

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 1-10890

**HORACE MANN EDUCATORS CORPORATION**  
(Exact name of registrant as specified in its charter)

Delaware 37-0911756  
(State or other jurisdiction of incorporation or organization) (I.R.S. Employer Identification No.)

1 Horace Mann Plaza , Springfield , Illinois 62715-0001  
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: 217 - 789-2500

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

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, \$0.001 par value	HMN	New York Stock Exchange

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. Yes ☒ 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). Yes ☒ 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	<input checked="" type="checkbox"/>	Accelerated filer	<input type="checkbox"/>
Non-accelerated filer	<input type="checkbox"/>	Smaller reporting company	<input type="checkbox"/>
		Emerging growth company	<input type="checkbox"/>

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 ☐ No ☒

As of July 31, 2024, the registrant had 40,768,813 common shares, \$0.001 par value, outstanding.

HORACE MANN EDUCATORS CORPORATION  
QUARTERLY REPORT ON FORM 10-Q  
FOR THE QUARTERLY PERIOD ENDED June 30, 2024  
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PART I: FINANCIAL INFORMATION

ITEM 1. | Consolidated Financial Statements

HORACE MANN EDUCATORS CORPORATION  
CONSOLIDATED BALANCE SHEETS  
(\$ in millions, except share data)

	June 30, 2024	December 31, 2023
	(Unaudited)	
<b>Assets</b>		
Investments		
Fixed maturity securities, available for sale, at fair value (amortized cost, net 2024, \$ 5,816.5 ; 2023, \$ 5,652.9 )	\$ 5,345.4	\$ 5,235.3
Equity securities at fair value, (cost \$ 101.7 and \$ 86.2 )	82.6	86.2
Limited partnership interests	1,111.7	1,138.8
Policy loans	140.7	141.4
Short-term and other investments	170.6	228.8
Total investments	6,851.0	6,830.5
Cash	14.6	29.7
Deferred policy acquisition costs	341.5	336.3
Reinsurance balances receivable	456.6	480.5
Deposit asset on reinsurance	2,466.2	2,496.6
Intangible assets	163.1	170.3
Goodwill	54.3	54.3
Other assets	390.1	357.6
Separate Account variable annuity assets	3,544.7	3,294.1
Total assets	\$ 14,282.1	\$ 14,049.9
<b>Liabilities and Shareholders' Equity</b>		
Policy liabilities		
Future policy benefit reserves	\$ 1,655.0	\$ 1,761.8
Policyholders' account balances	5,119.0	5,187.0
Unpaid claims and claim expenses	596.6	581.7
Unearned premiums	319.8	300.9
Total policy liabilities	7,690.4	7,831.4
Other policyholder funds	951.1	916.0
Other liabilities	340.6	287.1
Long-term debt	546.5	546.0
Separate Account variable annuity liabilities	3,544.7	3,294.1
Total liabilities	13,073.3	12,874.6
Preferred stock, \$ 0.001 par value, authorized 1,000,000 shares; none issued	—	—
Common stock, \$ 0.001 par value, authorized 75,000,000 shares; issued, 2024, 66,892,799 ; 2023, 66,747,821	0.1	0.1
Additional paid-in capital	515.8	510.9
Retained earnings	1,504.0	1,502.2
Accumulated other comprehensive income (loss), net of tax:		
Net unrealized investment losses on fixed maturity securities	( 370.4 )	( 328.3 )
Net reserve remeasurements attributable to discount rates	95.3	21.9
Net funded status of benefit plans	( 7.6 )	( 7.6 )
Treasury stock, at cost, 2024, 26,051,869 shares; 2023, 25,911,087 shares	( 528.4 )	( 523.9 )
Total shareholders' equity	1,208.8	1,175.3
Total liabilities and shareholders' equity	\$ 14,282.1	\$ 14,049.9

The accompanying Notes are an integral part of these Consolidated Financial Statements.

**HORACE MANN EDUCATORS CORPORATION**  
**CONSOLIDATED STATEMENTS OF OPERATIONS AND COMPREHENSIVE INCOME (LOSS) (UNAUDITED)**  
(\$ in millions, except per share data)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
<b>Statements of Operations</b>				
Revenues				
Net premiums and contract charges earned	\$ 280.9	\$ 260.7	\$ 556.1	\$ 516.6
Net investment income	108.4	108.5	213.8	208.9
Net investment gains (losses)	( 5.9 )	( 17.4 )	( 3.7 )	( 21.3 )
Other income	4.7	4.6	7.9	6.1
Total revenues	388.1	356.4	774.1	710.3
Benefits, losses and expenses				
Benefits, claims and settlement expenses	207.3	205.2	383.6	388.4
Interest credited	53.8	50.7	106.7	99.4
Operating expenses	83.0	80.1	167.5	159.9
DAC amortization expense	27.0	25.4	54.0	49.1
Intangible asset amortization expense	3.7	3.7	7.3	7.4
Interest expense	8.7	6.9	17.4	13.6
Total benefits, losses and expenses	383.5	372.0	736.5	717.8
Income before income taxes	4.6	( 15.6 )	37.6	( 7.5 )
Income tax expense	0.8	( 2.8 )	7.3	( 1.3 )
Net income (loss)	\$ 3.8	\$ ( 12.8 )	\$ 30.3	\$ ( 6.2 )
Net income per share				
Basic	\$ 0.09	\$ ( 0.31 )	\$ 0.74	\$ ( 0.15 )
Diluted	\$ 0.09	\$ ( 0.31 )	\$ 0.73	\$ ( 0.15 )
Weighted average number of shares and equivalent shares				
Basic	41.4	41.3	41.3	41.3
Diluted	41.6	41.4	41.5	41.4
<b>Statements of Comprehensive Income (Loss)</b>				
Net income (loss)	\$ 3.8	\$ ( 12.8 )	\$ 30.3	\$ ( 6.2 )
Other comprehensive income (loss), net of tax:				
Change in net unrealized investment losses on fixed maturity securities	( 22.4 )	( 37.3 )	( 42.1 )	55.9
Change in net reserve remeasurements attributable to discount rates	32.0	25.1	73.4	( 16.1 )
Change in net funded status of benefit plans	—	—	—	—
Other comprehensive income	9.6	( 12.2 )	31.3	39.8
Comprehensive income (loss)	\$ 13.4	\$ ( 25.0 )	\$ 61.6	\$ 33.6

The accompanying Notes are an integral part of these Consolidated Financial Statements.

**HORACE MANN EDUCATORS CORPORATION**  
**CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY (UNAUDITED)**  
(\$ in millions, except per share data)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Common stock, \$ 0.001 par value				
Beginning balance	\$ 0.1	\$ 0.1	\$ 0.1	\$ 0.1
Options exercised	—	—	—	—
Conversion of common stock units	—	—	—	—
Conversion of restricted stock units	—	—	—	—
Ending balance	0.1	0.1	0.1	0.1
Additional paid-in capital				
Beginning balance	513.1	503.1	510.9	502.6
Options exercised and conversion of common and restricted stock units	0.3	0.3	0.2	( 1.1 )
Share-based compensation expense	2.4	2.3	4.7	4.2
Ending balance	515.8	505.7	515.8	505.7
Retained earnings				
Beginning balance	1,514.4	1,505.2	1,502.2	1,512.4
Net income (loss)	3.8	( 12.8 )	30.3	( 6.2 )
Dividends, 2024, \$ 0.34 per share; 2023, \$ 0.33 per share	( 14.2 )	( 13.8 )	( 28.5 )	( 27.6 )
Ending balance	1,504.0	1,478.6	1,504.0	1,478.6
Accumulated other comprehensive income (loss), net of tax:				
Beginning balance	( 292.3 )	( 347.4 )	( 314.0 )	( 399.4 )
Change in net unrealized investment losses on fixed maturity securities	( 22.4 )	( 37.3 )	( 42.1 )	55.9
Change in net reserve remeasurements attributable to discount rates	32.0	25.1	73.4	( 16.1 )
Change in net funded status of benefit plans	—	—	—	—
Ending balance	( 282.7 )	( 359.6 )	( 282.7 )	( 359.6 )
Treasury stock, at cost				
Beginning balance	( 523.9 )	( 521.8 )	( 523.9 )	( 517.4 )
Treasury stock acquired - share repurchase authorization	( 4.5 )	( 1.1 )	( 4.5 )	( 5.5 )
Ending balance	( 528.4 )	( 522.9 )	( 528.4 )	( 522.9 )
Shareholders' equity at end of period	\$ 1,208.8	\$ 1,101.9	\$ 1,208.8	\$ 1,101.9

The accompanying Notes are an integral part of these Consolidated Financial Statements.



**HORACE MANN EDUCATORS CORPORATION**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)**  
(\$ in millions)

	Six Months Ended June 30,	
	2024	2023
Cash flows - operating activities		
Net income (loss)	\$ 30.3	\$ (6.2)
Adjustments to reconcile net income (loss) to net cash provided by operating activities:		
Net investment gains (losses)	3.7	21.3
Depreciation and intangible asset amortization	13.0	12.9
Share-based compensation expense	5.1	4.5
Loss (gain) from equity method investments, net of dividends or distributions	14.7	11.5
Changes in:		
Insurance liabilities	(1.5)	126.8
Amounts due under reinsurance agreements	23.9	14.3
Income tax liabilities	13.9	(15.7)
Other operating assets and liabilities	12.9	(17.3)
Contributions to defined benefits plan	(0.2)	—
Other, net	(1.1)	1.8
Net cash provided by operating activities	114.7	153.9
Cash flows - investing activities		
Fixed maturity securities purchases	(602.2)	(313.7)
Fixed maturity securities sales	193.0	206.2
Fixed maturity securities maturities, paydowns, calls and redemptions	248.1	133.9
Equity securities purchases	(1.5)	(1.7)
Equity securities sales and repayments	—	9.8
Limited partnership interests purchases	(37.1)	(110.2)
Limited partnership interests sales	49.4	8.3
Change in short-term and other investments, net	63.2	22.8
Other-net	(0.1)	—
Net cash used in investing activities	(87.2)	(44.6)
Cash flows - financing activities		
Dividends paid to shareholders	(27.8)	(27.0)
Treasury stock acquired	(4.5)	(5.5)
Proceeds from exercise of stock options	1.1	—
Withholding tax payments on RSUs tendered	(1.7)	(1.8)
Annuity contracts: variable, fixed and FHLB funding agreements:		
Deposits	409.9	418.4
Benefits, withdrawals and net transfers to Separate Account variable annuity assets	(288.2)	(309.6)
Repayment of FHLB funding agreements	(155.0)	(85.0)
Life policy accounts deposits, withdrawals, and surrenders	5.9	4.3
Change in deposit asset on reinsurance	(30.5)	(52.7)
Net increase (decrease) in reverse repurchase agreements	45.0	(70.0)
Change in book overdrafts	3.2	(0.1)
Net cash used in financing activities	(42.6)	(129.0)
Net decrease in cash	(15.1)	(19.7)
Cash at beginning of period	29.7	42.8
Cash at end of period	\$ 14.6	\$ 23.1

The accompanying Notes are an integral part of these Consolidated Financial Statements.



**HORACE MANN EDUCATORS CORPORATION**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)**

## **NOTE 1 - Basis of Presentation and Significant Accounting Policies**

### **Business**

Horace Mann Educators Corporation is a holding company for insurance subsidiaries that market and underwrite personal lines of property and casualty insurance products (primarily personal lines of auto and property insurance), life insurance products, retirement products (primarily tax-qualified fixed and variable annuities), worksite direct insurance products (primarily cancer, heart, hospital, supplemental disability and accident coverages), and employer-sponsored group benefit products (primarily short-term and long-term group disability, and group term life coverages), primarily to K-12 teachers, administrators and other employees of public schools and their families (collectively, HMEC, the Company or Horace Mann).

The Company conducts and manages its business in four reporting segments: (1) Property & Casualty, (2) Life & Retirement, (3) Supplemental & Group Benefits and (4) Corporate & Other.

### **Basis of Presentation**

The accompanying Consolidated Financial Statements have been prepared in conformity with accounting principles generally accepted in the United States of America (GAAP) and with the rules and regulations of the Securities and Exchange Commission (SEC). Certain information and disclosures normally included in annual financial statements prepared in conformity with GAAP, but are not required for interim reporting purposes, have been omitted. These Consolidated Financial Statements and Notes thereto should be read in conjunction with the Consolidated Financial Statements and Notes thereto included in Part II - Item 8 of the Company's Annual Report on Form 10-K for the year ended December 31, 2023. The results of operations for the three and six months ended June 30, 2024 are not necessarily indicative of the results to be expected for the full year.

The accompanying Consolidated Financial Statements and Notes thereto are unaudited and reflect all adjustments (generally consisting only of normal recurring accruals) which are, in the opinion of management, necessary for the fair presentation of the consolidated financial position, results of operations and cash flows for the interim periods. The Company's significant accounting policies are summarized in Part II - Item 8, Note 1 of the Consolidated Financial Statements in the Company's Annual Report on Form 10-K for the year ended December 31, 2023.

The Company has reclassified the presentation of certain prior period information to conform to the current year's presentation.

### **Consolidation**

All intercompany transactions and balances between HMEC and its subsidiaries and affiliates have been eliminated.

### **Use of Estimates**

The preparation of consolidated financial statements in conformity with 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 reporting date of the consolidated financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

The most significant critical accounting estimates include valuation of hard-to-value fixed maturity securities, evaluation of credit loss impairments for fixed maturity securities, valuation of future policy benefit reserves, and valuation of liabilities for property and casualty unpaid claims and claim expense reserves.

### **Future Adoption of New Accounting Standards**

#### *Improvements to Reportable Segment Disclosures*

In November 2023, the FASB issued ASU 2023-07, Segment Reporting (Topic 280): Improvements to Reportable Segment Disclosures. This update will improve reportable segment disclosure requirements, primarily through

## NOTE 1 - Basis of Presentation and Significant Accounting Policies (continued)

enhanced disclosures about significant segment expenses. ASU 2023-07 includes: 1) a requirement to disclose significant segment expenses that are regularly provided to the chief operating decision maker (CODM) and included within each reported measure of segment profit or loss, 2) a requirement to disclose an amount for other segment items by reportable segment and a description of its composition, 3) a requirement to disclose a reportable segments profit or loss and assets currently required by Topic 280 in interim periods, 4) clarifies that in addition to the measure that is most consistent with the measurement principles under generally accepted accounting principles (GAAP), a public entity is not precluded from reporting additional measures of a segment's profit or loss that are used by the CODM in assessing segment performance and deciding how to allocate resources, and 5) a requirement to disclose the title and position of the CODM and an explanation of how the CODM uses the reported measure(s) of segment profit or loss in assessing segment performance and deciding how to allocate resources.

This guidance will be effective for the Company for annual periods beginning after December 15, 2023 and interim periods beginning after December 15, 2024. Early adoption is permitted. The guidance will have no net impact on the Company's consolidated financial position, results of operations, or cash flows.

### Improvements to Income Tax Disclosures

In December 2023, the FASB issued ASU 2023-09, Income Taxes (Topic 740): Improvements to Income Tax Disclosures. This update will improve the transparency of income tax disclosures by requiring (1) consistent categories and greater disaggregation of information in the rate reconciliation and (2) income taxes paid disaggregated by jurisdiction. It also includes certain other amendments to improve the effectiveness of income tax disclosures.

This guidance will be effective for the Company for annual periods beginning after December 15, 2024 and interim periods beginning after December 15, 2025. Early adoption is permitted. The guidance will have no net impact on the Company's consolidated financial position, results of operations, or cash flows.

## NOTE 2 - Investments

### Net Investment Income

The components of net investment income for the following periods were as follows:

(\$ in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Fixed maturity securities	\$ 72.0	\$ 65.2	\$ 142.4	\$ 132.9
Equity securities	1.4	0.7	2.6	3.4
Limited partnership interests	8.2	15.7	14.4	20.1
Short-term and other investments	4.3	3.5	9.0	7.0
Investment expenses	( 3.2 )	( 2.6 )	( 5.8 )	( 6.2 )
Net investment income - investment portfolio	82.7	82.5	162.6	157.2
Investment income - deposit asset on reinsurance	25.7	26.0	51.2	51.7
Total net investment income	\$ 108.4	\$ 108.5	\$ 213.8	\$ 208.9

### Net Investment Gains (Losses)

Net investment gains (losses) for the following periods were as follows:

(\$ in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Fixed maturity securities	\$ ( 2.3 )	\$ ( 14.7 )	\$ ( 3.3 )	\$ ( 17.1 )
Equity securities	( 2.1 )	( 3.5 )	0.5	( 4.5 )
Short-term investments and other	( 1.5 )	0.8	( 0.9 )	0.3
Net investment gains (losses)	\$ ( 5.9 )	\$ ( 17.4 )	\$ ( 3.7 )	\$ ( 21.3 )

## NOTE 2 - Investments (continued)

The Company, from time to time, sells fixed maturity securities subsequent to the reporting date but prior to the issuance of the financial statements that were in an unrealized loss position but no credit loss was recognized and there was no intent to sell the securities at the reporting date. Such sales are due to issuer-specific events occurring subsequent to the reporting date that result in a change in the Company's intent to sell a fixed maturity security. The types of events that may result in a sale include significant changes in the economic facts and circumstances related to the invested asset, significant unforeseen changes in liquidity needs, or changes in the Company's investment strategy.

### Net Investment Gains (Losses) by Transaction Type

The breakdown of net investment gains (losses) by transaction type for the following periods were as follows:

(\$ in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Credit loss impairments	\$ 0.9	\$ (0.5)	\$ —	\$ (0.5)
Intent-to-sell impairments	—	(6.1)	—	(6.1)
Total impairments	0.9	(6.6)	—	(6.6)
Sales and other, net	(3.2)	(19.3)	(3.3)	(21.7)
Change in fair value - equity securities	(2.1)	7.7	0.5	6.7
Change in fair value and gains (losses) realized on settlements - derivatives	(1.5)	0.8	(0.9)	0.3
Net investment gains (losses)	<u>\$ (5.9)</u>	<u>\$ (17.4)</u>	<u>\$ (3.7)</u>	<u>\$ (21.3)</u>

### Allowance for Credit Loss Impairments on Fixed Maturity Securities

The following table presents changes in the allowance for credit loss impairments on fixed maturity securities classified as available for sale for the category of other asset-backed securities (no other categories of fixed maturity securities have an allowance for credit loss impairments):

(\$ in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Beginning balance	\$ 2.1	\$ 1.2	\$ 1.2	\$ 1.2
Credit losses on fixed maturity securities for which credit losses were not previously reported	0.8	0.5	1.7	0.5
Net increase related to credit losses previously reported	(0.9)	—	(0.9)	—
Reduction of credit allowances related to sales	(0.9)	—	(0.9)	—
Write-offs	—	(0.5)	—	(0.5)
Ending balance	<u>\$ 1.1</u>	<u>\$ 1.2</u>	<u>\$ 1.1</u>	<u>\$ 1.2</u>

## NOTE 2 - Investments (continued)

### Fixed Maturity Securities

The Company's investment portfolio is comprised primarily of fixed maturity securities. Amortized cost, net, gross unrealized investment gains (losses) and fair values of all fixed maturity securities in the portfolio were as follows:

(\$ in millions)	Amortized Cost, net	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
June 30, 2024				
Fixed maturity securities				
U.S. Government and federally sponsored agency obligations:				
Mortgage-backed securities	\$ 742.0	\$ 2.6	\$ 75.4	\$ 669.2
Other, including U.S. Treasury securities	441.3	0.1	67.9	373.5
Municipal bonds	1,259.3	19.5	102.1	1,176.7
Foreign government bonds	23.1	—	1.1	22.0
Corporate bonds	2,073.4	14.9	242.1	1,846.2
Other asset-backed securities	1,277.4	11.1	30.7	1,257.8
Totals	<u>\$ 5,816.5</u>	<u>\$ 48.2</u>	<u>\$ 519.3</u>	<u>\$ 5,345.4</u>
December 31, 2023				
Fixed maturity securities				
U.S. Government and federally sponsored agency obligations:				
Mortgage-backed securities	\$ 713.4	\$ 4.4	\$ 64.6	\$ 653.2
Other, including U.S. Treasury securities	450.8	0.8	62.8	388.8
Municipal bonds	1,333.4	28.6	91.9	1,270.1
Foreign government bonds	23.1	—	1.0	22.1
Corporate bonds	1,969.9	23.1	220.3	1,772.7
Other asset-backed securities	1,162.3	6.0	39.9	1,128.4
Totals	<u>\$ 5,652.9</u>	<u>\$ 62.9</u>	<u>\$ 480.5</u>	<u>\$ 5,235.3</u>

## NOTE 2 - Investments (continued)

The following table presents the fair value and gross unrealized losses for fixed maturity securities in an unrealized loss position as of June 30, 2024 and December 31, 2023, respectively. The Company views the decrease in fair value of all of the fixed maturity securities with unrealized losses as of June 30, 2024 as due to factors other than a credit loss. As of June 30, 2024, the Company has not made the decision to sell and it is not more likely than not the Company will be required to sell the fixed maturity securities with unrealized losses before a recovery of the amortized cost basis. In reaching our conclusion that an allowance for credit is unnecessary, we considered the factors described in the evaluation of credit loss impairments for fixed maturity securities critical accounting estimate in our Annual Report on Form 10-K. In the current six months ended June 30, 2024, the performance of fixed maturity securities has been impacted by the change in interest rates, specifically interest rates being at relatively high levels compared to interest rates at the time of acquisition of the securities. In consideration of the factors, we expect to receive cash flows sufficient to recover the entire amortized cost basis of the securities in the following table.

(\$ in millions)	12 Months or Less		More than 12 Months		Total	
	Fair Value	Gross Unrealized Losses	Fair Value	Gross Unrealized Losses	Fair Value	Gross Unrealized Losses
June 30, 2024						
Fixed maturity securities						
U.S. Government and federally sponsored agency obligations:						
Mortgage-backed securities	\$ 81.7	\$ 0.8	\$ 475.2	\$ 74.6	\$ 556.9	\$ 75.4
Other	62.5	0.6	302.0	67.4	364.5	68.0
Municipal bonds	140.9	1.7	700.9	100.3	841.8	102.0
Foreign government bonds	—	—	22.0	1.1	22.0	1.1
Corporate bonds	348.4	21.8	1,114.1	220.3	1,462.5	242.1
Other asset-backed securities	134.0	0.4	474.8	30.3	608.8	30.7
Total	<u>\$ 767.5</u>	<u>\$ 25.3</u>	<u>\$ 3,089.0</u>	<u>\$ 494.0</u>	<u>\$ 3,856.5</u>	<u>\$ 519.3</u>
Number of positions with a gross unrealized loss	438		2,161		2,599	
Fair value as a percentage of total fixed maturity securities at fair value	14.4 %		57.8 %		72.2 %	
December 31, 2023						
Fixed maturity securities						
U.S. Government and federally sponsored agency obligations:						
Mortgage-backed securities	\$ 45.3	\$ 0.8	\$ 458.5	\$ 63.8	\$ 503.8	\$ 64.6
Other	39.5	0.4	288.0	62.4	327.5	62.8
Municipal bonds	64.5	0.9	724.6	91.0	789.1	91.9
Foreign government bonds	1.5	—	20.6	1.0	22.1	1.0
Corporate bonds	195.0	25.4	1,171.3	194.9	1,366.3	220.3
Other asset-backed securities	133.4	0.8	752.5	39.1	885.9	39.9
Total	<u>\$ 479.2</u>	<u>\$ 28.3</u>	<u>\$ 3,415.5</u>	<u>\$ 452.2</u>	<u>\$ 3,894.7</u>	<u>\$ 480.5</u>
Number of positions with a gross unrealized loss	195		2,305		2,500	
Fair value as a percentage of total fixed maturity securities at fair value	9.2 %		65.2 %		74.4 %	

## NOTE 2 - Investments (continued)

With regards to fixed maturity securities that had gross unrealized losses more than 12 months, the number of positions by their respective credit ratings were as follows:

	Number of Positions	
	June 30, 2024	December 31, 2023
Credit Rating		
AAA	185	226
AA	983	1,006
A	397	423
BBB	419	448
Total investment grade	1,984	2,103
BB	75	93
B	36	39
CCC or lower	4	7
Total below investment grade	115	139
Not rated	62	63
Totals:	2,161	2,305

Fixed maturity securities with an investment grade rating represented 96.4 % of the gross unrealized losses as of June 30, 2024. For the same reasons discussed above, we expect to receive cash flow sufficient to recover the entire amortized cost basis of the securities in the previous table.

### *Maturities of Fixed Maturity Securities*

The following table presents the distribution of the Company's fixed maturity securities portfolio by estimated expected maturity. Estimated expected maturities differ from contractual maturities, reflecting assumptions regarding borrowers' utilization of the right to call or prepay obligations with or without call or prepayment penalties. For structured securities, estimated expected maturities consider broker-dealer survey prepayment assumptions and are verified for consistency with the interest rate and economic environments.

