless otherwise provided, “Subsidiary” shall refer to a Subsidiary of the Borrower.

“Swap Agreement” means (a) any and all rate swap transactions, basis swaps, credit derivative transactions, forward rate transactions, commodity swaps, commodity options, forward commodity contracts, equity or equity index swaps or options, bond or bond price or bond index swaps or options or

forward bond or forward bond price or forward bond index transactions, interest rate options, forward foreign exchange transactions, currency swap transactions, cross-currency rate swap transactions, currency options, cap transactions, floor transactions, collar transactions, spot contracts, or any other similar transactions or any combination of any of the foregoing (including any options or warrants to enter into any of the foregoing), whether or not any such transaction is governed by, or otherwise subject to, any master agreement or any netting agreement, and (b) any and all transactions or arrangements of any kind, and the related confirmations, which are subject to the terms and conditions of, or governed by, any Master Agreement, including any such obligations or liabilities under any Master Agreement.

“Swap Obligation” means with respect to any Credit Party any obligation to pay or perform under any agreement, contract or transaction that constitutes a “swap” within the meaning of Section 1a(47) of the Commodity Exchange Act.

“Swap Termination Value” means, in respect of any one or more Swap Agreements, after taking into account the effect of any legally enforceable netting agreement relating to such Swap Agreements, (a) for any date on or after the date such Swap Agreements have been closed out and termination value(s) determined in accordance therewith, such termination value(s) and (b) for any date prior to the date referenced in clause (a), the amount(s) determined as the mark-to-market value(s) for such Swap Agreements, as determined based upon one or more mid-market or other readily available quotations provided by any recognized dealer in such Swap Agreements (which may include the Lender or any Affiliate of the Lender).

“Synthetic Lease” means a lease transaction under which the parties intend that: (a) the lease will be treated as an “operating lease” by the lessee pursuant to Statement of Financial Accounting Standards No. 13, as amended; and (b) the lessee will be entitled to various tax and other benefits ordinarily available to owners (as opposed to lessees) of like property.

“Term SOFR” means, for any calculation with respect to a SOFR Loan, the Term SOFR Reference Rate for a tenor comparable to the applicable Interest Period on the day (such day, the “Periodic Term SOFR Determination Day”) that is two (2) U.S. Government Securities Business Days prior to the first day of such Interest Period, as such rate is published by the Term SOFR Administrator; provided, however, that if as of 5:00 p.m. (New York City time) on any Periodic Term SOFR Determination Day the Term SOFR Reference Rate for the applicable tenor has not been published by the Term SOFR Administrator, then Term SOFR will be the Term SOFR Reference Rate for such tenor as published by the Term SOFR Administrator on the first preceding U.S. Government Securities Business Day for which such Term SOFR Reference Rate for such tenor was published by the Term SOFR Administrator, subject to Section 3.1.

“Term SOFR Adjustment” means, for any Interest Period, a percentage equal to one tenth of one percent (0.10%) per annum.

“Term SOFR Administrator” means CME Group Benchmark Administration Limited (CBA) (or a successor administrator of the Term SOFR Reference Rate selected by the Lender in its reasonable discretion).

“Term SOFR Index Rate” shall mean the Term SOFR Reference Rate for a one-month tenor on the day (such day, the “Periodic Term SOFR Index Rate Determination Day”) that is two (2) U.S. Government Securities Business Days prior to the first Business Day of each month, adjusted monthly on the first Business Day of each month, as such rate is published by the Term SOFR Administrator; provided, that if as of 5:00 p.m. on any Periodic Term SOFR Index Rate Determination Day the Term SOFR Reference Rate for a one-month tenor has not been published by the Term SOFR Administrator

and a Benchmark Replacement Date with respect to the Term SOFR Reference Rate has not occurred, the Term SOFR Index Rate will be the Term SOFR Reference Rate for such one-month tenor as published by the Term SOFR Administrator on the first preceding U.S. Government Securities Business Day for which such Term SOFR Reference Rate for such one-month tenor was published by the Term SOFR Administrator so long as such first preceding U.S. Government Business Day is not more than three (3) U.S. Government Securities Business Days prior to such Periodic Term SOFR Index Rate Determination Day.

“Term SOFR Reference Rate” means the forward-looking term rate based on SOFR.

“Total Revolving Outstandings” means the aggregate Outstanding Amount of all Revolving Loans.

“Treasury Management Agreement” means any agreement governing the provision of treasury or cash management services, including deposit accounts, funds transfer, automated clearinghouse, commercial credit cards, purchasing cards, cardless e-payable services, debit cards, stored value cards, zero balance accounts, returned check concentration, controlled disbursement, lockbox, account reconciliation and reporting and trade finance services.

“Type” means as defined in Section 2.1(a).

“U.S. Government Securities Business Day” means any day except for (a) a Saturday, (b) a Sunday or (c) a day on which the Securities Industry and Financial Markets Association recommends that

on any day on which the Securities Transfer and Financial Markets Association recommends that the fixed income departments of its members be closed for the entire day for purposes of trading in United States government securities.

“UCC” means the Uniform Commercial Code (or any similar or equivalent legislation) as in effect in the State of New York (or any other applicable jurisdiction, as the context may require).

“UK Financial Institution” means any BRRD Undertaking (as such term is defined under the PRA Rulebook (as amended from time to time) promulgated by the United Kingdom Prudential Regulation Authority) or any person falling within IFPRU 11.6 of the FCA Handbook (as amended from time to time) promulgated by the United Kingdom Financial Conduct Authority, which includes certain credit institutions and investment firms, and certain affiliates of such credit institutions or investment firms.

“UK Resolution Authority” means the Bank of England or any other public administrative authority having responsibility for the resolution of any UK Financial Institution.

“Unadjusted Benchmark Replacement” means the applicable Benchmark Replacement excluding the related Benchmark Replacement Adjustment.

“United States” or “U.S.” means the United States of America.

“Upfront Fee” means as defined in Section 2.8(a).

Section 1.2 Accounting Terms.

(a) Except as otherwise expressly provided herein, all accounting terms not otherwise defined herein shall have the meanings assigned to such terms in conformity with GAAP. Financial statements and other information required to be delivered by the Borrower to the Lender pursuant to this

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Agreement shall be prepared in accordance with GAAP. If at any time any change in GAAP would affect the computation of any financial covenant or requirement set forth in any Credit Document, and either the Borrower or the Lender shall object in writing to determining compliance based on such change, then the Borrower and the Lender shall negotiate in good faith to amend such financial covenant or requirement to preserve the original intent thereof in light of such change to GAAP; provided that until so amended such computations shall continue to be made on a basis consistent with the most recent financial statements delivered pursuant to this Agreement as to which no such objection has been made.

(b) Calculations. Notwithstanding anything to the contrary above, the parties hereto acknowledge and agree that all calculations of the financial covenants set forth herein, including for purposes of determining the Applicable Margin, shall be made on a Pro Forma Basis.

(c) FASB ASC 825 and FASB ASC 470-20. Notwithstanding anything to the contrary in the above, for purposes of determining compliance with any covenant (including the computation of any financial covenant) contained herein, Indebtedness of each Credit Party and Subsidiary shall be deemed to be carried at one hundred percent (100%) of the outstanding principal amount thereof, and the effects of FASB ASC 825 and FASB ASC 470-20 on financial liabilities shall be disregarded.

Section 1.3 Rules of Interpretation.

(a) The definitions of terms herein shall apply equally to the singular and plural forms of the terms defined. Whenever the context may require, any pronoun shall include the corresponding masculine, feminine and neuter forms. The words “include”, “includes” and “including” shall be deemed to be followed by the phrase “, without limitation.”. The word “will” shall be construed to have the same meaning and effect as the word “shall”. In the computation of periods of time from a specified date to a later specified date, the word “from” shall mean “from, and including;”, and the word “to” shall mean “to, but excluding.”. Unless the context otherwise requires: (i) any definition of, or reference to, any agreement, instrument or other document herein shall be construed as referring to such agreement, instrument or other document as it was originally executed, or as it may from time to time be amended, restated, amended and restated, supplemented, increased, extended, refinanced, renewed, replaced, and/or otherwise modified in writing, as applicable (subject to any restrictions on such amendments, restatements, amendments and restatements, supplements, increases, extensions, refinancings, renewals, replacements, and/or other written modifications as set forth herein or in any other Credit Document); (ii) any reference herein to any Person shall be construed to include such Person’s successors and permitted assigns; (iii) the words “hereof”, “herein”, “hereto” and “hereunder”, and words of similar import, when used in any Credit Document, shall be construed to refer to such Credit Document in its entirety, and *not* to any particular provision hereof or thereof; (iv) all references in a Credit Document to Sections, Exhibits, Annexes, Appendices and Schedules shall be construed to refer to Sections of, and Exhibits, Annexes, Appendices and Schedules to, the Credit Document in which such references appear; (v) all references contained in a Section to clauses or definitions occurring “above” or “below” shall refer to the applicable clause of, or definition set forth in, such Section, and all general references contained in a Section or clause thereof to “the above” or “the below” shall refer, collectively, to all provisions of such Section or clause, as the case may be, occurring prior to or after, as applicable, the occurrence of such general reference; (vi) all references herein to sums denominated in Dollars or dollars, or with the symbol “\$”, refer to the lawful currency of the United States, unless such reference specifically identifies another currency; (vii) any definition of, or reference to, any law shall include all statutory and regulatory rules, regulations, orders and provisions consolidating, amending, replacing or interpreting any such law, and any reference to, or definition of, any such law or regulation shall, unless otherwise specified, refer to such law or regulation as amended, modified and/or supplemented from time to time; and (viii) the words

“asset” and “property” shall be construed to have the same meaning and effect and to refer to any and all tangible and intangible assets and properties, including cash, securities, accounts and contract rights.

(b) Any reference herein to a merger, transfer, consolidation, amalgamation, consolidation, assignment, sale, disposition or transfer, or similar term shall be deemed to apply to a division of or by a limited liability company, or an allocation of assets to a series of a limited liability company (or the unwinding of such a division or allocation), as if it were a merger, transfer, consolidation, amalgamation, consolidation, assignment, sale, disposition or transfer, or similar term, as applicable, to, of, or with a separate Person. Any division of a limited liability company shall constitute a separate Person hereunder (and each division of any limited liability company that is a Subsidiary, joint venture, or any other like term shall also constitute such a Person).

(c) Unless otherwise indicated, all references herein to a specific time of day shall be construed to refer to Eastern Standard Time or Eastern Daylight Savings Time, as the case may be.

Section 1.4 Rates. The Lender does not warrant, nor accept responsibility, nor shall the Lender have any liability with respect to (a) the continuation of, administration of, submission of, calculation of or any other matter related to the Base Rate, the Term SOFR Reference Rate, Adjusted Term SOFR, Term SOFR or the Index Rate, or any component definition thereof or rates referred to in the definition thereof, or any alternative, successor or replacement rate thereto (including any Benchmark Replacement) or any related spread or other adjustment, including whether the composition or characteristics of any such alternative, successor or replacement rate (including any Benchmark Replacement) will be similar to, or produce the same value or economic equivalence of, or have the same volume or liquidity as, the Base Rate, the Term SOFR Reference Rate, Adjusted Term SOFR, Term SOFR, the Index Rate or any other Benchmark prior to its discontinuance or unavailability, or (b) the effect, implementation or composition of any Benchmark Conforming Changes. The Lender and its affiliates or other related entities may engage in transactions that affect the calculation of the Base Rate, the Term SOFR Reference Rate, Adjusted Term SOFR, Term SOFR, the Index Rate, any alternative, successor or replacement rate (including any Benchmark Replacement) or any relevant adjustments thereto, in each case, in a manner adverse to the Borrower. The Lender may select information sources or services in its reasonable discretion to ascertain the Base Rate, the Term SOFR Reference Rate, Adjusted Term SOFR, Term SOFR, the Index Rate or any other Benchmark, in each case pursuant to the terms of this Agreement, and shall have no liability to the Borrower, the Lender or any other person or entity for damages of any kind, including direct or indirect, special, punitive, incidental or consequential damages, costs, losses or expenses (whether in tort, contract or otherwise and whether at law or in equity), for any error or calculation of any such rate (or component thereof) provided by any such information source or service.

Section 1.5 Conforming Changes Relating to Term SOFR. In connection with the use or administration of Term SOFR, the Lender (after consultation with the Borrower) will have the right to make Benchmark Conforming Changes from time to time and, notwithstanding anything to the contrary contained herein or in any other Credit Document, any amendments implementing such Benchmark Conforming Changes will become effective without any further action or consent of any other party to this Agreement or any other Credit Document. The Lender will promptly notify the Borrower of the effectiveness of any Benchmark Conforming Changes in connection with the use or administration of Term SOFR.

Section 2. REVOLVING LOANS

Section 2.1 Revolving Loans.

(a) Revolving Loans. Subject to the terms and conditions set forth herein, the Lender agrees to make revolving loans ("Revolving Loans") in Dollars to the Borrower from time to time during the Revolving Commitment Period in an aggregate amount not to exceed the Revolving Commitment; provided that after giving effect to the making of any Revolving Loan, the Total Revolving Outstandings shall not exceed the Revolving Commitment. The Revolving Loans may consist of Base Rate Loans or Adjusted ~~LIBO-Rate~~Term SOFR Loans (each, a "Type" of Revolving Loan), or a combination thereof, as the Borrower may request. Amounts borrowed pursuant to this Section 2.1(a) may be repaid without premium or penalty (subject to Section 3.1(c)) and, subject to the terms and conditions set forth herein, ~~re-borrowed~~re-borrowed during the Revolving Commitment Period.

(b) [Reserved].

(c) Mechanics for Revolving Loans.

(i) All Revolving Loans shall be made in an aggregate minimum principal amount of Five-Hundred Thousand Dollars (\$500,000) and integral multiples of One-Hundred Thousand Dollars (\$100,000) in excess thereof.

(ii) The Borrower shall request a Revolving Loan by delivering to the Lender a fully executed Funding Notice no later than (x) 2:00 p.m. on the date that is at least three (3) U.S. Government Securities Business Days prior to the proposed Credit Date in the case of an Adjusted ~~LIBO-Rate~~Term SOFR Loan and (y) 2:00 p.m. on the date that is at least one (1) Business Day prior to the proposed Credit Date in the case of a Base Rate Loan. Except as otherwise provided herein, any Funding Notice in respect of an Adjusted ~~LIBO-Rate~~Term SOFR Loan shall be irrevocable on and after the related Interest Rate Determination Date, and the Borrower shall be bound to make a borrowing in accordance therewith.

(iii) Upon satisfaction of the conditions precedent specified herein (including, without limitation, Section 5.2(d)), the Lender shall make the proceeds of the requested Credit Extension available to the Borrower on the applicable Credit Date by crediting the account of the Borrower at the Lender or such other account as may be designated in writing to the Lender by the Borrower and approved by the Lender.

Section 2.2 [Reserved].

Section 2.3 Evidence of Debt; Lender's Books and Records; Note.

(a) Lender's Evidence of Debt. The Lender shall maintain on its internal records an account or accounts evidencing the Obligations, including the amounts of the Revolving Loans made by it and each repayment and prepayment in respect thereof. Any such recordation shall be conclusive and binding on the Borrower, absent manifest error; provided, that the failure to make any such recordation, or any error in such recordation, shall not affect the Obligations.

(b) Note. The Borrower shall execute and deliver to the Lender a Note to evidence the Revolving Loans.

Section 2.4 Scheduled Principal Payments. The principal amount of Revolving Loans shall be due and payable in full on the Maturity Date.

Section 2.5 Interest on Revolving Loans.

(a) Except as otherwise set forth herein, each Revolving Loan shall bear interest on the unpaid principal amount thereof from, and including, the date made to, and including, the date of repayment thereof as follows: (i) if a Base Rate Loan, the Base Rate plus the Applicable Margin; or (ii) if an Adjusted ~~LIBO-Rate~~Term SOFR Loan, ~~the~~ Adjusted ~~LIBO-Rate~~Term SOFR plus the Applicable Margin.

(b) The basis for determining the rate of interest with respect to any Revolving Loan, and the Interest Period with respect to any Adjusted ~~LIBO-Rate~~Term SOFR Loan, shall be selected by the Borrower pursuant to the applicable Funding Notice or Conversion/Continuation Notice, as the case may be. If on any day a Revolving Loan is outstanding with respect to which a Funding Notice or Conversion/Continuation Notice has not been delivered to the Lender in accordance with the terms hereof specifying the applicable basis for determining the rate of interest, then for that day (i) if such Revolving Loan is an Adjusted ~~LIBO-Rate~~Term SOFR Loan, such Revolving Loan shall become a Base Rate Loan and (ii) if such Revolving Loan is a Base Rate Loan, such Revolving Loan shall remain a Base Rate Loan.

(c) In connection with Adjusted ~~LIBO-Rate~~Term SOFR Loans, there shall be no more than six (6) Interest Periods outstanding at any time. In the event the Borrower fails to specify an Interest Period for any Adjusted ~~LIBO-Rate~~Term SOFR Loan in the applicable Funding Notice or Conversion/Continuation Notice, the Borrower shall be deemed to have selected an Interest Period of one (1) month. As soon as practicable after ~~10:00 a.m.~~10:00 a.m. on each Interest Rate Determination Date and each Index Rate Determination Date, the Lender shall determine (which determination shall, absent manifest error, be final, conclusive and binding upon the Borrower) the interest rate that shall apply to each ~~LIBO-Rate~~Term SOFR Loan for which an interest rate is then being determined.

each ~~LIBOR Loan~~ of the Adjusted Term SOFR Loans for which an interest rate is then being determined (and for the applicable Interest Period in the case of Adjusted ~~LIBO-RateTerm SOFR~~ Loans) and shall promptly give notice thereof (in writing or by telephone confirmed in writing) to the Borrower.

(d) Interest payable pursuant to this Section 2.5 shall be computed on the basis of (i) for interest at the Base Rate (including Base Rate Loans determined by reference to the ~~LIBO~~-Index Rate), a year of three hundred sixty-five (365) or three hundred sixty-six (366) days, as the case may be, and (ii) for all other computations of fees and interest, a year of three hundred sixty (360) days, in each case for the actual number of days elapsed in the period during which it accrues. In computing interest on any Revolving Loan, the date of the making of such Revolving Loan or the first day of an Interest Period applicable to such Revolving Loan or, with respect to a Base Rate Loan being converted from a SOFR Loan, the date of conversion of such SOFR Loan to such Base Rate Loan, as the case may be, shall be included, and the date of payment of such Revolving Loan or the expiration date of an Interest Period applicable to such Revolving Loan or, with respect to a Base Rate Loan being converted to a SOFR Loan, the date of conversion of such Base Rate Loan to such SOFR Loan, as the case may be, shall be excluded; provided, that, if a Revolving Loan is repaid on the same day on which it is made, one (1) day's interest shall be paid on that Revolving Loan.

(e) If, as a result of any restatement of or other adjustment to the financial statements of the Borrower or for any other reason, the Borrower or the Lender determines that (i) the Consolidated Leverage Ratio as calculated by the Borrower as of any applicable date was inaccurate and (ii) a proper calculation of the Consolidated Leverage Ratio would have resulted in higher pricing for such period, the Borrower shall immediately and retroactively be obligated to pay to the Lender promptly on demand by the Lender (or, after the occurrence of an actual or deemed entry of an order for relief with respect to the Borrower under Debtor Relief Laws, automatically and without further action by the Lender) an amount equal to the excess of the amount of interest and fees that should have been paid for such period over the amount of interest and fees actually paid for such period. This subsection (e) shall not limit the rights of

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the Lender under any other provision of this Agreement. The Borrower's obligations under this paragraph shall survive the termination of the Commitments and the repayment of all other Obligations.

(f) Except as otherwise set forth herein, interest on each Revolving Loan shall accrue on a daily basis and shall be payable in arrears on and to (i) each Interest Payment Date applicable to that Revolving Loan; (ii) upon any prepayment of that Revolving Loan (other than a voluntary prepayment of a Revolving Loan which interest shall be payable in accordance with clause (i) above), to the extent accrued on the amount being prepaid; and (iii) at maturity, including on the Maturity Date.

Section 2.6 Conversion/Continuation.

