

## Section 1: 10-Q (10-Q)

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

### FORM 10-Q

(Mark one)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934  
For the quarterly period ended March 31, 2019.

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: 1-11917



# FBL Financial Group, Inc.

(Exact name of registrant as specified in its charter)

Iowa

42-1411715

(State or other jurisdiction of incorporation or organization)

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

5400 University Avenue, West Des Moines, Iowa

50266-5997

(Address of principal executive offices)

(Zip Code)

(515) 225-5400

(Registrant's telephone number, including area code)

(Former name, former address and former fiscal year, if changed since last report)

Securities registered pursuant to Section 12(b) of the Securities Exchange Act of 1934:

| <u>Title of each class</u>              | <u>Trading Symbol(s)</u> | <u>Name of each exchange on which registered</u> |
|---|--------------------------|--|
| Class A Common Stock, without par value | FFG                      | 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 (Section 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. (Check one)

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

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

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

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date:

Title of each class

Outstanding at May 1, 2019

Class A Common Stock, without par value  
Class B Common Stock, without par value

24,641,535  
11,413

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**FBL FINANCIAL GROUP, INC.**  
**FORM 10-Q FOR THE QUARTERLY PERIOD ENDED MARCH 31, 2019**  
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**ITEM 1. FINANCIAL STATEMENTS****FBL FINANCIAL GROUP, INC.  
CONSOLIDATED BALANCE SHEETS (Unaudited)  
(Dollars in thousands)**

|   | <b>March 31,<br/>2019</b> | <b>December 31,<br/>2018</b> |
|---|---------------------------|------------------------------|
| <b>Assets</b>   |                           |                              |
| Investments:  |                           |                              |
| Fixed maturities - available for sale, at fair value (amortized cost: 2019 - \$6,873,217; 2018 - \$6,856,277) | \$ 7,231,584              | \$ 7,033,045                 |
| Equity securities at fair value (cost: 2019 - \$104,814; 2018 - \$93,564)                                     | 108,525                   | 92,857                       |
| Mortgage loans  | 1,023,655                 | 1,039,829                    |
| Real estate   | 1,543                     | 1,543                        |
| Policy loans  | 199,230                   | 197,366                      |
| Short-term investments  | 11,515                    | 15,713                       |
| Other investments   | 44,663                    | 33,765                       |
| Total investments   | 8,620,715                 | 8,414,118                    |
| Cash and cash equivalents   | 6,057                     | 19,035                       |
| Securities and indebtedness of related parties  | 64,377                    | 60,962                       |
| Accrued investment income   | 80,102                    | 74,524                       |
| Amounts receivable from affiliates  | 5,735                     | 3,812                        |
| Reinsurance recoverable   | 103,825                   | 102,386                      |
| Deferred acquisition costs  | 373,711                   | 418,802                      |
| Value of insurance in force acquired  | 6,259                     | 10,385                       |
| Current income taxes recoverable  | 3,510                     | 4,807                        |
| Other assets  | 169,756                   | 163,518                      |
| Assets held in separate accounts  | 614,121                   | 561,281                      |
| <b>Total assets</b>   | <b>\$ 10,048,168</b>      | <b>\$ 9,833,630</b>          |

**FBL FINANCIAL GROUP, INC.**  
**CONSOLIDATED BALANCE SHEETS (Continued)**  
(Dollars in thousands)

|  | March 31,<br>2019 | December 31,<br>2018 |
|--|-------------------|----------------------|
| <b>Liabilities and stockholders' equity</b>  |                   |                      |
| Liabilities:   |                   |                      |
| Future policy benefits:  |                   |                      |
| Interest sensitive products  | \$ 5,426,491      | \$ 5,403,125         |
| Traditional life insurance and accident and health products  | 1,815,340         | 1,802,346            |
| Other policy claims and benefits   | 44,418            | 51,298               |
| Supplementary contracts without life contingencies   | 303,771           | 303,627              |
| Advance premiums and other deposits  | 264,544           | 260,252              |
| Amounts payable to affiliates  | 953               | 1,461                |
| Short-term debt payable to non-affiliates  | 4,000             | —                    |
| Long-term debt payable to non-affiliates   | 97,000            | 97,000               |
| Deferred income taxes  | 103,300           | 75,449               |
| Other liabilities  | 110,709           | 93,532               |
| Liabilities related to separate accounts   | 614,121           | 561,281              |
| Total liabilities  | 8,784,647         | 8,649,371            |
| Stockholders' equity:  |                   |                      |
| FBL Financial Group, Inc. stockholders' equity:  |                   |                      |
| Preferred stock, without par value, at liquidation value - authorized 10,000,000 shares, issued and outstanding 5,000,000 Series B shares              | 3,000             | 3,000                |
| Class A common stock, without par value - authorized 88,500,000 shares, issued and outstanding 24,640,927 shares in 2019 and 24,707,402 shares in 2018 | 152,444           | 152,652              |
| Class B common stock, without par value - authorized 1,500,000 shares, issued and outstanding 11,413 shares in 2019 and 2018                           | 72                | 72                   |
| Accumulated other comprehensive income   | 189,166           | 91,318               |
| Retained earnings  | 918,718           | 937,097              |
| Total FBL Financial Group, Inc. stockholders' equity   | 1,263,400         | 1,184,139            |
| Noncontrolling interest  | 121               | 120                  |
| Total stockholders' equity   | 1,263,521         | 1,184,259            |
| Total liabilities and stockholders' equity   | \$ 10,048,168     | \$ 9,833,630         |

See accompanying notes.