(\$ in millions)	June 30, 2024		
	Amortized Cost, net	Fair Value	Percent of Total Fair Value
Estimated expected maturity:			
Due in 1 year or less	\$ 296.6	\$ 292.4	5.5 %
Due after 1 year through 5 years	1,497.3	1,451.5	27.1 %
Due after 5 years through 10 years	1,524.5	1,449.0	27.1 %
Due after 10 years through 20 years	1,452.8	1,289.1	24.1 %
Due after 20 years	1,045.3	863.4	16.2 %
Total	\$ 5,816.5	\$ 5,345.4	100.0 %
Average option-adjusted duration, in years			
	5.8		

## NOTE 2 - Investments (continued)

### Sales of Fixed Maturity and Equity Securities

Proceeds received from sales of fixed maturity and equity securities, each determined using the specific identification method, and gross gains and gross losses realized as a result of those sales for each period were as follows:

(\$ in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Fixed maturity securities				
Proceeds received	\$ 105.1	\$ 143.5	\$ 193.0	\$ 206.2
Gross gains realized	0.7	0.3	2.0	0.6
Gross losses realized	( 3.9 )	( 8.4 )	( 5.3 )	( 11.1 )
Equity securities				
Proceeds received	\$ —	\$ 9.8	\$ —	\$ 9.8
Gross gains realized	—	—	—	—
Gross losses realized	—	( 11.3 )	—	( 11.3 )

### Net Unrealized Investment Gains (Losses) on Fixed Maturity Securities

The following table reconciles net unrealized investment gains (losses) on fixed maturity securities, net of tax, included in AOCI:

(\$ in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Net unrealized investment gains (losses) on fixed maturity securities, net of tax				
Beginning of period	\$ ( 348.0 )	\$ ( 356.4 )	\$ ( 328.3 )	\$ ( 449.6 )
Change in net unrealized investment gains (losses) on fixed maturity securities	( 24.1 )	( 48.9 )	( 44.6 )	42.4
Reclassification of net investment losses on fixed maturity securities to net income	1.7	11.6	2.5	13.5
End of period	\$ ( 370.4 )	\$ ( 393.7 )	\$ ( 370.4 )	\$ ( 393.7 )

### Limited Partnership Interests

Investments in limited partnership interests are accounted for using the equity method of accounting (EMA) and include interests in commercial mortgage loan funds, real estate equity funds, private equity funds, infrastructure equity funds, infrastructure debt funds and other funds. Principal factors influencing carrying amount appreciation or depreciation include operating performance, comparable public company earnings multiples, capitalization rates and the economic environment. The carrying amounts of EMA limited partnership interests were as follows:

(\$ in millions)	June 30, 2024	December 31, 2023
Commercial mortgage loan funds	\$ 626.9	\$ 660.8
Real estate equity funds	102.9	109.2
Private equity funds	99.8	92.7
Infrastructure equity funds	79.4	77.2
Infrastructure debt funds	64.4	59.1
Other funds <sup>(1)</sup>	138.3	139.8
Total	\$ 1,111.7	\$ 1,138.8

<sup>(1)</sup> Other funds consist primarily of limited partnership interests in corporate mezzanine, venture capital and private credit funds.

## NOTE 2 - Investments (continued)

### Offsetting of Assets and Liabilities

The Company's derivatives are subject to enforceable master netting arrangements. Collateral support agreements associated with each master netting arrangement provides that the Company will receive or pledge financial collateral in the event minimum thresholds have been reached. The Company's reverse repurchase agreements are also subject to enforceable master netting arrangements but there was no offsetting in their presentation in the Company's Consolidated Balance Sheets. Information regarding the Company's derivatives is contained in Part II - Item 8, Note 4 in the Company's Annual Report on Form 10-K for the year ended December 31, 2023. The following table presents instruments that were subject to a master netting arrangement for the Company.

(\$ in millions)				Net Amounts of Assets/ Liabilities Presented in the Consolidated Balance Sheets		Gross Amounts Not Offset in the Consolidated Balance Sheets			
	Gross Amounts	Gross Amounts Offset in the Consolidated Balance Sheets				Financial Instruments		Cash Collateral Received	Net Amount
June 30, 2024									
Asset derivatives:									
Free-standing derivatives	\$ 19.4	\$ —	\$ 19.4	\$ —	\$ 20.2	\$ (0.8)			
December 31, 2023									
Asset derivatives:									
Free-standing derivatives	\$ 19.0	\$ —	\$ 19.0	\$ —	\$ 18.5	\$ 0.5			

### Reverse Repurchase Agreements

In connection with reverse repurchase agreements, the Company transfers primarily U.S. government, government agency and corporate securities and receives cash. For reverse repurchase agreements, the Company receives cash in an amount equal to at least 95 % of the fair value of the securities transferred, and the agreements with third parties contain contractual provisions to allow for additional collateral to be obtained when necessary. The Company accounts for reverse repurchase agreements as secured borrowings. The securities transferred under reverse repurchase agreements are included in Fixed maturity securities with the obligation to repurchase those securities reported in Other liabilities on the Company's Consolidated Balance Sheets. The fair value of the securities transferred was \$ 46.9 million as of June 30, 2024 and \$ 0.0 million as of December 31, 2023. The obligation for securities sold under reverse repurchase agreements was a net amount of \$ 45.0 million as of June 30, 2024 and \$ 0.0 million December 31, 2023.

### Deposits

As of June 30, 2024 and December 31, 2023, fixed maturity securities with a fair value of \$ 27.0 million and \$ 29.2 million were on deposit with governmental agencies as required by law in various states for which the insurance subsidiaries of HMEC conduct business. In addition, as of June 30, 2024 and December 31, 2023, fixed maturity securities with a fair value of \$ 1,006.3 million and \$ 987.2 million, respectively, were on deposit with the Federal Home Loan Bank of Chicago (FHLB) as collateral for amounts subject to funding agreements, advances and borrowings which were equal to \$ 939.5 million as of June 30, 2024 and \$ 904.5 million as of December 31, 2023. The deposited securities are reported as Fixed maturity securities on the Company's Consolidated Balance Sheets.

## NOTE 3 - Fair Value of Financial Instruments

The Company is required to disclose estimated fair values for certain financial and nonfinancial assets and liabilities. Fair values of the Company's insurance contracts other than annuity contracts (which are investment contracts) and EMA limited partnership interests are not required to be disclosed. However, the estimated fair values of liabilities under all insurance contracts are taken into consideration in the Company's overall management of interest rate risk through appropriate matching of investment maturities with amounts due under insurance contracts.

Information regarding the three-level fair value hierarchy presented below and the valuation methodologies utilized by the Company to estimate fair values at each reporting date is included in Part II - Item 8, Note 3 of the



## NOTE 3 - Fair Value of Financial Instruments (continued)

Consolidated Financial Statements in the Company's Annual Report on Form 10-K for the year ended December 31, 2023.

### Financial Instruments Measured and Carried at Fair Value on a Recurring Basis

The following table presents the Company's fair value hierarchy for financial assets and financial liabilities measured and carried at fair value on a recurring basis. During the six months ended June 30, 2024 and 2023, there were no transfers between Level 1 and Level 2. As of June 30, 2024 and December 31, 2023, Level 3 invested assets comprised 9.5 % of the Company's total investment portfolio at fair value.

(\$ in millions)	Fair Value Measurements at				
	Carrying Amount	Fair Value	Reporting Date Using		
			Level 1	Level 2	Level 3
June 30, 2024					
Financial Assets					
Investments					
Fixed maturity securities					
U.S. Government and federally sponsored agency obligations:					
Mortgage-backed securities	\$ 669.2	\$ 669.2	\$ —	\$ 669.2	\$ —
Other, including U.S. Treasury securities	373.5	373.5	24.6	348.9	—
Municipal bonds	1,176.7	1,176.7	—	1,104.6	72.1
Foreign government bonds	22.0	22.0	—	22.0	—
Corporate bonds	1,846.2	1,846.2	8.6	1,471.2	366.4
Other asset-backed securities	1,257.8	1,257.8	—	1,172.4	85.4
Total fixed maturity securities	5,345.4	5,345.4	33.2	4,788.3	523.9
Equity securities	82.6	82.6	17.7	62.2	2.7
Short-term investments	72.7	72.7	72.7	—	—
Other investments	19.4	19.4	—	19.4	—
Totals	\$ 5,520.1	\$ 5,520.1	\$ 123.6	\$ 4,869.9	\$ 526.6
Separate Account variable annuity assets <sup>(1)</sup>	\$ 3,544.7	\$ 3,544.7	\$ 3,544.7	\$ —	\$ —
Financial Liabilities <sup>(2)</sup>	\$ 81.8	\$ 81.8	\$ —	\$ 3.9	\$ 77.9
December 31, 2023					
Financial Assets					
Investments					
Fixed maturity securities					
U.S. Government and federally sponsored agency obligations:					
Mortgage-backed securities	\$ 653.2	\$ 653.2	\$ —	\$ 653.2	\$ —
Other, including U.S. Treasury securities	388.8	388.8	45.6	343.2	—
Municipal bonds	1,270.1	1,270.1	—	1,196.1	74.0
Foreign government bonds	22.1	22.1	—	22.1	—
Corporate bonds	1,772.7	1,772.7	10.1	1,420.1	342.5
Other asset-backed securities	1,128.4	1,128.4	—	1,030.9	97.5
Total fixed maturity securities	5,235.3	5,235.3	55.7	4,665.6	514.0
Equity securities	86.2	86.2	17.9	63.8	4.5
Short-term investments	132.9	132.9	132.9	—	—
Other investments	19.0	19.0	—	19.0	—
Totals	\$ 5,473.4	\$ 5,473.4	\$ 206.5	\$ 4,748.4	\$ 518.5
Separate Account (variable annuity) assets <sup>(1)</sup>	\$ 3,294.1	\$ 3,294.1	\$ 3,294.1	\$ —	\$ —
Financial Liabilities <sup>(2)</sup>	\$ 86.0	\$ 86.0	\$ —	\$ 3.6	\$ 82.4

<sup>(1)</sup> Separate Account variable annuity assets represent contractholder funds invested in various actively traded mutual funds that have daily quoted net asset values that are readily determinable for identical assets that the Company can access. Separate Account variable annuity liabilities are equal to the estimated fair value of the Separate Account variable annuity assets.

<sup>(2)</sup> Represents embedded derivatives related to fixed indexed annuity and indexed universal life products reported in Future policy benefit reserves and Other policyholder funds as well as net MRBs reported in Policyholders' account balances in the Company's Consolidated Balance Sheets.



## NOTE 3 - Fair Value of Financial Instruments (continued)

### Changes in Level 3 Fair Value Measurements

The reconciliation for all financial assets and financial liabilities measured at fair value on a recurring basis using significant unobservable inputs (Level 3) were as follows:

(\$ in millions)	Financial Assets						Financial Liabilities <sup>(1)</sup>	
	Municipal Bonds	Corporate Bonds	Mortgage-Backed and Other Asset-Backed Securities <sup>(2)</sup>	Total Fixed Maturity Securities	Equity Securities	Total		
Beginning balance, April 1, 2024	\$ 73.2	\$ 345.5	\$ 88.7	\$ 507.4	\$ 2.5	\$ 509.9	\$	80.8
Transfers into Level 3 <sup>(3)</sup>	—	—	—	—	—	—	—	—
Transfers out of Level 3 <sup>(3)</sup>	—	—	—	—	—	—	—	—
Total gains or losses								
Net investment gains (losses) included in net income	—	( 0.8 )	0.8	—	0.2	0.2		—
Net investment (gains) losses included in net income related to financial liabilities	—	—	—	—	—	—		( 0.3 )
Net unrealized gains (losses) included in OCI	( 0.7 )	0.4	( 0.9 )	( 1.2 )	—	( 1.2 )		0.1
Purchases	—	27.6	1.8	29.4	—	29.4		—
Issuances	—	—	—	—	—	—		1.4
Sales	—	—	—	—	—	—		—
Settlements	—	—	—	—	—	—		—
Paydowns, maturities and distributions	( 0.4 )	( 6.3 )	( 5.0 )	( 11.7 )	—	( 11.7 )		( 4.1 )
Ending balance, June 30, 2024	<u>\$ 72.1</u>	<u>\$ 366.4</u>	<u>\$ 85.4</u>	<u>\$ 523.9</u>	<u>\$ 2.7</u>	<u>\$ 526.6</u>	<u>\$</u>	<u>77.9</u>
Beginning balance, January 1, 2024	\$ 74.0	\$ 342.5	\$ 97.5	\$ 514.0	\$ 4.5	\$ 518.5	\$	82.4
Transfers into Level 3 <sup>(3)</sup>	—	—	—	—	—	—	—	—
Transfers out of Level 3 <sup>(3)</sup>	—	( 4.4 )	—	( 4.4 )	—	( 4.4 )	—	—
Total gains or losses								
Net investment gains (losses) included in net income	—	( 0.8 )	0.8	—	0.3	0.3		—
Net investment (gains) losses included in net income related to financial liabilities	—	—	—	—	—	—		1.0
Net unrealized gains (losses) included in OCI	( 1.4 )	( 0.2 )	1.5	( 0.1 )	—	( 0.1 )		—
Purchases	—	41.7	1.8	43.5	—	43.5		—
Issuances	—	—	—	—	—	—		2.8
Sales	—	—	—	—	—	—		—
Settlements	—	—	—	—	—	—		—
Paydowns, maturities and distributions	( 0.5 )	( 12.4 )	( 16.2 )	( 29.1 )	( 2.1 )	( 31.2 )		( 8.3 )
Ending balance, June 30, 2024	<u>\$ 72.1</u>	<u>\$ 366.4</u>	<u>\$ 85.4</u>	<u>\$ 523.9</u>	<u>\$ 2.7</u>	<u>\$ 526.6</u>	<u>\$</u>	<u>77.9</u>

<sup>(1)</sup> Represents embedded derivatives related to fixed indexed annuity and indexed universal life products reported in Future policy benefit reserves and Other policyholder funds as well as net MRBs reported in Policyholders' account balances in the Company's Consolidated Balance Sheets.

<sup>(2)</sup> Includes U.S. Government and federally sponsored agency obligations for mortgage-backed securities and other asset-backed securities.

<sup>(3)</sup> Transfers into and out of Level 3 during the three and six months ended June 30, 2024 were related to changes in the primary pricing source and changes in observability of external information used in determining fair value. The Company's policy is to recognize transfers into and out of the levels as having occurred at the end of the reporting period in which the transfers were determined.

## NOTE 3 - Fair Value of Financial Instruments (continued)

(\$ in millions)	Financial Assets							Financial Liabilities <sup>(1)</sup>
			Mortgage-Backed and Other Asset-Backed Securities <sup>(2)</sup>	Total Fixed Maturity Securities	Equity Securities	Total		
Beginning balance, April 1, 2023	\$ 55.4	\$ 284.0	\$ 104.6	\$ 444.0	\$ 2.0	\$ 446.0	\$ 91.2	
Transfers into Level 3 <sup>(3)</sup>	—	30.2	0.4	30.6	—	30.6	—	
Transfers out of Level 3 <sup>(3)</sup>	—	—	—	—	—	—	—	
Total gains or losses								
Net investment gains (losses) included in net income	—	—	—	—	—	—	—	
Net investment (gains) losses included in net income related to financial liabilities	—	—	—	—	—	—	( 3.4 )	
Net unrealized gains (losses) included in OCI	( 0.8 )	( 2.2 )	( 0.7 )	( 3.7 )	—	( 3.7 )	( 0.9 )	
Purchases	9.5	6.6	—	16.1	—	16.1	—	
Issuances	—	—	—	—	—	—	2.2	
Sales	—	( 5.1 )	—	( 5.1 )	—	( 5.1 )	—	
Settlements	—	—	—	—	—	—	—	
Paydowns, maturities and distributions	( 0.2 )	( 2.0 )	( 2.9 )	( 5.1 )	—	( 5.1 )	( 5.5 )	
Ending balance, June 30, 2023	<u>\$ 63.9</u>	<u>\$ 311.5</u>	<u>\$ 101.4</u>	<u>\$ 476.8</u>	<u>\$ 2.0</u>	<u>\$ 478.8</u>	<u>\$ 83.6</u>	
Beginning balance, January 1, 2023	\$ 54.4	\$ 261.3	\$ 107.6	\$ 423.3	\$ 2.0	\$ 425.3	\$ 91.3	
Transfers into Level 3 <sup>(3)</sup>	—	36.1	0.8	36.9	—	36.9	—	
Transfers out of Level 3 <sup>(3)</sup>	—	—	—	—	—	—	—	
Total gains or losses								
Net investment gains (losses) included in net income	—	—	—	—	—	—	—	
Net investment (gains) losses included in net income related to financial liabilities	—	—	—	—	—	—	( 2.5 )	
Net unrealized gains/losses included in OCI	0.5	( 1.2 )	( 1.1 )	( 1.8 )	—	( 1.8 )	( 0.6 )	
Purchases	9.5	25.6	0.3	35.4	—	35.4	—	
Issuances	—	—	—	—	—	—	4.3	
Sales	—	( 7.7 )	—	( 7.7 )	—	( 7.7 )	—	
Settlements	—	—	—	—	—	—	—	
Paydowns, maturities and distributions	( 0.5 )	( 2.6 )	( 6.2 )	( 9.3 )	—	( 9.3 )	( 8.9 )	
Ending balance, June 30, 2023	<u>\$ 63.9</u>	<u>\$ 311.5</u>	<u>\$ 101.4</u>	<u>\$ 476.8</u>	<u>\$ 2.0</u>	<u>\$ 478.8</u>	<u>\$ 83.6</u>	

<sup>(1)</sup> Represents embedded derivatives related to fixed indexed annuity and indexed universal life products reported in Future policy benefit reserves and Other policyholder funds as well as net MRBs reported in Policyholders' account balances in the Company's Consolidated Balance Sheets.

<sup>(2)</sup> Includes U.S. Government and federally sponsored agency obligations for mortgage-backed securities and other asset-backed securities.

<sup>(3)</sup> Transfers into and out of Level 3 during the three and six months ended June 30, 2023 were attributable to changes in the availability of observable market information for individual fixed maturity securities. The Company's policy is to recognize transfers into and out of the levels as having occurred at the end of the reporting period in which the transfers were determined

For the three and six months ended June 30, 2024, the Company had net gains of \$ 0.2 million and \$ 0.3 million with respect to Level 3 financial assets. For the three and six months ended June 30, 2023, the Company had no net gains or losses with respect to Level 3 financial assets.

For the three and six months ended June 30, 2024, the Company had net gains of \$ 0.3 million and net loss of \$ 1.0 million, respectively, that were included in net income and were attributable to changes in the fair value of Level 3 financial liabilities. For the three and six months ended June 30, 2023, the Company had net gains of \$ 3.4 million and \$ 2.5 million, respectively, that were included in net income and were attributable to changes in the fair value of Level 3 financial liabilities.

## NOTE 3 - Fair Value of Financial Instruments (continued)

### Level 3 Assets and Liabilities by Price Source

The table below presents the balances of Level 3 assets and liabilities measured at fair value with their corresponding pricing sources:

(\$ in millions)	Total		Internal		External	
June 30, 2024						
Financial Assets						
Fixed maturity securities						
U.S. Government and federally sponsored agency obligations:						
Mortgage-backed securities	\$	—	\$	—	\$	—
Municipal bonds		72.1		—		72.1
Corporate bonds		366.4		219.2		147.2
Other asset-backed securities		85.4		—		85.4
Total fixed maturity securities		523.9		219.2		304.7
Equity securities		2.7		—		2.7
Totals	\$	526.6	\$	219.2	\$	307.4
Financial Liabilities <sup>(1)</sup>	\$	77.9	\$	77.9	\$	—
December 31, 2023						
Financial Assets						
Fixed maturity securities						
U.S. Government and federally sponsored agency obligations:						
Mortgage-backed securities	\$	—	\$	—	\$	—
Municipal bonds		74.0		—		74.0
Corporate bonds		342.5		180.4		162.1
Other asset-backed securities		97.5		—		97.5
Total fixed maturity securities		514.0		180.4		333.6
Equity securities		4.5		—		4.5
Totals	\$	518.5	\$	180.4	\$	338.1
Financial Liabilities <sup>(1)</sup>	\$	82.4	\$	82.4	\$	—

<sup>(1)</sup> Represents embedded derivatives related to fixed indexed annuity and indexed universal life products reported in Future policy benefit reserves and Other policyholder funds as well as net MRBs reported in Policyholders' account balances in the Company's Consolidated Balance Sheets.

External pricing sources for securities represent prices from prior transactions or unadjusted third-party pricing information where pricing inputs are not readily available.

### Quantitative Information about Level 3 Fair Value Measurements

The following table provides quantitative information about the significant unobservable inputs for recurring fair value measurements categorized with Level 3.

(\$ in millions)					
	Fair Value as of June 30, 2024	Valuation Technique(s)	Unobservable Inputs	Range (Weighted Average) and Single Point Best Estimate <sup>(1)</sup>	Impact of Increase in Input on Fair Value
Financial Assets					
Corporate bonds	\$ 219.2	discounted cash flow	yield	4.6 % - 16.4 %	decrease
		discounted cash flow	option adjusted spread	313 bps - 839 bps	decrease
Financial Liabilities					
Derivatives embedded in fixed indexed annuity products	\$ 84.1	discounted cash flow	lapse rate	5.9 %	decrease
			mortality multiplier <sup>(2)</sup>	69.4 %	decrease
			option budget	0.9 % - 3.8 %	increase
			non-performance adjustment <sup>(3)</sup>	5.0 %	decrease
Net MRBs	\$ ( 6.2 )	discounted cash flow	lapse rate	5.9 %	decrease
			mortality multiplier <sup>(2)</sup>	69.4 %	increase

<sup>(1)</sup> When a range of unobservable inputs is not readily available, the Company uses a single point best estimate.

<sup>(2)</sup> Mortality multiplier is applied to the Annuity 2000 table.

<sup>(3)</sup> Determined as a percentage of the risk-free rate.

## NOTE 3 - Fair Value of Financial Instruments (continued)

The valuation techniques and significant unobservable inputs used in the fair value measurement for financial assets and financial liabilities classified as Level 3 are subject to the processes as described in Part II - Item 8, Note 3 in the Company's Annual Report on Form 10-K for the year ended December 31, 2023. Generally, valuation techniques for corporate bonds include using discounted cash flow techniques where the unobservable input is the yield. The yield used for the valuation of these fixed maturity securities is less observable than securities classified as Level 2.

### Financial Instruments Not Carried at Fair Value

The Company has various other financial assets and financial liabilities used in the normal course of business that are not carried at fair value, but for which fair value disclosure is required. These financial assets and financial liabilities are further described in Part II - Item 8, Note 3 in the Company's Annual Report on Form 10-K for the year ended December 31, 2023. The following table presents the carrying amount and fair value of the Company's financial assets and financial liabilities not carried at fair value and the level within the fair value hierarchy at which such financial assets and liabilities are categorized.

(\$ in millions)	Carrying Amount	Fair Value	Fair Value Measurements at Reporting Date Using		
			Level 1	Level 2	Level 3
June 30, 2024					
Financial Assets					
Other investments	\$ 219.1	\$ 222.5	\$ —	\$ 35.3	\$ 187.2
Deposit asset on reinsurance	2,466.2	2,148.0	—	—	2,148.0
Financial Liabilities					
Policyholders' account balances	5,037.3	4,747.1	—	—	4,747.1
Reverse repurchase agreement	45.0	46.9	—	46.9	—
Other policyholder funds	951.1	951.1	—	943.7	7.4
Long-term debt	546.5	569.6	—	569.6	—
December 31, 2023					
Financial Assets					
Other investments	\$ 218.4	\$ 221.7	\$ —	\$ 33.8	\$ 187.9
Deposit asset on reinsurance	2,496.6	2,259.6	—	—	2,259.6
Financial Liabilities					
Policyholders' account balances	4,996.3	4,861.8	—	—	4,861.8
Other policyholder funds	916.0	916.0	—	908.7	7.3
Long-term debt	546.0	571.4	—	571.4	—

## NOTE 4 - Short-Duration Insurance Contracts

### Property & Casualty Unpaid Claims and Claim Expense Reserves

The following table is a summary reconciliation of the beginning and ending Property & Casualty unpaid claims and claim expense reserves for the periods indicated. The table presents reserves on both a gross and net (after reinsurance) basis. The total net Property & Casualty insurance claims and claim expense incurred amounts are reflected in the Consolidated Statements of Operations and Comprehensive Income (Loss). The end of period gross reserves (before reinsurance balances and reinsurance recoverable balances) are reflected on a gross basis in the Consolidated Balance Sheets.