(a) The Borrower shall have the option, subject to Section 3.1(c) in the case of the conversion of an Adjusted ~~LIBO-RateTerm SOFR~~ Loan, prior to the end of the applicable Interest Period: (i) to convert at any time all or any part of any Revolving Loan in a principal amount equal to One-Hundred Thousand Dollars (\$100,000) and integral multiples of Fifty Thousand Dollars (\$50,000) in excess thereof, from one Type of Revolving Loan to another Type of Revolving Loan, or (ii) upon the expiration of any Interest Period applicable to any Adjusted ~~LIBO-RateTerm SOFR~~ Loan, to continue all or any portion of such Revolving Loan as an Adjusted ~~LIBO-RateTerm SOFR~~ Loan.

(b) The Borrower shall deliver a Conversion/Continuation Notice to the Lender no later than 2:00 p.m. on the date that is at least three (3) U.S. Government Securities Business Days prior to the proposed Conversion/Continuation Date. Except as otherwise provided herein, a Conversion/Continuation Notice for conversion to, or continuation of, any Adjusted ~~LIBO-RateTerm SOFR~~ Loans (or telephonic notice in lieu thereof) shall be irrevocable on and after the related Interest Rate Determination Date, and the Borrower shall be bound to effect a conversion or continuation in accordance therewith.

Section 2.7 Default Rate of Interest.

(a) Upon the occurrence and during the continuance of an Event of Default (other than a Specified Acceleration Event of Default), the Borrower shall, at the request of the Lender, pay interest on the principal amount of all outstanding Obligations hereunder at a fluctuating interest rate per annum at all times equal to the Default Rate, to the fullest extent permitted by Applicable Laws. Upon the occurrence and during the continuance of a Specified Acceleration Event of Default, the Borrower shall pay interest on the principal amount of all outstanding Obligations hereunder at a fluctuating interest rate per annum at all times equal to the Default Rate, to the fullest extent permitted by Applicable Laws.

(b) Accrued and unpaid interest on past due amounts (including interest on past due interest) shall be due and payable upon demand.

(c) In the case of any Adjusted ~~LIBO-RateTerm SOFR~~ Loan, upon the expiration of the Interest Period in effect at the time the Default Rate is effective, each such Adjusted ~~LIBO-RateTerm SOFR~~ Loan shall thereupon become a Base Rate Loan and shall thereafter bear interest at the Default Rate then in effect for Base Rate Loans. Payment or acceptance of the increased rates of interest provided for in this Section 2.7 is not a permitted alternative to timely payment and shall not constitute a waiver of any Default or otherwise prejudice or limit any rights or remedies of the Lender.

Section 2.8 Fees.

(a) Upfront Fee. The Borrower shall pay to the Lender an upfront fee (the "Upfront Fee") in an amount equal to seventy-five basis points (0.75%) of the sum of the aggregate principal amount of the

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Revolving Commitment on the Closing Date. The Upfront Fee will be due and payable by the Borrower on the Closing Date.

(b) Commitment Fee. The Borrower shall pay to the Lender a commitment fee (the "Commitment Fee") equal to the Applicable Margin of the actual daily amount by which the Revolving Commitment exceeds the Total Revolving Outstandings. The Commitment Fee shall accrue at all times during the Revolving Commitment Period, including at any time during which one or more of the conditions in Section 5 is not met, shall be calculated quarterly in arrears and shall be due and payable quarterly in arrears on the last Business Day of each March, June, September and December, commencing with the first such date to occur after the Closing Date, and on the Maturity Date.

Section 2.9 Prepayments/Commitment Reductions.

(a) Voluntary Prepayments.

(i) At any time and from time to time, (A) the Borrower may prepay Base Rate Loans (including Base Rate Loans referencing the Index Rate) in whole or in part, in an aggregate minimum principal amount of Five-Hundred Thousand Dollars (\$500,000) and integral multiples of One-Hundred Thousand Dollars (\$100,000) in excess thereof (or, alternatively, the whole amount of Base Rate Loans then outstanding), and (B) the Borrower may prepay Adjusted ~~LIBO~~ RateTerm SOFR Loans in whole or in part (together with any amounts due pursuant to Section 3.1(c)) in an aggregate minimum principal amount of ~~Five-Hundred~~ Five-Hundred Thousand Dollars (\$500,000) and integral multiples of One-Hundred Thousand Dollars (\$100,000) in excess thereof (or, alternatively, the whole amount of Adjusted ~~LIBO-RateTerm~~ SOFR Loans then outstanding).

(ii) All such prepayments shall be made (A) upon written or telephonic notice on the date that is one day prior to the date of prepayment in the case of Base Rate Loans (including Base Rate Loans referencing the Index Rate) and (B) upon not less than three (3) U.S. Government Securities Business Days' prior written or telephonic notice in the case of Adjusted ~~LIBO-RateTerm~~ SOFR Loans, in each case given to the Lender by 12:00 p.m. on the date required and, if given by telephone, promptly confirmed in writing to the Lender. Upon the giving of any such notice, the principal amount of the Revolving Loans specified in such notice shall become due and payable on the prepayment date specified therein.

(b) Voluntary Commitment Reductions. The Borrower may, from time to time upon not less than three (3) Business Days' prior written or telephonic notice confirmed in writing to the Lender, at any time and from time to time terminate in whole or permanently reduce in part the Revolving Commitment; provided that (A) any such partial reduction of the Revolving Commitment shall be in an aggregate minimum amount of Five Million Dollars (\$5,000,000) and in integral multiples of One Million Dollars (\$1,000,000) in excess thereof and (B) the Borrower shall not terminate or reduce the Revolving Commitment if, after giving effect thereto and to any concurrent prepayments hereunder, the aggregate Total Revolving Outstandings exceeds the Revolving Commitment. The Borrower's notice to the Lender shall designate the date (which shall be a Business Day) of such termination or reduction and the amount of any partial reduction, and such termination or reduction of the Revolving Commitment shall be effective on the date specified in the Borrower's notice.

(c) Mandatory Prepayments. If at any time the Total Revolving Outstandings shall exceed the Revolving Commitment, the Borrower shall immediately prepay the Revolving Loans in an amount equal to such excess.

Section 2.10 Application of Prepayments. Within each Revolving Loan, prepayments will be applied first to Base Rate Loans and Index Rate Loans to the fullest extent thereof, then to Adjusted ~~LIBO~~ RateTerm SOFR Loans in direct order of Interest Period maturities. In addition:

(a) Voluntary Prepayments. Voluntary prepayments will be applied as specified by the Borrower.

(b) Mandatory Prepayments. Mandatory prepayments will be applied to the Revolving Loans without a permanent reduction of the Revolving Commitments.

Section 2.11 General Provisions Regarding Payments.

(a) All payments by the Borrower hereunder shall be paid in Dollars in immediately available funds, without setoff or counterclaim or any deduction or withholding whatsoever, including for any and all present and future taxes. If the Borrower makes a payment under this Agreement to which withholding tax applies or if any taxes (other than taxes on net income imposed by any Governmental Authority and measured by the taxable income the Lender would have received if all payments under or in respect of this Agreement were exempt from taxes levied by such Governmental Authority) are at any time imposed on any payments under or in respect of this Agreement including, but not limited to, payments made pursuant to this paragraph, the Borrower shall pay all such taxes to the relevant authority in accordance with Applicable Law such that the Lender receives the sum it would have received had no such deduction or withholding been made (or, if the Borrower cannot legally comply with the foregoing, the Borrower shall pay to Lender such additional amounts as will result in the Lender receiving the sum it would have received had no such deduction or withholding been made). Further, the Borrower shall also pay to the Lender, promptly upon demand, all additional amounts that the Lender specifies as necessary to preserve the after-tax yield the Lender would have received if such taxes had not been imposed. The Borrower shall promptly provide the Lender with an original receipt or certified copy issued by the relevant authority evidencing the payment of any such amount required to be deducted or withheld.

(b) The Lender may (but shall not be required to), and the Borrower hereby authorizes the Lender to, debit a deposit account of the Borrower held with the Lender or any of its Affiliates and designated for such purpose by the Borrower in order to cause timely payment to be made to the Lender of all principal, interest and fees due hereunder or under any other Credit Document (subject to sufficient funds being available in its accounts for that purpose).

(c) Subject to the provisos set forth in the definition of "Interest Period," whenever any payment to be made hereunder shall be stated to be due on a day that is not a Business Day, such payment shall be made on the next succeeding Business Day and such extension of time shall be included in the computation of the payment of interest or fees hereunder, but such payment shall be deemed to have been made on the date therefor for all other purposes hereunder.

(d) The Lender may, but shall not be obligated to, deem any payment by or on behalf of the Borrower hereunder that is not made in same day funds prior to 3:00 p.m. to be a non-conforming payment. Any such payment shall not be deemed to have been received by the Lender until the later of (i) the time such funds become available funds and (ii) the applicable next Business Day. The Lender shall give prompt telephonic notice to the Borrower (confirmed in writing) if any payment is non-conforming. Any non-conforming payment may constitute or become a Default in accordance with the terms of Section 9.1(a). Interest shall continue to accrue on any principal as to which a non-conforming payment is made until such funds become available funds (but in no event less than the period from the date of such

payment to the next succeeding applicable Business Day) at the Default Rate from, and including, the date such amount was due and payable to, and including, the date such amount is paid in full.

Section 3. YIELD PROTECTION

Section 3.1 Making or Maintaining ~~LIBOR Loans~~ Interest Rates.

(a) Inability to Determine Applicable Interest Rate. ~~In Notwithstanding anything to the contrary in this Agreement or any Credit Document (and any Swap Agreement shall be deemed not to be a "Credit Document" for purposes of this Section 3.1), in the event that the Lender shall have determined (which determination shall be final and conclusive and binding upon all parties hereto) that (i) by reason of circumstances affecting the London or other applicable interbank market, on any Interest Rate Determination Date with respect to any Adjusted Term SOFR Loans, that (i) adequate and fair means do not exist for ascertaining the SOFR, Term SOFR, Adjusted LIBO-RateTerm SOFR or the LIBO-Index Rate, as applicable, or (ii) the SOFR, Term SOFR, Adjusted LIBO-RateTerm SOFR or the LIBO-Index Rate, as applicable, for any proposed LIBOR Loan Adjusted Term SOFR Loans does not adequately and fairly reflect the cost to the Lender of funding or maintaining such LIBOR Adjusted Term SOFR Loan, the Lender shall give notice (by facsimile or by telephone confirmed in writing) to the Borrower of such determination, whereupon (x) no Revolving Loans may be made as, or converted to, LIBOR Adjusted Term SOFR Loans until such time as the Lender notifies the Borrower that the circumstances giving rise to such notice no longer exist, and (y) any Funding Notice or Conversion/Continuation Notice given by the Borrower with respect to the Revolving Loans in respect of which such determination was made shall be deemed to be rescinded by the Borrower and (z) all such Revolving Loans described in clause (x)~~

be deemed to be rescinded by the Borrower and (z) all such Revolving Loans described in clause (y) hereof shall be automatically made or continued as, or converted to, as applicable, Base Rate Loans on the last day of the then current Interest Period applicable thereto without reference to the ~~LIBO~~-Index Rate component of the Base Rate, unless the Borrower prepays such Revolving Loans in accordance with this Agreement. If the circumstances described in this Section 3.1(a) occur but only with respect to limited, but not all, tenors of the then applicable term rate Benchmark (including Term SOFR), then (A) the Lender may modify the definition of "Interest Period" (or any similar or analogous definition) for any Benchmark settings at or after such time to remove such illegal or impracticable tenor and (B) if a tenor that was removed pursuant to clause (A) of this sentence is subsequently displayed on a screen or information service for a Benchmark, then the Lender may modify the definition of "Interest Period" (or any similar or analogous definition) for all Benchmark settings at or after such time to reinstate such previously removed tenor.

(b) Illegality or Impracticability of the Benchmark.

(i) ~~(b) Illegality or Impracticability of LIBOR Loans-In~~ Subject to Section 3.1(b)(ii), in the event that on any date the Lender shall have determined (which determination shall be final and conclusive and binding upon all parties hereto but shall be made only after notice to and consultation with the Borrower) that ~~the making, maintaining or continuation of its LIBOR Loans (i) has become unlawful as a result of compliance by the Lender in good faith with any law, treaty, governmental rule, regulation, guideline or order (or would conflict with any such treaty, governmental rule, regulation, guideline or order not having the force of law even though the failure to comply therewith would not be unlawful), or (ii) has become impracticable, as a result of contingencies occurring after the Closing Date which materially and adversely affect the London interbank market or the position of the Lender in that market, then, and in any such event a Benchmark Illegality/Impracticability Event has occurred,~~ the Lender shall on that day give notice (by facsimile or by telephone confirmed in writing) to the Borrower of such determination. Thereafter (1) the obligation of the Lender to make Revolving Loans as, or to convert Revolving Loans to, ~~LIBOR~~Adjusted Term SOFR Loans shall be suspended until such

notice shall be withdrawn by the Lender, (2) to the extent such determination by the Lender relates to a ~~a LIBOR~~an Adjusted Term SOFR Loan then being requested by the Borrower pursuant to a Funding Notice or a Conversion/Continuation Notice, the Lender shall make such Revolving Loan as (or continue such Revolving Loan as or convert such Revolving Loan to, as the case may be) a Base Rate Loan (without reference to the ~~LIBO~~-Index Rate (or other then-current Benchmark) component of the Base Rate), (3) the Lender's obligation to maintain its outstanding ~~LIBOR~~Adjusted Term SOFR Loans (the "Affected Loans") shall be terminated at the earlier to occur of the expiration of the Interest Period then in effect with respect to the Affected Loans or when required by Applicable Law, and (4) the Affected Loans shall automatically convert into Base Rate Loans without reference to the ~~LIBO~~-Index Rate (or other then-current Benchmark) component of the Base Rate on the date of such termination. Notwithstanding the foregoing, to the extent a determination by an Lender as described above relates to an Adjusted Term SOFR Loan then being requested by the Borrower pursuant to a Funding Notice or a Conversion/Continuation Notice, the Borrower shall have the option, subject to the provisions of Section 3.1(a), to rescind such Funding Notice or Conversion/Continuation Notice by giving notice (by facsimile or by telephone confirmed in writing) to the Lender of such rescission on the date on which the Lender gives notice of its determination as described above. Except as provided in the immediately preceding sentence, nothing in this Section 3.1(b)(i) shall affect the obligation of the Lender other than a Lender to make or maintain Revolving Loans as, or to convert Revolving Loans to, Adjusted Term SOFR Loans in accordance with the terms hereof. If a Benchmark Illegality/Impracticability Event occurs but only with respect to limited, but not all, tenors of the then applicable term rate Benchmark (including Term SOFR), then (x) the Lender may modify the definition of "Interest Period" (or any similar or analogous definition) for any Benchmark settings at or after such time to remove such illegal or impracticable tenor and (y) if a tenor that was removed pursuant to clause (x) of this sentence is not, or is no longer, subject to a Benchmark Illegality/Impracticability Event, then the Lender may modify the definition of "Interest Period" (or any similar or analogous definition) for all Benchmark settings at or after such time to reinstate such previously removed tenor.

(ii) Notwithstanding anything to the contrary in this Agreement or any other Credit Document, if the Lender determines (which determination shall be conclusive absent manifest error) that a Benchmark Illegality/Impracticability Event has occurred, then, on a date and time determined by the Lender (any such date, the "Benchmark Replacement Date"), which date shall be at the end of an Interest Period or on the relevant Interest Payment Date, as applicable, for interest calculated, the then current Benchmark will be replaced hereunder and under any other Credit Document with the Benchmark Replacement.

Notwithstanding anything to the contrary in this Agreement or any other Credit Document, (x) if the Lender determines that the non-Term SOFR alternatives set forth in the definition of Benchmark Replacement is available on or prior to the Benchmark Replacement Date or (y) a Benchmark Illegality/Impracticability Event has occurred with respect to the non-Term SOFR Benchmark Replacement then in effect, then in each case, the Lender and the Borrower may amend this Agreement solely for the purpose of replacing Term SOFR or any then current Benchmark Replacement in accordance with this Section 3.1 at the end of any Interest Period, relevant Interest Payment Date or payment period for interest calculated, as applicable, with another alternate benchmark rate giving due consideration to any evolving or then existing convention for similar Dollar denominated bilateral credit facilities for such alternative benchmarks and, in each case, including Benchmark Replacement Adjustment giving due consideration to any evolving or then existing convention for similar Dollar denominated bilateral credit facilities for such benchmarks, which adjustment or method for calculating such Benchmark Replacement Adjustment shall be published on an information service as selected by

the Lender from time to time in its reasonable discretion and may be periodically updated. For the avoidance of doubt, any such proposed rate and Benchmark Replacement Adjustment shall constitute a Benchmark Replacement. Any such amendment shall become effective at 5:00 p.m. (New York City time) on the fifth (5th) Business Day after the date the Lender and the Borrower shall executed such amendment.

The Lender will notify (in one or more notices) the Borrower of the implementation of any Benchmark Replacement.

Any Benchmark Replacement shall be applied in a manner consistent with market practice; provided that to the extent such market practice is not administratively feasible for the Lender, such Benchmark Replacement shall be applied in a manner as otherwise reasonably determined by the Lender.

Notwithstanding anything else to the contrary in this Agreement or any other Credit Document, if at any time any Benchmark Replacement as so determined would otherwise be less than zero percent (0%), the Benchmark Replacement will be deemed to be zero percent (0%) for the purposes of this Agreement and the other Credit Documents.

In connection with the implementation of a Benchmark Replacement, the Lender will have the right (following consultation with the Borrower) to make Benchmark Conforming Changes from time to time and, notwithstanding anything to the contrary herein or in any other Credit Document, any amendments implementing such Benchmark Conforming Changes will become effective without any further action or consent of any other party to this Agreement; provided, that, with respect to any such amendment effected, the Lender shall post each such amendment implementing such Benchmark Conforming Changes to the Borrower reasonably promptly after such amendment becomes effective.

Any determination, decision or election that may be made by the Lender pursuant to this Section 3.1(b)(ii), including any determination with respect to a tenor, rate or adjustment or of the occurrence or non-occurrence of an event, circumstance or date and any decision to take or refrain from taking any action or any selection, will be conclusive and binding absent manifest error and may be made in its or their sole discretion and without consent from any other party to this Agreement or any other Credit Document, except, in each case, as expressly required pursuant to this Section 3.1(b)(ii).

(c) Compensation for Breakage or Non-Commencement of Interest Periods. The Borrower shall compensate the Lender, promptly upon written request by the Lender (which request shall set forth the basis for requesting such amounts), for all reasonable out-of-pocket losses, expenses and liabilities (including any interest paid or calculated to be due and payable by the Lender to lenders of funds borrowed by it to make or carry its Adjusted ~~LIBO-Rate~~Term SOFR Loans and any loss, expense or liability sustained by the Lender in connection with the liquidation or re-employment of such funds but excluding loss of anticipated profits) which the Lender sustains: (i) if for any reason (other than a default by the Lender) a borrowing of any Adjusted ~~LIBO-Rate~~Term SOFR Loans does not occur on a date specified therefor in a Funding Notice or a telephonic request for borrowing, or a conversion to or continuation of any Adjusted ~~LIBO-Rate~~Term SOFR Loans does not occur on a date specified therefor in a Conversion/Continuation Notice or a telephonic request for conversion or continuation; (ii) if any prepayment or other principal payment of, or any conversion of, ~~anany of its~~ Adjusted ~~LIBO-Rate~~Term SOFR Loans occurs on any day other than the last day of an Interest Period applicable to that Revolving Loan (whether voluntary, mandatory, automatic, by reason of acceleration, or otherwise); or (iii) if any

prepayment of ~~any of its~~ Adjusted ~~LIBO Rate~~ Term SOFR Loans is not made on any date specified in a notice of prepayment given by the Borrower.

(d) Booking of Adjusted SOFR Loans. The Lender may make, carry or transfer Adjusted Term SOFR Loans at, to, or for the account of any of its branch offices or the office of an Affiliate of the Lender.

(e) Certificates for Reimbursement. A certificate of the Lender setting forth in reasonable detail the amount or amounts necessary to compensate the Lender and the circumstances giving rise thereto shall be delivered to the Borrower and shall be conclusive absent manifest error. In the absence of any such manifest error, the Borrower shall pay the Lender the amount shown as due on any such certificate promptly and, in any event, within ten (10) Business Days after receipt thereof.

(f) Delay in Requests. The Borrower shall not be required to compensate ~~the~~ Lender pursuant to this ~~Section 3.1(e)~~ for any such amounts incurred more than six (6) months prior to the date that ~~such the~~ Lender delivers to the Borrower the certificate referenced ~~above~~ in ~~Section 3.1(e)~~.

~~(d) Booking of LIBOR Loans. The Lender may make, carry or transfer LIBOR Loans at, to, or for the account of any of its branch offices or the office of an Affiliate of the Lender.~~

~~(e) Assumptions Concerning Funding of Adjusted LIBO Rate Loans. Calculation of all amounts payable to the Lender under this Section 3.1 and under Section 3.2 shall be made as though the Lender had actually funded each of the relevant Adjusted LIBO Rate Loans through the purchase of a LIBOR deposit bearing interest at the rate obtained pursuant to clause (i) of the definition of Adjusted LIBO Rate in an amount equal to the amount of such Adjusted LIBO Rate Loans and having a maturity comparable to the relevant Interest Period and through the transfer of such LIBOR deposit from an offshore office of the Lender to a domestic office of the Lender in the United States; provided, however, that the Lender may fund each of its Adjusted LIBO Rate Loans in any manner it sees fit and the foregoing assumptions shall be utilized only for the purposes of calculating amounts payable under this Section 3.1 and under Section 3.2.~~

~~(f) LIBOR Phase-Out Disclosure. The United Kingdom's Financial Conduct Authority ("FCA") has announced it will phase out its support of LIBOR. LIBOR may be sustained until the end of 2021. The Borrower acknowledges that if, during the term of this Agreement, the Lender determines (which determination shall be conclusive and binding absent manifest error) that LIBOR is unavailable, cannot be determined, does not adequately reflect the cost to the Lender of making, funding, or maintaining the Revolving Loans, has become impracticable or unreliable for use, is no longer representative of the underlying market or economic reality, or cannot be lawfully used, the Borrower's variable interest rate will be determined based on an alternate interest rate index subject to adjustment in accordance with the terms of this Agreement. The effect of the FCA's decision to no longer support LIBOR cannot be predicted, or, if changes are ultimately made to LIBOR, the effect of those changes cannot be predicted. In addition, the Borrower acknowledges the impact of any interest rate index change related to the Revolving Loans due to the FCA's decision to phase out its support of LIBOR, should this occur, cannot be predicted and may or may not be advantageous to the Borrower.~~

Section 3.2 Increased Costs.

(a) Increased Costs Generally. The Borrower will pay the Lender, promptly on demand, for the Lender's costs or losses arising from any Change in Law which are allocated to this Agreement, any Credit Document or any credit outstanding under or arising in connection with this Agreement and/or any

other Credit Document. The allocation will be made as determined by the Lender, using any reasonable method. The costs include, without limitation, the following:

(i) any reserve or deposit requirements; and

(ii) any capital or liquidity ratios or requirements relating to the Lender's assets and commitments for credit.

~~(b) Reserves on LIBOR Loans. The Borrower shall pay to the Lender, as long as the Lender shall be required to maintain reserves with respect to liabilities or assets consisting of or including eurocurrency funds or deposits (currently known as "Eurocurrency liabilities"), additional interest on the unpaid principal amount of each LIBOR Loan equal to the actual costs of such reserves allocated to such Revolving Loan by the Lender (as determined by the Lender in good faith, which determination shall be conclusive and binding), which shall be due and payable on each date on which interest is payable on such Revolving Loan.~~

~~(b) (e) Delay. Failure or delay on the part of the Lender to demand compensation pursuant to the foregoing provisions of this Section 3.2 shall not constitute a waiver of such the Lender's right to demand such compensation; provided that the Borrower shall not be required to compensate the Lender pursuant to the foregoing provisions of this Section 3.2 for any increased costs incurred or reductions suffered more than six (6) months prior to the date that the Lender notifies the Borrower of the Change in Law giving rise to such increased costs or reductions and of the Lender's intention to claim compensation therefor (except that, if the Change in Law giving rise to such increased costs or reductions is retroactive,~~

thereof (except that, if the change in law giving rise to such increased costs or reductions is retroactive, then the six (6) month period referred to above shall be extended to include the period of retroactive effect thereof).

Section 4. **GUARANTY**

Section 4.1 **The Guaranty.**

Each of the Guarantors hereby jointly and severally guarantees to the Lender and the other holders of the Obligations as hereinafter provided, as primary obligor and not as surety, the prompt payment of the Obligations in full when due (whether at stated maturity, as a mandatory prepayment, by acceleration, as a mandatory cash collateralization or otherwise) strictly in accordance with the terms thereof. The Guarantors hereby further agree that if any of the Obligations are not paid in full when due (whether at stated maturity, as a mandatory prepayment, by acceleration, as a mandatory cash collateralization or otherwise), the Guarantors will, jointly and severally, promptly pay the same, without any demand or notice whatsoever, and that in the case of any extension of time of payment or renewal of any of the Obligations, the same will be promptly paid in full when due (whether at extended maturity, as a mandatory prepayment, by acceleration, as a mandatory cash collateralization or otherwise) in accordance with the terms of such extension or renewal.

Notwithstanding any provision to the contrary contained herein, in any other Credit Document, any other document relating to the Obligations, the obligations of each Guarantor under the Credit Documents shall be limited to an aggregate amount equal to the largest amount that would not render such obligations subject to avoidance under the Debtor Relief Laws.

Section 4.2 **Obligations Unconditional.**

The obligations of the Guarantors under Section 4.1 are joint and several, absolute and unconditional, irrespective of the value, genuineness, validity, regularity or enforceability of any of the

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Credit Documents or any other document relating to the Obligations, or any substitution, release, impairment or exchange of any other guarantee of or security for any of the Obligations, and, to the fullest extent permitted by Applicable Law, irrespective of any law or regulation or other circumstance whatsoever which might otherwise constitute a legal or equitable discharge or defense of a surety or guarantor, it being the intent of this Section 4.2 that the obligations of the Guarantors hereunder shall be absolute and unconditional under any and all circumstances. Each Guarantor agrees that such Guarantor shall have no right of subrogation, indemnity, reimbursement or contribution against the Borrower or any other Guarantor for amounts paid under this Section 4 until such time as the Obligations have been indefeasibly paid in full and the Commitments have expired or terminated. Without limiting the generality of the foregoing, it is agreed that, to the fullest extent permitted by Applicable Law, the occurrence of any one or more of the following shall not alter or impair the liability of any Guarantor hereunder, which shall remain absolute and unconditional as described above:

- (a) at any time or from time to time, without notice to any Guarantor, the time for any performance of or compliance with any of the Obligations shall be extended, or such performance or compliance shall be waived;
- (b) any of the acts mentioned in any of the provisions of any Credit Document or any other document relating to the Obligations, shall be done or omitted;
- (c) the maturity of any of the Obligations shall be accelerated, or any of the Obligations shall be modified, supplemented and/or amended in any respect, or any right under any Credit Document or any other document relating to the Obligations, shall be waived or any other guarantee of any of the Obligations or any security therefor shall be released, impaired and/or exchanged in whole or in part or otherwise dealt with;
- (d) any Lien granted to, or in favor of, the Lender as security for any of the Obligations shall fail to attach or be perfected; or
- (e) any of the Obligations shall be determined to be void or voidable (including for the benefit of any creditor of any Guarantor) or shall be subordinated to the claims of any Person (including any creditor of any Guarantor).

With respect to its obligations hereunder, each Guarantor hereby expressly waives diligence, presentment, demand of payment, protest and all notices whatsoever, and any requirement that the Lender exhaust any right, power or remedy or proceed against any Person under any of the Credit Documents or any other document relating to the Obligations against any other Person under any other guarantee of, or security for, any of the Obligations.

Section 4.3 **Reinstatement.**

The obligations of the Guarantors under this Section 4 shall be automatically reinstated if and to the extent that for any reason any payment by or on behalf of any Person in respect of the Obligations is rescinded or must be otherwise restored by any holder of any of the Obligations, whether as a result of any proceedings in bankruptcy or reorganization or otherwise, and each Guarantor agrees that it will indemnify the Lender promptly on demand for all reasonable costs and expenses (including, without limitation, the fees, charges and disbursements of counsel) incurred by the Lender in connection with such rescission or restoration, including any such costs and expenses incurred in defending against any claim alleging that such payment constituted a preference, fraudulent transfer or similar payment under any Debtor Relief Laws.

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Section 4.4 Certain Additional Waivers.

Each Guarantor agrees that such Guarantor shall have no right of recourse to security for the Obligations, except through the exercise of rights of subrogation pursuant to Section 4.2 and through the exercise of rights of contribution pursuant to Section 4.6.

Section 4.5 Remedies.

The Guarantors agree that, to the fullest extent permitted by Applicable Law, as between the Guarantors, on the one hand, and the Lender, on the other hand, the Obligations may be declared to be forthwith due and payable as provided in Section 9.2 (and shall be deemed to have become automatically due and payable in the circumstances provided in said Section 9.2) for purposes of Section 4.1 notwithstanding any stay, injunction or other prohibition preventing such declaration (or preventing the Obligations from becoming automatically due and payable) as against any other Person and that, in the event of such declaration (or the Obligations being deemed to have become automatically due and payable), the Obligations (whether or not due and payable by any other Person) shall forthwith become due and payable by the Guarantors for purposes of Section 4.1. The Guarantors acknowledge and agree that their obligations hereunder are secured in accordance with the terms of the Collateral Documents and that the Lender may exercise its remedies thereunder in accordance with the terms thereof.

Section 4.6 Rights of Contribution.

The Guarantors agree among themselves that, in connection with payments made hereunder, each Guarantor shall have contribution rights against the other Guarantors as permitted under Applicable Law. Such contribution rights shall be subordinate and subject in right of payment to the obligations of such Guarantors under the Credit Documents and no Guarantor shall exercise such rights of contribution until all Obligations have been indefeasibly paid in full and the Commitments have expired or been terminated.

Section 4.7 Guarantee of Payment; Continuing Guarantee.

The guarantee in this Section 4 is a guaranty of payment and not of collection, is a continuing guarantee, and shall apply to all Obligations whenever arising.

Section 4.8 Keepwell.

Each Qualified ECP Guarantor hereby jointly and severally absolutely, unconditionally and irrevocably undertakes to provide such funds or other support as may be needed from time to time by each Specified Credit Party to honor all of such Specified Credit Party's obligations under the Guaranty and the Collateral Documents in respect of Swap Obligations (provided, however, that each Qualified ECP Guarantor shall only be liable under this Section 4.8 for the maximum amount of such liability that can be hereby incurred without rendering such Qualified ECP Guarantor's obligations and undertakings under this Section 4, voidable under applicable Debtor Relief Laws, and not for any greater amount). The obligations and undertakings of each Qualified ECP Guarantor under this Section 4.8 shall remain in full force and effect until the Obligations have been indefeasibly paid in full and the Commitments have expired or terminated. Each Qualified ECP Guarantor intends that this Section 4.8 constitute, and this Section 4.8 shall be deemed to constitute, a "keepwell, support, or other agreement" for the benefit of each Specified Credit Party for all purposes of section 1a(18)(A)(v)(II) of the Commodity Exchange Act.

Section 5. CONDITIONS PRECEDENT

Section 5.1 Conditions Precedent to Effectiveness. The effectiveness of this Agreement is subject to the satisfaction of the following conditions in each case in a manner satisfactory to the Lender:

(a) Executed Credit Documents. Receipt by the Lender of executed counterparts of this Agreement and the other Credit Documents duly executed by the parties thereto.

(b) Officer's Certificate. Receipt by the Lender of an officer's certificate dated the Closing Date, certifying as to the Organizational Documents of each Credit Party (which, to the extent filed with a Governmental Authority, shall be certified as of a recent date by such Governmental Authority), the resolutions of the governing body of each Credit Party authorizing the transactions contemplated by the Credit Documents and any related Swap Agreement, the good standing, existence or its equivalent of each Credit Party and of the incumbency (including specimen signatures) of the officers of each Credit Party authorized to execute the Credit Documents.

(c) Closing Certificate. Receipt by the Lender of an officer's certificate dated the Closing Date, certifying that: (i) all consents, approvals, authorizations, registrations, or filings required to be made or obtained by the Borrower and the other Credit Parties, if any, in connection with this Agreement and the other Credit Documents and the transactions contemplated herein and therein have been obtained and are in full force and effect, and all waiting periods with respect thereto shall have expired and attaching copies of any such consents, approvals, authorizations, registrations, or filings; (ii) no investigation or inquiry by any Governmental Authority regarding this Agreement and the other Credit Documents and the transactions contemplated herein and therein is ongoing; and (iii) the Borrower, individually, and the Borrower and its Subsidiaries, taken as a whole, are Solvent after giving effect to the transactions contemplated hereby and the incurrence of Indebtedness related thereto.

(d) Existing Indebtedness of the Credit Parties. All of the existing Indebtedness of the Credit Parties and Subsidiaries (other than Indebtedness permitted to exist pursuant to Section 8.1) shall be repaid in full and all security interests related thereto shall be terminated.

(e) Perfection of Security Interests.

(i) UCC Financing Statements. Such UCC financing statements necessary or appropriate to perfect the security interests in the personal property collateral, as determined by the Lender.

(ii) Intellectual Property Filings. Such patent, trademark and copyright notices, filings and recordings necessary or appropriate to perfect the security interests in intellectual property and intellectual property rights, as determined by the Lender.

(iii) Evidence of Insurance. Certificates of insurance for casualty, liability and any other insurance required by the Credit Documents. For purposes of clarity, (x) certificates of insurance identifying the Lender as lender's loss payee with respect to the casualty insurance and additional insured with respect to the liability insurance, as appropriate, and (y) endorsements and/or insurance binders shall be delivered within fifteen (15) Business Days after the Closing Date (or such later date as the Lender may agree in its sole discretion).

(f) Financial Statements. Receipt by the Lender of copies of: (i) the internally-prepared quarterly financial statements of the Borrower and its Subsidiaries on a consolidated basis for the fiscal quarter ended December 31, 2020, (ii) the audited consolidated financial statements for the Borrower and

its Subsidiaries for the Fiscal Year ended December 31, 2020, (iii) three-year projections for the Borrower and its Subsidiaries and (iv) such other financial information as the Lender may reasonably request.

(g) Opinions of Counsel. Receipt by the Lender of customary opinions of counsel for each of the Credit Parties, including, among other things, opinions regarding the due authorization, execution and delivery of the Credit Documents and the enforceability thereof.

(h) [Reserved].

(i) Other Deliverables. Receipt by the Lender of all lien searches, "know your customer" information, and other certifications and/or documentation required by the Lender.

(j) Fees and Expenses. All fees and expenses required to be paid to the Lender on or before the Closing Date have been paid, including the reasonable out-of-pocket fees and expenses of counsel for the Lender.

(k) Funding Notice; Funds Disbursement Instructions. Receipt by the Lender of:

(i) a duly executed Funding Notice with respect to the Credit Extension to occur on the Closing Date; and

(ii) duly executed disbursement instructions (with wiring instructions and account information) for all disbursements to be made on the Closing Date.

Section 5.2 Conditions to Each Credit Extension. The obligation of the Lender to make any Credit Extension on any Credit Date, including the Closing Date, is subject to the satisfaction of the following conditions precedent:

- (a) the Lender shall have received a Funding Notice or Conversion/Continuation Notice;
- (b) the representations and warranties of the Credit Parties contained herein and in the other Credit Documents shall be true and correct in all material respects (or all respects if qualified by materiality) on and as of such Credit Date to the same extent as though made on and as of that date, except to the extent such representations and warranties specifically relate to an earlier date, in which case such representations and warranties shall have been true and correct in all material respects (or all respects if qualified by materiality) on and as of such earlier date;
- (c) no Default or Event of Default shall have occurred and be continuing as of such Credit Date or would result from the Credit Extension made on such Credit Date; and
- (d) the Borrower shall have Liquidity in an aggregate amount equal to or greater than one and a half (1.5) times the sum of (x) the aggregate outstanding principal amount of all Revolving Loans (calculated after giving effect to the requested Credit Extension), plus (y) the total amount of net obligations under any Swap Agreement (with such amount being determined based on the applicable Swap Termination Value at such time), in each case, as of (i) the date of such Funding Notice, as certified by the Borrower in the applicable Funding Notice and demonstrated by reasonably detailed calculations attached to such Funding Notice (together with supporting documents or other information as may be reasonably requested by the Lender) and (ii) the Credit Date of the applicable Credit Extension, as certified by the Borrower in the applicable Funding Notice.

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Section 6. REPRESENTATIONS AND WARRANTIES

The Borrower and each other Credit Party represents and warrants to the Lender as follows:

Section 6.1 Organization; Requisite Power and Authority; Qualification. Each Credit Party and its Subsidiaries: (a) is duly organized, validly existing and in good standing under the Applicable Laws of its jurisdiction of organization, (b) has all requisite power and authority to execute, deliver and perform its obligations under the Credit Documents to which it is a party and (c) is qualified to do business and in good standing in every jurisdiction where necessary to carry out its business and operations, except where the failure to do so could not be reasonably expected to have a Material Adverse Effect.

Section 6.2 Equity Interests and Ownership. Schedule 6.2 correctly sets forth the ownership interest of each Credit Party in its respective Subsidiaries as of the ClosingFirst Amendment Effective Date. The Equity Interests of each Subsidiary have been duly authorized and validly issued and are fully paid and non-assessable. Except as set forth on Schedule 6.2, as of the ClosingFirst Amendment Effective Date, there is no existing option, warrant, call, right, commitment, buy-sell, voting trust or other shareholder agreement or other agreement to which any Subsidiary is a party requiring the issuance by any Subsidiary of any Equity Interests.

Section 6.3 Due Authorization. The execution, delivery and performance of each of the Credit Documents have been duly authorized by all necessary action on the part of each Credit Party that is a party thereto.

Section 6.4 No Conflict. The execution, delivery and performance by each Credit Party of the Credit Documents to which it is a party do not (a) violate in any material respect any Applicable Laws or any order, judgment or decree of any Governmental Authority or arbitrator binding on any Credit Party, (b) violate any of the Organizational Documents of any Credit Party or Subsidiary; (c) conflict with, result in a breach of or constitute (with due notice or lapse of time or both) a default under any contractual obligations of any Credit Party which would reasonably be expected to result in a Material Adverse Effect; or (d) result in or require the creation or imposition of any Lien upon any property of any Credit Party (other than any Liens created under any of the Credit Documents in favor of the Lender).

Section 6.5 Governmental Consents. The execution, delivery and performance by each Credit Party of the Credit Documents to which it is a party do not require any registration with, consent or approval of, licensing for, or notice to, or other action to, with or by, any Governmental Authority except for filings to perfect the Liens created by the Credit Documents and registrations, consent, licenses, approvals, notices and other actions which have been obtained or made.

Section 6.6 Due Execution and Delivery; Binding Obligation. Each Credit Document has been duly executed and delivered by each Credit Party that is a party thereto and is the legal, valid and binding obligation of each Credit Party that is a party thereto, enforceable against such Credit Party in accordance with its terms, except as may be limited by Debtor Relief Laws or by equitable principles relating to enforceability.

Section 6.7 Financial Statements. The (a) audited consolidated balance sheet of the Borrower and its Subsidiaries for the most recent Fiscal Year ended, and the related consolidated statements of income or operations, shareholders' equity and cash flows for such Fiscal Year, including the notes thereto, and (b) the unaudited consolidated balance sheet of the Borrower and its Subsidiaries for the most recent Fiscal Quarter ended, and the related consolidated statements of income or operations, shareholders' equity and cash flows for such Fiscal Quarter, in each case, (i) were prepared in accordance

with GAAP consistently applied throughout the period covered thereby, except as otherwise expressly noted therein and (ii) fairly present in all material respects the financial condition of the Borrower and its Subsidiaries as of the date thereof and their results of operations for the period covered thereby in accordance with GAAP consistently applied throughout the period covered thereby, except as otherwise expressly noted therein and subject, in the case of the financial statements described in clause (ii) above, to the absence of footnotes and to normal year-end audit adjustments.

Section 6.8 No Material Adverse Effect; No Default.

(a) No Material Adverse Effect. Since December 31, 2020, no event, circumstance or condition has occurred that has had or could reasonably be expected to have a Material Adverse Effect.