(\$ in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Property & Casualty				
Beginning gross reserves	\$ 418.2	\$ 397.8	\$ 416.8	\$ 388.7
Less: reinsurance recoverables	103.6	101.3	104.0	100.8
Net reserves, beginning of period <sup>(1)</sup>	314.6	296.5	312.8	287.9
Incurred claims and claim expenses:				
Claims occurring in the current period	159.0	152.0	283.7	280.8
Increase (decrease) in estimated reserves for claims occurring in prior period <sup>(2)</sup>	( 6.2 )	—	( 6.2 )	—
Total claims and claim expenses incurred	152.8	152.0	277.5	280.8
Claims and claim expense payments for claims occurring during:				
Current period	94.2	90.2	138.7	130.8
Prior periods	42.0	46.8	120.4	126.4
Total claims and claim expense payments	136.2	137.0	259.1	257.2
Net reserves, end of period <sup>(1)</sup>	331.2	311.5	331.2	311.5
Plus: reinsurance recoverables	101.7	104.3	101.7	104.3
Ending gross reserves	\$ 432.9	\$ 415.8	\$ 432.9	\$ 415.8

<sup>(1)</sup> Reserves net of expected reinsurance recoverables.

<sup>(2)</sup> Shows the amounts by which the Company increased (decreased) its reserves in each of the periods indicated for claims occurring in previous periods to reflect subsequent information on such claims and changes in their projected final settlement costs - also known as prior years' reserve development.

The company recognized \$ 6.2 million of net favorable prior years' reserve development for the three and six months ended June 30, 2024. There was no prior years' reserve development for Property & Casualty claims for the three and six months ended June 30, 2023. The net favorable development for the six months ended June 30, 2024 was primarily a result of favorable loss trends in auto for accident years 2023 and prior.

### Group Benefits Unpaid Claims and Claim Expense Reserves

The following table is a summary reconciliation of the beginning and ending Group Benefits unpaid claims and claim expense reserves for the periods indicated. The table presents reserves on both a gross and net (after reinsurance). The total net Group Benefits insurance claims and claim expense incurred amounts are reflected in the Consolidated Statements of Operations and Comprehensive Income (Loss). The end of period gross reserves (before reinsurance balances and reinsurance recoverable balances) are reflected on a gross basis in the Consolidated Balance Sheets.



## NOTE 4 - Short-Duration Insurance Contracts (continued)

(\$ in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Group Benefits				
Beginning gross reserves	\$ 114.3	\$ 120.3	\$ 116.6	\$ 121.6
Less: reinsurance recoverables	27.6	28.0	27.7	27.9
Net reserves, beginning of period <sup>(1)</sup>	86.7	92.3	88.9	93.7
Incurred claims and claim expenses:				
Claims occurring in the current period	19.4	20.8	39.6	41.0
Increase (decrease) in estimated reserves for claims occurring in prior periods <sup>(2)</sup>	( 3.3 )	( 3.0 )	( 9.4 )	( 7.9 )
Total claims and claim expenses incurred	16.1	17.8	30.2	33.1
Claims and claim expense payments for claims occurring during:				
Current period	8.2	8.9	12.1	13.1
Prior periods	6.5	7.6	18.9	20.0
Total claims and claim expense payments	14.7	16.5	31.0	33.1
Net reserves, end of period <sup>(1)</sup>	88.1	93.7	88.1	93.7
Plus: reinsurance recoverables	28.0	28.2	28.0	28.2
Ending gross reserves	\$ 116.1	\$ 121.9	\$ 116.1	\$ 121.9

<sup>(1)</sup> Reserves net of expected reinsurance recoverables.

<sup>(2)</sup> Shows the amounts by which the Company increased (decreased) its reserves in each of the periods indicated for claims occurring in previous periods to reflect subsequent information on such claims and changes in their projected final settlement costs - also known as prior years' reserve development.

Favorable prior years' reserve development for Group Benefits was \$ 3.3 million and \$ 3.0 million for the three months ended June 30, 2024 and 2023 and \$ 9.4 million and \$ 7.9 million for the six months ended June 30, 2024 and 2023, respectively. The favorable development for the six months ended June 30, 2024 was primarily the result of favorable loss trends in group life and disability for loss years 2023 and prior. The favorable development for the six months ended June 30, 2023 was primarily the result of favorable loss trends in specialty health and group life and disability for loss years 2023 and prior.

### Reconciliation of Property & Casualty and Group Benefits Unpaid Claims and Claim Expense Reserves to the Consolidated Balance Sheets

(\$ in millions)	As of December 31,	
	As of June 30, 2024	2023
Ending gross reserves		
Property & Casualty	\$ 432.9	\$ 416.8
Group Benefits	116.1	116.6
Total short-duration insurance contracts	549.0	533.4
Other than short-duration <sup>(1)</sup>	47.6	48.3
Total unpaid claims and claims expenses	\$ 596.6	\$ 581.7

<sup>(1)</sup> This line includes Life & Retirement, Supplemental, and other certain group benefit reserves.

## Note 5 - Long-Duration Insurance Contracts

### Liability for Future Policy Benefits

As of and for the three and six months ended June 30, 2024 and 2023, the Company updated the net premium ratio when updating for actual historical experience for the quarter; future cash flow assumptions were reviewed but not changed.

The following tables summarize balances and changes in LFPB for traditional and limited-payment contracts.

## NOTE 5 - Long-Duration Insurance Contracts (continued)

The balances of and changes in LFPB as of and for the three months ended June 30, 2024 were as follows:

(\$ in millions)						
	Whole Life	Term Life	Experience Life <sup>(1)</sup>	Limited-Pay Whole Life	Supplemental Health <sup>(2)</sup>	SPIA (life contingent)
Present value of expected net premiums:						
Balance at April 1, 2024	\$ 215.5	\$ 237.7	\$ 69.0	\$ 31.9	\$ 179.5	\$ —
April 1, 2024 balance at original discount rate	244.0	259.4	66.1	34.2	214.6	—
Effect of:						
Change in cash flow assumptions	—	—	—	—	—	—
Actual variances from expected experience	0.9	( 0.2 )	1.1	( 0.1 )	2.9	—
Adjusted balance at April 1, 2024	244.9	259.2	67.2	34.1	217.5	—
Issuances <sup>(3)</sup>	3.0	6.2	—	1.0	4.6	0.5
Interest accruals <sup>(4)</sup>	1.8	2.7	1.0	0.4	1.7	—
Net premiums collected <sup>(5)</sup>	( 2.2 )	( 6.3 )	( 1.8 )	( 1.0 )	( 6.0 )	( 0.5 )
June 30, 2024 balance at original discount rate	247.5	261.8	66.4	34.5	217.8	—
Effect of changes in discount rate assumptions	( 32.5 )	( 25.3 )	1.6	( 2.5 )	( 37.6 )	—
Balance at June 30, 2024	215.0	236.5	68.0	32.0	180.2	—
Present value of expected future policy benefits:						
Balance at April 1, 2024	503.8	366.1	849.6	87.2	411.6	101.3
April 1, 2024 balance at original discount rate	592.0	411.1	791.7	107.3	510.5	110.3
Effect of:						
Changes in cash flow assumptions	—	—	—	—	—	—
Actual variances from expected experience	0.9	( 0.5 )	1.6	( 0.1 )	2.9	( 0.2 )
Adjusted balance at April 1, 2024	592.9	410.6	793.3	107.2	513.4	110.1
Issuances	3.0	6.4	—	1.1	4.6	0.5
Interest accruals	4.9	4.0	11.6	1.1	3.6	1.0
Benefit payments <sup>(6)</sup>	( 2.6 )	( 3.6 )	( 16.5 )	( 0.6 )	( 15.9 )	( 2.8 )
June 30, 2024 balance at original discount rate	598.2	417.4	788.4	108.8	505.7	108.8
Effect of changes in discount rate assumptions	( 103.3 )	( 53.0 )	36.9	( 23.2 )	( 105.0 )	( 10.3 )
Balance at June 30, 2024	494.9	364.4	825.3	85.6	400.7	98.5
Net liability for future policy benefits	280.0	127.8	757.3	53.6	220.4	98.5
Less: Reinsurance recoverable	( 60.9 )	( 19.3 )	( 1.0 )	( 1.2 )	( 3.8 )	( 3.5 )
Net liability for future policy benefits, after reinsurance recoverable	219.1	108.5	756.3	52.4	216.6	95.0
Impact of flooring on net liability for future policy benefits	—	—	—	—	—	—
Net liability for future policy benefits at June 30, 2024	\$ 219.1	\$ 108.5	\$ 756.3	\$ 52.4	\$ 216.6	\$ 95.0

<sup>(1)</sup> Experience Life contains both whole life and term elements.

<sup>(2)</sup> As of June 30, 2024, the net LFPB for Supplemental Health was \$ 108.9 million for cancer, \$ 20.2 million for accident, \$ 25.7 million for disability and \$ 118.5 million for other supplemental health policies.

<sup>(3)</sup> Issuances are calculated at present value, using the original discount rate, of the expected net premiums or the expected future policy benefits related to new policies issued during the current period.

<sup>(4)</sup> Interest accruals represent the interest earned on the beginning present value of either the expected net premiums or the expected future policy benefits using the original interest rate.

<sup>(5)</sup> Net premiums collected represent the product of the current period net premium ratio and the gross premiums collected during the period of in force business.

<sup>(6)</sup> Benefit payments represent the release of the present value, using the original discount rate, of the expected future policy benefits due to death, lapse/withdrawal and maturity payments based on revised expected assumptions.

## NOTE 5 - Long-Duration Insurance Contracts (continued)

The balances of and changes in LFPB as of and for the six months ended June 30, 2024 were as follows:

(\$ in millions)					Experience	Limited-Pay	Supplemental	SPIA (life
	Whole Life	Term Life		Life <sup>(1)</sup>	Whole Life	Health <sup>(2)</sup>	contingent)	
Present value of expected net premiums:								
Balance at January 1, 2024	\$ 223.2	\$ 240.0	\$ 71.7	\$ 32.2	\$ 182.0	\$ —		
January 1, 2024 balance at original discount rate	247.1	256.6	67.0	33.9	213.4	—		
Effect of:								
Change in cash flow assumptions	—	—	—	—	—	—		
Actual variances from expected experience	1.2	0.1	1.0	0.1	3.1	—		
Adjusted balance at January 1, 2024	248.3	256.7	68.0	34.0	216.5	—		
Issuances <sup>(3)</sup>	5.5	12.3	—	2.0	10.2	1.1		
Interest accruals <sup>(4)</sup>	3.7	5.3	1.9	0.7	3.3	—		
Net premiums collected <sup>(5)</sup>	( 10.0 )	( 12.5 )	( 3.5 )	( 2.2 )	( 12.2 )	( 1.1 )		
June 30, 2024 balance at original discount rate	247.5	261.8	66.4	34.5	217.8	—		
Effect of changes in discount rate assumptions	( 32.5 )	( 25.3 )	1.6	( 2.5 )	( 37.6 )	—		
Balance at June 30, 2024	215.0	236.5	68.0	32.0	180.2	—		
Present value of expected future policy benefits:								
Balance at January 1, 2024	522.0	370.1	883.0	89.6	427.6	104.2		
January 1, 2024 balance at original discount rate	592.1	405.4	797.5	105.6	517.9	111.4		
Effect of:								
Changes in cash flow assumptions	—	—	—	—	—	—		
Actual variances from expected experience	1.4	0.5	1.6	—	3.0	0.1		
Adjusted balance at January 1, 2024	593.5	405.9	799.1	105.6	520.9	111.5		
Issuances	5.5	12.6	—	2.1	10.2	1.1		
Interest accruals	9.7	7.9	23.4	2.1	7.2	2.1		
Benefit payments <sup>(6)</sup>	( 10.5 )	( 9.0 )	( 34.1 )	( 1.0 )	( 32.6 )	( 5.9 )		
June 30, 2024 balance at original discount rate	598.2	417.4	788.4	108.8	505.7	108.8		
Effect of changes in discount rate assumptions	( 103.3 )	( 53.0 )	36.9	( 23.2 )	( 105.0 )	( 10.3 )		
Balance at June 30, 2024	494.9	364.4	825.3	85.6	400.7	98.5		
Net liability for future policy benefits	280.0	127.8	757.3	53.6	220.4	98.5		
Less: Reinsurance recoverable	( 60.9 )	( 19.3 )	( 1.0 )	( 1.2 )	( 3.8 )	( 3.5 )		
Net liability for future policy benefits, after reinsurance recoverable	219.1	108.5	756.3	52.4	216.6	95.0		
Impact of flooring on net liability for future policy benefits	—	—	—	—	—	—		
Net liability for future policy benefits at June 30, 2024	\$ 219.1	\$ 108.5	\$ 756.3	\$ 52.4	\$ 216.6	\$ 95.0		

<sup>(1)</sup> Experience Life contains both whole life and term elements.

<sup>(2)</sup> As of June 30, 2024, the net LFPB for Supplemental Health was \$ 108.9 million for cancer, \$ 20.2 million for accident, \$ 25.7 million for disability and \$ 118.5 million for other supplemental health policies.

<sup>(3)</sup> Issuances are calculated at present value, using the original discount rate, of the expected net premiums or the expected future policy benefits related to new policies issued during the current period.

<sup>(4)</sup> Interest accruals represent the interest earned on the beginning present value of either the expected net premiums or the expected future policy benefits using the original interest rate.

<sup>(5)</sup> Net premiums collected represent the product of the current period net premium ratio and the gross premiums collected during the period of in force business.

<sup>(6)</sup> Benefit payments represent the release of the present value, using the original discount rate, of the expected future policy benefits due to death, lapse/withdrawal and maturity payments based on revised expected assumptions.

## NOTE 5 - Long-Duration Insurance Contracts (continued)

The balances of and changes in LFPB as of and for the year ended December 31, 2023 were as follows:

(\$ in millions)					Experience	Limited-Pay	Supplemental	SPIA (life
	Whole Life	Term Life		Life <sup>(1)</sup>	Whole Life	Health <sup>(2)</sup>	contingent)	
Present value of expected net premiums:								
Balance at January 1, 2023	\$ 215.1	\$ 234.7	\$ 68.3	\$ 29.7	\$ 167.4	\$ —		
January 1, 2023 balance at original discount rate	245.9	265.4	65.5	32.4	205.1	—		
Effect of:								
Change in cash flow assumptions	—	( 16.8 )	3.7	( 0.2 )	6.5	—		
Actual variances from expected experience	3.8	( 2.7 )	0.7	1.0	( 1.6 )	—		
Adjusted balance at January 1, 2023	249.7	245.9	69.9	33.2	210.0	—		
Issuances <sup>(3)</sup>	10.8	25.2	—	4.3	19.4	5.6		
Interest accruals <sup>(4)</sup>	7.2	10.3	3.7	1.2	6.0	—		
Net premiums collected <sup>(5)</sup>	( 20.6 )	( 24.8 )	( 6.6 )	( 4.8 )	( 22.0 )	( 5.6 )		
December 31, 2023 balance at original discount rate	247.1	256.6	67.0	33.9	213.4	—		
Effect of changes in discount rate assumptions	( 23.9 )	( 16.6 )	4.7	( 1.7 )	( 31.4 )	—		
Balance at December 31, 2023	223.2	240.0	71.7	32.2	182.0	—		
Present value of expected future policy benefits:								
Balance at January 1, 2023	493.6	347.0	867.5	79.4	431.7	103.3		
January 1, 2023 balance at original discount rate	581.9	401.0	805.2	98.6	537.1	113.4		
Effect of:								
Changes in cash flow assumptions	( 0.6 )	( 16.7 )	5.0	( 0.2 )	8.9	—		
Actual variances from expected experience	4.0	1.3	1.1	1.0	( 2.4 )	( 0.8 )		
Adjusted balance at January 1, 2023	585.3	385.6	811.3	99.4	543.6	112.6		
Issuances	10.7	25.8	—	4.3	19.4	6.3		
Interest accruals	19.0	15.2	47.4	3.9	14.4	4.4		
Benefit payments <sup>(6)</sup>	( 22.9 )	( 21.2 )	( 61.2 )	( 2.0 )	( 59.5 )	( 11.9 )		
December 31, 2023 balance at original discount rate	592.1	405.4	797.5	105.6	517.9	111.4		
Effect of changes in discount rate assumptions	( 70.1 )	( 35.3 )	85.5	( 16.0 )	( 90.3 )	( 7.2 )		
Balance at December 31, 2023	522.0	370.1	883.0	89.6	427.6	104.2		
Net liability for future policy benefits	298.8	130.2	811.3	57.4	245.6	104.2		
Less: Reinsurance recoverable	( 64.3 )	( 19.1 )	( 1.0 )	( 1.2 )	( 4.0 )	( 3.6 )		
Net liability for future policy benefits, after reinsurance recoverable	234.5	111.1	810.3	56.2	241.6	100.6		
Impact of flooring on net liability for future policy benefits	—	—	—	—	—	—		
Net liability for future policy benefits at December 31, 2023	\$ 234.5	\$ 111.1	\$ 810.3	\$ 56.2	\$ 241.6	\$ 100.6		

<sup>(1)</sup> Experience Life contains both whole life and term elements.

<sup>(2)</sup> As of December 31, 2023, the net LFPB for Supplemental Health was \$ 92.7 million for cancer, \$ 21.4 million for accident, \$ 23.5 million for disability and \$ 104.0 million for other supplemental health policies.

<sup>(3)</sup> Issuances are calculated at present value, using the original discount rate, of the expected net premiums or the expected future policy benefits related to new policies issued during the current period.

<sup>(4)</sup> Interest accruals represent the interest earned on the beginning present value of either the expected net premiums or the expected future policy benefits using the original interest rate.

<sup>(5)</sup> Net premiums collected represent the product of the current period net premium ratio and the gross premiums collected during the period of in force business.

<sup>(6)</sup> Benefit payments represent the release of the present value, using the original discount rate, of the expected future policy benefits due to death, lapse/withdrawal and maturity payments based on revised expected assumptions.

## NOTE 5 - Long-Duration Insurance Contracts (continued)

The following table reconciles the net LFPB to LFPB in the Consolidated Balance Sheets. DPL for single premium and immediate annuity products is presented together with LFPB in the Consolidated Balance Sheets:

(\$ in millions)	June 30, 2024	December 31, 2023
Whole life	\$ 280.0	\$ 298.8
Term life	127.8	130.2
Experience life	757.3	811.3
Limited-pay whole life	53.6	57.4
Supplemental health	220.4	245.6
SPIA (life contingent)	98.5	104.2
Limited-pay whole life DPL	4.5	4.1
SPIA (life contingent) DPL	1.4	1.3
Reconciling items <sup>(1)</sup>	111.5	108.9
Total	<u>\$ 1,655.0</u>	<u>\$ 1,761.8</u>

<sup>(1)</sup> Reconciling items primarily relate to products not in scope of ASU 2018-12 and return of premium reserves.

The following table summarizes the amount of revenue and interest related to traditional and limited-payment contracts recognized in the Consolidated Statements of Operations and Comprehensive Income (Loss):

(\$ in millions)	Gross premiums or assessments		Gross premiums or assessments	
	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Whole life	\$ 6.9	\$ 6.7	\$ 13.8	\$ 13.3
Term life	11.0	11.4	22.2	22.2
Experience life	7.7	7.9	15.4	16.1
Limited-pay whole life	1.6	1.7	3.4	3.3
Supplemental health	30.0	30.0	60.4	59.7
SPIA (life contingent)	0.5	1.4	1.7	3.6
Total	<u>\$ 57.7</u>	<u>\$ 59.1</u>	<u>\$ 116.9</u>	<u>\$ 118.2</u>

(\$ in millions)	Interest expense		Interest expense	
	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Whole life	\$ 3.0	\$ 2.9	\$ 6.0	\$ 5.8
Term life	1.3	1.2	2.6	2.4
Experience life	10.8	10.9	21.6	21.9
Limited-pay whole life	0.7	0.7	1.4	1.3
Supplemental health	1.9	2.1	3.9	4.3
SPIA (life contingent)	1.1	1.1	2.2	2.2
Total	<u>\$ 18.8</u>	<u>\$ 18.9</u>	<u>\$ 37.7</u>	<u>\$ 37.9</u>

## NOTE 5 - Long-Duration Insurance Contracts (continued)

The following table provides the amount of undiscounted and discounted expected gross premiums and expected future benefits and expenses for traditional and limited-payment contracts:

(\$ in millions)	As of				As of			
	June 30, 2024				December 31, 2023			
	Undiscounted		Discounted		Undiscounted		Discounted	
Whole life								
Expected future gross premiums	\$	476.1	\$	328.9	\$	478.8	\$	325.0
Expected future benefits and expenses		1,157.9		598.2		1,152.8		592.1
Term life								
Expected future gross premiums		703.7		456.4		689.0		449.4
Expected future benefits and expenses		708.0		417.4		682.7		405.4
Experience Life								
Expected future gross premiums		512.5		287.2		530.0		296.1
Expected future benefits and expenses		1,669.4		788.4		1,703.1		797.5
Limited-pay whole life								
Expected future gross premiums		67.4		50.8		64.7		49.1
Expected future benefits and expenses		253.7		108.8		244.9		105.6
Supplemental health								
Expected future gross premiums		1,624.2		1,188.1		1,624.1		1,192.5
Expected future benefits and expenses		710.5		505.7		719.4		517.9
SPIA (life contingent)								
Expected future gross premiums		—		—		—		—
Expected future benefits and expenses		152.9		108.8		156.1		111.4

For the six months ended June 30, 2024 and for the year ended December 31, 2023, net premiums exceeded gross premiums for several cohorts in the Whole Life and Term Life product lines. This resulted in an immaterial change to current period benefit expense for both periods.

The following table summarizes the ranges of actual experience and expected experience for mortality and lapses of LFPB:

	June 30, 2024					
	Whole Life	Term Life	Experience Life	Limited-Pay Whole Life	SPIA (life contingent)	
Mortality						
Actual experience	0.7 %	0.1 % - 0.3 %	1.9 %	0.2 %		N.M.
Expected experience	0.7 %	0.1 % - 0.8 %	1.7 %	0.3 %		N.M.
Lapses						
Actual experience	2.9 %	3.7 % - 28.6 %	3.0 %	3.5 %		N.M.
Expected experience	4.4 %	5.4 % - 12.8 %	3.0 %	4.7 %		N.M.
	June 30, 2023					
	Whole Life	Term Life	Experience Life	Limited-Pay Whole Life	SPIA (life contingent)	
Mortality						
Actual experience	0.7 %	0.1 % - 0.4 %	1.7 %	0.1 %		N.M.
Expected experience	0.7 %	0.1 % - 1.2 %	1.6 %	0.2 %		N.M.
Lapses						
Actual experience	3.4 %	3.6 % - 5.6 %	3.1 %	3.6 %		N.M.
Expected experience	4.7 %	5.6 % - 25.9 %	3.1 %	5.2 %		N.M.