(b) No Default. No Default or Event of Default has occurred and is continuing.

Section 6.9 Tax Matters. Each Credit Party and its Subsidiaries have filed all federal, state and other material tax returns, and have paid all federal, state and other material taxes levied or imposed upon them or their respective properties, income, businesses and franchises otherwise due and payable, except those which are being contested in good faith by appropriate proceedings diligently conducted and for which adequate reserves have been provided in accordance with GAAP.

Section 6.10 Properties.

(a) Title. The Credit Parties and Subsidiaries have good title to all of their respective properties reflected in the financial statements referred to in Section 6.7 and in the most recent financial statements delivered pursuant to Section 7.1, in each case except for assets disposed of since the date of such financial statements.

(b) Intellectual Property. Each Credit Party and Subsidiary owns or is validly licensed to use all intellectual property that is reasonably necessary for the conduct of its business and, to the knowledge of each Credit Party, is not infringing, misappropriating, diluting, or otherwise violating the intellectual property rights of any other Person except as could not reasonably be expected to have a Material Adverse Effect.

Section 6.11 Environmental Matters. (a) No Credit Party or Subsidiary, nor any property or operations of any Credit Party or Subsidiary, and to their knowledge, no former property or operations of any Credit Party or Subsidiary, are subject to any outstanding order, consent decree or settlement agreement with any Person relating to any Environmental Law, any Environmental Claim or any Hazardous Materials Activity that, individually or in the aggregate, could reasonably be expected to have a Material Adverse Effect; (b) no Credit Party or Subsidiary has received any letter or request for information under Section 104 of the Comprehensive Environmental Response, Compensation, and Liability Act (42 U.S.C. § 9604) or any comparable state law; (c) there are and, to each Credit Party's knowledge, have been, no Hazardous Materials Activities which could reasonably be expected to form the basis of an Environmental Claim against any Credit Party or Subsidiary that could reasonably be expected to have a Material Adverse Effect; (d) no Credit Party or Subsidiary has filed any notice under any Environmental Law indicating past or present treatment of Hazardous Materials at any of its Facilities (solely during and with respect to such person's ownership thereof), and no Credit Party's or Subsidiary's operations involves the generation, transportation, treatment, storage or disposal of hazardous waste, as defined under 40 C.F.R. Parts 260-270 or any equivalent state rule defining hazardous waste. Compliance with all current requirements pursuant to or under Environmental Laws could not be reasonably expected to have a Material Adverse Effect.

Section 6.12 No Litigation. There are no actions, suits, proceedings, claims or disputes pending or, to the knowledge of the Credit Parties, threatened or contemplated, by or against any Credit Party or Subsidiary that (a) purport to affect or pertain to any of the Credit Documents or any transactions contemplated hereby or (b) could reasonably be expected to have a Material Adverse Effect.

Section 6.13 Information Regarding Credit Parties and Subsidiaries. Set forth on Schedule 6.13 is the jurisdiction of organization, chief executive office, exact legal name, U.S. tax payer identification number and organizational identification number of each Credit Party as of the ~~Closing~~First Amendment Effective Date. No Credit Party has during the five years preceding the ~~Closing~~First Amendment Effective Date (i) changed its legal name, (ii) changed its state of formation or (iii) been party to a merger, consolidation or other change in structure.

Section 6.14 Governmental Regulation.

(a) No Credit Party or Subsidiary is subject to regulation under the Investment Company Act of 1940. No Credit Party or Subsidiary is an "investment company" or a company "controlled" by a "registered investment company" or a "principal underwriter" of a "registered investment company" as such terms are defined in the Investment Company Act of 1940.

(b) No Credit Party or Subsidiary is engaged principally, or as one of its important activities, in the business of extending credit for the purpose of purchasing or carrying and Margin Stock.

(c) No Credit Party or Subsidiary is an "enemy" or an "ally of the enemy" within the meaning of Section 2 of the Trading with the Enemy Act of the United States of America (50 U.S.C. App. §§ 1 *et seq.*).

(d) No Credit Party, Subsidiary, or any director or officer of any of the foregoing is a Person that is, or is owned or controlled by Persons that are: (i) the subject of any sanctions administered or enforced by the U.S. Department of the Treasury's Office of Foreign Assets Control, the U.S. Department of State or other relevant sanctions authority (collectively, "Sanctions"), or (ii) located, organized or resident in a country or territory that is, or whose government is, the subject of Sanctions.

(e) The Credit Parties and Subsidiaries are in compliance with the Foreign Corrupt Practices Act, 15 U.S.C. §§ 78dd-1, *et seq.*, and any foreign counterpart thereto.

(f) To the extent applicable, each Credit Party and Subsidiary is in compliance with Uniting and Strengthening America by Providing Appropriate Tools Required to Intercept and Obstruct Terrorism (USA Patriot Act of 2001) (the "Patriot Act").

(g) No Credit Party is an Affected Financial Institution.

Section 6.15 Pension Plans. Except as could not reasonably be expected to have a Material Adverse Effect (a) each Credit Party and Subsidiary is in compliance with all applicable provisions and requirements of ERISA and the Internal Revenue Code and the regulations and published interpretations thereunder with respect to its Pension Plan, (b) no ERISA Event has occurred, and (c) except to the extent required under Section 4980B of the Internal Revenue Code and Section 601 *et seq.* of ERISA or similar state laws and except as could not reasonably be expected to have a Material Adverse Effect, no Pension Plan provides health or welfare benefits (through the purchase of insurance or otherwise) for any retired or former employee of any Credit Party or Subsidiary.

Section 6.16 Solvency. The Borrower individually is, and the Credit Parties and Subsidiaries on a consolidated basis are, Solvent.

Section 6.17 Compliance with Laws. Each Credit Party and Subsidiary is in compliance with all Applicable Laws except for non-compliance that could not reasonably be expected to result in a Material Adverse Effect. Each Credit Party and Subsidiary possesses all certificates, authorities, licenses or permits issued by appropriate Governmental Authorities necessary to conduct the business now operated by them and the failure of which to have could reasonably be expected to have a Material Adverse Effect and have not received any notice of proceedings relating to the revocation or modification of any such certificate, authority or permit the failure of which to have or retain could reasonably be expected to have a Material Adverse Effect.

Section 6.18 Disclosure.

No representation or warranty of any Credit Party contained in any Credit Document or in any other documents, certificates or written statements furnished to the Lender by or on behalf of any Credit Party or Subsidiary for use in connection with the transactions contemplated hereby (other than projections and pro forma financial information contained in such materials) contains any untrue statement of a material fact or omits to state a material fact necessary in order to make the statements contained herein or therein not misleading in any material manner. Any projections and pro forma financial information contained in such materials are based upon good faith estimates and assumptions believed by the Credit Parties to be reasonable at the time made.

Section 6.19 Insurance. The properties of the Credit Parties and Subsidiaries are insured with financially sound and reputable insurance companies not Affiliates of such Persons, in such amounts, with such deductibles and covering such risks as are customarily carried by companies engaged in similar businesses and owning similar properties in localities where the applicable Credit Party or the applicable Subsidiary operates.

Section 6.20 Collateral Documents. The Security Agreement is effective to create in favor of the Lender, for the ratable benefit of the holders of the Obligations, a legal, valid and enforceable security interest in the Collateral identified therein, except to the extent the enforceability thereof may be limited by applicable Debtor Relief Laws affecting creditors' rights generally and by equitable principles of law (regardless of whether enforcement is sought in equity or at law), and the Security Agreement shall create a fully perfected Lien on, and security interest in, all right, title and interest of the obligors thereunder in such Collateral, in each case prior and superior in right to any other Lien (other than Permitted Liens):

(a) with respect to any such Collateral that is a "security" (as such term is defined in the UCC) and is evidenced by a certificate, when such Collateral is delivered to the Lender with duly executed stock powers with respect thereto;

(b) with respect to any such Collateral that is a "security" (as such term is defined in the UCC) but is not evidenced by a certificate, when UCC financing statements in appropriate form are filed in the appropriate filing offices in the jurisdiction of organization of the pledgor or when "control" (as such term is defined in the UCC) is established by the Lender over such interests in accordance with the provision of Section 8-106 of the UCC, or any successor provision; and

(c) with respect to any such Collateral that is not a "security" (as such term is defined in the UCC), when UCC financing statements in appropriate form are filed in the appropriate filing offices in

the jurisdiction of organization of the pledgor (to the extent such security interest can be perfected by filing under the UCC).

Section 6.21 No Casualty. Neither the businesses nor the properties of any Credit Party or any of its Subsidiaries are affected by any fire, explosion, accident, drought, storm, hail, earthquake, embargo, act of God or of the public enemy or other casualty (whether or not covered by insurance) that, either individually or in the aggregate, could reasonably be expected to have a Material Adverse Effect.

Section 7. AFFIRMATIVE COVENANTS

Each Credit Party covenants and agrees that until the Obligations shall have been indefeasibly paid in full and the Commitments shall have expired or been terminated, such Credit Party shall and shall cause each of its Subsidiaries to:

Section 7.1 Financial Statements and Other Reports. Deliver to the Lender:

(a) Quarterly Financial Statements. Upon the earlier of the date that (x) is forty-five (45) days after the end of each Fiscal Quarter (excluding the fourth Fiscal Quarter of each Fiscal Year) and (y) such information is filed with the SEC, the consolidated and consolidating balance sheet of the Borrower and its Subsidiaries as of the end of such Fiscal Quarter and the related consolidated and consolidating statements of income, stockholders' equity and cash flows of the Borrower and its Subsidiaries for such Fiscal Quarter and for the period from the beginning of the then current Fiscal Year to the end of such Fiscal Quarter, setting forth in each case in comparative form the corresponding figures for the corresponding periods of the previous Fiscal Year, all in reasonable detail, together with a Financial Officer Certification with respect thereto;

(b) Annual Financial Statements. Upon the earlier of the date that is (x) ninety (90) days after the end of each Fiscal Year and (y) such information is filed with the SEC, (i) the consolidated and consolidating balance sheet of the Borrower and its Subsidiaries as of the end of such Fiscal Year and the related consolidated and consolidating statements of income, stockholders' equity and cash flows of the Borrower and its Subsidiaries for such Fiscal Year, setting forth in each case in comparative form the corresponding figures for the previous Fiscal Year, in reasonable detail, together with a Financial Officer Certification with respect thereto; and (ii) with respect to such consolidated financial statements a report thereon from an independent certified public accounting firm of recognized national standing acceptable to the Lender which report shall be unqualified as to going concern and scope of audit, and shall state that such consolidated financial statements fairly present the consolidated financial position of the Borrower and its Subsidiaries as of the dates indicated and the results of their operations and their cash flows for the periods indicated in conformity with GAAP applied on a basis consistent with prior years (except as otherwise disclosed in such financial statements) and that the examination by such accountants in connection with such consolidated financial statements has been made in accordance with generally accepted auditing standards;

(c) Compliance Certificates. Together with each delivery of the financial statements pursuant to clauses (a) and (b) of Section 7.1, a duly completed Compliance Certificate;

(d) Forecasts. Within ten (10) days following the date such forecasts are approved by the board of directors of the Borrower, which shall occur no later than March 31 of any Fiscal Year, forecasts prepared by management of the Borrower, in form satisfactory to the Lender, of consolidated balance sheets and statements of income or operations and cash flows of the Credit Parties and Subsidiaries (but

excluding all Regulated Subsidiaries) on a quarterly basis for the first Fiscal Year covered by such forecasts (including the Fiscal Year in which the Maturity Date occurs);

(e) Investment Reports. Within thirty (30) days following the end of each Fiscal Month at any time Revolving Loans are outstanding hereunder, reports prepared by management of the Borrower in form reasonably satisfactory to the Lender detailing the Investments of the Borrower and its Subsidiaries (other than Regulated Subsidiaries) (including a schedule setting forth the Investments that are included in the calculation of the covenant set forth in Section 8.6(a)), together with such supporting information (which may include securities accounts statements) as reasonably requested by the Lender.

(f) Statutory Accounting Principles Statement. Within forty five (45) days following the end of each of the first three (3) Fiscal Quarters of each Fiscal Year, and within sixty (60) days following the end of each Fiscal Year, statutory accounting principles statements for each Regulated Subsidiary of the Borrower.

(g) Information Regarding Collateral. Each Credit Party will furnish to the Lender prior written notice of any change in such Credit Party's legal name, state of incorporation or formation, form of organization, Federal Taxpayer Identification Number or the headquarters location of such Credit Party;

(h) Notice of Default and Material Adverse Effect. Promptly upon any Authorized Officer of any Credit Party obtaining knowledge thereof: (i) any Default or any Event of Default, or that notice has been given to any Credit Party with respect thereto, (ii) the occurrence of any event, circumstances or condition that has had or could reasonably be expected to have Material Adverse Effect, (iii) the institution or any Credit Party's receipt of any threat in writing of the institution of any action, suit, investigation or proceeding against or affecting any Credit Party or any Subsidiary (including any Regulated Subsidiary), including any such investigation or proceeding by any Insurance Regulatory Authority or other Governmental Authority (other than routine periodic inquiries, investigations or reviews), that could reasonably be expected, individually or in the aggregate, to have a Material Adverse Effect, (iv) the receipt by any Credit Party or any Subsidiary (including any Regulated Subsidiary) from any Insurance Regulatory Authority or other Governmental Authority of any notice of any actual or threatened suspension, limitation or revocation of, failure to renew, imposition of any restraining order, escrow or impoundment of funds in connection with, or the taking of any other materially adverse action in respect of, any license, permit, accreditation or authorization of any Credit Party or any Subsidiary (including any Regulated Subsidiary) where such action could reasonably be expected to have a Material Adverse Effect, or (v) any ERISA Event;

(i) Securities and Exchange Commission Filings and Investigations.

(i) Promptly after the same are filed, copies of all annual, regular, periodic and special reports and registration statements that the Borrower may file, or be required to file, with the SEC under Section 13 or 15(d) of the Exchange Act, provided that any documents required to be delivered pursuant to this clause (i) shall be deemed to have been delivered on the date (i) on which the Borrower posts such documents, or provides a link thereto on the Borrower's website, or (ii) on which such documents are posted on the Borrower's behalf on another relevant website, if any to which the Lender has access (whether a commercial, third-party website or whether sponsored by the Lender). Notwithstanding anything to the contrary, as to any information contained in materials furnished pursuant to this clause (i), the Borrower shall not be separately required to furnish such information under clauses (a) or (b) above, or pursuant to any other requirement of this Agreement or any other Credit Document; and

(ii) Promptly and, in any event, within five (5) Business Days after receipt thereof by any Credit Party or any Subsidiary thereof, copies of each notice or other correspondence received from the Securities and Exchange Commission (or comparable agency in any applicable non-U.S. jurisdiction) concerning any investigation or possible investigation or other inquiry by such agency regarding financial or other operational results of any Credit Party, Regulated Subsidiary or any of their respective Subsidiaries, except to the extent such delivery is prohibited by any Applicable Law;

(j) Changes in Accounting or Financial Reporting Practices. Promptly and, in any event, within ten (10) Business Days after implementation thereof, notice of any material change in accounting policies or financial reporting practices of any Credit Party, any Regulated Subsidiary or any of their respective Subsidiaries;

(k) Insurance Filings. Within fifteen (15) Business Days after the required filing date, copies of any annual statement or quarterly statement required to be filed with any Insurance Regulatory Authority by any Credit Party or any of its Subsidiaries (including Regulated Subsidiaries), in each case, in the form filed with such Insurance Regulatory Authority in conformity with the requirements thereof; and

(l) Other Information. Promptly upon request therefor, such other information with respect to any of the Credit Parties and/or Subsidiaries as from time to time may be reasonably requested by the Lender (including, without limitation, any information and documentation requested by the Lender for purposes of compliance with applicable "know your customer" requirements under the Patriot Act, the Beneficial Ownership Regulation, and/or any other applicable anti-money laundering laws and regulations).

Each notice delivered pursuant to clause (h) of this Section 7.1 shall be accompanied by a statement of an Authorized Officer of the Borrower setting forth details of the occurrence referred to therein and stating what action the Borrower and/or the other applicable Credit Party has taken and/or proposes to take with respect thereto.

Section 7.2 Existence; Preservation. Preserve and keep in full force and effect its existence and all rights and franchises, licenses and permits material to its business, except to the extent permitted by Section 8.7 or not constituting an Asset Sale hereunder.

Section 7.3 Payment of Taxes and Other Obligations. Pay (i) all federal, state and other material taxes imposed upon it or any of its properties and/or assets or in respect of any of its income, businesses or franchises before any penalty or fine accrues thereon, and (ii) all claims (including claims for labor, services, materials and supplies) for sums that have become due and payable and that by law have or may become a Lien upon any of its properties and/or assets, prior to the time when any penalty or fine shall be incurred with respect thereto; provided, that no such tax or claim need be paid if it is being contested in good faith by appropriate proceedings promptly instituted and diligently conducted, so long as (i) adequate reserve or other appropriate provision, as shall be required in conformity with GAAP shall have been made therefor, (ii) in the case of a tax or claim which has or may become a Lien against any of the Collateral, such contest proceedings conclusively operate to stay the sale of any portion of the Collateral to satisfy such tax or claim, and (iii) the failure to make payment pending such contest could not reasonably be expected to result in a Material Adverse Effect.

Section 7.4 Maintenance of Properties. Maintain in good repair, working order and condition, ordinary wear and tear excepted, all material properties used or useful in the business of the Credit Parties

and Subsidiaries, except where failure to do so would not materially adversely affect the operations of the business of the Borrower and its Subsidiaries, taken as a whole.

Section 7.5 Insurance. Maintain, with financially sound and reputable insurers not Affiliates of any Credit Party, insurance, customarily carried or maintained under similar circumstances by Persons of established reputation engaged in similar businesses, in each case in such amounts, with such deductibles, covering such risks and otherwise on such terms and conditions as shall be customary for such Persons. By the date set forth in Section 7.15(a), each such policy of insurance shall (i) name the Lender, as an additional insured thereunder as its interests may appear, and (ii) in the case of each property insurance policy, contain a loss payable clause or endorsement, reasonably satisfactory in form and substance to the Lender, that names the Lender, as the loss payee thereunder and provides for at least thirty (30) days' prior written notice to the Lender of any modification or cancellation of such policy.

Section 7.6 Inspections and Lender Meetings.

(a) Permit representatives and independent contractors of the Lender to visit and inspect any of its properties or records, to conduct field audits and to discuss its affairs, finances and accounts with its directors, officers, and independent public accountants, all at the expense of the Borrower and at such reasonable times during normal business hours; provided that, unless an Event of Default has occurred and is continuing, the Lender shall only make one such visit and/or inspection per Fiscal Year. Notwithstanding anything to the contrary in this Section 7.6, neither the Borrower nor any Subsidiary will be required to disclose or permit the inspection or discussion of, any document, information or other matter (x) in respect of which disclosure to the Lender (or its representatives) is prohibited by Applicable

matter (x) in respect of which disclosure to the Lender (or its representatives) is prohibited by Applicable Law, fiduciary duty or any binding agreement or (y) that is subject to attorney client or similar privilege or constitutes attorney work product.

(b) Upon the Lender's request, participate in a meeting with the Lender once during each Fiscal Year to be held at the Borrower's corporate offices (or at such other location as may be agreed to by the Borrower and the Lender) at such time as may be agreed to by the Borrower and the Lender.

Section 7.7 Compliance with Laws and Material Contracts. Comply with (a) the Patriot Act and OFAC rules and regulations; (b) the rules and regulations required by any Insurance Regulatory Authority (including, for the avoidance of doubt and without limitation, all applicable laws and regulations of any Insurance Regulatory Authority of Bermuda/Puerto Rico) in all material respects; (c) except where the failure to do so would not reasonably be expected to have a Material Adverse Effect, (i) all other Applicable Laws, and (ii) all Material Contracts and material lease agreements entered into by any Credit Party or any Subsidiary of a Credit Party.

Section 7.8 Use of Proceeds. Use the proceeds of the Credit Extensions (a) for working capital, capital expenditures and general corporate purposes, and/or (b) to pay transaction fees, costs and expenses related to the credit facilities established pursuant to this Agreement and the other Credit Documents, in each case not in contravention of Applicable Laws or of any Credit Document.

Section 7.9 Pledge of Property.

(a) Equity Interests. Cause ~~(i) one hundred percent (100%) of the issued and outstanding Equity Interests of each Domestic Subsidiary and (ii) sixty-five percent (65.0%) of the issued and outstanding Equity Interests entitled to vote (within the meaning of Treas. Reg. Section 1.956-2(e)(2)), and one hundred percent (100.0%) of the issued and outstanding Equity Interests not entitled to vote (within the meaning of Treas. Reg. Section 1.956-2(e)(2)), of each Foreign Subsidiary that is directly owned by any Credit Party or any Domestic Subsidiary~~ to be subject at all times to a first priority lien

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(subject to any Permitted Lien) in favor of the Lender to secure the Obligations pursuant to the Collateral Documents, together with opinions of counsel and any filings and deliveries or other items reasonably requested by the Lender in connection therewith to perfect the security interests therein, all in form and substance satisfactory to the Lender; provided that notwithstanding anything to the contrary in the foregoing, no capital stock of any Regulated Subsidiary or Excluded Subsidiary shall be required to be pledged as Collateral.

(b) Personal Property. Cause all of its owned and leased personal property (other than Excluded Property) to be subject at all times to first priority (subject to any Permitted Lien), perfected Liens in favor of the Lender to secure the Obligations pursuant to the Collateral Documents or such other security documents as the Lender shall request in connection with the foregoing, including organizational and authorizing documents of such Person, opinions of counsel to such Person, all in form, content and scope satisfactory to the Lender, and deliver such other documentation and take such other action as the Lender may reasonably request in connection with the foregoing, all in form, content and scope reasonably satisfactory to the Lender; provided that notwithstanding anything to the contrary in the foregoing, no personal property of any Regulated Subsidiary or Excluded Subsidiary shall be required to be pledged as Collateral.

(c) Control Agreements. Cause each deposit account, disbursement account, investment account, cash management account, lockbox account, securities account or other account (other than ~~(wx)~~ accounts with Regions Bank, ~~(xy)~~ accounts in which the amount on deposit or the fair market value of the assets contained therein, as of any date of determination, does not exceed One Hundred Thousand Dollars (\$100,000) in any individual account, or Two Hundred Fifty Thousand Dollars (\$250,000) in the aggregate for all such accounts, taken together, and (yz) accounts of any Regulated Subsidiary ~~or (z)~~ Borrower's existing operating account with Capital One ending in digits X-5093) to be subject to a "with activation" (i.e., "springing") account control agreement in form and substance reasonably satisfactory to the Lender; provided that notwithstanding anything to the contrary in the foregoing, no accounts of any Regulated Subsidiary or Excluded Subsidiary shall be required to be subject to any account control agreement. Schedule 7.9(c) lists all banks and other financial institutions at which the Credit Parties maintain deposit accounts, disbursement accounts, investment accounts, cash management accounts, lockbox accounts, securities accounts or other accounts as of the First Amendment Effective Date, and such Schedule correctly identifies the name of each financial institution, the name in which the account is held, the type of the account, and the complete account number therefor.

Section 7.10 Books and Records; Collateral Access Agreements.

~~(a)-~~ Keep proper books of record and account in which full, true and correct entries shall be made of all dealings and transactions in relation to its business and activities.

~~(b) By the date set forth in Section 7.15(c), provide a Collateral Access Agreement with respect to the headquarters location of the Borrower and any Guarantor.~~

Section 7.11 Additional Subsidiaries. Within thirty (30) days (or such later date as the Lender may agree in its sole discretion) after the acquisition or formation of any ~~Domestic~~ Subsidiary that is not a Regulated Subsidiary, cause such ~~Domestic~~ Subsidiary to (a) become a Guarantor by executing and delivering to the Lender a Guarantor Joinder Agreement and (b) deliver to the Lender documents of the types referred to in Section 5.1(b) and favorable opinions of counsel to such Person all in form, content and scope satisfactory to the Lender.

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Section 7.12 Depository Relationship. Cause the Credit Parties to maintain their primary depository and operating accounts, and all treasury management services with the Lender.

Section 7.13 Environmental Matters.

(a) Environmental Disclosure. Deliver to the Lender with reasonable promptness, such documents and information as from time to time may be reasonably requested by the Lender.

(b) Hazardous Materials Activities, Etc. Promptly take any and all actions necessary to (i) cure any violation of applicable Environmental Laws by such Credit Party or its Subsidiaries that would reasonably be expected to have, individually or in the aggregate, a Material Adverse Effect, and (ii) respond to any Environmental Claim against such Credit Party or any of its Subsidiaries and discharge any obligations it may have to any Person thereunder where failure to do so would reasonably be expected to have, individually or in the aggregate, a Material Adverse Effect.

Section 7.14 Maintenance of Reinsurance. Maintain a program of reinsurance with minimum reinsurance coverage amounts at least equal to the minimum coverage amounts required by the applicable Insurance Regulatory Authority of its state of domicile.

Section 7.15 Post-Closing Obligations.

~~(a) Insurance.~~ Within fifteen (15) Business Days of the Closing Date (or such later date as the Lender may agree in its sole discretion), deliver the certificates of insurance and the endorsements to the insurance policies required by Section 7.5.

~~(b) Collateral Access Agreements.~~ Within thirty (30) days of the Closing Date (or such later date as the Lender may agree in its sole discretion), deliver the Collateral Access Agreements for headquarters locations required by Section 7.9(c).

Section 8. NEGATIVE COVENANTS

Each Credit Party covenants and agrees that until the Obligations shall have been indefeasibly paid in full and the Commitments shall have expired or been terminated, no Credit Party shall, nor shall it permit any Subsidiary to, directly or indirectly:

Section 8.1 Indebtedness. Create, incur, assume or guaranty, or otherwise become or remain directly or indirectly liable with respect to, any Indebtedness, other than:

(a) Indebtedness owing to the Lender or its Affiliates (including, without limitation, Indebtedness hereunder);

(b) Indebtedness of any Credit Party owing to any other Credit Party;

(c) Guarantees with respect to Indebtedness permitted under this Section 8.1;

(d) Indebtedness existing as of the Closing Date and described in Schedule 8.1, together with any Permitted Refinancing thereof;

(e) Indebtedness with respect to (i) Capital Leases (provided that any such Indebtedness shall be secured only by the asset subject to such Capital Lease), and (ii) purchase money Indebtedness (provided that any such Indebtedness shall be secured only by the asset acquired in connection with the

incurrence of such Indebtedness); provided, that, the aggregate principal amount of such Indebtedness incurred pursuant to this clause (e) shall not exceed Three Million Dollars (\$3,000,000) at any time outstanding;

(f) Indebtedness in respect of any Swap Agreement that is entered into in the ordinary course of business to hedge or mitigate risks to which any Credit Party or any of its Subsidiaries is exposed in the conduct of its business or the management of its liabilities (it being acknowledged by the Borrower that a Swap Agreement entered into for speculative purposes or of a speculative nature is not a Swap Agreement entered into in the ordinary course of business to hedge or mitigate risks);

(g) Indebtedness owed to any Person (including obligations in respect of letters of credit for the benefit of such Person) providing workers' compensation, health, disability or other employee benefits or property, casualty, liability insurance, self-insurance, pursuant to reimbursement or indemnification obligations to such Person or to finance insurance premiums, in each case incurred in the ordinary course of business or consistent with past practice;

(h) to the extent constituting Indebtedness, Guarantees in the ordinary course of business of the obligations of suppliers, customers, franchisees and licensees of the Borrower and its Subsidiaries (other than any Regulated Subsidiary or Excluded Subsidiary); and

(i) performance guarantees primarily guaranteeing performance of contractual obligations to a third party and not for the purpose of guaranteeing payment of Indebtedness.

Section 8.2 Liens. Create, incur, assume or permit to exist any Lien on any of its property and/or assets, except (collectively, "Permitted Liens"):

(a) Liens in favor of the Lender;

(b) Liens for taxes not yet due, or for taxes if obligations with respect to such taxes are being contested in good faith by appropriate proceedings diligently conducted;

(c) statutory Liens of landlords, banks, carriers, warehousemen, mechanics, repairmen, workmen and materialmen, and other Liens imposed by law (other than ERISA), in each case incurred in the ordinary course of business (i) for amounts not yet overdue, or (ii) for amounts that are overdue and that are being contested in good faith by appropriate proceedings, so long as such reserves or other appropriate provisions, if any, as shall be required by GAAP shall have been made for any such contested amounts;

(d) Liens incurred in the ordinary course of business in connection with workers' compensation, unemployment insurance and other types of social security, or to secure the performance of tenders, statutory obligations, surety and appeal bonds, bids, leases, government contracts, trade contracts, performance and return-of-money bonds and other similar obligations (exclusive of obligations for the payment of borrowed money or other Indebtedness), so long as no foreclosure, sale or similar proceedings have been commenced with respect to any portion of the Collateral on account thereof;

(e) Liens existing as of the Closing Date and described in Schedule 8.2;

(f) Liens securing purchase money Indebtedness or Capital Leases to the extent permitted pursuant to Section 8.1(e); provided that any such Lien shall encumber only the asset acquired with the proceeds of such Indebtedness or the assets subject to such Capital Lease, respectively;

(g) Liens consisting of judgment or judicial attachment liens relating to judgments which do not constitute an Event of Default hereunder;

(h) licenses (including licenses of intellectual property), sublicenses, leases or subleases granted to third parties in the ordinary course of business;

(i) Liens (including the right of set-off) in favor of a bank or other depository institution arising as a matter of law encumbering deposits and Liens in favor of collecting banks under Section 4.210 of the UCC;

(j) Liens on insurance policies and the proceeds thereof granted in the ordinary course of business to secure the financing of insurance premiums with respect thereto; and

(k) Liens not otherwise permitted hereunder securing Indebtedness or other obligations not in excess of Two Million Dollars (\$2,000,000) in the aggregate at any one time outstanding.

Section 8.3 Restricted Payments. Declare or make any Restricted Payment, or incur any obligation (contingent or otherwise) to do so, except that: (a) each Credit Party and Subsidiary may make Restricted Payments to any other Credit Party; (b) the Borrower may declare and make dividend payments or other distributions payable *solely* in the Equity Interests of such Person; and (c) other Restricted Payments so long as (i) no Default or Event of Default exists or would result from such Restricted Payment and (ii) both before and after giving effect to such Restricted Payment on a Pro Forma Basis, the Credit Parties are in compliance with the financial covenants set forth in Section 8.6

Section 8.4 Burdensome Agreements. Enter into, or permit to exist, any contractual obligation that encumbers or restricts the ability of any such Person to:

- (a) pay dividends, or make any other distributions to any Credit Party on its Equity Interests, or with respect to any other interest or participation in, or measured by, its profits,
- (b) pay any Indebtedness or other obligation owed to any Credit Party,
- (c) make loans or advances to any Credit Party,
- (d) sell, lease or transfer any of its property and/or assets to any Credit Party,
- (e) pledge its property pursuant to the Credit Documents, or any renewals, refinancings, exchanges, refundings or extension thereof, or
- (f) act as a Guarantor pursuant to the Credit Documents, or any renewals, refinancings, exchanges, refundings or extension thereof,

except (in respect of any of the matters referred to in the forgoing clauses (a) through (f)) for:

- (i) this Agreement and the other Credit Documents;
- (ii) any Permitted Lien, or any document or instrument governing any Permitted Lien, provided, that, any such restriction contained therein relates *only* to the property and/or asset(s) subject to such Permitted Lien;

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- (iii) any negative pledge incurred or provided in favor of any holder of Indebtedness permitted under Section 8.1(e), solely to the extent any such negative pledge relates to the property financed by or subject to Permitted Liens securing such Indebtedness;
- (iv) customary restrictions and conditions contained in any agreement relating to the sale of any property permitted under Section 8.7 pending the consummation of such sale;
- (v) customary provisions restricting assignments, subletting or other transfers contained in leases, licenses, joint venture agreements and similar agreements entered into in the ordinary course of business; or
- (vi) restrictions that arise in connection with Indebtedness permitted to be incurred pursuant to Section 8.1(g).

Section 8.5 Investments. Make or own any Investment in any Person, except:

- (a) Investments in cash and Cash Equivalents;
- (b) equity Investments made prior to the Closing Date in any Subsidiary;
- (c) Investments by a Credit Party in any other Credit Party;
- (d) guarantees, to the extent permitted under Section 8.1(c);
- (e) Investments by any Subsidiary that is *not* a Credit Party in any other Subsidiary that is *not* a Credit Party;
- (f) Investments existing on the Closing Date and described on Schedule 8.5;
- (g) Investments constituting accounts receivable, trade debt and deposits for the purchase of goods, in each case made in the ordinary course of business;
- (h) Investments made by any ~~Credit Party or~~ Regulated Subsidiary in its own portfolio in the ordinary course of business in accordance with its investment policy (as approved by its board of directors or equivalent governing body from time to time); provided, however, that that any such Investment shall not (x) constitute an Acquisition, and (y) be an Investment by a Credit Party in any Subsidiary that is *not* a Credit Party (with it being understood and agreed that any Investment by a Credit Party in any Subsidiary that is not a Credit Party ~~beingshall be~~ governed by clause (l) below);
- (i) Investments received in connection with the bankruptcy or reorganization of, or settlement of delinquent accounts and disputes with, customers and suppliers, or upon the foreclosure with respect to any secured Investment or other transfer of title with respect to any secured Investment;
- (j) Investments resulting from pledges or deposits described in Section 8.2(d);
- (k) Investments consisting of cash earnest money deposits in connection with any other Investment permitted hereunder;
- (l) Investments by the Credit Parties (including, without limitation, the provision of a letter of credit for the benefit of any Regulated Subsidiary) in Subsidiaries that are not Credit Parties, so long as:

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- (i) no Default or Event of Default exists or would result from such Investment; and
- (ii) on a Pro Forma Basis after giving effect to any such Investment, the Credit Parties are in compliance with the financial covenants set forth in Section 8.6;
- (m) Investments by Regulated Subsidiaries in any Credit Party or Subsidiary (other than a Regulated Subsidiary); and
- ~~(n) Investments related to the Specified Disposition; and~~
- (n) ~~(o)~~ other Investments not listed above and not otherwise prohibited by this Agreement in an aggregate amount outstanding at any time (on a cost basis) not to exceed One Million Dollars (\$1,000,000).

Notwithstanding the foregoing, in no event shall any Credit Party make any Investment which results in or facilitates in any manner any Restricted Payment not otherwise permitted under the terms of Section 8.3.

Section 8.6 Financial Covenants.

- (a) Liquidity. At any time, permit the Liquidity at any time Revolving Loans are, or are deemed to be for purposes of the calculation of this financial covenant on a Pro Forma Basis, outstanding hereunder to be less than one and a half (1.5) times the ~~(x) the~~ aggregate principal outstanding amount of all Revolving Loans, plus (y) the total amount of net obligations under any Swap Agreement (with such amount being determined based on the applicable Swap Termination Value at such time).
- (b) Consolidated Leverage Ratio. Permit the Consolidated Leverage Ratio as of the end of any Fiscal Quarter of the Borrower, commencing with the Fiscal Quarter ending June 30, 2021, to be greater than fifteen percent (15%).
- (c) Consolidated Net Worth. Permit the Consolidated Net Worth, as of the end of any Fiscal Quarter of the Borrower, commencing with the Fiscal Quarter ending ~~June 30~~ December 31, 2021, to be less than: (i) seventy five percent (75.0%) of the Consolidated Net Worth of the Borrower and its Subsidiaries (including Regulated Subsidiaries) as of the Closing Date; *plus* (ii) an amount equal to fifty percent (50.0%) of the sum of the positive Consolidated Net Income of the Borrower and its Subsidiaries (including Regulated Subsidiaries) earned with respect to each full Fiscal Quarter ending after the Closing Date; *plus* (iii) an amount equal to one hundred percent (100.0%) of any increase to shareholder's equity of the Borrower or any Subsidiary resulting from any Equity Transaction of the Borrower and its Subsidiaries (including Regulated Subsidiaries) occurring on or after the Closing Date.
- (d) Statutory Capitalization / Risk Based Capital Ratio. Fail to meet or exceed any minimum statutory capitalization and/or risk-based capital ratio requirements imposed by any Insurance Regulatory Authority and/or Applicable Laws on any Credit Party or Subsidiary as of the end of each Fiscal Year, commencing with the Fiscal Year ending December 31, 2021, and, in any event:
 - (i) ~~(a)~~ CICA Life Insurance Company of America shall maintain an Authorized Control Level Risk-Based Capital Ratio (as used or defined by the applicable Insurance Regulatory Authority) of at least three-hundred ~~and~~ fifty percent (350.0%) of company action level (or similar term as used under Applicable Laws or by any applicable Insurance Regulatory Authority); and

(ii) ~~-(b)-~~ CICA Life Ltd A.I. shall maintain ~~an Enhanced Capital Requirement Coverage Ratio~~ minimum capital and surplus of no less than the greater of (A) Eighteen Million Dollars (\$18,000,000) and (B) an amount equal to one-hundred ten percent (110.0%) of the minimum statutory surplus (i.e., the denominator of the Premium ratio) (as used or defined by the applicable Insurance Regulatory Authority) ~~of at least one hundred and fifty-five percent (155.0%) of company action level (or similar term as used under Applicable Laws or by any) required for CICA Life A.I. to be in compliance with the Premium ratio required by the applicable Insurance Regulatory Authority in effect at any time (which, for the avoidance of doubt, is a Premium ratio of no greater than 7.00:1.00 as of the First Amendment Effective Date).~~

Section 8.7 Fundamental Changes; Asset Sales. Enter into any merger or consolidation, or liquidate, wind-up or dissolve, or make any Asset Sale, except (a) any Subsidiary may be merged with or into any Credit Party or any other Subsidiary, provided, that, (i) if the Borrower is party thereto, the Borrower shall be the continuing or surviving Person, and (ii) if the Borrower is not a party thereto and a Guarantor is a party thereto, then such Guarantor shall be the continuing or surviving Person; (b) Asset Sales (excluding Asset Sales made in connection with the management of Investments in the ordinary course of business), the proceeds of which, when aggregated with the proceeds of all other Asset Sales made within the same Fiscal Year, do *not exceed* an amount equal to ten percent (10%) of Consolidated Tangible Assets; provided, that, (i) the consideration received for such assets shall be in an amount *at least* equal to the fair market value thereof (determined in good faith by the board of directors or managers (or equivalent governing body) of the applicable Credit Party), (ii) no less than seventy-five percent (75.0%) of such proceeds shall be paid in cash, and (iii) such transaction does *not* involve a sale or other disposition of receivables, other than receivables owned by, or attributable to, other property concurrently being disposed of in a transaction otherwise permitted under this Section 8.7; (c) Investments made in accordance with Section 8.5; and (d) sales of any assets made by any Regulated Subsidiary in the ordinary course of business; ~~and (e) the sale of the real and personal property owned by the Borrower located at 18617 E. State Highway 29, Buchanan Dam, Texas 78609, for an aggregate consideration not to exceed Four Million Dollars (\$4,000,000) pursuant to the terms of that certain Farm and Ranch Contract dated as of February 12, 2021 between the Borrower and the Buyer, as amended by that certain Seller Financing Addendum to Contract Concerning the Property at 18617 E. State Highway 29, Buchanan Dam, Texas 78609 dated as of April 30, 2021, between the Borrower and the Buyer, and as may be further amended from time to time; provided that any amendment with respect to the total consideration paid or property being sold shall require the prior written consent of the Lender (such consent not to be unreasonably withheld or delayed) (the "Specified Disposition").~~

Section 8.8 Transactions with Affiliates. Enter into, or permit to exist, any transaction (including the purchase, sale, lease or exchange of any property or the rendering of any service) with any officer, director or Affiliate of any Credit Party or Subsidiary on terms that are less favorable to such Credit Party or Subsidiary, as the case may be, than those that might be obtained at the time from a Person who is *not* an officer, director or Affiliate of such Credit Party or Subsidiary; provided, that, the foregoing restriction shall *not* apply to (a) any transaction between or among Credit Parties, (b) normal and reasonable compensation and reimbursement of expenses of officers and directors in the ordinary course of business, (c) any Restricted Payment to the extent permitted by Section 8.3, and (d) any issuances of securities or other payments, awards or grants in cash, securities or otherwise pursuant to, or the funding of, employment agreements, employee stock options and employee stock ownership plans.