## NOTE 5 - Long-Duration Insurance Contracts (continued)

The following table provides the weighted-average durations of LFPB, in years:

	As of June 30,	
	2024	2023
Whole life	17.8	18.0
Term life	16.6	16.4
Experience life	10.3	10.5
Limited-pay whole life	21.7	22.2
Supplemental health	11.0	10.3
SPIA (life contingent)	7.6	7.7

The following table provides ranges of the weighted-average interest rates for LFPB:

	As of June 30,	
	2024	2023
Whole life		
Interest accretion rate	1.7 % - 4.9 %	1.7 % - 4.9 %
Current discount rate	4.8 % - 5.6 %	4.7 % - 5.2 %
Term life		
Interest accretion rate	4.2 % - 4.2 %	4.1 % - 4.3 %
Current discount rate	5.4 % - 5.5 %	5.2 % - 5.2 %
Experience life		
Interest accretion rate	6.1 %	6.1 %
Current discount rate	5.6 %	5.2 %
Limited-pay whole life		
Interest accretion rate	4.0 %	3.9 %
Current discount rate	5.7 %	5.2 %
Supplemental health		
Interest accretion rate	1.7 % - 2.7 %	1.7 % - 2.7 %
Current discount rate	5.6 % - 5.7 %	5.2 % - 5.3 %
SPIA (life contingent)		
Interest accretion rate	1.7 % - 4.1 %	1.7 % - 4.1 %
Current discount rate	5.4 % - 5.5 %	5.2 % - 5.2 %

## NOTE 5 - Long-Duration Insurance Contracts (continued)

### Liability for Policyholders' Account Balances

The Company recognizes a liability for policyholders' account balances. The following tables summarize balances of and changes in policyholders' account balances:

(\$ in millions)	Three Months Ended June 30, 2024					
	Indexed Universal Life	Experience Life	Fixed Account Annuities	Fixed Indexed Account Annuities	SPIA (non-life contingent)	
Balance at April 1, 2024	\$ 61.0	\$ 60.1	\$ 4,519.9	\$ 437.4	\$ 31.6	
Premiums received <sup>(1)</sup>	\$ 4.9	\$ ( 0.2 )	\$ 42.8	\$ 4.1	\$ 0.1	
Surrenders and withdrawals <sup>(2)</sup>	( 0.3 )	( 0.8 )	( 86.4 )	( 13.5 )	( 0.3 )	
Benefit payments <sup>(3)</sup>	—	( 0.4 )	( 16.3 )	( 0.8 )	( 1.3 )	
Net transfers from (to) separate account	—	—	6.3	( 0.6 )	—	
Interest credited <sup>(4)</sup>	0.8	0.8	41.3	3.2	0.3	
Other	( 1.2 )	( 0.1 )	1.9	( 3.2 )	—	
Balance at June 30, 2024	\$ 65.2	\$ 59.4	\$ 4,509.5	\$ 426.6	\$ 30.4	
Weighted-average crediting rate	5.2 %	5.5 %	3.7 %	3.0 %	3.9 %	
Net amount at risk <sup>(5)</sup>	\$ —	\$ —	\$ 30.9	\$ —	\$ —	
Cash surrender value	\$ 47.1	\$ 58.8	\$ 4,466.3	\$ 428.4	\$ 31.4	

(\$ in millions)	Three Months Ended June 30, 2023					
	Indexed Universal Life	Experience Life	Fixed Account Annuities	Fixed Indexed Account Annuities	SPIA (non-life contingent)	
Balance at April 1, 2023	\$ 49.9	\$ 63.5	\$ 4,577.4	\$ 498.4	\$ 33.8	
Premiums received <sup>(1)</sup>	\$ 3.1	\$ ( 0.2 )	\$ 59.0	\$ 5.4	\$ 1.0	
Surrenders and withdrawals <sup>(2)</sup>	( 0.3 )	( 0.6 )	( 103.9 )	( 18.6 )	( 0.1 )	
Benefit payments <sup>(3)</sup>	—	( 0.4 )	( 17.8 )	( 0.9 )	( 1.4 )	
Net transfers from (to) separate account	( 0.2 )	—	7.9	( 2.4 )	—	
Interest credited <sup>(4)</sup>	0.2	0.7	39.8	0.9	0.2	
Other	( 0.7 )	—	1.1	( 1.6 )	—	
Balance at June 30, 2023	\$ 52.0	\$ 63.0	\$ 4,563.5	\$ 481.2	\$ 33.5	
Weighted-average crediting rate	1.6 %	4.5 %	3.5 %	0.7 %	2.4 %	
Net amount at risk <sup>(5)</sup>	\$ —	\$ —	\$ 16.2	\$ —	\$ —	
Cash surrender value	\$ 32.9	\$ 62.8	\$ 4,650.8	\$ 486.7	\$ 33.7	

<sup>(1)</sup> Premiums received represents premiums collected from policyholder during the period of in force business.

<sup>(2)</sup> Surrenders and withdrawals represent reductions to the policyholders' account balance due to policyholders surrendering the policy or withdrawing funds from the account balance.

<sup>(3)</sup> Benefit payments represent benefits due under contract that were paid to a policyholder during the periods.

<sup>(4)</sup> Interest credited represents interest earned and credited to policyholders' account balance during the periods.

<sup>(5)</sup> Net amount at risk represents guaranteed benefit amounts less current policyholders' account balance at the reporting date.



## NOTE 5 - Long-Duration Insurance Contracts (continued)

(\$ in millions)	Six Months Ended June 30, 2024				
	Indexed Universal Life	Experience Life	Fixed Account Annuities	Fixed Indexed Account Annuities	SPIA (non-life contingent)
Balance at January 1, 2024	\$ 57.8	\$ 61.2	\$ 4,556.0	\$ 449.0	\$ 32.6
Premiums received <sup>(1)</sup>	\$ 8.8	\$ (0.3)	\$ 91.8	\$ 7.7	\$ 0.9
Surrenders and withdrawals <sup>(2)</sup>	(0.8)	(2.1)	(198.6)	(26.8)	(0.9)
Benefit payments <sup>(3)</sup>	—	(0.9)	(36.9)	(1.6)	(2.7)
Net transfers from (to) separate account	(0.1)	—	8.2	(1.4)	—
Interest credited <sup>(4)</sup>	1.6	1.5	83.0	5.9	0.5
Other	(2.1)	—	6.0	(6.2)	—
Balance at June 30, 2024	\$ 65.2	\$ 59.4	\$ 4,509.5	\$ 426.6	\$ 30.4
Weighted-average crediting rate	5.4 %	5.0 %	3.7 %	2.7 %	3.1 %
Net amount at risk <sup>(5)</sup>	\$ —	\$ —	\$ 30.9	\$ —	\$ —
Cash surrender value	\$ 47.1	\$ 58.8	\$ 4,466.3	\$ 428.4	\$ 31.4
(\$ in millions)	Six Months Ended June 30, 2023				
	Indexed Universal Life	Experience Life	Fixed Account Annuities	Fixed Indexed Account Annuities	SPIA (non-life contingent)
Balance at January 1, 2023	\$ 47.6	\$ 64.3	\$ 4,591.1	\$ 510.3	\$ 34.4
Premiums received <sup>(1)</sup>	\$ 6.7	\$ (0.4)	\$ 113.9	\$ 10.5	\$ 2.1
Surrenders and withdrawals <sup>(2)</sup>	(0.7)	(1.5)	(202.0)	(32.5)	(0.2)
Benefit payments <sup>(3)</sup>	—	(0.9)	(36.9)	(1.5)	(3.1)
Net transfers from (to) separate account	(0.2)	—	14.5	(3.3)	—
Interest credited <sup>(4)</sup>	0.2	1.5	79.9	0.9	0.5
Other	(1.6)	—	3.0	(3.2)	(0.2)
Balance at June 30, 2023	\$ 52.0	\$ 63.0	\$ 4,563.5	\$ 481.2	\$ 33.5
Weighted-average crediting rate	0.8 %	4.8 %	3.6 %	0.4 %	3.0 %
Net amount at risk <sup>(5)</sup>	\$ —	\$ —	\$ 16.2	\$ —	\$ —
Cash surrender value	\$ 32.9	\$ 62.8	\$ 4,650.8	\$ 486.7	\$ 33.7

<sup>(1)</sup> Premiums received represents premiums collected from policyholder during the period of in force business.

<sup>(2)</sup> Surrenders and withdrawals represent reductions to the policyholders' account balance due to policyholders surrendering the policy or withdrawing funds from the account balance.

<sup>(3)</sup> Benefit payments represent benefits due under contract that were paid to a policyholder during the periods.

<sup>(4)</sup> Interest credited represents interest earned and credited to policyholders' account balance during the periods.

<sup>(5)</sup> Net amount at risk represents guaranteed benefit amounts less current policyholders' account balance at the reporting date.

The following table reconciles policyholders' account balances to the policyholders' account balance liability in the Consolidated Balances Sheets:

(\$ in millions)	June 30, 2024	December 31, 2023
Indexed universal life	\$ 65.2	\$ 57.8
Experience Life	59.4	61.2
Fixed account annuities	4,509.5	4,556.0
Fixed indexed account annuities	426.6	449.0
SPIA (non-life contingent)	30.4	32.6
Reconciling items <sup>(1)</sup>	27.9	30.4
Total	\$ 5,119.0	\$ 5,187.0

<sup>(1)</sup> Reconciling items primarily relate to FIA reserves net of account balances, miscellaneous fixed annuity reserves, personal promise accounts and MRBs.

## NOTE 5 - Long-Duration Insurance Contracts (continued)

The following tables present the gross account values by range of guaranteed minimum crediting rates and the related range of difference, in basis points, between rates being credited to policyholders and the respective guaranteed minimums:

(\$ in millions)	June 30, 2024				
	At Guaranteed Minimum	1 - 50 Basis Points Above	51 - 150 Basis Points Above	Greater Than 150 Basis Points Above	Total <sup>(1)</sup>
<b>Guaranteed minimum crediting rates:</b>					
Less than 2 %	\$ 19.5	\$ 102.4	\$ 463.3	\$ 251.2	\$ 836.4
Equal to 2 % but less than 3 %	124.1	110.9	85.1	132.1	452.2
Equal to 3 % but less than 4 %	534.6	42.2	0.6	—	577.4
Equal to 4 % but less than 5 %	2,635.7	—	—	—	2,635.7
5 % or higher	84.3	—	—	—	84.3
Total	\$ 3,398.2	\$ 255.5	\$ 549.0	\$ 383.3	\$ 4,586.0

(\$ in millions)	December 31, 2023				
	At Guaranteed Minimum	1 - 50 Basis Points Above	51 - 150 Basis Points Above	Greater Than 150 Basis Points Above	Total <sup>(1)</sup>
<b>Guaranteed minimum crediting rates:</b>					
Less than 2 %	\$ 36.7	\$ 159.8	\$ 489.4	\$ 200.2	\$ 886.1
Equal to 2 % but less than 3 %	162.9	77.9	65.8	76.1	382.7
Equal to 3 % but less than 4 %	571.3	36.9	0.7	—	609.0
Equal to 4 % but less than 5 %	2,670.5	—	—	—	2,670.5
5 % or higher	86.9	—	—	—	86.9
Total	\$ 3,528.3	\$ 274.6	\$ 555.9	\$ 276.3	\$ 4,635.2

<sup>(1)</sup> Excludes products not containing a fixed guaranteed minimum crediting rate.

### Separate Account Liabilities

Separate account assets and liabilities consist of investment accounts established and maintained by the Company for certain variable contracts. Some of these variable contracts include minimum guarantees such as GMDs that guarantee a minimum payment to the policyholder in the event of death.

The assets that support variable contracts are measured at fair value and are reported as separate account assets on the Consolidated Balance Sheets. An equivalent amount is reported as separate account liabilities. MRB assets and liabilities for minimum guarantees are valued and presented separately from separate account assets and separate account liabilities. MRBs are discussed further in the market risk benefits section of this Note to the Consolidated Financial Statements. Policy charges assessed against the policyholders for mortality, administration and other services are included in the life premiums and contract charges line item on the Consolidated Statements of Operations and Comprehensive Income (Loss).

## NOTE 5 - Long-Duration Insurance Contracts (continued)

The following table presents the balances of and changes in the Separate Account variable annuity liabilities presented in the Consolidated Balance Sheets<sup>(1)</sup>:

(\$ in millions)	Retirement Services	
	Variable Account Annuities	
	June 30, 2024	December 31, 2023
Balance, beginning of year	\$ 3,294.1	\$ 2,792.3
Deposits	122.6	234.2
Withdrawals	( 133.9 )	( 213.4 )
Net transfers	( 6.8 )	( 15.5 )
Fees and charges	( 25.3 )	( 37.6 )
Market appreciation (depreciation)	294.0	541.5
Other	—	( 7.4 )
Balance, end of period	\$ 3,544.7	\$ 3,294.1

<sup>(1)</sup> The Separate Account variable annuity liabilities are backed by, and are equal to, the Separate Account variable annuity assets that represent contractholder funds invested in various actively traded mutual funds that have daily quoted net asset values that are readily determinable for identical assets that the Company can access.

### Market Risk Benefits

The following table presents the balances of and changes in MRBs associated with deferred variable annuities as of and for the three and six months ended June 30, 2024 and 2023, respectively:

(\$ in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Balance, beginning of period	\$ ( 6.3 )	\$ 1.3	\$ ( 3.9 )	\$ 0.2
Balance, beginning of period, before effects of changes in the instrument-specific credit risk	( 6.8 )	0.9	( 4.5 )	—
Changes in market risk benefits <sup>(1)</sup>	—	( 4.1 )	( 2.3 )	( 3.2 )
Balance, end of period <sup>(2)</sup>	\$ ( 6.8 )	\$ ( 3.2 )	\$ ( 6.8 )	\$ ( 3.2 )
Effect of changes in the instrument-specific credit risk	0.6	( 0.4 )	0.6	( 0.4 )
Balance, end of period	\$ ( 6.2 )	\$ ( 3.6 )	\$ ( 6.2 )	\$ ( 3.6 )
Net amount at risk <sup>(3)</sup>	\$ 16.5	\$ 28.1	\$ 16.5	\$ 28.1
Weighted-average attained age of contract holders	63	63	62	63

<sup>(1)</sup> Reflects interest accruals and effect of changes in interest rates, equity markets, equity index volatility and future assumptions.

<sup>(2)</sup> Balance, end of period, before the effect of changes in the instrument-specific credit risk.

<sup>(3)</sup> Net amount at risk represents the current guaranteed benefit less current account balance at the reporting date.

The following table presents MRBs by amounts in an asset position and amounts in a liability position. The net liabilities (assets) are included in Policyholders' account balances presented in the Consolidated Balance Sheets.

(\$ in millions)	As of June 30, 2024			As of December 31, 2023		
	(Asset)	Liability	Net	(Asset)	Liability	Net
Deferred variable annuities	\$ ( 8.5 )	\$ 2.3	\$ ( 6.2 )	\$ ( 6.7 )	\$ 2.8	\$ ( 3.9 )

## NOTE 5 - Long-Duration Insurance Contracts (continued)

### Deferred Acquisition Costs

The following tables roll-forward DAC for the periods indicated:

(\$ in millions)	Three Months Ended June 30, 2024						
	Whole Life	Term Life	Experience Life	Limited-Pay Whole Life	Indexed Universal Life	Supplemental Health	Total Annuities
Balance, beginning of period	\$ 22.6	\$ 32.9	\$ 5.7	\$ 7.5	\$ 17.1	\$ 8.7	\$ 212.9
Capitalizations	0.7	1.4	—	0.3	0.9	0.8	4.1
Amortization expense	( 0.3 )	( 0.8 )	( 0.1 )	( 0.1 )	( 0.2 )	( 0.2 )	( 4.2 )
Experience adjustment	—	—	—	—	—	—	( 0.4 )
Balance, end of period	<u>\$ 23.0</u>	<u>\$ 33.5</u>	<u>\$ 5.6</u>	<u>\$ 7.7</u>	<u>\$ 17.8</u>	<u>\$ 9.3</u>	<u>\$ 212.4</u>

(\$ in millions)	Six Months Ended June 30, 2024						
	Whole Life	Term Life	Experience Life	Limited-Pay Whole Life	Indexed Universal Life	Supplemental Health	Total Annuities
Balance, beginning of period	\$ 22.3	\$ 32.6	\$ 5.7	\$ 7.4	\$ 16.8	\$ 8.2	\$ 214.0
Capitalizations	1.4	2.6	0.1	0.5	1.6	1.6	8.0
Amortization expense	( 0.6 )	( 1.7 )	( 0.2 )	( 0.2 )	( 0.5 )	( 0.4 )	( 7.9 )
Experience adjustment	( 0.1 )	—	—	—	( 0.1 )	( 0.1 )	( 1.7 )
Balance, end of period	<u>\$ 23.0</u>	<u>\$ 33.5</u>	<u>\$ 5.6</u>	<u>\$ 7.7</u>	<u>\$ 17.8</u>	<u>\$ 9.3</u>	<u>\$ 212.4</u>

The following table presents a reconciliation of DAC to the Consolidated Balance Sheets:

(\$ in millions)	June 30, 2024	December 31, 2023
Whole life	\$ 23.0	\$ 22.3
Term life	33.5	32.6
Experience life	5.6	5.7
Limited pay whole life	7.7	7.4
Indexed universal life	17.8	16.8
Supplemental health	9.3	8.2
Total annuities	212.4	214.0
Reconciling item <sup>(1)</sup>	32.2	29.3
Total	<u>\$ 341.5</u>	<u>\$ 336.3</u>

<sup>(1)</sup> Reconciling item relates to DAC associated with the Property & Casualty reporting segment.

The assumptions used to amortize DAC were consistent with the assumptions used to estimate LFPB for traditional and limited-payment contracts. The underlying assumptions for DAC and LFPB were updated at the same time.

In the second quarter of 2024 and 2023, the Company conducted a review of all significant assumptions and did not make any changes to future assumptions because actual experience for mortality and lapses was materially consistent with underlying assumptions.

## NOTE 6 - Reinsurance

The Company recognizes the cost of reinsurance premiums over the contract periods for such premiums in proportion to the insurance protection provided. Amounts recoverable from reinsurers for unpaid claims and claim settlement expenses, including estimated amounts for unsettled claims, claims incurred but not yet reported and policy benefits, are estimated in a manner consistent with the insurance liability associated with the policy. The effects of reinsurance on net premiums written and contract deposits; net premiums and contract charges earned; and benefits, claims and settlement expenses were as follows:

(\$ in millions)			Ceded to			Assumed	Net
		Direct	Other		from Other		Amount
Companies <sup>(1)</sup>							
Companies							
Amount							
Three months ended June 30, 2024							
Net premiums written and contract deposits <sup>(2)</sup>	\$	413.8	\$	18.1	\$	7.8	\$ 403.5
Net premiums and contract charges earned		293.1		19.8		7.6	280.9
Benefits, claims and settlement expenses		213.0		10.2		4.5	207.3
Three months ended June 30, 2023							
Net premiums written and contract deposits <sup>(2)</sup>	\$	394.7	\$	17.9	\$	9.4	\$ 386.2
Net premiums and contract charges earned		271.6		20.0		9.1	260.7
Benefits, claims and settlement expenses		217.5		14.3		2.0	205.2
Six months ended June 30, 2024							
Net premiums written and contract deposits <sup>(2)</sup>	\$	800.2	\$	36.2	\$	15.1	\$ 779.1
Net premiums and contract charges earned		581.1		39.6		14.6	556.1
Benefits, claims and settlement expenses		399.9		24.8		8.5	383.6
Six months ended June 30, 2023							
Net premiums written and contract deposits <sup>(2)</sup>	\$	762.5	\$	34.5	\$	19.8	\$ 747.8
Net premiums and contract charges earned		535.6		38.5		19.5	516.6
Benefits, claims and settlement expenses		410.4		27.0		5.0	388.4

<sup>(1)</sup> Excludes the annuity reinsurance transaction accounted for using the deposit method.

<sup>(2)</sup> This measure is not based on accounting principles generally accepted in the United States of America (non-GAAP). An explanation of this non-GAAP measure is contained in the Glossary of Selected Terms included as Exhibit 99.1 in the Company's reports filed with the SEC.

## NOTE 7 - Segment Information

The Company conducts and manages its business in four reporting segments. The three operating segments, representing the major lines of business, are: (1) Property & Casualty (primarily personal lines of auto and property insurance products), (2) Life & Retirement (primarily tax-qualified fixed and variable annuities as well as life insurance products), and (3) Supplemental & Group Benefits (primarily cancer, heart, hospital, supplemental disability, accident, short-term and long-term group disability, and group term life coverages). The Company does not allocate the impact of corporate-level transactions to these operating segments, consistent with the basis for management's evaluation of the results of those segments, but classifies those items in the fourth reporting segment, Corporate & Other. In addition to ongoing transactions such as corporate debt service, net investment gains (losses) and certain public company expenses, such items in Corporate & Other have also included corporate debt retirement costs, when applicable.

Summarized financial information for these segments is as follows:

(\$ in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Net premiums and contract charges earned				
Property & Casualty	\$ 179.2	\$ 157.4	\$ 352.4	\$ 309.8
Life & Retirement	38.0	37.4	75.8	75.1
Supplemental & Group Benefits	63.7	65.9	127.9	131.7
Total	<u>\$ 280.9</u>	<u>\$ 260.7</u>	<u>\$ 556.1</u>	<u>\$ 516.6</u>
Net investment income				
Property & Casualty	\$ 9.5	\$ 10.6	\$ 21.8	\$ 14.6
Life & Retirement	88.9	89.3	174.7	177.2
Supplemental & Group Benefits	10.5	9.1	18.3	18.2
Corporate & Other	—	—	—	—
Intersegment eliminations	( 0.5 )	( 0.5 )	( 1.0 )	( 1.1 )
Total	<u>\$ 108.4</u>	<u>\$ 108.5</u>	<u>\$ 213.8</u>	<u>\$ 208.9</u>
Net income (loss)				
Property & Casualty	\$ ( 8.6 )	\$ ( 21.4 )	\$ 2.0	\$ ( 33.0 )
Life & Retirement	12.3	17.4	24.0	31.4
Supplemental & Group Benefits	14.1	11.8	25.1	25.8
Corporate & Other	( 14.0 )	( 20.6 )	( 20.8 )	( 30.4 )
Total	<u>\$ 3.8</u>	<u>\$ ( 12.8 )</u>	<u>\$ 30.3</u>	<u>\$ ( 6.2 )</u>
(\$ in millions)	June 30, 2024		December 31, 2023	
Assets				
Property & Casualty	\$	1,255.9	\$	1,218.1
Life & Retirement		11,583.2		11,365.0
Supplemental & Group Benefits		1,323.6		1,338.8
Corporate & Other		178.3		190.4
Intersegment eliminations		( 58.9 )		( 62.4 )
Total	\$	14,282.1	\$	14,049.9

## NOTE 8 - Accumulated Other Comprehensive Income (Loss)

AOCI represents the accumulated change in shareholders' equity from transactions and other events and circumstances from non-shareholder sources. For the Company, AOCI includes the after tax change in net unrealized investment gains (losses) on fixed maturity securities, the after tax change in net reserve remeasurements attributable to discount rates and the after tax change in net funded status of benefit plans for the periods as shown in the Consolidated Statements of Changes in Shareholders' Equity. The following table reconciles these components.

(\$ in millions)	Net Unrealized Investment Gains (Losses) on Fixed Maturity Securities <sup>(1)</sup>	Net Reserve Remeasurements Attributable to Discount Rates <sup>(1)</sup>	Net Funded Status of Benefit Plans <sup>(1)</sup>	Total <sup>(1)</sup>
Beginning balance, April 1, 2024	\$ ( 348.0 )	\$ 63.3	\$ ( 7.6 )	\$ ( 292.3 )
Other comprehensive income (loss) before reclassifications	( 24.1 )	32.0	—	7.9
Amounts reclassified from AOCI <sup>(2)</sup>	1.7	—	—	1.7
Net current period other comprehensive income (loss)	( 22.4 )	32.0	—	9.6
Ending balance, June 30, 2024	<u>\$ ( 370.4 )</u>	<u>\$ 95.3</u>	<u>\$ ( 7.6 )</u>	<u>\$ ( 282.7 )</u>
Beginning balance, April 1, 2023	\$ ( 356.4 )	\$ 17.8	\$ ( 8.8 )	\$ ( 347.4 )
Other comprehensive income (loss) before reclassifications	( 48.9 )	25.1	—	( 23.8 )
Amounts reclassified from AOCI <sup>(3)</sup>	11.6	—	—	11.6
Net current period other comprehensive income (loss)	( 37.3 )	25.1	—	( 12.2 )
Ending balance, June 30, 2023	<u>\$ ( 393.7 )</u>	<u>\$ 42.9</u>	<u>\$ ( 8.8 )</u>	<u>\$ ( 359.6 )</u>
Beginning balance, January 1, 2024	\$ ( 328.3 )	\$ 21.9	\$ ( 7.6 )	\$ ( 314.0 )
Other comprehensive income (loss) before reclassifications	( 44.6 )	73.4	—	28.8
Amounts reclassified from AOCI <sup>(2)</sup>	2.5	—	—	2.5
Net current period other comprehensive income (loss)	( 42.1 )	73.4	—	31.3
Ending balance, June 30, 2024	<u>\$ ( 370.4 )</u>	<u>\$ 95.3</u>	<u>\$ ( 7.6 )</u>	<u>\$ ( 282.7 )</u>
Beginning balance, January 1, 2023	\$ ( 449.6 )	\$ 59.0	\$ ( 8.8 )	\$ ( 399.4 )
Other comprehensive income (loss) before reclassifications	42.4	( 16.1 )	—	26.3
Amounts reclassified from AOCI <sup>(3)</sup>	13.5	—	—	13.5
Net current period other comprehensive income (loss)	55.9	( 16.1 )	—	39.8
Ending balance, June 30, 2023	<u>\$ ( 393.7 )</u>	<u>\$ 42.9</u>	<u>\$ ( 8.8 )</u>	<u>\$ ( 359.6 )</u>

<sup>(1)</sup> All amounts are net of tax.

<sup>(2)</sup> The pretax amounts reclassified from AOCI, \$( 2.2 ) million and \$( 3.2 ) million, are included in Net investment gains (losses) and the related income tax benefits, \$( 0.5 ) million and \$( 0.7 ) million, are included in income tax expense in the Consolidated Statements of Operations for the three and six months ended June 30, 2024, respectively.

<sup>(3)</sup> The pretax amounts reclassified from AOCI, \$( 14.6 ) million and \$( 17.0 ) million, are included in Net investment gains (losses) and the related income tax benefits, \$( 3.1 ) million and \$( 3.6 ) million, are included in income tax expense in the Consolidated Statements of Operations for the three and six months ended June 30, 2023, respectively.