Section 8.9 Use of Proceeds. (a) No portion of the proceeds of any Credit Extension shall be used (i) to refinance any commercial paper issued by a Credit Party or (ii) in any manner that causes such Credit Extension or the application of such proceeds to violate Regulation T, Regulation U or Regulation X of the Board of Governors of the Federal Reserve System as in effect from time to time or any other regulation thereof or to violate the Securities Exchange Act of 1934 (the "Exchange Act"), and the

Borrower will not, directly or indirectly, use the proceeds of the Revolving Loans, or lend, contribute or otherwise make available such proceeds to any subsidiary, joint venture partner or other Person, (i) to fund any activities or business of or with any Person, or in any country or territory, that, at the time of such funding, is, or whose government is, the subject of Sanctions, or (ii) in any other manner that would result in a violation of Sanctions by any Person (including any Person participating in the Revolving Loans, whether as underwriter, advisor, investor, or otherwise).

Section 8.10 Conduct of Business. Engage in any business other than the businesses engaged in by the Credit Parties and Subsidiaries on the Closing Date and businesses that are substantially similar, related or incidental thereto.

Section 8.11 Fiscal Year. Change its Fiscal Year-end from December 31 without the prior written consent of the Lender.

Section 8.12 Amendments to Organizational Documents/Material Agreements.

(a) Amend or permit any amendment to any of its Organizational Documents in a manner that is materially adverse to the Lender.

(b) Amend or permit any amendment to, or terminate or waive any provision of (i) any Material Contract entered into by any Credit Party or any Subsidiary of any Credit Party, unless such amendment, termination, or waiver would not have, and could not reasonably be expected to have, a materially adverse impact on the Lender or the Credit Parties

materially adverse impact on the Lender or the Credit Parties.

Section 8.13 Disposal of Subsidiary Interests. Except for any sale of all of its interests in the Equity Interests of any of its Subsidiaries in compliance with the provisions of Section 8.7 and except for Liens securing the Obligations:

- (a) sell, assign, pledge or otherwise encumber or dispose of any Equity Interests of any of its Subsidiaries, except to qualify directors if required by Applicable Laws; or
- (b) permit any of its Subsidiaries directly or indirectly to sell, assign, pledge or otherwise encumber or dispose of any Equity Interests of any of its Subsidiaries, except to another Credit Party (subject to the restrictions on such disposition otherwise imposed hereunder), or to qualify directors if required by Applicable Laws.

Section 8.14 Sales and Lease-Backs. Become or remain liable as lessee or as a guarantor or other surety with respect to any lease of any property (whether real, personal or mixed), whether now owned or hereafter acquired, which the Credit Party or any Subsidiary:

- (a) has sold or transferred, or is to sell or to transfer, to any other Person (other than the Borrower or any other Credit Party); or
- (b) intends to use for substantially the same purpose as any other property which has been or is to be sold or transferred by the Borrower or any other Credit Party to any Person (other than the Borrower or any other Credit Party) in connection with such lease.

Section 8.15 Modification or Prepayment of Other Funded Debt; Etc.

- (a) After the issuance thereof, amend or modify (or permit the termination, amendment or modification of) the terms of any Funded Debt in a manner adverse in any material respect to the interests

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of the Lender (including specifically shortening any maturity or average life to maturity or requiring any payment sooner than previously scheduled or increasing the interest rate or fees applicable thereto), except to the extent any such amendment or modification constitutes a Permitted Refinancing;

- (b) make any payment in contravention of the terms of any Indebtedness that has been subordinated to the Obligations on terms reasonably acceptable to the Lender;
- (c) with respect to any Funded Debt (other than Funded Debt constituting Obligations), pay, prepay, redeem, purchase, defease or otherwise satisfy or obligate itself to do so prior to the scheduled maturity thereof in any manner (including by the exercise of any right of setoff); provided that the Borrower may pay scheduled amortization payments for any Funded Debt and scheduled payments of interest for any Funded Debt, each in accordance with their terms and subject to the governing documents with respect thereto, so long as:
 - (i) no Default or Event of Default exists or would result therefrom; and
 - (ii) before giving effect on a Pro Forma Basis, and after giving effect on a Pro Forma Basis, to any such redemption, purchase or voluntary prepayment, the Credit Parties are in compliance with the financial covenants set forth in Section 8.6; or
- (d) except in connection with a Permitted Refinancing, make any voluntary prepayment, redemption, defeasance or acquisition for value of (including by way of depositing money or securities with the trustee with respect thereto before due for the purpose of paying when due), or refund, refinance or exchange of, any Funded Debt (other than the Indebtedness under the Credit Documents and intercompany Indebtedness permitted hereunder owing to any Credit Party).

Section 8.16 Accounting and Reporting Changes. (a) With respect to any Credit Party or Subsidiary (other than any Regulated Subsidiary), make any significant change in accounting treatment or reporting practices, except as required by GAAP or the SEC; or (b) with respect to any Regulated Subsidiary, make any significant change in accounting treatment or reporting practices, except as required by statutory accounting principles.

Section 8.17 Domicile of Primary Regulated Subsidiary. Permit the primary foreign Regulated Subsidiary (i.e., CICA Life A.I.) to relocate or redomicile to (or otherwise be reestablished in) a jurisdiction other than Puerto Rico without the prior written consent of the Lender (which consent shall not be unreasonably withheld, conditioned or delayed).

Section 9. EVENTS OF DEFAULT; REMEDIES; APPLICATION OF FUNDS.

Section 9.1 Events of Default. The occurrence of one or more of the following conditions or events shall constitute an "Event of Default":

- (a) Failure to Make Payments When Due.
 - (i) Failure by any Credit Party to pay any amount of principal due hereunder or under any Credit Document; or
 - (ii) Failure by any Credit Party to pay any amount of interest, any fee or other amount due hereunder or under any Credit Document, in each case within five (5) Business Days of when due; or

(b) Default in Other Agreements.

(i) Failure of any Credit Party or any Subsidiary to pay when due any principal or interest on or any other amount payable in respect of any Indebtedness (other than Indebtedness referred to in clause (a) above) in an aggregate principal amount of Two Million Dollars (\$2,000,000) or more, in each case, beyond the grace or cure period, if any, provided therefor;

(ii) any breach or default by any Credit Party or any Subsidiary with respect to any other term of (A) any Indebtedness in the aggregate principal amounts referred to in clause (b)(i) above, or (B) any loan agreement, mortgage, indenture or other agreement relating to such item(s) of Indebtedness, in each case, beyond the grace or cure period, if any, provided therefor, or any other event occurs, in each case, if the effect of such breach or default or other event is to cause, or to permit the holder or holders of such Indebtedness (or a trustee on behalf of such holder or holders) to cause, such Indebtedness to become or be declared due and payable (or subject to a compulsory repurchase or redeemable) prior to its stated maturity or the stated maturity of any underlying obligation, as the case may be; or

(iii) there occurs under any Swap Agreement an Early Termination Date (or substantially similar term, as defined in such Swap Agreement) resulting from (A) any event of default under such Swap Agreement as to which any Credit Party or any Subsidiary is the Defaulting Party (or substantially similar term, as defined in such Swap Agreement) or (B) any Termination Event (as defined in such Swap Agreement) under such Swap Agreement as to which any Credit Party or any Subsidiary is an Affected Party (or substantially similar term, as defined in such Swap Agreement);

provided that so long as the Lender has not exercised any remedies under Section 9.2, any Event of Default under this clause (b) shall be immediately cured and no longer continuing (without any action on the part of the Lender) as and when any such failure (x) is remedied by the Borrower or applicable Subsidiary or (y) is waived (including in the form of amendment) by the requisite holders of the applicable item of Indebtedness or Swap Agreement; or

(c) Breach of Certain Covenants. Failure of any Credit Party to perform or comply with any term or condition contained in Section 7.1(a), Section 7.1(b), Section 7.1(c) (and, for purposes of Section 7.1(a), Section 7.1(b) and Section 7.1(c), such default or non-compliance remains uncured for a period of five (5) Business Days), Section 7.1(h), Section 7.2, Section 7.5, Section 7.6, Section 7.8, Section 7.9, Section 7.11, or Section 8; or

(d) Breach of Representations, etc. Any representation, warranty, certification or other statement made or deemed made by any Credit Party in any Credit Document or in any statement or certificate at any time given by any Credit Party in writing pursuant hereto or thereto or in connection herewith or therewith shall be false in any material respect as of the date made or deemed made; or

(e) Other Defaults Under Credit Documents. Any Credit Party shall default in the performance of or compliance with any term or condition contained herein or any of the other Credit Documents, other than any such term referred to in any other Section of this Section 9.1, and such default shall not have been remedied or waived within thirty (30) days after the earlier of (i) an Authorized Officer of any Credit Party becoming aware of such default; or (ii) receipt by the Borrower of notice from the Lender of such default; or

(f) Involuntary Bankruptcy; Appointment of Receiver, etc. (i) A court of competent jurisdiction shall enter a decree or order for relief in respect of any Credit Party or any Subsidiary in an

involuntary case under the Bankruptcy Code or other Debtor Relief Laws now or hereafter in effect, which decree or order is not stayed; or any other similar relief shall be granted under any applicable federal or state law; or (ii) an involuntary case shall be commenced against any Credit Party or any Subsidiary under the Bankruptcy Code or other Debtor Relief Laws now or hereafter in effect; or a decree or order of a court having jurisdiction in the premises for the appointment of a receiver, liquidator, sequestrator, trustee, custodian or other officer having similar powers over any Credit Party or any Subsidiary, or over all or a substantial part of its property and/or assets, shall have been entered; or there shall have occurred the involuntary appointment of an interim receiver, trustee or other custodian of any Credit Party or any Subsidiary for all or a substantial part of its property and/or assets; or a warrant of attachment, execution or similar process shall have been issued against any substantial part of the property and/or assets of any Credit Party or any Subsidiary, and any such event described in this clause (ii) shall continue for sixty (60) days without having been dismissed, bonded or discharged; or

(g) Voluntary Bankruptcy; Appointment of Receiver, etc. (i) Any Credit Party or any Subsidiary shall have an order for relief entered with respect to it or shall commence a voluntary case under the Bankruptcy Code or other Debtor Relief Laws now or hereafter in effect, or shall consent to the entry of an order for relief in an involuntary case, or to the conversion of an involuntary case to a voluntary case, under any such law, or shall consent to the appointment of or taking possession by a receiver, trustee or other custodian for all or a substantial part of its property and/or assets; or any Credit Party or any Subsidiary shall make any assignment for the benefit of creditors; or (ii) any Credit Party or any Subsidiary shall be unable, or shall fail generally, or shall admit in writing its inability, to pay its debts as such debts become due; or the board of directors or managers (or similar governing body) of any Credit Party or any Subsidiary or any committee thereof shall adopt any resolution approving, or otherwise authorize any action to approve any of the actions referred to herein or in Section 9.1(f); or

(h) Judgments and Attachments. (i) Any one or more money judgments, writs or warrants of attachment or similar process involving an aggregate amount at any time in excess of Two Million Dollars (\$2,000,000) shall be entered or filed against any Credit Party or any Subsidiary or any of their respective property and/or assets and shall remain undischarged, unvacated, unbonded or unstayed for a period of thirty (30) days; or (ii) any non-monetary judgment or order shall be rendered against any Credit Party or any Subsidiary that could reasonably be expected to have a Material Adverse Effect, and shall remain undischarged, unvacated, unbonded or unstayed for a period of thirty (30) days; or

(i) Dissolution. Any order, judgment or decree shall be entered against any Credit Party or any of its Subsidiaries decreeing the dissolution or split up of such Credit Party or such Subsidiary, and such order shall remain undischarged or un-stayed for a period in excess of thirty (30) days; or

(j) Pension Plans. There shall occur one or more ERISA Events which individually or in the aggregate results in liability of the Credit Parties and Subsidiaries, or any of their respective ERISA Affiliates in excess of Two Million Dollars (\$2,000,000) during the term hereof and which is not paid by the applicable due date; or

(k) Change of Control. A Change of Control shall occur; or

(l) Invalidity of Credit Documents and Other Documents. At any time after the execution and delivery thereof, (i) this Agreement or any other Credit Document ceases to be in full force and effect, or the Lender shall not have or shall cease to have a valid and perfected Lien in any Collateral purported to be covered by the Collateral Documents, or (ii) any Credit Party shall contest the validity or enforceability of any Credit Document in writing or deny in writing that it has any further liability,

including with respect to future advances by the Lender, under any Credit Document to which it is a party; or

(m) Reinsurer Concentration. The aggregate amount of risk retention for reinsurance provided for payment of claims on policies purchased by the Credit Parties and their Subsidiaries provided by (A) any individual (or affiliated) Non-Qualifying Reinsurer(s) exceeds sixty percent (60.0%) of the aggregate of all such risk retention provided by all Qualifying Reinsurers and Non-Qualifying Reinsurers or (B) any individual (or affiliated) Qualifying Reinsurer(s) or individual (or affiliated) Non-Qualifying Reinsurer(s) exceeds ~~sixty~~seventy percent (60.070.0%) of the aggregate of all such risk retention provided by all Qualifying Reinsurers and Non-Qualifying Reinsurers; provided that, (x) for purposes of determining whether an Event of Default exists under this clause (m), reinsurance provided by ~~Non-Qualifying~~Non-Qualifying Reinsurers shall not be included in the calculation of the foregoing percentage of aggregate risk retention to the extent that the aggregate amount of reinsurance provided by Non-Qualifying Reinsurers exceeds sixty percent (60.0%) of the aggregate amount of all reinsurance maintained by, or for the benefit of, the Regulated Subsidiaries whose surpluses are available for payment of claims on policies issued by the Credit Parties and their Subsidiaries, and (y) no Event of Default shall arise under this clause (m) to the extent solely arising from the merger, after the Closing Date but prior to renewal of the applicable agreement(s), of any Qualifying Reinsurer or Non-Qualifying Reinsurer into any other Qualifying Reinsurer or Non-Qualifying Reinsurer, so long as no party to any such merger is an Affiliate of any Credit Party; or

(n) Government Action. Any Governmental Authority takes action that the Lender reasonably believes materially adversely affects the Credit Parties taken as a whole, financial condition

reasonably believes materially adversely affects the Credit Parties, taken as a whole, financial condition or ability to repay.

Section 9.2 Remedies. Upon the occurrence of any Specified Acceleration Event of Default, automatically, and upon the occurrence and during the continuance of any other Event of Default, upon notice to the Borrower by the Lender, (a) the Revolving Commitment shall immediately terminate; (b) each of the following shall immediately become due and payable, in each case without presentment, demand, protest or other requirements of any kind, all of which are hereby expressly waived by each of the Credit Parties: (i) the unpaid principal amount of and accrued interest on the Revolving Loans, (ii) [reserved], and (iii) all other Obligations and (c) the Lender may enforce any and all Liens and security interests created pursuant to Collateral Documents. Notwithstanding anything herein or otherwise to the contrary, any Event of Default occurring hereunder shall continue to exist (and shall be deemed to be continuing) until such time as such Event of Default has been cured to the satisfaction of the Lender or waived in writing in accordance with the terms of Section 10.4.

Section 9.3 Application of Funds. After the exercise of remedies provided for in Section 9.2 (or after the Revolving Loans have automatically become immediately due and payable), any amounts received on account of the Obligations shall be applied by the Lender in the order determined by the Lender in its sole discretion.

Notwithstanding anything to the contrary in the foregoing, Excluded Swap Obligations with respect to any Guarantor shall not be paid with amounts received from such Person or such Person's property and/or assets.

Section 10. MISCELLANEOUS

Section 10.1 Notices; Effectiveness; Electronic Communications

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(a) Notices Generally. Except in the case of notices and other communications expressly permitted to be given by telephone (and except as provided in subsection (b) below), all notices and other communications provided for herein shall be in writing and shall be delivered by hand or overnight courier service, mailed by certified or registered mail or sent by facsimile or, pursuant to procedures approved by the Lender, electronic mail or other electronic means, and all notices and other communications expressly permitted hereunder to be given by telephone shall be made to the telephone number, in each case specified in Schedule 10.1 for the applicable person. Notices and other communications sent by hand or overnight courier service, or mailed by certified or registered mail, shall be deemed to have been given when received; notices and other communications sent by facsimile shall be deemed to have been given when sent (except that, if not given during normal business hours for the recipient, shall be deemed to have been given at the opening of business on the next business day for the recipient). Notices and other communications delivered through electronic communications to the extent provided in subsection (b) below, shall be effective as provided in such subsection (b).

(b) Change of Address, Etc. Any party hereto may change its address or facsimile number for notices and other communications hereunder by notice to the other parties hereto.

Section 10.2 Expenses; Indemnity; Damage Waiver

(a) Costs and Expenses. The Credit Parties, on a joint and several basis, shall pay all reasonable out-of-pocket expenses incurred by the Lender (which, in the case of legal counsel, shall be limited to the reasonable fees, charges and disbursements of one primary counsel for the Lender, and of one special and local counsel to the Lender in each applicable jurisdiction retained by the Lender) in connection with (i) the preparation, negotiation, execution, delivery, and administration of this Agreement and the other Credit Documents, or any amendments, restatements, amendments and restatements, supplements, modifications and/or waivers of the provisions hereof or thereof (whether or not consummated), (ii) the enforcement or protection of its rights in connection with this Agreement and the other Credit Documents, and (iii) the Revolving Loans made hereunder including its rights under this clause (a) and all such out-of-pocket expenses incurred during any workout, restructuring or negotiations in respect of such Revolving Loans.

(b) Indemnification by the Credit Parties. The Credit Parties, on a joint and several basis, shall indemnify the Lender and each Related Party of the Lender (each such Person an "Indemnitee") against, and hold each Indemnitee harmless from, any and all losses, claims, damages, liabilities and related expenses (which, in the case of legal counsel, shall be limited to the reasonable fees, charges and disbursements of one primary counsel for the Indemnitees, taken as a whole, and of one special and local counsel to the Indemnitees, taken as a whole, in each applicable jurisdiction retained by the Lender), incurred by any Indemnitee or asserted against any Indemnitee by any Person (including, without limitation, any Credit Party or Subsidiary) arising out of, in connection with, or as a result of, (i) the execution or delivery by any Credit Document of any agreement or instrument contemplated thereby, the performance by the parties hereto of their respective obligations thereunder, or the consummation of the transactions contemplated thereby, (ii) any Revolving Loan, or the use, or proposed use, of the proceeds therefrom, (iii) any actual or alleged presence or release of Hazardous Materials on or from any property owned or operated by any Credit Party or Subsidiary, or any Environmental Liability, or (iv) any actual or prospective claim, litigation, investigation, or proceeding relating to any of the foregoing, whether based on contract, tort or any other theory, whether brought by a third party or by any Credit Party or Subsidiary, and regardless of whether any Indemnitee is a party thereto; provided, that, such indemnity shall not, as to any Indemnitee, be available to the extent that such losses, claims, damages, liabilities, or related expenses are determined by a court of competent jurisdiction, in a final and non-appealable judgment, to have directly and proximately resulted from the gross negligence or willful misconduct of

such Indemnitee and its officers, directors and employees or from a material breach by such Indemnitee of its obligations under this Agreement.

(c) Waiver of Consequential Damages, Etc. To the fullest extent permitted by Applicable Law, none of the Credit Parties shall assert, and each hereby waives, any claim against any Indemnitee, on any theory of liability, for special, indirect, consequential or punitive damages (as opposed to direct or actual damages) arising out of, in connection with, or as a result of, any Credit Document or any agreement or instrument contemplated thereby, the transactions contemplated thereby, any Revolving Loan or the use of the proceeds thereof. No Indemnitee shall be liable for any damages arising from the use by unintended recipients of any information or other materials distributed by such Indemnitee through telecommunications, electronic or other information transmission systems in connection with any Credit Document or the transactions contemplated hereby or thereby.

(d) Payments. All amounts due under this Section 10.2 shall be payable as promptly as practicable, and, in any event, within ten (10) Business Days after written demand therefor (including delivery of copies of applicable invoices).

Section 10.3 Set-Off. If an Event of Default shall have occurred and be continuing, the Lender and each of its respective Affiliates is hereby authorized at any time and from time to time, to the fullest extent permitted by Applicable Law, to set off and apply any and all deposits (general or special, time or demand, provisional or final, in whatever currency) at any time held and other obligations (in whatever currency) at any time owing by the Lender or any such Affiliate to or for the credit or the account of any Credit Party against any and all of the obligations of such Credit Party now or hereafter existing under any Credit Document to the Lender or its Affiliates, irrespective of whether or not the Lender or such Affiliate shall have made any demand under any Credit Document and although such obligations of such Credit Party may be contingent or unmatured or are owed to a branch, office or Affiliate of the Lender different from the branch or office holding such deposit or obligated on such indebtedness. The rights of the Lender and its Affiliates under this Section 10.3 are in addition to other rights and remedies (including other rights of setoff) that the Lender or its Affiliates may have. The Lender agrees to notify the Borrower promptly after any such setoff and application; provided that the failure to give such notice shall not affect the validity of such setoff and application.

Section 10.4 Amendments and Waivers. No amendment, restatement, amendment and restatement, supplement, modification, termination or waiver of any provision of the Credit Documents, or consent to any departure by any Credit Party therefrom, shall in any event be effective without the written concurrence of the Lender.

Section 10.5 Successors and Assigns.

(a) The provisions of this Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors and assigns permitted hereby, except that no Credit Party may assign or otherwise transfer any of its rights or obligations hereunder without the prior written consent of the Lender. The Lender may, with the consent of the Borrower (such consent not to be unreasonably withheld or delayed) unless an Event of Default shall have occurred and is continuing at such time, assign or otherwise transfer, or, without limitation of Section 10.5(b), sell participations in, any of its rights or obligations hereunder. Nothing in this Agreement, expressed or implied, shall be construed to confer upon any Person (other than the parties hereto, their respective successors and assigns permitted hereby, participants of the Lender and, to the extent expressly contemplated hereby, the Related Parties of the Lender) any legal or equitable right, remedy or claim under or by reason of this Agreement.

(b) The Borrower understands that the Lender may from time to time enter into a participation agreement or agreements with one or more participants pursuant to which each such participant shall be given a participation in the Revolving Loan and that any such participant may from time to time similarly grant to one or more subparticipants subparticipations in the Revolving Loans; provided that (i) the Lender's obligations under this Agreement shall remain unchanged, (ii) the Lender shall remain solely responsible to the Credit Parties for the performance of such obligations, and (iii) the Borrower and the Lender shall continue to deal solely and directly with each other in connection with the Lender's rights and obligations under this Agreement. Subject to the above, the Borrower agrees that any participant or subparticipant may exercise any and all rights of banker's lien or set-off with respect to the Borrower, as fully as if such participant or subparticipant had made a loan directly to the Borrower in the amount of the participation or subparticipation given to such participant or subparticipant in the Revolving Loans. For the purposes of this Section 10.5(b) only, the Borrower shall be deemed to be directly obligated to each participant or subparticipant in the amount of its participation interest in the amount of the principal of, and interest on, the Revolving Loans. Nothing contained in this Section 10.5(b) shall affect the Lender's right of set-off (under Section 10.3 or Applicable Law) with respect to the entire amount of the Revolving Loans, notwithstanding any such participation or subparticipation. The Lender may divulge to any participant or subparticipant all information, reports, financial statements, certificates and documents obtained by it from the Borrower or any other Person under any provision of the Agreement or otherwise.

Section 10.6 Survival of Representations, Warranties and Agreements. All representations, warranties and agreements made herein shall survive the execution and delivery hereof and the making of any Credit Extension. Notwithstanding anything herein or implied by Applicable Law to the contrary, the agreements of each Credit Party set forth in Section 2.11, Section 3.1(c), Section 3.2, Section 10.2, Section 10.3, and Section 10.10 shall survive the payment of the Revolving Loans, and the termination hereof.

Section 10.7 No Waiver; Remedies Cumulative. No failure or delay on the part of the Lender in the exercise of any power, right or privilege under any Credit Document shall impair such power, right or privilege or be construed to be a waiver of any default or acquiescence therein, nor shall any single or partial exercise of any such power, right or privilege preclude other or further exercise thereof or of any other power, right or privilege. The rights, powers and remedies given to the Lender hereby are cumulative and shall be in addition to and independent of all rights, powers and remedies existing by virtue of any statute or rule of law or in any of the other Credit Documents or in any Swap Agreements or any Treasury Management Agreements with the Lender or an Affiliate of the Lender.

Section 10.8 Marshalling; Payments Set Aside. The Lender shall not be under any obligation to marshal any assets in favor of any Credit Party, or any other Person or against or in payment of any or all of the Obligations. To the extent that any Credit Party makes a payment or payments to the Lender, or the Lender enforces any security interests or exercise its rights of setoff, and such payment or payments or the proceeds of such enforcement or setoff or any part thereof are subsequently invalidated, declared to be fraudulent or preferential, set aside and/or required to be repaid to a trustee, receiver or any other party under any Debtor Relief Law, any other state or federal law, common law or any equitable cause, then, to the extent of such recovery, the obligation or part thereof originally intended to be satisfied, and all Liens, rights and remedies therefor or related thereto, shall be revived and continued in full force and effect as if such payment or payments had not been made or such enforcement or setoff had not occurred.

Section 10.9 Severability. In case any provision in or obligation under any other Credit Document shall be held invalid, illegal or unenforceable, the validity, legality and enforceability of the remaining provisions or obligations, shall not in any way be affected or impaired thereby.

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Section 10.10 Applicable Laws.

(a) Governing Law. This Agreement shall be governed by, and construed in accordance with, the law of the State of New York.

(b) Submission to Jurisdiction. Each party hereto irrevocably and unconditionally submits, for itself and its property and/or assets, to the non-exclusive jurisdiction of the courts of the State of New York sitting in the Borough of Manhattan and of the United States District Court of the Southern District of New York, and any appellate court from any thereof, in any action or proceeding arising out of, or relating to, this Agreement or any other Credit Document, or for recognition or enforcement of any judgment, and each of the parties hereto irrevocably and unconditionally agrees that all claims in respect of any such action or proceeding may be heard and determined in such New York State court, or, to the fullest extent permitted by Applicable Law, in such Federal court. Each of the parties hereto agrees that a final judgment in any such action or proceeding shall be conclusive and may be enforced in other jurisdictions by suit on the judgment, or in any other manner provided by Applicable Law. Nothing in this Agreement or in any other Credit Document shall affect any right that any party may otherwise have to bring any action or proceeding relating to this Agreement or any other Credit Document against any Credit Party, or any of its properties and/or assets, in the courts of any jurisdiction.

(c) Waiver of Venue. Each party hereto irrevocably and unconditionally waives, to the fullest extent permitted by Applicable Law, any objection that it may now or hereafter have to the laying of venue of any action or proceeding arising out of or relating to this Agreement or any other Credit Document in any court referred to in subsection (b) of this Section 10.10. Each of the parties hereto

Document in any court referred to in subsection (b) of this Section 10.10. Each of the parties hereto hereby irrevocably waives, to the fullest extent permitted by Applicable Law, the defense of an inconvenient forum to the maintenance of such action or proceeding in any such court.

(d) Service of Process. Each party hereto irrevocably consents to service of process in the manner provided for notices in Section 10.1. Nothing in this Agreement will affect the right of any party hereto to serve process in any other manner permitted by Applicable Law.

Section 10.11 WAIVER OF JURY TRIAL. EACH PARTY HERETO HEREBY IRREVOCABLY WAIVES, TO THE FULLEST EXTENT PERMITTED BY APPLICABLE LAW, ANY RIGHT IT MAY HAVE TO A TRIAL BY JURY IN ANY LEGAL PROCEEDING DIRECTLY OR INDIRECTLY ARISING OUT OF OR RELATING TO THIS AGREEMENT OR ANY OTHER CREDIT DOCUMENT OR THE TRANSACTIONS CONTEMPLATED HEREBY OR THEREBY (WHETHER BASED ON CONTRACT, TORT OR ANY OTHER THEORY). EACH PARTY HERETO (A) CERTIFIES THAT NO REPRESENTATIVE, AGENT OR ATTORNEY OF ANY OTHER PERSON HAS REPRESENTED, EXPRESSLY OR OTHERWISE, THAT SUCH OTHER PERSON WOULD NOT, IN THE EVENT OF LITIGATION, SEEK TO ENFORCE THE FOREGOING WAIVER AND (B) ACKNOWLEDGES THAT IT AND THE OTHER PARTIES HERETO HAVE BEEN INDUCED TO ENTER INTO THIS AGREEMENT AND THE OTHER CREDIT DOCUMENTS BY, AMONG OTHER THINGS, THE MUTUAL WAIVERS AND CERTIFICATIONS IN THIS SECTION 10.11.

Section 10.12 Usury Savings Clause. Notwithstanding any provision to the contrary herein, the aggregate interest rate charged, or agreed to be paid, with respect to any of the Obligations, including, without limitation, all charges or fees in connection therewith deemed in the nature of interest under Applicable Laws, shall *not exceed* the Highest Lawful Rate, and, in the event any such excess payment is made by the Borrower or received by the Lender, such excess shall be credited to the payment of principal. In determining whether the interest contracted for, charged, or received by the Lender exceeds the Highest Lawful Rate, such Person may, to the extent permitted by Applicable Laws: (a) characterize

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any payment that is not principal as an expense, fee, or premium rather than interest; (b) exclude voluntary prepayments and the effects thereof; and (c) amortize, prorate, allocate, and spread in equal or unequal parts the total amount of interest, throughout the contemplated term of the Obligations hereunder.

Section 10.13 Counterparts; Integration; Effectiveness. This Agreement may be executed in counterparts (and by different parties hereto in different counterparts), each of which shall constitute an original, but all of which when taken together shall constitute a single contract. This Agreement and the other Credit Documents constitute the entire contract among the parties relating to the subject matter hereof and supersede any and all previous agreements and understandings, oral or written, relating to the subject matter hereof. Except as provided in Section 5, this Agreement shall become effective when it shall have been executed by the Lender and when the Lender shall have received counterparts hereof that, when taken together, bear the signatures of each of the other parties hereto. Delivery of an executed counterpart of a signature page of this Agreement by telecopy or other electronic imaging means (e.g. "pdf" or "tif" format) shall be effective as delivery of a manually executed counterpart of this Agreement.

Section 10.14 No Advisory or Fiduciary Relationship. The relationship between the Lender, on one hand, and the Credit Parties, on the other hand, is solely that of creditor and debtor. Neither Lender nor any of its Affiliates has any fiduciary relationship or duty to any Credit Party arising out of or in connection with, and there is no agency, tenancy or joint venture relationship between the Lender and its Affiliates and the Credit Parties by virtue of, any Credit Document or any transaction contemplated therein.

Section 10.15 Electronic Execution of Assignments and Other Documents. The words "execution," "signed," "signature," and words of like import in any amendment, restatement, amendment and restatement, supplement, waiver, modification or consent relating hereto shall be deemed to include electronic signatures or the keeping of records in electronic form, each of which shall be of the same legal effect, validity or enforceability as a manually executed signature or the use of a paper-based recordkeeping system, as the case may be, to the extent and as provided for in any Applicable Laws, including the Federal Electronic Signatures in Global and National Commerce Act, the New York State Electronic Signatures and Records Act, or any other similar state laws based on the Uniform Electronic Transactions Act.

Section 10.16 USA PATRIOT Act. The Lender hereby notifies each of the Credit Parties that, pursuant to the requirements of the Patriot Act, the Lender is required to obtain, verify and record information that identifies each of the Credit Parties, and other information that will allow the Lender to identify each of the Credit Parties in accordance with the Patriot Act.

Section 10.17 Treatment of Certain Information; Confidentiality.

(a) The Lender agrees to maintain the confidentiality of the Information (as defined below), except that Information may be disclosed:

(i) to its Affiliates and to its Related Parties (it being understood that the Persons to whom such disclosure is made will be informed of the confidential nature of such Information and instructed to keep such Information confidential);

(ii) to the extent required or requested by any regulatory authority purporting to have jurisdiction over the Lender or its Related Parties (including any self-regulatory authority, such as the National Association of Insurance Commissioners);

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- (iii) to the extent required by Applicable Laws or regulations or by any subpoena or similar legal process;
- (iv) to any other party hereto;
- (v) in connection with the exercise of any remedies hereunder or under any other Credit Document or any action or proceeding relating to this Agreement or any other Credit Document or the enforcement of rights hereunder or thereunder;
- (vi) subject to an agreement containing provisions substantially the same as those of this Section, to:
 - (A) any assignee of or participant in, or any prospective assignee of or participant in (including, for purposes hereof, any new lenders invited to join hereunder on an increase in the Revolving Loans and Commitments hereunder, whether by exercise of an accordion, by way of amendment or otherwise), any of its rights or obligations under this Agreement; or
 - (B) any actual or prospective party (or its Related Parties) to any swap, derivative or other transaction under which payments are to be made by reference to the Borrower or its obligations, this Agreement or payments hereunder;
- (vii) on a confidential basis to:
 - (A) any rating agency in connection with rating the Borrower or its Subsidiaries or the credit facilities provided for herein; or
 - (B) the CUSIP Service Bureau or any similar agency in connection with the issuance and monitoring of CUSIP numbers or other market identifiers with respect to the credit facilities provided for herein;
- (viii) with the consent of the Borrower;
- (ix) to the extent such Information: (x) becomes publicly available other than as a result of a breach of this Section 10.17; or (y) becomes available to the Lender or any of its Affiliates on a non-confidential basis from a source other than the Borrower; or
- (x) for purposes of establishing a “due diligence” defense.

For purposes of this Section, “Information” means all information received from the Borrower or any of its Subsidiaries relating to the Borrower or any of its Subsidiaries or any of their respective businesses, other than any such information that is available to the Lender on a non-confidential basis prior to disclosure by the Borrower or any of its Subsidiaries; provided that, in the case of information received from the Borrower or any of its Subsidiaries after the date hereof, such information is clearly identified at the time of delivery as confidential. Any Person required to maintain the confidentiality of Information as provided in this Section 10.17 shall be considered to have complied with its obligation to do so if such Person has exercised the same degree of care to maintain the confidentiality of such Information as such Person would accord to its own confidential information.

(b) The Lender acknowledges that:

(i) the Information may include material non-public information concerning the Borrower or any Subsidiary, as the case may be;

(ii) it has developed compliance procedures regarding the use of material non-public information; and

(iii) it will handle such material non-public information in accordance with Applicable Law, including United States federal and state securities laws.

~~[Signatures on Following Page(s)]~~[Signature Pages Intentionally Omitted](#)

ANNEX B

Amended Schedules

[See attached]

SCHEDULE 6.2

EQUITY INTERESTS AND OWNERSHIP

| Credit Party | Name of Subsidiary | Jurisdiction of Organization | Percentage of Outstanding Shares Owned | Regulated Subsidiary (Yes/No) |
|----------------|--|------------------------------|--|-------------------------------|
| Citizens, Inc. | CICA LIFE Insurance Company of America | Colorado | 100% | Yes |
| Citizens, Inc. | CICA Life Ltd. | Bermuda | 100% | No |
| Citizens, Inc. | CICA Life A.I. | Puerto Rico | 100% (indirect) | Yes |
| Citizens, Inc. | Nexo Global Services, LLC | Puerto Rico | 100% | No |
| Citizens, Inc. | Nexo Enrollment Services, LLC | Puerto Rico | 100% (indirect) | No |
| Citizens, Inc. | Computing Technology, Inc. | Colorado | 100% (indirect) | No |
| Citizens, Inc. | Security Plan Life Insurance Company | Louisiana | 100% (indirect) | Yes |
| Citizens, Inc. | Security Plan Fire Insurance Company | Louisiana | 100% (indirect) | Yes |
| Citizens, Inc. | Magnolia Guaranty Life Insurance Company | Mississippi | 100% (indirect) | Yes |

There are no existing option, warrant, call, right, commitment, buy-sell, voting trust or other shareholder agreement or other agreement to which any Subsidiary is a party requiring the issuance by any Subsidiary of any Equity Interests.

SCHEDULE 6.13

NAME, JURISDICTION AND TAX IDENTIFICATION NUMBERS

| Legal Name of Credit Party | Jurisdiction of Organization | Chief Executive Office Address | Federal Taxpayer Identification Number | Organizational Number |
|-----------------------------------|-------------------------------------|---|---|------------------------------|
| Citizens, Inc. | Colorado | 11815 Alterra Pkwy Suite 1500 Austin, Texas 78758 | 84-0755371 | 19871335428 |

SCHEDULE 7.9(C)

DEPOSIT AND DISBURSEMENT ACCOUNTS

| Financial Institution | Name Account is Held | Account Number | Type |
|------------------------------|--|-----------------------|-------------|
| Regions Bank | CICA Life A I | 0093666934 | Operating |
| Regions Bank | CICA Life A I | 0093672748 | Operating |
| Regions Bank | Magnolia Guaranty Life Insurance Company | 0200591335 | Operating |
| Delta Bank | Security Plan Life Insurance Company | 6027189 | Operating |
| Rayne State | Security Plan Life Insurance Company | 1303437 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 0310682732 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 0220540760 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 0310682767 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 0310682775 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 0310682791 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 0310682805 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 0310682813 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 0310682783 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 0310682724 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 0220540779 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 4510183288 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 0310682759 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 0310682740 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 0161121258 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 0179856349 | Operating |
| Regions Bank | Security Plan Life Insurance Company | 8457029403 | Operating |
| Whitney Bank | Security Plan Life Insurance Company | 60372722 | Operating |

| Financial Institution | Name Account is Held | Account Number | Type |
|----------------------------------|--|-----------------------|-------------|
| Whitney Bank (formerly MidSouth) | Security Industrial Insurance Co | 18008968 | Operating |
| Whitney Bank | Security Plan Life Insurance Company | 60200344 | Operating |
| Whitney Bank | Security Plan Life Insurance Company | 64041828 | Operating |
| Regions Bank | Citizens National Life Insurance Company | 8440041211 | Operating |
| Regions Bank | CICA Life Insurance Company of America | 8457014139 | Operating |
| Regions Bank | CICA Life Insurance Company of America | 0084042249 | Operating |
| Regions Bank | Security Plan Fire Insurance Company | 8457029411 | Operating |
| Regions Bank | CICA Life LTD | 0124333743 | Operating |
| Regions Bank | CICA Life LTD | 0124335150 | Operating |
| Regions Bank | Computing Technology Inc. | 8457023634 | Operating |
| Regions Bank | Citizens, Inc. | 8457014163 | Operating |
| Regions Bank | Citizens, Inc. | 8457029454 | Operating |

| | | | |
|------------------------|--|-------------|---------------|
| Regions Bank | Nexo Global Services | 0332837003 | Operating |
| Regions Bank | Nexo Enrollment Services | 0347115017 | Operating |
| Oriental Bank | Nexo Enrollment Services | 7871348831 | Operating |
| First Bank Puerto Rico | CICA Life A I | 0109239328 | Operating |
| Century Trust | CICA Life Insurance Company of America | 4632 | State Deposit |
| Regions Bank | CICA Life Insurance Company of America | 7050014681 | State Deposit |
| Regions Bank | CICA Life Insurance Company of America | 1046000306 | State Deposit |
| Regions Bank | CICA Life Insurance Company of America | 2050002092 | State Deposit |
| Principal Custody | CICA Life Insurance Company of America | 1140977208 | State Deposit |
| Regions Bank | CICA Life Insurance Company of America | 1001010807 | State Deposit |
| Illinois National Bank | CICA Life Insurance Company of America | 60001414304 | State Deposit |
| U S Bank | CICA Life Insurance Company of America | 5000948-000 | State Deposit |
| U S Bank | CICA Life Insurance Company of America | 584735500 | State Deposit |
| U S Bank | CICA Life Insurance Company of America | 78278900 | State Deposit |
| Principal Custody | Citizens National Life Insurance Company | 25889057 | State Deposit |

| Financial Institution | Name Account is Held | Account Number | Type |
|-----------------------|--|----------------|-----------------|
| Whitney Bank | Security Plan Life Insurance Company | 1040001068 | State Deposit |
| Whitney Bank | Security Plan Fire Insurance Company | 1040001040 | State Deposit |
| Regions Bank | Magnolia Guaranty Life Insurance Company | 1050004340 | State Deposit |
| U S Bank | Citizens Inc | 5000336-XXX | Investment Mgmt |
| U S Bank | CICA Life Insurance Company of America | 5000337-XXX | Investment Mgmt |
| U S Bank | Computing Technology Inc. | 5000339-XXX | Investment Mgmt |
| U S Bank | Security Plan Life Insurance Company | 5000340-XXX | Investment Mgmt |
| U S Bank | CICA Life Ltd | 5000338-XXX | Investment Mgmt |
| U S Bank | Citizens National Life Insurance Company | 5000341-XXX | Investment Mgmt |
| U S Bank | Security Plan Fire Insurance Company | 5000342-XXX | Investment Mgmt |
| U S Bank | Magnolia Guaranty Life Insurance Company | 5000343-XXX | Investment Mgmt |
| U S Bank | CICA Life AI | 5001355-XXX | Investment Mgmt |

SCHEDULE 8.1

EXISTING INDEBTEDNESS

- (1) Capital Maintenance Agreement between Citizens, Inc. and CICA Life Insurance Company of America effective as of March 27, 2024, which requires Citizens, Inc. to infuse capital as needed to ensure that the Risk Based Capital Ratio of CICA Life Insurance Company of America does not fall below 350% as of any quarter end.
 - (2) Keep Well Agreement between Citizens, Inc. and CICA Life A.I. effective August 31, 2023, which requires, Citizens, Inc. contribute up to \$10 million USD, as necessary, to ensure that CICA Life A.I. maintains at least 112 percent of its required ratio of premiums to capital and surplus in accordance with applicable Puerto Rico laws and regulations, or 200% the minimum capital and surplus required from CICA Life A.I. under such laws and regulations, whichever is higher.
-

SCHEDULE 8.2

EXISTING LIENS

None.