Comparative information for elements that are not required to be reclassified in their entirety to net income (loss) in the same reporting period is disclosed in Note 2.

## NOTE 9 - Supplemental Consolidated Cash and Cash Flow Information

(\$ in millions)	June 30, 2024		December 31, 2023	
Cash	\$	14.2	\$	29.0
Restricted cash		0.4		0.7
Total cash and restricted cash reported in the Consolidated Balance Sheets	\$	14.6	\$	29.7

(\$ in millions)	Six Months Ended June 30,			
	2024		2023	
Cash paid for:				
Interest	\$	16.8	\$	13.1
Income taxes		13.3		10.0

Non-cash activities were not material for the three and six months ended June 30, 2024 and 2023, respectively.

## NOTE 10 - Contingencies and Commitments

### Lawsuits and Legal Proceedings

Companies in the insurance industry have been subject to substantial litigation resulting from claims, disputes and other matters. For instance, they have faced expensive claims, including class action lawsuits, alleging, among other things, improper sales practices and improper claims settlement procedures. Negotiated settlements of certain such actions have had a material adverse effect on many insurance companies. At the time of issuance of this Interim Report on Form 10-Q, except as noted below, the Company does not have pending litigation from which there is a reasonable possibility of material loss.

In 2023, the Horace Mann Insurance Company (HMIC) was named as a defendant in one lawsuit and received various demands for reimbursement and notices of claims related to legacy, long-tail commercial lines claims, including asbestos, environmental, and sexual molestation claims. It is alleged that HMIC reinsured certain commercial lines policies as a member of various insurance pooling arrangements in the late 1960s and early 1970s. The related policies were written prior to the 1975 acquisition of Horace Mann by INA discussed in Part I - Item 1 of the Annual Report on Form 10-K. HMEC's available records indicate that on January 1, 1975, HMIC entered a quota share retrocession treaty with INA. It is the Company's understanding that claims arising under these legacy policies were handled by various third parties pursuant to the terms of that treaty and its subsequent amendments entered into on behalf of HMIC. Ultimately, after amendments to the treaty and various corporate transactions involving the reinsurer, these obligations were assumed by companies that were affiliated with R&Q Reinsurance Company (R&Q).

The matters noted above arose following the March 23, 2023, Order of Liquidation in Pennsylvania of R&Q. HMIC is defending itself against the pending litigation and is in the process of investigating and evaluating the other demands and claims notices under a complete reservation of rights. In addition, in order to preserve its rights, HMIC submitted a proof of claim in the pending R&Q liquidation proceeding.

The amounts claimed against HMIC, if successful, could be material. However, based on the preliminary nature of the matters, the information available to date and considering the legal and factual challenges to the litigation and claims, it is not possible to provide a reasonable estimate of any resultant payment.

### Investment Commitments

The Company has outstanding commitments to fund investments primarily in limited partnership interests. Such unfunded commitments were \$ 503.6 million and \$ 502.6 million as of June 30, 2024 and December 31, 2023, respectively.



## ITEM 2. | Management's Discussion and Analysis of Financial Condition and Results of Operations (MD&A)

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### Introduction

The purpose of this MD&A is to provide an understanding of our consolidated results of operations and financial condition. This MD&A should be read in conjunction with the Consolidated Financial Statements and Notes thereto contained in Part I - Item 1 of this Quarterly Report on Form 10-Q.

Measures within this MD&A that are not based on accounting principles generally accepted in the United States of America (non-GAAP) are marked with an asterisk (\*) the first time they are presented within this Part I - Item 2. An explanation of these measures is contained in the Glossary of Selected Terms included as Exhibit 99.1 to this Quarterly Report on Form 10-Q and are reconciled to the most directly comparable measures prepared in accordance with accounting principles generally accepted in the United States of America (GAAP) in the Appendix to the Company's Second Quarter 2024 Investor Supplement.

Increases or decreases in this MD&A that are not meaningful are marked "N.M.".

Statements made in this Quarterly Report on Form 10-Q that are not historical in nature are forward-looking within the meaning of the Private Securities Litigation Reform Act of 1995 and are subject to known and unknown risks, uncertainties and other factors. Horace Mann Educators Corporation (referred to in this Quarterly Report on Form 10-Q as "we", "our", "us", the "Company", "Horace Mann" or "HMEC") is an insurance holding company. We are not under any obligation to (and expressly disclaim any such obligation to) update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. It is important to note that our actual results could differ materially from those projected in forward-looking statements due to a number of risks and uncertainties inherent in our business. Also, see Part I - Items 1 and 1A in our Annual Report on Form 10-K for the year ended December 31, 2023 for additional information regarding risks and uncertainties.

### Corporate Strategy

Our vision is to be the company of choice to provide insurance and financial solutions for all educators and others who serve their communities, whether they engage with Horace Mann directly or through their district/employer. We believe the unique value of Horace Mann is providing solutions tailored for educators at each stage of their lives, empowering them to achieve lifelong financial success. Our motivation stems from our gratitude for educators: They are looking after our children's futures, and we believe they deserve someone to

look after theirs. Our commitment to having a positive impact on our customers' lives extends to all our corporate stakeholders, including employees, agents, investors and the communities where we live and work.

We conduct and manage our business in four reporting segments. The three reporting segments representing our major lines of business, are: (1) Property & Casualty (primarily personal lines of auto and property insurance products), (2) Life & Retirement (primarily tax-qualified fixed and variable annuities as well as life insurance products), and (3) Supplemental & Group Benefits (primarily cancer, heart, hospital, supplemental disability, accident, short-term and long-term group disability, and group term life coverages). We do not allocate the impact of corporate-level transactions to these reporting segments, consistent with the basis for management's evaluation of the results of those segments, but classify those items in the fourth reporting segment, Corporate & Other. In addition to ongoing transactions such as corporate debt service, net investment gains (losses) and certain public company expenses, such items also have included corporate debt retirement costs, when applicable. See Part I - Item 1, Note 7 of the Consolidated Financial Statements in this Quarterly Report on Form 10-Q for more information.

## Consolidated Financial Highlights

*(All comparisons vs. same periods in 2023, unless noted otherwise)*

(\$ in millions)	Three Months Ended June 30,			Six Months Ended June 30,		
			2024-2023			2024-2023
	2024	2023	% Change	2024	2023	% Change
Total revenues	\$ 388.1	\$ 356.4	8.9 %	\$ 774.1	\$ 710.3	9.0 %
Net income (loss)	3.8	(12.8)	129.7 %	30.3	(6.2)	588.7 %
Net Investment gains (losses), after tax	(4.6)	(13.7)	66.4 %	(2.9)	(16.8)	82.7 %
Per diluted share:						
Net income (loss)	0.09	(0.31)	129.0 %	0.73	(0.15)	586.7 %
Net investment gains (losses), after tax	(0.11)	(0.34)	67.6 %	(0.07)	(0.41)	82.9 %
Book value per share				\$ 29.60	\$ 26.96	9.8 %
Net income return on equity - last twelve months	7.1 %	(0.2)%	7.3 pts	7.1 %	(0.2 %)	7.3 pts
Net income return on equity - annualized	1.3 %	(4.6)%	5.9 pts	5.1 %	(1.1 %)	6.2 pts

For the three months ended June 30, 2024, net income increased \$16.6 million primarily due to lower net investment losses in Corporate & Other and improved Property & Casualty segment results reflecting the effect of rate and non-rate underwriting actions as well as the impact of favorable prior years' reserve development in Auto.

For the six months ended June 30, 2024, net income increased \$36.5 million primarily due to improved Property & Casualty segment results reflecting the effect of rate and non-rate actions as well as the impact of lower catastrophe weather losses compared to prior year, favorable prior years' reserve development in Auto, and lower net investment losses in Corporate & Other.

## Consolidated Results of Operations

(All comparisons vs. same periods in 2023, unless noted otherwise)

(\$ in millions)	Three Months Ended June 30,			Six Months Ended June 30,		
			2024-2023			2024-2023
	2024	2023	% Change	2024	2023	% Change
Net premiums and contract charges earned	\$ 280.9	\$ 260.7	7.7 %	\$ 556.1	\$ 516.6	7.6 %
Net investment income	108.4	108.5	-0.1 %	213.8	208.9	2.3 %
Net investment gains (losses)	(5.9)	(17.4)	66.1 %	(3.7)	(21.3)	82.6 %
Other income	4.7	4.6	2.2 %	7.9	6.1	29.5 %
Total revenues	388.1	356.4	8.9 %	774.1	710.3	9.0 %
Benefits, claims and settlement expenses	207.3	205.2	1.0 %	383.6	388.4	-1.2 %
Interest credited	53.8	50.7	6.1 %	106.7	99.4	7.3 %
Operating expenses	83.0	80.1	3.6 %	167.5	159.9	4.8 %
DAC amortization expense	27.0	25.4	6.3 %	54.0	49.1	10.0 %
Intangible asset amortization expense	3.7	3.7	— %	7.3	7.4	-1.4 %
Interest expense	8.7	6.9	26.1 %	17.4	13.6	27.9 %
Total benefits, losses and expenses	383.5	372.0	3.1 %	736.5	717.8	2.6 %
Income before income taxes	4.6	(15.6)	129.5 %	37.6	(7.5)	601.3 %
Income tax expense	0.8	(2.8)	128.6 %	7.3	(1.3)	661.5 %
Net income	\$ 3.8	\$ (12.8)	129.7 %	\$ 30.3	\$ (6.2)	588.7 %

### Net Premiums and Contract Charges Earned

For the three and six months ended June 30, 2024, net premiums and contract charges earned increased \$20.2 million and \$39.5 million, as the Property & Casualty segment continues to implement and earn in rate and other actions.

### Net Investment Income

For the three and six months ended June 30, 2024, total net investment income decreased \$0.1 million and increased \$4.9 million, primarily due to stronger income from all categories except commercial mortgage loan funds which had weaker returns, substantially offsetting the increases in the other portfolios. The annualized investment yield on the portfolio excluding limited partnership interests\* was as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Investment yield, excluding limited partnership interests, pretax - annualized*	4.3%	4.5%	4.4%	4.6%
Investment yield, excluding limited partnership interests, after tax - annualized*	3.5%	3.6%	3.5%	3.7%

The lower investment yields, excluding limited partnership interests, are due to commercial mortgage loan fund returns that were below historic averages in the first six months of 2024.

During the three and six months ended June 30, 2024, we continued to identify and purchase investments with attractive risk-adjusted yields relative to market conditions without venturing into asset classes or individual securities that would be inconsistent with our overall investment guidelines for the core portfolio. We continue to fund at levels that allow us to maintain our targeted allocation to commercial mortgage loan funds and limited partnership interests while maintaining balance between principal protection and risk.

### Net Investment Gains (Losses)

For the three months ended June 30, 2024, total net investment losses decreased by \$11.5 million. For the six months ended, June 30, 2024, net investment losses decreased \$17.6 million. The breakdown of net investment gains (losses) by transaction type were as follows:

(\$ in millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Credit loss and intent-to-sell impairments	\$ 0.9	\$ (6.6)	\$ —	\$ (6.6)
Sales and other, net	(3.2)	(19.3)	(3.3)	(21.7)
Change in fair value - equity securities	(2.1)	7.7	0.5	6.7
Change in fair value and gains (losses) realized on settlements - derivatives	(1.5)	0.8	(0.9)	0.3
Net investment gains (losses)	\$ (5.9)	\$ (17.4)	\$ (3.7)	\$ (21.3)

From time to time, we may sell fixed maturity securities subsequent to the reporting date that were considered temporarily impaired at such reporting date. Such sales are due to issuer-specific events occurring subsequent to the reporting date that result in a change in our intent to sell a fixed maturity security.

### Other Income

For the six months ended June 30, 2024, other income increased \$1.8 million, due to lower offsets compared to the prior year from an indemnification agreement associated with the employer-sponsored business line.

### Benefits, Claims and Settlement Expenses

Benefits, claims and settlement expenses declined \$4.8 million for the six months ended June 30, 2024, primarily due to lower catastrophe losses compared to prior year in the Property & Casualty segment as well as the impact of favorable prior years' reserve development in Auto.

### Interest Credited

For the three and six months ended June 30, 2024, interest credited increased \$3.1 million and \$7.3 driven primarily by higher credited rates on the retained annuity block along with higher interest rates on advances from the Federal Home Loan Bank of Chicago (FHLB). The net contribution from FHLB advances remained stable year over year as the higher interest credited rates are offset by higher earnings from the floating rate investments backing the program.

Under the deposit method of accounting, the interest credited on the reinsured annuity block continues to be reported. The average deferred annuity credited rate, excluding the reinsured annuity block, was 3.1% and 2.7% as of June 30, 2024 and June 30, 2023, respectively.

### Operating Expenses

For the three and six months ended June 30, 2024, operating expenses increased 3.6% and 4.8%, reflecting inflation and investments being made in infrastructure.

### Deferred Policy Acquisition Costs (DAC) Amortization Expense

For the three and six months ended June 30, 2024, DAC amortization expense increased \$1.6 million and \$4.9 million, primarily due to premium increases in the Property & Casualty segment driving higher DAC asset levels.

### Intangible Asset Amortization Expense

For the three and six months ended June 30, 2024, intangible asset amortization expense was flat.

### Interest Expense

For the three and six months ended June 30, 2024, interest expense increased \$1.8 million and \$3.8 million, due to an increase in the interest rate as well as a \$48.2 million increase in the level of debt associated with the issuance of the 2023 Senior Notes.

### *Income Tax Expense*

The effective income tax rate on our pretax income, including net investment gains (losses), was 19.4% and 17.3% for the six months ended June 30, 2024 and 2023, respectively. Income from investments in tax-advantaged securities decreased (increased) the effective income tax rates by 3.1 and (6.0) percentage points for the six months ended June 30, 2024 and 2023, respectively.

We record liabilities for uncertain tax filing positions where it is more likely than not that the position will not be sustainable upon audit by taxing authorities. These liabilities are reevaluated routinely and are adjusted appropriately based on changes in facts or law. We have no unrecorded liabilities from uncertain tax filing positions.

As of June 30, 2024, our federal income tax returns for years prior to 2020 are no longer subject to examination by the Internal Revenue Service. We do not anticipate any assessments for tax years that remain subject to examination to have a material effect on our financial position or results of operations.

## **Outlook for 2024**

The following discussion provides forward-looking outlook information for our results of operations and capital position.

### **Consolidated Results**

At the time of issuance of this Quarterly Report on Form 10-Q, we now estimate that 2024 full year core earnings will be within a range of \$2.40 to \$2.70 per diluted share. The decrease from the range discussed in our Outlook for 2024 in the Annual Report on Form 10-K for the year ended December 31, 2023, is primarily due to lower-than expected net investment income in the first half of the year, primarily from valuation adjustments to the company's commercial mortgage loan funds. These results anticipate the following:

- 8% to 9% increase in net premiums and contract charges earned driven by Property & Casualty rate actions
- Net investment income now estimated to be in the range of \$440 million to \$450 million, which includes approximately \$105 million of accreted investment income on the deposit asset on reinsurance in the Life & Retirement segment
- Approximately 6% increase in total Operating expense
- Approximately \$35 million in corporate Interest expense included in results for the Corporate & Other segment

### **Property & Casualty Segment**

In 2024, net income for Property & Casualty is anticipated to be in the range of \$36 million to \$39 million. Our outlook anticipates:

- Combined ratio near 100%
- Catastrophe loss assumption is now anticipated to be approximately \$90 million or around 12% of net earned premiums

We continue to anticipate achieving our longer-term Property & Casualty combined ratio target of 95-96% in 2025.

### **Life & Retirement Segment**

In 2024, net income for Life & Retirement is now estimated to be in the range of \$50 million to \$56 million. Our outlook anticipates:

- Spread on the fixed annuity business in the range of 180 to 190 basis points, below the target range of 220 to 230 basis points
- Mortality modestly higher than 2023

## Supplemental & Group Benefits Segment

In 2024, net income for Supplemental & Group Benefits is anticipated to be in the range of \$49 million to \$52 million reflecting strong first-half performance. Our outlook anticipates:

- Claims utilization for supplemental and disability products increasing slightly from the first half of the year, leading to a segment benefit ratio closer to longer-term target of 43%
- Pretax profit on revenue of between 21% and 22%

As described in Application of Critical Accounting Estimates, certain of our significant accounting measurements require the use of estimates and assumptions. As additional information becomes available, adjustments may be required. Those adjustments are charged or credited to net income for the period in which the adjustments are made and may impact actual results compared to our estimates above. Additionally, see forward-looking information in this Quarterly Report on Form 10-Q as well as Part I - Items 1 and 1A in our Annual Report on Form 10-K for the year ended December 31, 2023 concerning other important factors that could impact actual results. Our projections due not include a forecast of net investment gains (losses), which can vary substantially from one period to another and may have a significant impact on net income.

## Application of Critical Accounting Estimates

The preparation of consolidated financial statements in conformity with GAAP requires us to make estimates and assumptions based on information available at the time the consolidated financial statements are prepared. These estimates and assumptions affect the reported amounts of our consolidated assets, liabilities, shareholders' equity and net income. Certain accounting estimates are particularly sensitive because of their significance to our consolidated financial statements and because of the possibility that subsequent events and available information may differ markedly from management's judgments at the time the consolidated financial statements were prepared. We have discussed with the Audit Committee the quality, not just the acceptability, of our accounting principles as applied in our financial reporting. The discussions generally included such matters as the consistency of our accounting policies and their application, and the clarity and completeness of our consolidated financial statements, which include related disclosures.

Information regarding our accounting policies pertaining to these topics is located in the Notes to the Consolidated Financial Statements contained in Part II - Item 8 of our Annual Report on Form 10-K for the year ended December 31, 2023. In addition, discussion of accounting policies, including certain sensitivity information, was presented in Management's Discussion and Analysis of Financial Condition and Results of Operations - Application of Critical Accounting Estimates in that Form 10-K within which we identified the following accounting estimates as critical in that they involve a higher degree of judgment and are subject to a significant degree of variability:

- Valuation of hard-to-value fixed maturity securities
- Evaluation of credit loss impairments for fixed maturity securities
- Valuation of future policy benefit reserves
- Valuation of liabilities for property and casualty unpaid claims and claim expense reserves

Compared to December 31, 2023, as of June 30, 2024, there were no material changes to accounting policies for areas most subject to significant management judgments identified above.

## Results of Operations by Segment

Consolidated financial results reflect the results of the Property & Casualty, Life & Retirement, and Supplemental & Group Benefits reporting segments, as well as the Corporate & Other reporting segment. These segments are defined based on financial information management uses to evaluate performance and to determine the allocation of resources. The following sections provide analysis and discussion of the results of operations for each of the reporting segments as well as investment results.

## Property & Casualty

The Property & Casualty segment primarily markets private passenger auto insurance and residential home insurance. Horace Mann offers standard auto coverages, including liability, collision and comprehensive. Property coverage includes both homeowners and renters policies. For both auto and property coverage, Horace Mann offers educators a discounted rate and the Educator Advantage® package of features. The Property & Casualty segment represented 46% of total revenues in 2023.

*(All comparisons vs. same periods in 2023, unless noted otherwise)*

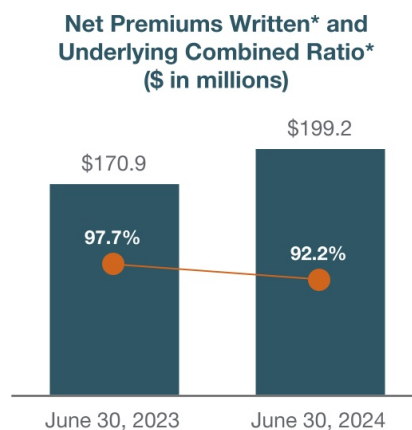
For the three and six months ended June 30, 2024, net income reflected the following factors:

Three months ended:

- Increases in average written premium per policy
- Significantly lower underlying auto loss ratio\*
- Favorable prior years' reserve development in auto
- Lower net investment income driven by limited partnership portfolio

Six months ended:

- Increases in average written premium per policy
- Significantly lower underlying auto loss ratio\*
- Favorable prior years' reserve development in auto
- Catastrophe losses lower than prior year by over 4 points
- Higher net investment income driven by limited partnership and fixed income portfolios



The following table provides certain financial information for Property & Casualty for the periods indicated.

(\$ in millions, unless otherwise indicated)	Three Months Ended			2024-2023	Six Months Ended			2024-2023		
	June 30,		June 30,							
	2024	2023	2024		2023					
Underwriting Results										
Net premiums written*	\$	199.2	\$	170.9	16.6 %	\$	371.3	\$	320.0	16.0 %
Net premiums earned		179.2		157.4	13.9 %		352.4		309.8	13.8 %
Losses and loss adjustment expenses										
Current accident year before catastrophe losses		118.1		110.5	6.9 %		226.6		216.9	4.5 %
Current accident year catastrophe losses		40.9		41.5	-1.4 %		57.1		63.9	-10.6 %
Prior years' reserve development <sup>(1)</sup>		(6.2)		—	N.M.		(6.2)		—	N.M.
Total losses and loss adjustment expenses		152.8		152.0	0.5 %		277.5		280.8	-1.2 %
Operating expenses, including DAC amortization expense		47.0		43.1	9.0 %		95.4		86.0	10.9 %
Underwriting gain (loss)		(20.6)		(37.7)	45.4 %		(20.5)		(57.0)	64.0 %
Net investment income		9.5		10.6	-10.4 %		21.8		14.6	49.3 %
Other income		0.6		0.8	-25.0 %		1.3		1.5	-13.3 %
Income (loss) before income taxes		(10.5)		(26.3)	60.1 %		2.6		(40.9)	106.4 %
Income tax expense (benefit)		(1.9)		(4.9)	61.2 %		0.6		(7.9)	107.6 %
Net income (loss)		(8.6)		(21.4)	59.8 %		2.0		(33.0)	106.1 %
Core earnings (loss)*		(8.6)		(21.4)	59.8 %		2.0		(33.0)	106.1 %
Operating Statistics:										
Auto										
Net premiums written*	\$	122.4	\$	106.7	14.7 %	\$	239.0	\$	207.9	15.0 %
Loss and loss adjustment expense ratio		71.1 %		87.0 %	-15.9 pts		72.1 %		84.8 %	-12.7 pts
Expense ratio		26.1 %		27.6 %	-1.5 pts		26.9 %		28.0 %	-1.1 pts
Combined ratio:		97.2 %		114.6 %	-17.4 pts		99.0 %		112.8 %	-13.8 pts
Prior years' reserve development <sup>(1)</sup>		-6.2 %		— %	-6.2 pts		-3.2 %		— %	-3.2 pts
Catastrophe losses		3.1 %		5.4 %	-2.3 pts		2.3 %		3.6 %	-1.3 pts
Underlying combined ratio*		100.3 %		109.2 %	-8.9 pts		99.9 %		109.2 %	-9.3 pts
Property (excludes other liability)										
Net premiums written*	\$	76.8	\$	64.2	19.6 %	\$	132.3	\$	112.1	18.0 %
Loss and loss adjustment expense ratio		109.7 %		114.0 %	-4.3 pts		89.9 %		101.2 %	-11.3 pts
Expense ratio		26.6 %		27.0 %	-0.4 pts		27.6 %		27.3 %	0.3 pts
Combined ratio:		136.3 %		141.0 %	-4.7 pts		117.5 %		128.5 %	-11.0 pts
Prior years' reserve development <sup>(1)</sup>		— %		— %	— pts		— %		— %	— pts
Catastrophe losses		58.8 %		64.2 %	-5.4 pts		41.9 %		51.2 %	-9.3 pts
Underlying combined ratio*		77.5 %		76.8 %	0.7 pts		75.6 %		77.3 %	-1.7 pts
Household retention-LTM										
Auto							86.6 %		88.0 %	-1.4 pts
Property							90.1 %		90.1 %	— pts

<sup>(1)</sup> (Favorable) unfavorable.



The Property & Casualty segment three month net loss of \$8.6 million and six month net income of \$2.0 million, as well as the three month and six month combined ratios of 111.5% and 105.9%, respectively, reflected the positive effect of rate and non-rate actions partially offset by the significant second quarter catastrophe losses.

The current quarter reflects an increase in net premiums written of 16.6%, with average written premiums rising for both property and auto. Sales\* were strong for the quarter, up 36.9% from the prior year, and household retention remains stable.

The three and six month loss ratios decreased 11.3 points and 11.8 points, respectively, over last year, reflecting catastrophe losses that were above historical averages, but lower than prior year. In addition, \$6.2 million of net favorable prior years' reserve development reduced the loss ratio 3.5 points. Second-quarter catastrophe losses typically account for approximately half of the Company's full-year catastrophe losses. Catastrophe losses for the quarter were \$40.9 million, pretax, contributing 22.8 points to the combined ratio. In total, there were 28 events designated as catastrophes by Property Claims Services (PCS) in this year's second quarter. In the second quarter of 2023, catastrophe losses were \$41.5 million, pretax, contributing 26.3 points to the combined ratio, from 23 PCS events.

The year-over-year increase in average written premiums for auto policies remained elevated in the second quarter at 17.1%, with retention declining slightly despite substantial rate increases. The second-quarter auto underlying loss ratio was 74.2%, improving 7.4 points from the prior year quarter, reflecting the benefit of rate and non-rate actions. The second quarter reported loss ratio benefited 6.2 points from favorable prior years' reserve development.

The year-over-year increase in average written premiums for property policies was 18.6% in the second quarter, as rate increases and inflation adjustments to coverage values continue to take effect and retention remains strong. The second-quarter property underlying loss ratio was 50.9%, a 1.1 point increase over prior year reflecting the increase in average written premium offset by an increase in the impact of large losses.

We continue to evaluate and implement actions to further mitigate our exposure and respond to rising weather trends. We are addressing the increased loss costs associated with the increased frequency of weather events in three ways: additional filed rate, product changes and enhanced modeling tools.

## Life & Retirement

The Life & Retirement segment markets 403(b) tax-qualified fixed, fixed indexed and variable annuities; the Horace Mann Retirement Advantage® open architecture platform for 403(b)(7) and other defined contribution plans; and other retirement products to educators as well as traditional term and whole life insurance products. Horace Mann is one of the largest participants in the K-12 educator portion of the 403(b) tax-qualified annuity market, measured by 403(b) net premiums written on a statutory accounting basis. The Life & Retirement segment represented 36% of total revenues in 2023.

*(All comparisons vs. same periods in 2023, unless noted otherwise)*

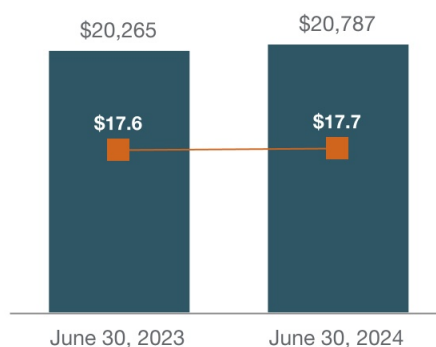
For the three and six months ended June 30, 2024, net income reflected the following factors:

- Annualized quarterly and six month net interest spread on fixed annuities down 47 basis points and 66 basis points, respectively, due to significantly lower returns on commercial mortgage loan funds along with a higher interest credited rate on our retained block
- Benefits expense in Retirement benefited from a favorable market risk benefit adjustment in the prior year quarter
- Life mortality costs consistent with prior year
- Net spread from FHLB funding agreements remained stable year over year as net investment income reflected higher earnings from the floating rate investments backing the program and interest credited reflected offsetting higher interest expense

**Annuity Assets Under Management (\$ in millions) and Annualized Net Interest Spread on Fixed Annuities (in basis points)**



**Life Insurance in Force and Life Mortality Costs (\$ in millions)**



The following table provides certain information for Life & Retirement for the periods indicated.

(\$ in millions)	Three Months Ended			2024-2023	Six Months Ended			2024-2023		
	June 30,		% Change		June 30,		% Change			
	2024	2023			2024	2023				
Life & Retirement										
Net premiums written and contract deposits*	\$	133.6	\$	141.9	-5.8 %	\$	265.2	\$	278.0	-4.6 %
Revenues										
Net premiums and contract charges earned		38.0		37.4	1.6 %		75.8		75.1	0.9 %
Net investment income		88.9		89.3	-0.4 %		174.7		177.2	-1.4 %
Other income		4.6		4.5	2.2 %		9.4		8.4	11.9 %
Total revenues		131.5		131.2	0.2 %		259.9		260.7	-0.3 %
Benefits and Expenses										
Benefits and change in reserves		31.0		27.2	14.0 %		60.9		60.5	0.7 %
Interest credited		52.6		49.8	5.6 %		104.4		97.7	6.9 %
Operating expenses		26.8		24.8	8.1 %		52.5		49.0	7.1 %
DAC amortization expense		6.1		7.6	-19.7 %		12.7		14.4	-11.8 %
Intangible asset amortization expense		0.1		—	N.M.		0.1		0.1	— %
Total benefits and expenses		116.6		109.4	6.6 %		230.6		221.7	4.0 %
Income before income taxes		14.9		21.8	-31.7 %		29.3		39.0	-24.9 %
Income tax expense		2.6		4.4	-40.9 %		5.3		7.6	-30.3 %
Net income		12.3		17.4	-29.3 %		24.0		31.4	-23.6 %
Core earnings*		12.3		17.4	-29.3 %		24.0		31.4	-23.6 %
Adjusted core earnings*		12.3		14.3	-14.0 %		22.2		29.0	-23.4 %
Life policies in force (in thousands)							162		162	— %
Life insurance in force	\$	20,787	\$	20,265						2.6 %
Life persistency - LTM							95.9 %		95.9 %	— pts
Annuity contracts in force (in thousands)							220		225	-2.2 %
Horace Mann Retirement Advantage® contracts in force (in thousands)							20		18	11.1 %
Cash value persistency - LTM							91.5 %		92.2 %	-0.7 pts

Life & Retirement segment net income for the three and six months ended June 30, 2024, of \$12.3 million and \$24.0 million was down 29.3% and 23.6%, respectively, primarily due to a lower net interest spread and unfavorable benefits. The spread was affected by higher interest credited and lower returns related to commercial mortgage loan funds. Benefits and change in reserves reflected a lower favorable market risk benefit adjustment compared to the prior year. While the net spread from our FHLB funding agreements remained stable compared with 2023, higher FHLB borrowing costs and increased advances drove the higher interest credited expense along with a higher interest credited rate on our retained block.

For the Retirement business, net annuity contract deposits were down 9.4% for the quarter at \$102.2 million, while deposits to the retained 403(b) block remained stable. Educators continue to begin their relationship with Horace Mann through 403(b) retirement savings products, which provide encouraging cross-sell opportunities. Average persistency has declined slightly from the prior year.

Horace Mann currently has \$5.4 billion in annuity assets under management, including \$2.2 billion of fixed annuities, \$2.8 billion of variable annuities and \$0.4 billion of fixed indexed annuities. Assets under administration, which includes Horace Mann Retirement Advantage® and other advisory and recordkeeping assets, continue to benefit from the strong equity markets.

Life annualized sales\* were \$2.8 million for the quarter and persistency remains strong. Life insurance in force rose to \$20.8 billion at quarter-end.

We actively manage our interest rate risk exposure, considering a variety of factors, including earned interest rates, credited interest rates and the relationship between the expected durations of assets and liabilities. We

estimate that over the next 12 months approximately \$478.1 million of the Life & Retirement investment portfolio and related investable cash flows will be reinvested at current market rates.

As a general guideline, based on our existing policies and investment portfolio, the impact from a 100 basis point decline in the average reinvestment rate would reduce Life & Retirement net investment income by approximately \$1.8 million in year one and \$5.5 million in year two, reducing the annualized net interest spread on fixed annuities by approximately 6 basis points and 19 basis points in the respective periods, compared to the current period annualized net interest spread on fixed annuities. We could also consider potential changes in rates credited to policyholders, tempered by any restrictions on the ability to adjust policyholder rates due to guaranteed minimum crediting rates.

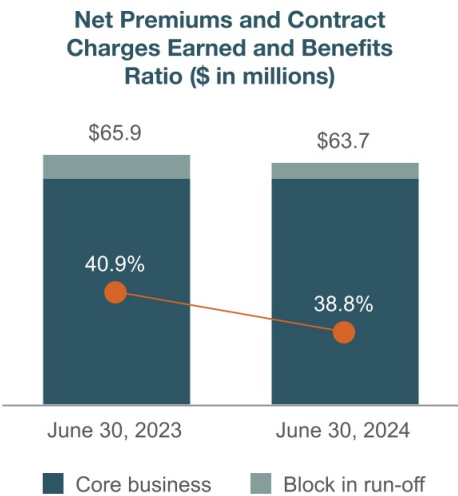
Supplemental & Group Benefits

The Supplemental & Group Benefits segment markets employer-sponsored group solutions for districts and other public employers, as well as worksite direct products typically distributed through the employer channel. The Worksite business provides group term life, disability and specialty health insurance, along with supplemental products including cancer, heart, hospital, supplemental disability and accident coverages. The Supplemental & Group Benefits segment represented 19% of total revenues in 2023.

(All comparisons vs. same periods in 2023, unless noted otherwise)

For the three and six months ended June 30, 2024, net income reflected the following factors:

- Decline in premium due to run-off of an indemnified block of employer-sponsored products; net premiums earned increased 2.0% excluding the run-off for the six months
- Net investment income increased over prior year
- Lower benefits ratio for worksite direct products for the three months but higher benefits ratio for the six months reflecting the anticipated increase in utilization
- Lower benefits ratio for employer sponsored for both three and six months reflecting lower frequency



The following table provides certain information for Supplemental & Group Benefits for the periods indicated.

(\$ in millions)	Three Months Ended			2024-2023	Six Months Ended			2024-2023		
	June 30,		June 30,							
	2024	2023	2024		2023					
Supplemental & Group Benefits										
Revenues										
Net premiums and contract charges earned	\$	63.7	\$	65.9	-3.3 %	\$	127.9	\$	131.7	-2.9 %
Net investment income		10.5		9.1	15.4 %		18.3		18.2	0.5 %
Other income		(1.2)		(1.4)	14.3 %		(4.2)		(5.1)	17.6 %
Total revenues		73.0		73.6	-0.8 %		142.0		144.8	-1.9 %
Benefits and Expenses										
Benefits, settlement expenses and change in reserves		24.7		26.9	-8.2 %		47.5		48.8	-2.7 %
Operating expenses (including DAC amortization expense)		26.7		28.0	-4.6 %		55.3		55.9	-1.1 %
Intangible asset amortization expense		3.6		3.7	-2.7 %		7.2		7.3	-1.4 %
Total benefits and expenses		55.0		58.6	-6.1 %		110.0		112.0	-1.8 %
Income before income taxes		18.0		15.0	20.0 %		32.0		32.8	-2.4 %
Income tax expense		3.9		3.2	21.9 %		6.9		7.0	-1.4 %
Net income		14.1		11.8	19.5 %		25.1		25.8	-2.7 %
Core earnings*		14.1		11.8	19.5 %		25.1		25.8	-2.7 %
Adjusted core earnings*		17.0		14.6	16.4 %		30.8		31.5	-2.2 %
Benefits ratio		38.8 %		40.9 %	-2.1 pts		37.2 %		37.1 %	0.1 pts
Operating expense ratio		36.6 %		38.0 %	-1.4 pts		39.0 %		38.6 %	0.4 pts
Pretax profit margin		24.6 %		20.5 %	4.1 pts		22.5 %		22.7 %	-0.2 pts
Worksite direct products benefits ratio		28.0 %		30.1 %	-2.1 pts		29.5 %		26.1 %	3.4 pts
Worksite direct premium persistency (rolling beginning 12 months)		91.4 %		90.5 %	0.9 pts		91.4 %		90.5 %	0.9 pts
Employer-sponsored products benefits ratio		48.3 %		50.0 %	-1.7 pts		44.0 %		46.3 %	-2.3 pts
Employer-sponsored covered lives (in thousands)							830		813	2.1 %

Supplemental & Group Benefits segment net income for the quarter was \$14.1 million compared to \$11.8 million in the prior year. The increase was due to higher net investment income and a lower benefits ratio. Segment net investment income increased 15.4% in the quarter, driven primarily by higher returns in private credit and the limited partnership portfolio. The benefit ratio for the worksite direct product line was 2.1 points lower than prior year ratio and the benefit ratio for the employer-sponsored product lines was 1.7 points lower than the prior year, both below the longer-term target. The non-cash impact of amortization of intangible assets under purchase accounting reduced core earnings by \$3.6 million compared to \$3.7 million, pretax, in prior year.

Total segment sales\* for the quarter were \$5.9 million, up 34.1% over the prior year, with worksite direct supplemental product sales of \$4.0 million and employer-sponsored products of \$1.9 million. Both product lines contributed to the favorable comparison to prior year. Employer sponsored sales may vary significantly between comparable periods due to differences in average case size. Persistency remains strong for the segment.

## Corporate & Other

(All comparisons vs. same periods in 2023, unless noted otherwise)

The following table provides certain financial information for Corporate & Other for the periods indicated.

(\$ in millions)	Three Months Ended			Six Months Ended		
	June 30,		2024-2023	June 30,		2024-2023
	2024	2023	% Change	2024	2023	% Change
Revenues						
Total revenues	0.2	0.2	— %	0.4	0.2	100.0 %
Expenses						
Interest expense	\$ 8.7	\$ 6.9	26.1 %	\$ 17.4	\$ 13.6	27.9 %
Other operating expenses	3.4	2.0	70.0 %	5.6	3.7	51.4 %
Total expenses	12.1	8.9	36.0 %	23.0	17.3	32.9 %
Loss before income taxes	(11.9)	(8.7)	-36.8 %	(22.6)	(17.2)	-31.4 %
Income tax benefit	(2.5)	(1.8)	-38.9 %	(4.7)	(3.5)	-34.3 %
Core loss* after tax	(9.4)	(6.9)	-36.2 %	(17.9)	(13.7)	-30.7 %
Net investment gains (losses), pretax	(5.9)	(17.4)	66.1 %	(3.7)	(21.3)	82.6 %
Tax on net investment gains (losses)	(1.3)	(3.7)	64.9 %	(0.8)	(4.5)	82.2 %
Net investment gains (losses), after tax	(4.6)	(13.7)	66.4 %	(2.9)	(16.8)	82.7 %
Net loss	(14.0)	(20.6)	32.0 %	(20.8)	(30.4)	31.6 %

For the three and six months ended June 30, 2024, the net results improved \$6.6 million and \$9.6 million, respectively, primarily due to lower net investment losses partially offset by an increase in interest expense.

## Investment Results

(All comparisons vs. same periods in 2023, unless noted otherwise)

Our investment strategy is primarily focused on generating income to support product liabilities, and balances principal protection and risk. Total net investment income includes net investment income from our managed investment portfolio as well as accreted investment income from the deposit asset on reinsurance related to the company's reinsurance of policy liabilities related to legacy individual annuities written in 2002 or earlier.

(\$ in millions)	Three Months Ended			Six Months Ended		
	June 30,		2024-2023	June 30,		2024-2023
	2024	2023	% Change	2024	2023	% Change
Net investment income - managed investment portfolio	\$ 82.7	\$ 82.5	0.2 %	\$ 162.6	\$ 157.2	3.4 %
Investment income - deposit asset on reinsurance	25.7	26.0	-1.2 %	51.2	51.7	-1.0 %
Total net investment income	108.4	108.5	-0.1 %	213.8	208.9	2.3 %
Pretax net investment gains (losses)	(5.9)	(17.4)	66.1 %	(3.7)	(21.3)	82.6 %
Pretax net unrealized investment losses on fixed maturity securities				(471.1)	(500.8)	N.M

For the three and six months ended June 30, 2024, net investment income from our managed investment portfolio increased \$0.2 million and \$5.4 million, respectively. The increase reflected stronger income from the fixed income portfolios, FHLB program, and limited partnership portfolios, significantly offset by weak returns in the commercial mortgage loan fund portfolio. The six month investment yield on the portfolio excluding limited partnership interests was 4.3%, with new money yields continuing to exceed portfolio yields in the core fixed maturity securities portfolio.

For the three and six months ended June 30, 2024, pretax net investment losses decreased \$11.5 million and \$17.6 million, respectively. The net investment losses in the period were primarily due to losses from dispositions of invested assets, changes in fair value of equity securities and losses on derivatives.

Pretax net unrealized investment losses on fixed maturity securities as of June 30, 2024 were up \$53.5 million, or 12.8%, compared to December 31, 2023, primarily due to an increase of 52 basis points in US Treasury rates.

### Fixed Maturity and Equity Securities Portfolios

The table below presents our fixed maturity and equity securities portfolios by major asset class, including the 10 largest sectors of our corporate bond holdings (based on fair value).

(\$ in millions)	June 30, 2024			
	Number of Issuers	Fair Value	Amortized Cost, net	Pretax Net Unrealized Loss
<b>Fixed maturity securities</b>				
Corporate bonds				
Banking & Finance	157	\$ 441.4	\$ 492.6	\$ (51.2)
Miscellaneous	40	211.7	220.9	(9.2)
Insurance	58	167.8	183.8	(16.0)
Energy	85	139.6	153.2	(13.6)
HealthCare, Pharmacy	74	111.8	134.5	(22.7)
Utilities	72	105.6	125.3	(19.7)
Real Estate	36	85.4	94.6	(9.2)
Transportation	44	70.0	79.1	(9.1)
Consumer Products	53	66.1	80.6	(14.5)
Natural Gas	14	54.1	61.6	(7.5)
All other corporates <sup>(1)</sup>	292	392.7	447.2	(54.5)
Total corporate bonds	925	1,846.2	2,073.4	(227.2)
Mortgage-backed securities				
U.S. Government and federally sponsored agencies	238	461.9	513.3	(51.4)
Commercial <sup>(2)</sup>	161	321.8	351.4	(29.6)
Other	66	54.2	55.2	(1.0)
Municipal bonds <sup>(3)</sup>	583	1,176.7	1,259.3	(82.6)
Government bonds				
U.S.	47	373.5	441.3	(67.8)
Foreign	4	22.0	23.1	(1.1)
Collateralized loan obligations <sup>(4)</sup>	267	764.9	764.6	0.3
Asset-backed securities	157	324.2	334.9	(10.7)
Total fixed maturity securities	2,448	\$ 5,345.4	\$ 5,816.5	\$ (471.1)
<b>Equity securities</b>				
Non-redeemable preferred stocks	18	\$ 64.7		
Common stocks	4	1.6		
Closed-end fund	1	16.3		
Total equity securities	23	\$ 82.6		
Total	2,471	\$ 5,428.0		

<sup>(1)</sup> The All other corporates category contains 18 additional industry sectors. Food and beverage, technology, telecommunications, broadcasting and media and retail represented \$201.3 million of fair value at June 30, 2024, with the remaining 13 sectors each representing less than \$34.4 million.

<sup>(2)</sup> At June 30, 2024, 100% were investment grade, with an overall credit rating of AA+, and the positions were well diversified by property type, geography and sponsor.

<sup>(3)</sup> Holdings are geographically diversified, 40.8% are tax-exempt and 77.4% are revenue bonds tied to essential services, such as mass transit, water and sewer. The overall credit quality of the municipal bond portfolio was AA- at June 30, 2024.

<sup>(4)</sup> Based on fair value, 94.9% of the collateralized loan obligation securities were rated investment grade based on ratings assigned by a nationally recognized statistical ratings organization (NRSO- S&P, Moody's, Fitch, Dominion, A.M. Best, Morningstar, Egan Jones and Kroll).

As of June 30, 2024, our diversified fixed maturity securities portfolio consisted of 3,769 investment positions, issued by 2,448 entities, and totaled approximately \$5.3 billion in fair value. This portfolio was 93.4% investment grade, based on fair value, with an average quality rating of A+. Our investment guidelines target single





corporate issuer concentrations to 0.5% of invested assets for AAA or AA rated securities, 0.35% of invested assets for A or BBB rated securities, and \$5.0 million for non-investment grade securities.

#### *Rating of Fixed Maturity Securities and Equity Securities<sup>(1)</sup>*

The following table presents the composition and fair value of our fixed maturity and equity securities portfolios by rating category. As of June 30, 2024, 93.0% of these combined portfolios were investment grade, based on fair value, with an overall average quality rating of A+. We have classified the entire fixed maturity securities portfolio as available for sale, which is carried at fair value.

(\$ in millions)	Percent of Portfolio			
	Fair Value		June 30, 2024	
	December 31, 2023	June 30, 2024	Fair Value	Amortized Cost, net
Fixed maturity securities				
AAA	11.2 %	12.4 %	\$ 659.9	\$ 684.5
AA <sup>(2)</sup>	42.1	41.0	2,192.2	2,439.7
A	17.7	18.8	1,006.5	1,070.5
BBB	21.6	21.2	1,135.2	1,249.3
BB	1.2	1.4	76.3	80.8
B	0.7	0.6	32.1	34.4
CCC or lower	0.1	—	1.7	1.8
Not rated <sup>(3)</sup>	5.4	4.6	241.5	255.5
Total fixed maturity securities	100.0 %	100.0 %	\$ 5,345.4	\$ 5,816.5
Equity securities				
AAA	— %	— %	\$ —	
AA	—	—	—	
A	—	—	—	
BBB	63.2	63.7	52.6	
BB	12.4	13.2	10.9	
B	—	0.1	0.1	
CCC or lower	—	—	—	
Not rated	24.4	23.0	19.0	
Total equity securities	100.0 %	100.0 %	\$ 82.6	
Total			\$ 5,428.0	

<sup>(1)</sup> Ratings are assigned by an NRSRO when available. If no rating is available from an NRSRO, then an internally developed rating is used. Ratings for publicly traded securities are determined when the securities are acquired and are updated monthly to reflect any changes in ratings.

<sup>(2)</sup> At June 30, 2024, the AA rated fair value amount included \$373.48 million of U.S. Government and federally sponsored agency securities and \$656.64 million of mortgage-backed and other asset-backed securities issued by U.S. Government and federally sponsored agencies.

<sup>(3)</sup> This category primarily represents private placement and municipal securities not rated by a NRSRO.

As of June 30, 2024, the fixed maturity securities portfolio had \$519.3 million of pretax gross unrealized investment losses on \$3,856.5 million of fair value related to 2,599 positions. Of the investment positions with gross unrealized losses, there were 477 trading below 80.0% of the carrying value as of June 30, 2024. The Company views the decrease in fair value of all of the fixed maturity securities with unrealized losses as of June 30, 2024 as due to factors other than a credit loss. Future changes in circumstances related to these and other securities could require subsequent recognition of impairment. See Part II - Item 8, Note 2 of the Consolidated Financial Statements in this Quarterly Report on Form 10-Q for more information.

Unrealized investment losses rose due to an increase in interest rates. As of June 30, 2024, the 10-year U.S. Treasury yield increased 52 basis points since December 31, 2023, rising from 3.88% as of December 31, 2023 to 4.40% as of June 30, 2024, the impacts of which were partially offset by tighter credit spreads during the same time period, with investment grade and high yield tighter by 8 and 16 basis points, respectively. As of June 30, 2024, investment grade and high yield total returns were up 0.03% and 2.62%, respectively, since December 31, 2023.

## Liquidity and Capital Resources

Our liquidity and access to capital were not materially impacted by inflation or changes in interest rates during the three and six months ended June 30, 2024. For further discussion regarding the potential future impacts of inflation and changes in interest rates, see Part I – Item 1A - Risk Factors and Part II – Item 7 – Management’s Discussion and Analysis of Financial Condition and Results of Operations - Effects of Inflation and Changes in Interest Rates presented in our Annual Report on Form 10-K for the year ended December 31, 2023.

### Investments

Information regarding our investment portfolio, which is comprised primarily of investment grade fixed maturity securities, is presented in Part I - Item 1, Note 2 of the Consolidated Financial Statements as well as Part I - Item 2 - Investment Results in this Quarterly Report on Form 10-Q.

### Cash Flow

Our short-term liquidity requirements, within a 12 month operating cycle, are for the timely payment of claims and benefits to policyholders, operating expenses, interest payments and federal income taxes. Cash flow generated from operations has been, and is expected to be, adequate to meet our operating cash needs in the next 12 months. Cash flow in excess of operational needs has been used to fund business growth, pay dividends to shareholders and repurchase shares of our common stock. Long-term liquidity requirements, beyond one year, are principally for the payment of future insurance and annuity policy claims and benefits, as well as retirement of debt. The following table summarizes our consolidated cash flows activity for the periods indicated.

(\$ in millions)	Six Months Ended June 30,		2024-2023
	2024	2023	% Change
Net cash provided by operating activities	\$ 114.7	\$ 153.9	-25.5 %
Net cash used in investing activities	(87.2)	(44.6)	95.5 %
Net cash used in financing activities	(42.6)	(129.0)	-67.0 %
Net decrease in cash	(15.1)	(19.7)	-23.4 %
Cash at beginning of period	29.7	42.8	-30.6 %
Cash at end of period	\$ 14.6	\$ 23.1	-36.8 %

#### Operating Activities

As a holding company, we conduct our principal operations in the personal lines segment of the property and casualty, life, retirement, supplemental and group insurance industries through our subsidiaries. Our insurance subsidiaries generate cash flow from premium and investment income, generally well in excess of their immediate needs for policy obligations, operating expenses and other cash requirements. Fluctuations in net cash provided by operating activities primarily reflect seasonality in timing of premium and investment income collections and claims and benefits payments.