SCHEDULE 8.5

EXISTING INVESTMENTS

None.

SCHEDULE 10.1

NOTICE INFORMATION

To any Credit Party:

Citizens, Inc.
11815 Alterra Pkwy, Suite 1500
Austin, Texas 78758
Attn: Jeffery P. Conklin, Chief Financial Officer
Phone: 512-879-0795
Email: Jeff.Conklin@citizensinc.com

With copies (which shall not constitute notice) to: legal@citizensinc.com

To the Lender:

Regions Bank, as Lender
1180 West Peachtree Street NW, Suite 1250
Atlanta, Georgia 30309
Attn: Travis Lovell
Phone: 404-253-5263
Email: Travis.lovell@regions.com

With copies (which shall not constitute notice) to:

Regions Bank
2050 Parkway Office Circle, 3rd Floor
Hoover, AL 35244
Attn: Dawson Davis
205-820-3570
dawson.davis@regions.com

Alston & Bird LLP
1201 West Peachtree Street
Atlanta, GA 30309
Attn: Adam R. Monich, Esq.
Phone: 404-881-7830
Email: Adam.Monich@alston.com

ANNEX C

Amended Exhibits

[See attached]

EXHIBIT 2.1

FORM OF FUNDING NOTICE

[Date]

Regions Bank,
as Lender
1180 West Peachtree Street NW, Suite 1250
Atlanta, Georgia 30309
Attn: Travis Lovell
404-253-5263
Travis.lovell@regions.com

With Copies to

Regions Bank
2050 Parkway Office Circle, 3rd Floor
Hoover, AL 35244
Attn: Dawson Davis
205-820-3570
dawson.davis@regions.com

Ladies and Gentlemen:

Reference is made to the Credit Agreement dated as of May 5, 2021 (as amended, restated, amended and restated, supplemented, increased, extended, refinanced, renewed, replaced, and/or otherwise modified in writing from time to time, the "Credit Agreement"), among Citizens, Inc., a Colorado corporation (the "Borrower"), the guarantors from time to time party thereto and Regions Bank, as Lender. Capitalized terms used but not otherwise defined herein have the meanings provided in the Credit Agreement. This notice constitutes a Funding Notice. Pursuant to Section 2.1 of the Credit Agreement, the Borrower hereby requests a Borrowing of (select one):

- (A) Revolving Loans.
- (B) On _____, 20____ (which is a Business Day).
- (C) In the amount of: _____.¹
- (D) Comprised of _____ (Type of Loan requested).²
- (E) [With an Interest Period of _____ months.]³³
- (F) Location and number of Borrower's account to which proceeds of such Borrowing are to be disbursed: _____.

¹ Not less than Five-Hundred Thousand Dollars (\$500,000), and in integral multiples of One-Hundred Thousand Dollars (\$100,000) in excess thereof.

² Borrowing of SOFR Loans or Base Rate Loans.

³ Include (E) only for SOFR Loans.

The Borrower hereby represents and warrants that:

(a) after giving effect to the Credit Extension, the Total Revolving Outstandings does not exceed the Revolving Commitment;

(b) the representations and warranties of the Credit Parties contained in the Credit Agreement and in the other Credit Documents are true and correct in all material respects (or all respects if qualified by materiality) on and as of date hereof to the same extent as though made on and as of the date hereof, except to the extent such representations and warranties specifically relate to an earlier date, in which case such representations and warranties were true and correct in all material respects (or all respects if qualified by materiality) on and as of such earlier date;

(c) no Default or Event of Default has occurred and is continuing as of the date hereof or would result from the Credit Extension; and

(d) after giving effect to the Credit Extension, the Borrower has Liquidity in an aggregate amount equal to or greater than one and a half (1.5) times the aggregate outstanding principal amount of all Revolving Loans as of (i) the date hereof as demonstrated by the calculations attached hereto as Exhibit A and (ii) the date of the requested Credit Extension.

Delivery of an executed counterpart of a signature page of this Funding Notice by fax transmission or other electronic mail transmission (e.g., ".pdf" or ".tif") shall be effective as delivery of a manually-executed counterpart of this Funding Notice.

executed counterpart of this funding notice.

[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]

Very truly yours,

CITIZENS, INC.,
a Colorado corporation

By: _____
Name:
Title:

EXHIBIT A

Calculation of Liquidity

[Borrower to provide].

EXHIBIT 2.6

FORM OF CONVERSION/CONTINUATION NOTICE

[Date]

Regions Bank,
as Lender
1180 West Peachtree Street NW, Suite 1250
Atlanta, Georgia 30309
Attn: Travis Lovell
404-253-5263
Travis.lovell@regions.com

With Copies to

Regions Bank
2050 Parkway Office Circle, 3rd Floor
Hoover, AL 35244
Attn: Dawson Davis
205-820-3570
dawson.davis@regions.com

Ladies and Gentlemen:

Reference is made to the Credit Agreement dated as of May 5, 2021 (as amended, restated, amended and restated, supplemented, increased, extended, refinanced, renewed, replaced, and/or otherwise modified in writing from time to time, the "Credit Agreement"), among Citizens, Inc., a Colorado corporation (the "Borrower"), the guarantors from time to time party thereto and Regions Bank, as Lender. Capitalized terms used but not otherwise defined herein have the meanings provided in the Credit Agreement. Pursuant to Section 2.6 of the Credit Agreement, the Borrower hereby requests a conversion or continuation of (select one):

- (A) Revolving Loans.
- (B) On _____, 20____ (which is a Business Day).
- (C) In the amount of: _____.⁴
- (D) Comprised of _____ (Type of Loan requested).
- (E) [With an Interest Period of _____ months.]⁵

The Borrower hereby represents and warrants that:

⁴ Not less than One-Hundred Thousand Dollars (\$100,000) and integral multiples of Fifty Thousand Dollars (\$50,000) in excess thereof.

⁵ Include (E) only for SOFR Loans.

(a) after giving effect to the Credit Extension, the Total Revolving Outstandings does not exceed the Revolving Commitment;

(b) the representations and warranties of the Credit Parties contained in the Credit Agreement and in the other Credit Documents are true and correct in all material respects (or all respects if qualified by materiality) on and as of date hereof to the same extent as though made on and as of the date hereof, except to the extent such representations and warranties specifically relate to an earlier date, in which case such representations and warranties were true and correct in all material respects (or all respects if qualified by materiality) on and as of such earlier date;

(c) no Default or Event of Default has occurred and is continuing as of the date hereof or would result from the Credit Extension; and

(d) after giving effect to the Credit Extension, the Borrower has Liquidity in an aggregate amount equal to or greater than one and a half (1.5) times the aggregate outstanding principal amount of all Revolving Loans as of (i) the date hereof as demonstrated by the calculations attached hereto as Exhibit A and (ii) the date of the requested Credit Extension.

Delivery of an executed counterpart of a signature page of this Conversion/Continuation Notice by fax transmission or other electronic mail transmission (e.g., ".pdf" or ".tif") shall be effective as delivery of a manually-executed counterpart of this Conversion/Continuation Notice.

Very truly yours,

CITIZENS, INC.,
a Colorado corporation

By: _____
Name:
Title:

EXHIBIT A

Calculation of Liquidity

[Borrower to provide].

EXHIBIT 7.1(C)

FORM OF COMPLIANCE CERTIFICATE

[Date]

For the Fiscal [Quarter][Year] of the Borrower ending _____, 20____

Regions Bank,
as Lender
1180 West Peachtree Street NW, Suite 1250
Atlanta, Georgia 30309
Attn: Travis Lovell
404-253-5263
Travis.lovell@regions.com

With Copies to

Regions Bank
2050 Parkway Office Circle, 3rd Floor
Hoover, AL 35244
Attn: Dawson Davis
205-820-3570
dawson.davis@regions.com

Ladies and Gentlemen:

Reference is made to the Credit Agreement dated as of May 5, 2021 (as amended, restated, amended and restated, supplemented, increased, extended, refinanced, renewed, replaced, and/or otherwise modified in writing from time to time, the "Credit Agreement"), among Citizens, Inc., a Colorado corporation (the "Borrower"), the guarantors from time to time party thereto and Regions Bank, as Lender. Capitalized terms used but not otherwise defined herein have the meanings provided in the Credit Agreement.

I, _____, being the duly elected and qualified, and acting in my capacity as **[insert title of Authorized Officer]** of the Borrower, hereby certify to the Lender as follows: /

Use following paragraph 1 for Fiscal Year-end financial statements]

1. Attached hereto as Schedule 1 are the annual audited consolidated and consolidating financial statements required to be delivered pursuant to Section 7.1(b) of the Credit Agreement for the Fiscal Year of the Borrower indicated above, together with the audit report and opinion of an independent certified public accountant required to be delivered pursuant to such Section of the Credit Agreement. Such financial statements present fairly, in all material respects, the financial condition of the Credit Parties and Subsidiaries as of the date(s) indicated, together with the results of operations and cash flows of the Credit Parties and Subsidiaries for the period(s) covered thereby, subject only to changes resulting from audit and normal year-end accounting adjustments.

[Use following paragraph 1 for Fiscal Quarter-end financial statements]

1. Attached hereto as Schedule 1 are the quarterly unaudited consolidated and consolidating financial statements required to be delivered pursuant to Section 7.1(a) of the Credit Agreement for the

Fiscal Quarter of the Borrower indicated above. Such financial statements present fairly, in all material respects, the financial condition of the Credit Parties and Subsidiaries as of the date(s) indicated therein, together with the results of operations and cash flows of the Credit Parties and Subsidiaries for the period(s) covered thereby, subject only to changes resulting from audit and normal year-end accounting adjustments.

2. The undersigned has reviewed and is familiar with the terms of the Credit Agreement and has made, or has caused to be made under [his/her] supervision, a detailed review of the transactions and condition (financial or otherwise) of the Borrower and its Subsidiaries during the accounting period covered by such financial statements.

3. A review of the activities of the Borrower and its Subsidiaries during such fiscal period has been made under the supervision of the undersigned with a view to determining whether during such fiscal period the Borrower and each of the other Credit Parties performed and observed all its obligations under the Credit Documents, and

[select one:]

[to the best knowledge of the undersigned, during such fiscal period each of the Credit Parties performed and observed each covenant and condition of the Credit Documents applicable to it, and no Default has occurred and is continuing.]

[/--or--]

[to the best knowledge of the undersigned, the following covenants or conditions have not been performed or observed and the following is a list of each such Default and its nature and status:]

4. The representations and warranties of the Credit Parties contained in the Credit Agreement and in the other Credit Documents are true and correct in all material respects (or all respects if qualified by materiality) on and as of date hereof to the same extent as though made on and as of the date hereof, except to the extent such representations and warranties specifically relate to an earlier date, in which case such representations and warranties were true and correct in all material respects (or all respects if qualified by materiality) on and as of such earlier date.

5. The financial covenant analyses and information set forth on Schedule A attached hereto are true and accurate on and as of the date of this Certificate.

6. Attached hereto as Exhibit B is a summary of all material changes in GAAP, if any, and in the consistent application thereof, the effect on the financial covenants resulting therefrom, and a reconciliation between calculation of the financial covenants (and determination of the applicable pricing level under the definition of "Applicable Margin") before and after giving effect to such changes.

Delivery of an executed counterpart of a signature page of this Compliance Certificate by fax transmission or other electronic mail transmission (e.g., ".pdf" or ".tif") shall be effective as delivery of a manually-executed counterpart of this Compliance Certificate.

[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]

CITIZENS, INC.,
a Colorado corporation

By: _____
Name:
Title:

Exhibit A to Compliance Certificate

Financial Statement Date: [_____, _____]

Capitalized terms used but not defined herein have the meanings set forth in the Credit Agreement. In the event of conflict between the provisions and formulas set forth herein and the provisions and formulas set forth in the Credit Agreement, the provisions and formulas of the Credit Agreement shall prevail.

1. Liquidity

- | | | |
|---|--|---|
| (a) | Available and unencumbered cash held by the Borrower in deposit accounts domiciled in the United States: | \$ _____ |
| (b) | the fair market value of available and unencumbered Cash Equivalents owned by the Borrower and held in securities accounts domiciled in the United States: | \$ _____ |
| (c) | the fair market value of available and unencumbered investment grade, fixed income securities owned by the Borrower and held in securities accounts domiciled in the United States: | \$ _____ |
| (d) | To the extent that any "keep well agreement" is required by any Insurance Regulatory Authority to be in effect, the greater of (x) fifty percent (50%) of the aggregate amount of all obligations thereunder and (y) Five Million Dollars (\$5,000,000): | \$ _____ |
| (e) | Liquidity (1.(a) + (b) + (c) - (d)): | \$ _____ |
| (f) | 1.5 times (x) the aggregate principal outstanding amount of all Revolving Loans, <i>plus</i> (y) the total amount of net obligations under any Swap Agreement (with such amount being determined based on the applicable Swap Termination Value at such time): | \$ _____ |
| Compliance with <u>Section 8.6(a)</u> of the Credit Agreement (the value of 1.(e) is not less than the value of 1.(f)): | | Y <input type="checkbox"/> N <input type="checkbox"/> |
-

2. Consolidated Leverage Ratio

- (a) Consolidated Total Debt as of such date: \$ _____
- (i) All Indebtedness of the Borrower and its Subsidiaries measured on a consolidated basis as of such date: \$ _____
- (ii) Net obligations under any Swap Agreement (with the amount of such Indebtedness being determined based on the applicable Swap Termination Value at such time): \$ _____
- (iii) Solely in respect of clause (ii) above, all Guarantees in respect of clause (ii) above: \$ _____
- (iv) Consolidated Total Debt (2.(a)(i) - (ii) - (iii)): \$ _____
- (b) Consolidated Net Worth as of such date: \$ _____
- (i) Shareholders' Equity of the Borrower and its Subsidiaries (including, for the avoidance of doubt, Regulated Subsidiaries) on that date: \$ _____
- (ii) as applicable, *plus* Accumulated Other Comprehensive Loss or *less* Accumulated Other Comprehensive Income: \$ _____
- (iii) Consolidated Net Worth (2.(b)(i) - (ii)): \$ _____
- (c) Consolidated Total Debt + Consolidated Net Worth (2.(a)(iv) + (b)(iii)): \$ _____
- (d) Consolidated Leverage Ratio ((2.(a)(iv)) / (2.(c))): _____ %
- Maximum Consolidated Leverage Ratio under Section 8.6(b) of the Credit Agreement: 15%
- Compliance with Section 8.6(b) of the Credit Agreement: Y ☐ N ☐

3. Consolidated Net Worth

- (a) Consolidated Net Worth (2.(b)(iii) above): \$ _____
- (b) Consolidated Net Worth of the Borrower and its Subsidiaries (including Regulated Subsidiaries) as of the Closing Date: \$ _____
- (c) Consolidated Net Income of the Borrower and its Subsidiaries (including Regulated Subsidiaries) earned with respect to each full Fiscal Quarter ending after the Closing Date: \$ _____
- (d) increase to shareholder's equity of the Borrower or any Subsidiary resulting from any Equity Transaction of the Borrower and its Subsidiaries (including Regulated Subsidiaries) occurring on or after the Closing Date: \$ _____
- (e) Sum of (75% x 3.(b)) + (50% x 3.(c)) + (100% x 3.(d)): \$ _____
- Compliance with Section 8.6(c) of the Credit Agreement (the value of 3.(a) is not less than the value of 3.(e)): Y ☐ N ☐

4. Statutory Capitalization / Risk Based Capital Ratio

- (a) Authorized Control Level Risk-Based Capital Ratio (as used or defined by the applicable Insurance _____ %

Regulatory Authority) of CICA Life Insurance Company of America:

(b) CICA Life A.I. shall maintain a minimum capital and surplus of no less than the greater of:

- (i) Eighteen Million Dollars (\$18,000,000): \$ _____
- (ii) An amount equal to one-hundred ten percent (110%) of the minimum statutory surplus (i.e., the denominator of the Premium ratio (as used or defined by the applicable Insurance Regulatory Authority) required for CICA Life A.I. to be in compliance with the Premium ratio required by the applicable Insurance Regulatory Authority in effect at any time (which, for the avoidance of doubt, is a Premium ratio of no greater than 7.00:1.00 as of the First Amendment Effective Date): \$ _____

Compliance with Section 8.6(d) of the Credit Agreement:⁶ Y ☐ N ☐

⁶ 350% of company action level (or similar term as used under Applicable Laws or by any applicable Insurance Regulatory Authority) for CICA Life Insurance Company of America.

EXHIBIT 31.1

Certification of Chief Executive Officer Under
Section 302 of the Sarbanes-Oxley Act of 2002

I, Jon Stenberg, Chief Executive Officer and President of Citizens, Inc., certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of Citizens, Inc. ("registrant");
2. Based on my knowledge, this report does not contain any untrue statement of material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's Board of Directors (or persons performing the equivalent functions):
 - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

By: /s/ Jon Stenberg

Jon Stenberg

Chief Executive Officer and President

Date: August 6, 2024

EXHIBIT 31.2

Certification of Chief Financial Officer Under
Section 302 of the Sarbanes-Oxley Act of 2002

I, Jeffery P. Conklin, Vice President, Chief Financial Officer, Chief Investment Officer and Treasurer, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of Citizens, Inc. ("registrant");
2. Based on my knowledge, this report does not contain any untrue statement of material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's Board of Directors (or persons performing the equivalent functions):
 - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

By: /s/ Jeffery P. Conklin

Jeffery P. Conklin
Vice President, Chief Financial Officer,
Chief Investment Officer and Treasurer

Date: August 6, 2024

EXHIBIT 32.1

Certification of Chief Executive Officer of Citizens, Inc. Pursuant to 18 U.S.C. §1350

I, Jon Stenberg, certify that:

In connection with the Quarterly Report on Form 10-Q of Citizens, Inc. (the "Company") for the period ended June 30, 2024, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Jon Stenberg, Chief Executive Officer and President of the Company, certify, pursuant to 18 U.S.C. §1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 that:

1. the Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended; and
2. the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

By: /s/ Jon Stenberg

Name: Jon Stenberg

Title: Chief Executive Officer and President

Date: August 6, 2024

EXHIBIT 32.2

Certification of Chief Financial Officer of Citizens, Inc. Pursuant to 18 U.S.C. §1350

I, Jeffery P. Conklin certify that:

In connection with the Quarterly Report on Form 10-Q of Citizens, Inc. (the "Company") for the period ended June 30, 2024, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Jeffery P. Conklin, Vice President, Chief Financial Officer, Chief Investment Officer and Treasurer of the Company, certify, pursuant to 18 U.S.C. §1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 that:

1. the Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended; and
2. the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

| | |
|--------|--|
| By: | /s/ Jeffery P. Conklin |
| Name: | Jeffery P. Conklin |
| Title: | Vice President, Chief Financial Officer, Chief Investment Officer and Treasurer |
| Date: | August 6, 2024 |