For the six months ended June 30, 2024, net cash provided by operating activities decreased \$39.2 million.

#### Investing Activities

Net cash used in investing activities for the six months ended June 30, 2024 and 2023 was \$(87.2) million and \$(44.6) million, respectively.

Investing cash inflows consist primarily of proceeds from the sales and maturities of investments. Investing cash outflows consist primarily of payments for purchases of investments. Our investment strategy is to appropriately match the cash flows and durations of our assets with the cash flows and durations of our liabilities to meet the funding requirements of our business and, generally, the expected principal and interest payments produced by our fixed maturity securities portfolio adequately fund the estimated runoff of our insurance reserves. When market opportunities arise, we may sell selected securities and reinvest the proceeds to improve the yield and credit quality of our portfolio. We may at times also sell selected securities and reinvest the proceeds to improve the duration matching of our assets and liabilities and/or rebalance our portfolio. As a result, sales before maturity may vary from period to period. The sale and purchase of short-term investments is influenced by

proceeds received from FHLB funding advances, issuance of debt, our reverse repurchase agreement program, and by the amount of cash which is at times held in short-term investments to facilitate the availability of cash to fund the purchase of appropriate long-term investments, repay maturing debt, and/or to respond to catastrophes.

Financing Activities

Financing activities include primarily payment of dividends, receipt and withdrawal of funds by annuity contractholders, changes in the deposit asset on reinsurance, repurchases of our common stock, fluctuations in book overdraft balances, and borrowings, repayments and repurchases related to debt facilities.

For the six months ended June 30, 2024, net cash used in financing activities decreased \$86.4 million compared to the prior year period, primarily due to a \$22.2 million decrease in cash outflows from the deposit asset on reinsurance and a \$115.0 million increase in net cash inflow from reverse repurchase agreements partially offset by a \$62.0 million net reduction in net cash inflows (advances less repayments) from FHLB funding agreements.

The following table shows activity from FHLB funding agreements for the periods indicated.

(\$ in millions)	Six Months Ended		2024-2023	
	June 30,			
	2024	2023	\$ Change	% Change
Balance at beginning of the period	\$ 904.5	\$ 792.5	\$ 112.0	14.1 %
Advances received from FHLB funding agreements	190.0	182.0	8.0	4.4 %
Principal repayments on FHLB funding agreements	(155.0)	(85.0)	(70.0)	82.4 %
Balance at end of the period	<u>\$ 939.5</u>	<u>\$ 889.5</u>	<u>\$ 50.0</u>	<u>5.6 %</u>

## Liquidity Sources and Uses

Our potential sources and uses of funds principally include the following activities:

	Property & Casualty	Life & Retirement	Supplemental & Group Benefits	Corporate & Other
<b>Activities for potential sources of funds</b>				
Receipt of insurance premiums, contractholder charges and fees	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Recurring service fees, commissions and overrides	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Contractholder fund deposits		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Reinsurance and indemnification program recoveries	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Receipts of principal, interest and dividends on investments	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Proceeds from sales of investments	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Proceeds from FHLB borrowing and funding agreements	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Proceeds from reverse repurchase agreements	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Intercompany loans	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Capital contributions from parent	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Dividends or return of capital from subsidiaries				<input checked="" type="checkbox"/>
Tax refunds/settlements	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Proceeds from periodic issuance of additional securities				<input checked="" type="checkbox"/>
Proceeds from debt issuances				<input checked="" type="checkbox"/>
Proceeds from revolving credit facility				<input checked="" type="checkbox"/>
Receipt of intercompany settlements related to employee benefit plans				<input checked="" type="checkbox"/>
<b>Activities for potential uses of funds</b>				
Payment of claims and related expenses	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Payment of contract benefits, surrenders and withdrawals		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Reinsurance cessions and indemnification program payments	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Payment of operating costs and expenses	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Payments to purchase investments	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Repayment of FHLB borrowing and funding agreements	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Repayment of reverse repurchase agreements	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Payment or repayment of intercompany loans	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Capital contributions to subsidiaries				<input checked="" type="checkbox"/>
Dividends or return of capital to shareholders/parent company	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Tax payments/settlements	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Common share repurchases				<input checked="" type="checkbox"/>
Debt service expenses and repayments				<input checked="" type="checkbox"/>
Repayment on revolving credit facility				<input checked="" type="checkbox"/>
Payments related to employee benefit plans				<input checked="" type="checkbox"/>
Payments for business acquisitions				<input checked="" type="checkbox"/>

We actively manage our financial position and liquidity levels in light of changing market, economic and business conditions. Liquidity is managed at both the entity and enterprise level across HMEC and is assessed on both base and stressed level liquidity needs. We believe we have sufficient liquidity to meet these needs. Additionally, we have existing intercompany agreements in place that facilitate liquidity management across HMEC to enhance flexibility.

As of June 30, 2024, we held \$1.1 billion of cash, U.S. government and agency fixed maturity securities and public equity securities (excluding non-redeemable preferred stocks and foreign equity securities) which, under normal market conditions, could be rapidly liquidated.

Certain remote events and circumstances could constrain our liquidity. Those events and circumstances include, for example, a catastrophe resulting in extraordinary losses, a downgrade of our Senior Notes rating to non-investment grade status or a downgrade in our insurance subsidiaries' financial strength ratings. The rating agencies also consider the interdependence of our individually rated entities; therefore, a rating change in one entity could potentially affect the ratings of other related entities.

## Capital Resources

We have determined the amount of capital that is needed to adequately fund and support business growth, primarily based on risk-based capital formulas, including those developed by the National Association of Insurance Commissioners. Historically, our insurance subsidiaries have generated capital in excess of such needed levels. These excess amounts have been paid to us through dividends. We have then utilized these dividends and our access to the capital markets to fund growth initiatives, service and retire debt, pay dividends to our shareholders, repurchase shares of our common stock and for other corporate purposes. If necessary, we also have other potential sources of liquidity that could provide for additional funding to meet corporate obligations or pay shareholder dividends, including a revolving line of credit, reverse repurchase agreements program, as well as issuances of various securities.

The insurance subsidiaries are subject to various regulatory restrictions that limit the amount of annual dividends or other distributions, including loans or cash advances, available to us without prior approval of the insurance regulatory authorities. The aggregate amount of dividends that may be paid in 2024 from all of our insurance subsidiaries without prior regulatory approval is \$112.3 million, excluding the impact and timing of prior dividends, of which \$45.0 million was paid during the six months ended June 30, 2024. We anticipate that our sources of capital will continue to generate sufficient capital to meet the needs for business growth, debt interest payments, shareholder dividends and our share repurchase programs. Additional information is contained in Part II - Item 8, Note 13 of the Consolidated Financial Statements in our Annual Report on Form 10-K for the year ended December 31, 2023.

Total capital was \$1,755.3 million as of June 30, 2024, including \$546.5 million of long-term debt. Total debt represented 31.1% of total capital including net unrealized investment losses on fixed maturity securities (26.9% excluding net unrealized investment losses on fixed maturity securities and net reserve remeasurements attributable to discount rates\*) as of June 30, 2024, which was slightly above our long-term target of 25.0% for our debt to capital ratio excluding net unrealized investment gains (losses) and net reserve remeasurements attributable to discount rate.

Shareholders' equity was \$1,208.8 million as of June 30, 2024, including net unrealized investment losses on fixed maturity securities of \$370.4 million after taxes. The market value of our common stock and the market value per share were \$1,332.2 million and \$32.62, respectively, as of June 30, 2024. Book value per share and adjusted book value per share\* was \$29.60 and \$36.33, respectively, as of June 30, 2024.

Additional information regarding net unrealized investment gains (losses) on fixed maturity securities as of June 30, 2024 is included in Part I - Item 1, Note 2 of the Consolidated Financial Statements as well as in Part I - Item 2 - Investment Results in this Quarterly Report on Form 10-Q.

Total dividends paid to shareholders was \$27.8 million for the six months ended June 30, 2024. In March and May of 2024, the Board of Directors (Board) approved regular quarterly dividends of \$0.34 per share.

For the six months ended June 30, 2024, we repurchased 140,782 shares of our common stock at an average price per share of \$33.58 under our share repurchase program. See Part II - Item 8, Note 12 of the Consolidated Financial Statements in our Annual Report on Form 10-K for the year ended December 31, 2023 for more information. As of June 30, 2024, \$30.2 million remained authorized for future share repurchases under the share repurchase program. Through August 2, 2024, we purchased an additional 90,205 shares of our common stock at an average price per share of \$32.96.

The following table summarizes our debt obligations.

(\$ in millions)	Interest Rates	Final Maturity	June 30, 2024	December 31, 2023
Short-term debt				
Revolving Credit Facility	Variable	2026	\$ —	\$ —
Long-term debt <sup>(1)</sup>				
7.25% 2023 Senior Notes, Aggregate principal amount of \$300.0 less unaccrued discount of \$0.4 and \$0.5 and unamortized debt issuance costs of \$2.6 and \$2.8	7.25%	2028	297.0	296.7
4.50% 2015 Senior Notes, Aggregate principal amount of \$250.0 less unaccrued discount of \$0.1 and \$0.2 and unamortized debt issuance costs of \$0.4 and \$0.5	4.50%	2025	249.5	249.3
Total			\$ 546.5	\$ 546.0

<sup>(1)</sup> We designate debt obligations as "long-term" based on maturity date at issuance.

On September 15, 2023, we issued \$300.0 million aggregate principal amount of 7.25% senior notes (2023 Senior Notes), which will mature on September 15, 2028, issued at a discount resulting in an effective yield of 7.29%. Interest on the 2023 Senior Notes is payable semi-annually at a rate of 7.25%. The 2023 Senior Notes are redeemable in whole or in part, at any time, at our option, at a redemption price equal to the greater of (1) 100% of the principal amount of the notes being redeemed or (2) the sum of the present values of the remaining scheduled payments of principal and interest thereon discounted, on a semi-annual basis, at the Treasury yield (as defined in the indenture) plus 45 basis points, plus, in either of the above cases, accrued interest to the date of redemption. The 2023 Senior Notes are traded in the open market (HMN 7.25).

The net proceeds from the sale of the 2023 Senior Notes were used to fully repay the \$249.0 million balance on the Revolving Credit Facility with remaining net proceeds from the sale to be used for general corporate purposes. As of June 30, 2024, we had \$325.0 million available on the Revolving Credit Facility, with an interest rate based on SOFR plus 115 basis points plus the applicable benchmark adjustment spread. The Revolving Credit Facility expires on July 12, 2026. The unused portion of the Revolving Credit Facility is subject to a variable commitment fee, which was 0.15% on an annual basis as of June 30, 2024.

As of June 30, 2024, we had outstanding \$250.0 million aggregate principal amount of 4.50% senior notes (2015 Senior Notes), which will mature on December 1, 2025, issued at a discount resulting in an effective yield of 4.53%. Interest on the 2015 Senior Notes is payable semi-annually at a rate of 4.50%. Detailed information regarding the redemption terms of the 2015 Senior Notes is contained in the Part II - Item 8, Note 10 of the Consolidated Financial Statements in our Annual Report on Form 10-K for the year ended December 31, 2023. The 2015 Senior Notes are traded in the open market (HMN 4.50).

As of June 30, 2024, we had no borrowings outstanding with FHLB. The Board has authorized a maximum amount equal to 15% of net aggregate admitted assets less separate account assets of the insurance subsidiaries for FHLB borrowing and funding agreements which is below our maximum FHLB borrowing capacity.

We had an obligation for securities sold under reverse repurchase agreements of \$45.0 million at June 30, 2024 compared to no reverse repurchase agreements outstanding at December 31, 2023.

To provide additional capital management flexibility, we filed a "universal shelf" registration statement on Form S-3 with the Securities and Exchange Commission (SEC) on March 8, 2024. The registration statement, which registered the offer and sale from time to time of an indeterminate amount of various securities, which may include debt securities, common stock, preferred stock, depository shares, warrants, delayed delivery contracts and/or units that include any of these securities, was automatically effective on March 8, 2024. Unless withdrawn by us earlier, this registration statement will remain effective through March 8, 2027. No securities associated with the registration statement have been issued at the time of issuance of this Quarterly Report on Form 10-Q.

On March 13, 2018, we filed a "shelf" registration statement on Form S-4 with the SEC which became effective on May 2, 2018. Under this registration statement, we may from time to time offer and issue up to 5,000,000 shares of our common stock in connection with future acquisitions of other businesses, assets or securities.

Unless withdrawn by us, this registration statement will remain effective indefinitely. No securities associated with the registration statement have been issued at the time of issuance of this Quarterly Report on Form 10-Q.

### Financial Ratings

Our principal insurance subsidiaries are rated by A.M. Best Company, Inc. (A.M. Best), Fitch, Moody's, and S&P. These rating agencies have also assigned ratings to our Senior Notes. The ratings that are assigned by these agencies, which are subject to change, can impact, among other things, our access to sources of capital, cost of capital, and competitive position. These ratings are not a recommendation to buy or hold any of our securities.

All four agencies currently have assigned the same insurance financial strength ratings to our Property & Casualty and Life insurance subsidiaries. Only A.M. Best currently rates our Supplemental & Group Benefits subsidiaries, each of which is rated at the same level as our Property & Casualty and Life & Retirement subsidiaries. Assigned ratings and respective affirmation/review dates as of July 31, 2024 were as follows:

	Insurance Financial		Debt Ratings (Outlook)		Affirmed/
	Strength Ratings (Outlook)				Reviewed
A.M. Best					
HMEC (parent company)	N.A.		bbb	(stable)	8/10/2023
HMEC's Life & Retirement subsidiaries	A	(stable)	N.A.		8/10/2023
HMEC's Property & Casualty subsidiaries	A	(stable)	N.A.		8/10/2023
HMEC's Supplemental & Group Benefits subsidiaries					
Madison National Life Insurance Company	A	(stable)	N.A.		8/10/2023
National Teachers Associates Life Insurance Company	A	(stable)	N.A.		8/10/2023
Fitch					
HMEC (parent company)			BBB	(stable)	08/17/2023
HMEC's Life Group	A	(stable)			08/17/2023
HMEC's P&C Group	A	(negative)			08/17/2023
Moody's					
HMEC (parent company)			Baa2	(negative)	4/1/2024
HMEC's Life Group	A2	(negative)			7/24/2024
HMEC's P&C Group	A2	(negative)			4/1/2024
S&P	A	(stable)	BBB	(stable)	1/30/2024

### Reinsurance Programs

There have been no material changes in our reinsurance programs for our Property & Casualty, Life & Retirement and Supplemental & Group Benefits segments from that disclosed in Part I - Item 1, Reporting Segments in our Annual Report on Form 10-K for the year ended December 31, 2023.

## ITEM 3. Quantitative and Qualitative Disclosures about Market Risk

Market value risk, our primary market risk exposure, is the risk that our invested assets will decrease in value. This decrease in value may be due to (1) a change in the yields realized on our assets and prevailing market yields for similar assets, (2) an unfavorable change in the liquidity of an investment, (3) an unfavorable change in the financial prospects of the issuer of an investment, or (4) a downgrade in the credit rating of the issuer of an investment. Also see Consolidated Results of Operations in Part I - Item 2 of this Quarterly Report on Form 10-Q regarding net investment losses.

Significant changes in interest rates expose us to the risk of experiencing losses or earning a reduced level of income based on the difference between the interest rates earned on our investments and the credited interest rates on our insurance and investment contract liabilities. Also see Consolidated Results of Operations in Part I - Item 2 of this Quarterly Report on Form 10-Q regarding interest credited to policyholders.

We seek to manage our market value risk by coordinating the projected cash inflows of assets with the projected cash outflows of liabilities. For all of our assets and liabilities, we seek to maintain reasonable durations, consistent with the maximization of income without sacrificing investment quality, while providing for liquidity and diversification. The investment risk associated with variable annuity deposits and the underlying mutual funds is assumed by those contractholders, and not by us. Certain fees that we earn from variable annuity deposits are based on the market value of the funds deposited.

More detailed descriptions of our exposure to market value risks and the management of those risks is contained in Part II - Item 7A of our Annual Report on Form 10-K for the year ended December 31, 2023.

## ITEM 4. **I** Controls and Procedures

### Management's Conclusion Regarding the Effectiveness of Disclosure Controls and Procedures

Under the supervision and with the participation of our management, including our chief executive officer and chief financial officer, we conducted an evaluation of the effectiveness of the design and operation of our disclosure controls and procedures, as such term is defined in Rule 13a-15(e) of the Securities Exchange Act of 1934 as amended (Exchange Act), as of June 30, 2024. Based on this evaluation, the chief executive officer and chief financial officer concluded that our disclosure controls and procedures are effective in timely alerting them to material information relating to us (including our consolidated subsidiaries) that is required to be included in our periodic SEC filings. No material weaknesses in our disclosure controls and procedures were identified in the evaluation and therefore, no corrective actions were taken. There were no significant changes in our internal controls or in other factors that could significantly affect these controls subsequent to the date of their evaluation.

### Changes in Internal Control Over Financial Reporting

There were no changes in our internal control over financial reporting (as defined in Rule 13a-15(f) under the Exchange Act) during the period covered by this Quarterly Report on Form 10-Q that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.



## PART II: OTHER INFORMATION

### ITEM 1. Legal Proceedings

For a description of noteworthy litigation, see Part I - Item 1, Note 10 of the Consolidated Financial Statements of this Quarterly Report on Form 10-Q.

### ITEM 1A. Risk Factors

At the time of issuance of this Quarterly Report on Form 10-Q, we believe there are no material changes from the risk factors as previously disclosed in Part I - Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2023.

### ITEM 2. Unregistered Sales of Equity Securities and Use of Proceeds

#### Issuer Purchases of Equity Securities

On May 25, 2022, our Board of Directors authorized a share repurchase program allowing repurchases of up to \$50 million our common shares in open market or privately negotiated transactions, from time to time, depending on market conditions (Program). The Program does not have an expiration date and may be limited or terminated at any time without notice. During the three months ended June 30, 2024, we repurchased shares under the Program as follows:

Period	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of Shares Purchased under the Program	Approximate Dollar Value of Shares that may yet be Purchased under the Program
April 1 - 30	4,164	\$ 33.98	4,164	\$ 34.7 million
May 1 - 31	53,980	34.22	53,980	\$ 32.9 million
June 1 - 30	82,638	33.15	82,638	\$ 30.2 million
Total	140,782	\$ 33.58	140,782	\$ 30.2 million

### ITEM 5. Other Information

#### Securities Trading Plans of Executive Officers and Directors

Rule 10b5-1 under the Exchange Act provides an affirmative defense that enables prearranged transactions in Company securities in a manner that avoids concerns about initiating transactions at a future date while possibly in possession of material nonpublic information. Our Insider Trading Policy permits our executive officers and directors to enter into trading plans designed to comply with Rule 10b5-1.

During the three months ended June 30, 2024, no director or officer of the Company who is required to file reports under Section 16 of the Exchange Act adopted, modified, or terminated a "Rule 10b5-1 trading arrangement" or "non-Rule 10b5-1 trading arrangement," as each term is defined in Item 408(a) of Regulation S-K.

## ITEM 6. Exhibits

The following items are filed as Exhibits. Management contracts and compensatory plans are indicated by an asterisk (\*).

Exhibit No.	Description
(3) Articles of incorporation and bylaws:	
3.1	<a href="#"><u>Restated Certificate of Incorporation of HMEC, filed with the Delaware Secretary of State on June 24, 2003, incorporated by reference to Exhibit 3.1 to HMEC's Quarterly Report on Form 10-Q for the quarter ended June 30, 2003, filed with the Securities and Exchange Commission (the "SEC") on August 14, 2003.</u></a>
3.2	<a href="#"><u>2020 Amended and Restated Bylaws of HMEC, incorporated by reference to Exhibit 3.1 to HMEC's 8-K filing filed with the SEC on April 1, 2020.</u></a>
(4) Instruments defining the rights of security holders, including indentures:	
4.1	<a href="#"><u>Indenture, dated as of November 23, 2015, by and between HMEC and The Bank of New York Mellon Trust Company, N.A., as trustee, incorporated by reference to Exhibit 4.1 to HMEC's Current Report on Form 8-K dated November 18, 2015, filed with the SEC on November 23, 2015.</u></a>
4.1(a)	<a href="#"><u>Form of HMEC 4.500% Senior Notes due 2025, incorporated by reference to Exhibit 4.2 to HMEC's Current Report on Form 8-K dated November 18, 2015, filed with the SEC on November 23, 2015.</u></a>
4.1(b)	<a href="#"><u>Form of HMEC 7.25 % Senior Notes due 2028, incorporated by reference to Exhibit 4.2 to HMEC's Current Report on Form 8-K dated September 12, 2023, filed with the SEC on September 15, 2023.</u></a>
4.2	<a href="#"><u>Certificate of Designations for HMEC Series A Cumulative Convertible Preferred Stock, incorporated by reference to Exhibit 4.3 to HMEC's Annual Report on Form 10-K for the year ended December 31, 2005, filed with the SEC on March 16, 2006.</u></a>
4.3	<a href="#"><u>Description of Securities, incorporated by reference to Exhibit 4.3 to HMEC's Annual Report on Form 10-K for the year ended December 31, 2019, filed with the SEC on March 2, 2020.</u></a>
(10) Material contracts:	
10.1	<a href="#"><u>Credit Agreement dated as of June 21, 2019 among HMEC, certain financial institutions named therein and PNC Bank, N.A., as administrative agent, incorporated by reference to Exhibit 10.1 to HMEC's Current Report on Form 8-K dated June 24, 2019, filed with the SEC on June 24, 2019.</u></a>
10.1(a)	<a href="#"><u>First Amendment to Credit Agreement dated as of June 21, 2019 among HMEC, certain financial institutions named therein and PNC Bank, N.A., as administrative agent, incorporated by reference to Exhibit 10.1(a) to HMEC's Annual Report on Form 10-K for the year ended December 31, 2019, filed with the SEC on March 2, 2020.</u></a>

- 10.1(b) [Second Amendment to Credit Agreement dated as of July 12, 2021, among HMEC, as borrower, PNC Bank, National Association, as administrative agent, and certain lenders party thereto, incorporated by reference to Exhibit 10.1\(b\) to HMEC's Current Report on Form 8-K dated July 14, 2021, filed with the SEC on July 14, 2021.](#)
- 10.2\* [Horace Mann Educators Corporation Amended and Restated 2002 Incentive Compensation Plan \("2002 Incentive Compensation Plan"\), incorporated by reference to Exhibit 10.2 to HMEC's Quarterly Report on Form 10-Q for the quarter ended June 30, 2005, filed with the SEC on August 9, 2005.](#)
- 10.2(a)\* [Revised Specimen Employee Stock Option Agreement under the 2002 Incentive Compensation Plan, incorporated by reference to Exhibit 10.6\(b\) to HMEC's Annual Report on Form 10-K for the year ended December 31, 2008, filed with the SEC on March 2, 2009.](#)
- 10.2(b)\* [Specimen Employee Restricted Stock Unit Agreement under the 2002 Incentive Compensation Plan, incorporated by reference to Exhibit 10.6\(d\) to HMEC's Annual Report on Form 10-K for the year ended December 31, 2005, filed with the SEC on March 16, 2006.](#)
- 10.2(c)\* [Revised Specimen Employee Restricted Stock Unit Agreement under the 2002 Incentive Compensation Plan, incorporated by reference to Exhibit 10.6\(f\) to HMEC's Annual Report on Form 10-K for the year ended December 31, 2008, filed with the SEC on March 2, 2009.](#)
- 10.2(d)\* [Specimen Non-employee Director Restricted Stock Unit Agreement under the 2002 Incentive Compensation Plan, incorporated by reference to Exhibit 10.6\(e\) to HMEC's Annual Report on Form 10-K for the year ended December 31, 2005, filed with the SEC on March 16, 2006.](#)
- 10.2(e)\* [Revised Specimen Non-employee Director Restricted Stock Unit Agreement under the 2002 Incentive Compensation Plan, incorporated by reference to Exhibit 10.6\(h\) to HMEC's Annual Report on Form 10-K for the year ended December 31, 2008, filed with the SEC on March 2, 2009.](#)
- 10.3\* [HMEC 2010 Comprehensive Executive Compensation Plan \(As Amended and Restated Effective March 3, 2021\), incorporated by reference to Exhibit 1 \(beginning on page 59\) to HMEC's Proxy Statement, filed with the SEC on April 8, 2021.](#)
- 10.3(a)\* [HMEC 2010 Comprehensive Executive Compensation Plan \(As Amended and Restated Effective May 20, 2015\) \(Section 16 Officer\) Non-Qualified Stock Option Agreement - Employee Grantee, incorporated by reference to Exhibit 10.3\(a\) to HMEC's Quarterly Report on Form 10-Q for the quarter ended March 31, 2017, filed with the SEC on May 9, 2017.](#)
- 10.3(b)\* [HMEC 2010 Comprehensive Executive Compensation Plan \(As Amended and Restated Effective May 20, 2015\) \(Section 16 Officer\) Non-Qualified Stock Option Agreement - Employee Grantee \(with Retirement Provision\), incorporated by reference to Exhibit 10.3\(b\) to HMEC's Quarterly Report on Form 10-Q for the quarter ended March 31, 2023, filed with the SEC on May 10, 2023.](#)
- 10.3(c)\* [HMEC 2010 Comprehensive Executive Compensation Plan \(As Amended and Restated Effective May 20, 2015\) Service-Vested Restricted Stock Units Agreement - Employee Grantee, incorporated by reference to Exhibit 10.3\(c\) to HMEC's Quarterly Report on Form 10-Q for the quarter ended March 31, 2017, filed with the SEC on May 9, 2017.](#)
- 10.3(d)\* [HMEC 2010 Comprehensive Executive Compensation Plan \(As Amended and Restated Effective May 20, 2015\) Service-based Restricted Stock Units Agreement - Employee Grantee \(with Retirement Provision\), incorporated by reference to Exhibit 10.3\(d\) to HMEC's Quarterly Report on Form 10-Q for the quarter ended March 31, 2023, filed with the SEC on May 10, 2023.](#)

- 10.3(e)\* [HMEC 2010 Comprehensive Executive Compensation Plan \(As Amended and Restated Effective May 20, 2015\) Performance-Based Restricted Stock Units Agreement - Employee Grantee, incorporated by reference to Exhibit 10.3\(d\) to HMEC's Quarterly Report on Form 10-Q for the quarter ended March 31, 2022, filed with the SEC on May 9, 2022.](#)
- 10.3(f)\* [HMEC 2010 Comprehensive Executive Compensation Plan \(As Amended and Restated Effective May 20, 2015\) Performance-Based Restricted Stock Units Agreement - Employee Grantee \(with Retirement Provision\), incorporated by reference to Exhibit 10.3\(f\) to HMEC's Quarterly Report on Form 10-Q for the quarter ended March 31, 2023, filed with the SEC on May 10, 2023.](#)
- 10.3(g)\* [HMEC 2010 Comprehensive Executive Compensation Plan \(As Amended and Restated Effective May 20, 2015\) Performance-Based Restricted Stock Units Agreement - Employee Grantee \(with Retirement Provision and ESG Modifier\), incorporated by reference to Exhibit 10.3\(g\) to HMEC's Quarterly Report on Form 10-Q for the quarter ended March 31, 2023, filed with the SEC on May 10, 2023.](#)
- 10.3(h)\* [HMEC 2010 Comprehensive Executive Compensation Plan \(As Amended and Restated Effective May 20, 2015\) Service-Vested Restricted Stock Units Agreement - Employee Grantee \(One-Time Grant Service\), incorporated by reference to Exhibit 10.3\(e\) to HMEC's Quarterly Report on Form 10-Q for the quarter ended March 31, 2017, filed with the SEC on May 9, 2017.](#)
- 10.3(i)\* [Specimen Employee Performance-Based Restricted Stock Units Agreement - Key Strategic Grantee under the HMEC 2010 Comprehensive Executive Compensation Plan incorporated by reference to Exhibit 10.3\(e\) to HMEC's Quarterly Report on Form 10-Q for the quarter ended March 31, 2016, filed with the SEC on May 6, 2016.](#)
- 10.3(j)\* [Specimen Non-employee Director Restricted Stock Unit Agreement under the HMEC 2010 Comprehensive Executive Compensation Plan, incorporated by reference to Exhibit 10.17\(a\) to HMEC's Current Report on Form 8-K dated May 27, 2010, filed with the SEC on June 2, 2010.](#)
- 10.4\* [Horace Mann Supplemental Employee Retirement Plan, 2002 Restatement, incorporated by reference to Exhibit 10.1 to HMEC's Quarterly Report on Form 10-Q for the quarter ended March 31, 2002, filed with the SEC on May 15, 2002.](#)
- 10.5\* [Horace Mann Executive Supplemental Employee Retirement Plan, 2002 Restatement, incorporated by reference to Exhibit 10.2 to HMEC's Quarterly Report on Form 10-Q for the quarter ended March 31, 2002, filed with the SEC on May 15, 2002.](#)
- 10.6\* [Amended and Restated Horace Mann Nonqualified Supplemental Money Purchase Pension Plan, incorporated by reference to Exhibit 10.9 to HMEC's Annual Report on Form 10-K for the year ended December 31, 2008, filed with the SEC on March 2, 2009.](#)
- 10.7\* [Summary of HMEC Non-employee Director Compensation, incorporated by reference to Exhibit 10.7 to HMEC's Quarterly Report on Form 10-Q for the quarter ended June, 30, 2022, filed with the SEC on August 8, 2022.](#)
- 10.8\* [Summary of HMEC Named Executive Officer Annualized Salaries, incorporated by reference to Exhibit 10.8 to HMEC's Quarterly Report on Form 10-Q for the quarter ended March 31, 2024, filed with the SEC on May 8, 2024.](#)
- 10.9\* [Form of Severance Agreement between HMEC, Horace Mann Service Corporation \("HMSC"\) and certain officers of HMEC and/or HMSC, incorporated by reference to Exhibit 10.13 to HMEC's Annual Report on Form 10-K for the year ended December 31, 2012, filed with the SEC on February 28, 2013.](#)
- 10.10\* [HMSC Executive Change in Control Plan, incorporated by reference to Exhibit 10.15 to HMEC's Current Report on Form 8-K dated February 15, 2012, filed with the SEC on February 22, 2012.](#)

10.10(a)*	<a href="#"><u>HMSC Executive Change in Control Plan Schedule A Plan Participants, incorporated by reference to Exhibit 10.10(a) to HMEC's Quarterly Report on Form 10-Q for the quarter ended March 31, 2024, filed with the SEC on May 8, 2024.</u></a>
10.11*	<a href="#"><u>HMSC Executive Severance Plan, incorporated by reference to Exhibit 10.16 to HMEC's Current Report on Form 8-K dated March 7, 2012, filed with the SEC on March 13, 2012.</u></a>
10.11(a)*	<a href="#"><u>First Amendment to the HMSC Executive Severance Plan, incorporated by reference to Exhibit 10.16(a) to HMEC's Quarterly Report on Form 10-Q for the quarter ended June 30, 2012, filed with the SEC on August 9, 2012.</u></a>
10.11(b)*	<a href="#"><u>HMSC Executive Severance Plan Schedule A Participants, incorporated by reference to Exhibit 10.11(b) to HMEC's Quarterly Report on Form 10-Q for the quarter ended March 31, 2024, filed with the SEC on May 8, 2024.</u></a>
10.12	<a href="#"><u>Stock Purchase Agreement Among Horace Mann Educators Corporation, and Robert Paglione, Paglione Family Irrevocable Trust F/B/O Adam Paglione, Paglione Family Irrevocable Trust F/B/O Lisa and Jorge Arroyo, Beau Adams and Benefit Consultants Group, Inc. dated as of October 30, 2018, incorporated by reference to Exhibit 10.12 to HMEC's Annual Report on Form 10-K for the year ended December 31, 2018, filed with the SEC on March 1, 2019.</u></a>
10.13	<a href="#"><u>Purchase Agreement By and Among Ellard Family Holdings, Inc., Brian M. Ellard, The JCE Exempt Trust and Horace Mann Educators Corporation dated as of December 10, 2018, incorporated by reference to Exhibit 10.13 to HMEC's Annual Report on Form 10-K for the year ended December 31, 2018, filed with the SEC on March 1, 2019.</u></a>
10.14	<a href="#"><u>Stock Purchase Agreement for Madison National Life, incorporated by reference to Exhibit 10.14 to HMEC's Quarterly Report on Form 10-Q for the quarter ended September 30, 2021, filed with the SEC on November 5, 2021.</u></a>
10.15	<a href="#"><u>Executive employment offer letter to Stephen J. McAnena, Chief Operating Officer, dated April 4, 2023, incorporated by reference to Exhibit 10.15 to HMEC's Quarterly Report on Form 10-Q for the quarter ended June 30, 2023, filed with the SEC on August 8, 2023.</u></a>
(31) Certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002:	
31.1	<a href="#"><u>Certification by Marita Zuraitis, Chief Executive Officer of HMEC.</u></a>
31.2	<a href="#"><u>Certification by Bret A. Conklin, Chief Financial Officer of HMEC.</u></a>
(32) Certification pursuant to Section 906 of the Sarbanes-Oxley Act of 2002:	
32.1	<a href="#"><u>Certification by Marita Zuraitis, Chief Executive Officer of HMEC.</u></a>
32.2	<a href="#"><u>Certification by Bret A. Conklin, Chief Financial Officer of HMEC.</u></a>
(99) Additional exhibits:	
99.1	<a href="#"><u>Glossary of Selected Terms.</u></a>
(101) Interactive Data File:	
101.INS	XBRL Instance Document - the instance document does not appear in the Interactive Data File because its XBRL tags are embedded within the Inline XBRL document

101.SCH	XBRL Taxonomy Extension Schema
101.CAL	XBRL Taxonomy Extension Calculation Linkbase
101.DEF	XBRL Taxonomy Extension Definition Linkbase
101.LAB	XBRL Taxonomy Extension Label Linkbase
101.PRE	XBRL Taxonomy Extension Presentation Linkbase

# 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.

HORACE MANN EDUCATORS CORPORATION  
(Registrant)

Date	<u>August 7, 2024</u>	<u>/s/ Marita Zuraitis</u>
		Marita Zuraitis President and Chief Executive Officer

Date	<u>August 7, 2024</u>	<u>/s/ Bret A. Conklin</u>
		Bret A. Conklin Executive Vice President and Chief Financial Officer

Date	<u>August 7, 2024</u>	<u>/s/ Kimberly A. Johnson</u>
		Kimberly A. Johnson Senior Vice President, Controller and Principal Accounting Officer

Chief Executive Officer Certification  
pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

I, Marita Zuraitis, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q for the period ended June 30, 2024 of Horace Mann Educators Corporation;
2. Based on my knowledge, this report does not contain any untrue statement of a 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 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:
  - 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.

/s/ Marita Zuraitis

Marita Zuraitis, Chief Executive Officer  
Horace Mann Educators Corporation

Date: August 7, 2024



Chief Financial Officer Certification  
pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

I, Bret A. Conklin, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q for the period ended June 30, 2024 of Horace Mann Educators Corporation;
2. Based on my knowledge, this report does not contain any untrue statement of a 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 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:
  - 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.

/s/ Bret A. Conklin

Bret A. Conklin, Chief Financial Officer  
Horace Mann Educators Corporation

Date: August 7, 2024

CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Horace Mann Educators Corporation (the "Company") on Form 10-Q for the period ended June 30, 2024 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Marita Zuraitis, Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. Section 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; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ Marita Zuraitis

Marita Zuraitis

Chief Executive Officer

Date: August 7, 2024

A signed original of this written statement required by Section 906 has been provided to Horace Mann Educators Corporation and will be retained by Horace Mann Educators Corporation and furnished to the Securities and Exchange Commission or its staff upon request.

CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Horace Mann Educators Corporation (the "Company") on Form 10-Q for the period ended June 30, 2024 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Bret A. Conklin, Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. Section 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; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ Bret A. Conklin

Bret A. Conklin

Chief Financial Officer

Date: August 7, 2024

A signed original of this written statement required by Section 906 has been provided to Horace Mann Educators Corporation and will be retained by Horace Mann Educators Corporation and furnished to the Securities and Exchange Commission or its staff upon request.

## Glossary of Selected Terms

The following measures are used by the Company's management to evaluate performance against historical results and establish targets on a consolidated basis. A number of these measures are components of net income or the balance sheet but, in some cases, are not based on accounting principles generally accepted in the United States of America (non-GAAP) under applicable SEC rules because they are not displayed as separate line items in the Consolidated Statements of Operations and Comprehensive Income (Loss) or Consolidated Balance Sheets or are not required to be disclosed in the Notes to the Consolidated Financial Statements or, in some cases, there is inclusion or exclusion of certain items not ordinarily included or excluded in accordance with accounting principles generally accepted in the United States of America (GAAP).

In the opinion of the Company's management, a discussion of these measures provides investors, financial analysts, rating agencies and other financial statement users with a better understanding of the significant factors that comprise the Company's periodic results of operations and how management evaluates the Company's financial performance. Internally, the Company's management uses the measures to evaluate performance against historical results, to establish financial targets on a consolidated basis and for other reasons.

Some of these measures exclude net investment gains (losses), net unrealized investment gains (losses) on fixed maturity securities and net reserve remeasurements attributable to discount rates which can be significantly impacted by both discretionary and other economic factors and are not necessarily indicative of operating trends. Also, some of these measures exclude goodwill and intangible asset impairments and intangible asset amortization.

Other companies may calculate these measures differently, and, therefore, their measures may not be comparable to those used by the Company's management.

**Adjusted book value per share** - The result of dividing (1) total shareholders' equity excluding after-tax net unrealized investment gains (losses) on fixed maturity securities and after-tax net reserve remeasurements attributable to discount rates by (2) ending shares outstanding. Book value per share is the most directly comparable GAAP measure. Management believes it is useful to consider the trend in book value per share excluding net unrealized investment gains (losses) on fixed maturity securities and net reserve remeasurements attributable to discount rates in conjunction with book value per share to identify and analyze the change in net worth. Management also believes the non-GAAP measure is useful to investors because it eliminates the effect of items that can fluctuate significantly from period to period and are generally driven by economic developments, primarily financial market conditions, the magnitude and timing of which are generally not influenced by the Company's underlying insurance operations.

**Tangible book value per share** - The result of dividing (1) total shareholders' equity excluding after-tax net unrealized investment gains (losses) on fixed maturity securities after-tax net reserve remeasurements attributable to discount rates, goodwill and other intangible assets (including the related impact of deferred taxes) by (2) ending shares outstanding. Book value per share is the most directly comparable GAAP measure.

**Debt to total capitalization ratio, excluding net unrealized investment gains (losses) on fixed maturity securities and net reserve remeasurements attributable to discount rates** - The result of dividing (1) total debt by (2) total debt plus common shareholders' equity excluding after-tax net unrealized investment gains (losses) on fixed maturity securities and after-tax net reserve remeasurements attributable to discount rates from common shareholders' equity. The debt to total capitalization ratio is the most directly comparable GAAP measure.

**Catastrophe costs** - The sum of catastrophe losses, net of reinsurance and before income tax benefits that includes allocated loss adjustment expenses and reinsurance reinstatement premiums, excluding unallocated loss adjustment expenses.

**Catastrophe losses** - In categorizing property and casualty claims as being from a catastrophe, the Company utilizes the designations of the Property Claim Services, a subsidiary of Insurance Services Office, Inc., and additionally beginning in 2007, includes losses from all such events that meet the definition of a covered loss in the Company's primary catastrophe excess of loss reinsurance contract, and reports claims and claim expense amounts net of reinsurance recoverables. A catastrophe is a severe loss resulting from natural and man-made events within a particular territory, including risks such as hurricane, fire, earthquake, windstorm, explosion, terrorism and other similar events, that causes \$25 million or more in insured property and casualty losses for the industry and affects a significant number of property and casualty insurers and policyholders. Each catastrophe has unique characteristics. Catastrophes are not predictable as to timing or amount of loss in advance. Their

effects are not included in earnings or claim and claim expense reserves prior to occurrence. In the opinion of the Company's management, a discussion of the impact of catastrophes is meaningful for investors to understand the variability in periodic earnings.

**Core earnings (loss)** - Consolidated net income (loss) excluding the after-tax impact of net investment gains (losses), discontinued operations, the after-tax impact of goodwill and intangible asset impairments and the cumulative effect of changes in accounting principles when applicable. Net income is the most directly comparable GAAP measure.

- **Pretax core earnings (loss)** - Pretax net income (loss) excluding the pretax impact of net investment gains (losses), discontinued operations, the pretax impact of goodwill and intangible asset impairments and cumulative effect of changes in accounting principles when applicable. Income before income taxes is the most directly comparable GAAP measure.
- **Segment core earnings (loss)** - Determined in the same manner as core earnings (loss) on a consolidated basis. Management uses segment core earnings to analyze each segment's performance and as a tool in making business decisions. Financial statement users also consider core earnings when analyzing the results and trends of insurance companies.

**Core earnings (loss) per share** - Core earnings on a per common share basis. Earnings per share is the most directly comparable GAAP measure.

**Adjusted core earnings (loss)** – Determined in the same manner as core earnings (loss) but this measure is further adjusted to exclude intangible asset amortization and the change in market risk benefits to calculate adjusted core earnings (loss). Net income is the most directly comparable GAAP measure.

- **Pretax adjusted core earnings (loss)** – Determined in the same manner as pretax core earnings (loss) but this measure is further adjusted to exclude pretax intangible asset amortization and the pretax change in market risk benefits to calculate pretax adjusted core earnings (loss). Income before income taxes is the most directly comparable GAAP measure.

**Net premiums written and contract deposits** – Management utilizes this non-GAAP measure, which is based on statutory accounting principles, in analyzing and evaluating business growth. Premiums and contract charges earned is the most directly comparable GAAP measure.

Net premiums written and contract deposits for the Company's operating segments are as follows:

#### *Property & Casualty*

**Net premiums written:** Reflects the direct and assumed contractually determined amounts charged to policyholders for the effective period of the contract based on the terms and conditions of the contract and reflect gross premiums written less premiums ceded to reinsurers. The difference between premiums written and premiums earned is premiums unearned.

#### *Life & Retirement*

Life Insurance Product Lines:

- **Net premiums written and contract deposits:** Reflects (1) the direct and assumed contractually determined amounts charged to policyholders for the effective period of the contract based on the terms and conditions of the contract and reflect gross premiums written less premiums ceded to reinsurers, and (2) the amount charged for policies in force during a fiscal period for traditional life business. Contract deposits include amounts received from customers on deposit-type contracts.

Retirement Product Lines:

- **Net annuity contract deposits:** Reflects total recurring deposits and single deposits/rollovers – net of contract deposits ceded to reinsurers.

## Supplemental & Group Benefits

### Worksite Direct Product Lines:

- **Net premiums written and contract deposits:** Reflects (1) the direct and assumed contractually determined amounts charged to policyholders/certificate holders for the effective period of the contract based on the terms and conditions of the contract and reflect gross premiums written less premiums ceded to reinsurers, and (2) the amount charged for policies in force during a fiscal period for traditional life business. Contract deposits include amounts received from customers on deposit-type contracts.

### Employer-Sponsored Product Lines:

- **Net premiums written:** Reflects (1) the direct and assumed contractually determined amounts charged to policyholders for the effective period of the contract based on the terms and conditions of the contract and reflect gross premiums written less premiums ceded to reinsurers, and (2) the amount charged for policies in force during a fiscal period for traditional life business.

**Investment yield, excluding limited partnership interests - annualized, pretax and after-tax** - For the three month periods presented, investment yields are calculated by annualizing the result of year-to-date total net investment income, pretax adjusted to exclude (1) investment income from deposit asset on reinsurance, (2) investment income from limited partnership interests (excluding investment income on commercial mortgage loan funds) and (3) FHLB interest credited for the corresponding periods, divided by the average quarter-end and beginning of quarter carrying amount of the total investment portfolio as presented in the Consolidated Balance Sheets adjusted to exclude (1) FHLB funding agreements, (2) the carrying amount of limited partnership interests (excluding the carrying amount of commercial mortgage loan funds), and (3) gross unrealized investment gains (losses) on fixed maturity securities. For full year periods presented, investment yields are calculated by (i) summing the investment yields for each respective three-month period applicable to the year and (ii) dividing that sum per the calculation in (i) by four. Net investment income is the most directly comparable GAAP measure.

**Net income return on equity - LTM:** The ratio of (1) trailing 12 month net income to (2) the average of ending shareholders' equity for the current quarter end and the preceding four quarter ends - referred to as the 5 quarter average of shareholders' equity.

- **Net income return on equity - Annualized:** The ratio of (1) annualized net income to (2) the 2 quarter average of shareholders' equity.
- **Core return on equity - LTM:** The ratio of (1) trailing 12 month core earnings to (2) the 5 quarter average of shareholders' equity excluding net unrealized investment gains (losses) on fixed maturity securities and net reserve remeasurements attributable to discount rates. Net income return on equity - LTM is the most directly comparable GAAP measure.
- **Core return on equity - Annualized:** The ratio of (1) annualized core earnings to (2) the 2 quarter average of shareholders' equity excluding net unrealized investment gains (losses) on fixed maturity securities and net reserve remeasurements attributable to discount rates. Net income return on equity - Annualized is the most directly comparable GAAP measure.
- **Adjusted core return on equity - LTM:** The ratio of (1) trailing 12 month adjusted core earnings to (2) the 5 quarter average of shareholders' equity excluding net unrealized investment gains (losses) on fixed maturity securities and net reserve remeasurements attributable to discount rates. Net income return on equity - LTM is the most directly comparable GAAP measure.
- **Adjusted core return on equity - Annualized:** The ratio of (1) annualized adjusted core earnings to (2) the 2 quarter average of shareholders' equity excluding net unrealized investment gains (losses) on fixed maturity securities and net reserve remeasurements attributable to discount rates. Net income return on equity - Annualized is the most directly comparable GAAP measure.

**Net reserves** - Property and casualty unpaid claim and claim expense reserves net of anticipated reinsurance recoverables.

**Prior years' reserve development** - A measure which the Company reports for its Property & Casualty segment which identifies the increase or decrease in net incurred claim and claim expense reserves at successive valuation dates for claims which occurred in previous calendar years. In the opinion of management, a discussion of prior

years' reserve development is useful to investors as it allows them to assess the impact on current period earnings of incurred claims experience from the current calendar year and previous calendar years.

**Property & Casualty operating statistics** - Operating measures utilized by the Company and the insurance industry regarding the relative profitability of property and casualty underwriting results.

- **Loss ratio** - The ratio of (1) the sum of net incurred losses and loss adjustment expenses to (2) net premiums earned.
- **Underlying loss ratio** - The sum of the loss ratio adjusted to remove the effect of catastrophe losses and prior years' reserve development. The loss ratio is the most directly comparable GAAP measure. Management believes this ratio provides a valuable measure of the Company's underlying underwriting performance that may be obscured by the effects of catastrophe losses and prior years' reserve development, the amounts of which may be significant and may vary significantly between periods.
- **Expense ratio** - The ratio of (1) the sum of operating expenses and the amortization of policy acquisition costs to (2) net earned premiums.
- **Combined ratio** - The sum of the loss ratio and the expense ratio. A combined ratio less than 100% generally indicates profitable underwriting prior to the consideration of net investment income.
- **Underlying combined ratio or combined ratio excluding catastrophe losses and prior years' reserve development** - The sum of the loss ratio and the expense ratio adjusted to remove the effect of catastrophe losses and prior years' reserve development. The combined ratio is the most directly comparable GAAP measure. Management believes this ratio provides a valuable measure of the Company's underlying underwriting performance that may be obscured by the effects of catastrophe losses and prior years' reserve development, the amounts of which may be significant and may vary significantly between periods.

**Supplemental & Group Benefits operating statistics** - Operating measures utilized by the Company and the insurance industry regarding the relative profitability of supplemental and group benefits underwriting results.

- **Benefits ratio** - The ratio of (1) the sum of benefits, settlement expenses and change in reserves to (2) net premiums and contract charges earned.
- **Operating expense ratio** - The ratio of (1) the sum of operating expenses and DAC amortization expense to (2) total revenues.
- **Pretax profit margin** - The ratio of (1) income before income taxes to (2) total revenues.

**Sales** – Sales data pertains to Horace Mann products and excludes authorized products sold by exclusive agents that are underwritten by third-party vendors. Sales should not be viewed as a substitute for any GAAP measure, including "sales" as it relates to non-insurance companies, and the Company's definition of sales, sales deposits or new annualized sales might differ from that used by other companies. The Company utilizes sales information as a performance measure that indicates the productivity of its agency force. Sales are also a leading indicator of future revenue trends.

Sales for the Company's operating segments are as follows:

#### *Property & Casualty*

- **Sales:** Sales are measured as premiums to be collected over the 12 months following the sale of new automobile and property policies.

#### *Life & Retirement*

Life Insurance Product Lines:

- **Annualized sales:** Annualized sales are based on the total yearly premium that the Company would expect to receive if all first year recurring premium policies would remain in force, plus 10% of single and indexed universal life excess premiums. Annualized sales measure activity associated with gaining new insurance business in the current period, and includes deposits received related to universal-life-type products.

*Supplemental & Group Benefits*

Worksite Direct Product Lines:

- **Sales:** Based on application received date on the submitted policy and measured as the submitted annual premium.

Employer-Sponsored Product Lines:

- **Sales:** Sales are measured based on estimated annualized premium on the effective date of sale.