**FBL FINANCIAL GROUP, INC.**  
**CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)**  
(Dollars in thousands, except per share data)

|   | Three months ended March 31, |                |
|---|------------------------------|----------------|
|   | 2019                         | 2018           |
| <b>Revenues:</b>  |                              |                |
| Interest sensitive product charges                                | \$ 31,266                    | \$ 30,098      |
| Traditional life insurance premiums                               | 49,392                       | 49,497         |
| Net investment income   | 109,640                      | 101,022        |
| Net realized capital gains (losses)                               | 10,157                       | (1,747)        |
| Net other-than-temporary impairment losses recognized in earnings | (869)                        | (1,040)        |
| Other income  | 3,970                        | 4,600          |
| Total revenues  | 203,556                      | 182,430        |
| <b>Benefits and expenses:</b>                                     |                              |                |
| Interest sensitive product benefits                               | 70,596                       | 61,345         |
| Traditional life insurance benefits                               | 46,675                       | 45,456         |
| Policyholder dividends  | 2,534                        | 2,551          |
| Underwriting, acquisition and insurance expenses                  | 36,189                       | 39,577         |
| Interest expense  | 1,212                        | 1,213          |
| Other expenses  | 6,250                        | 5,593          |
| Total benefits and expenses                                       | 163,456                      | 155,735        |
| Income taxes  | 40,100                       | 26,695         |
| Equity income, net of related income taxes                        | (6,276)                      | (3,813)        |
| Net income  | 220                          | 660            |
| Net loss (income) attributable to noncontrolling interest         | 34,044                       | 23,542         |
| Net income attributable to FBL Financial Group, Inc.              | (1)                          | 23             |
|   | \$ 34,043                    | \$ 23,565      |
| <b>Earnings per common share</b>                                  | <b>\$ 1.37</b>               | <b>\$ 0.94</b> |
| Earnings per common share - assuming dilution                     | \$ 1.37                      | \$ 0.94        |

See accompanying notes.

**FBL FINANCIAL GROUP, INC.**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS) (Unaudited)**  
(Dollars in thousands)

|   | Three months ended March 31, |             |
|---|------------------------------|-------------|
|   | 2019                         | 2018        |
| Net income  | \$ 34,044                    | \$ 23,542   |
| Other comprehensive income (loss) (1)                                     |                              |             |
| Change in net unrealized investment gains/losses                          | 97,640                       | (93,154)    |
| Change in underfunded status of postretirement benefit plans              | 208                          | 262         |
| Total other comprehensive income (loss), net of tax                       | 97,848                       | (92,892)    |
| Total comprehensive income (loss), net of tax                             | 131,892                      | (69,350)    |
| Comprehensive loss (income) attributable to noncontrolling interest       | (1)                          | 23          |
| Total comprehensive income (loss) applicable to FBL Financial Group, Inc. | \$ 131,891                   | \$ (69,327) |

(1) Other comprehensive income (loss) is recorded net of deferred income taxes and other adjustments for assumed changes in deferred acquisition costs, value of insurance in force acquired, unearned revenue reserve and policyholder liabilities.

**FBL FINANCIAL GROUP, INC.**  
**CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY (Unaudited)**  
(Dollars in thousands)

|  | FBL Financial Group, Inc. Stockholders' Equity |   |   |                      |                                 |                                  |
|--|--|---|---|----------------------|---------------------------------|----------------------------------|
|  | Series B<br>Preferred<br>Stock                 | Class A and<br>Class B<br>Common<br>Stock | Accumulated<br>Other<br>Comprehensive<br>Income | Retained<br>Earnings | Non-<br>controlling<br>Interest | Total<br>Stockholders'<br>Equity |
| Balance at January 1, 2018   | \$ 3,000                                       | \$ 153,661                                | \$ 284,983                                      | \$ 935,423           | \$ 58                           | \$ 1,377,125                     |
| Cumulative effect of change in accounting principle related to net unrealized gains on equity securities | —  | —   | (5,869)   | 5,869                | —                               | —                                |
| Net income - three months ended March 31, 2018   | —  | —   | —   | 23,565               | (23)                            | 23,542                           |
| Other comprehensive loss   | —  | —   | (92,892)  | —                    | —                               | (92,892)                         |
| Stock-based compensation   | —  | 218                                       | —   | —                    | —                               | 218                              |
| Purchase of common stock   | —  | (612)                                     | —   | (6,194)              | —                               | (6,806)                          |
| Dividends on preferred stock   | —  | —   | —   | (38)                 | —                               | (38)                             |
| Dividends on common stock  | —  | —   | —   | (48,753)             | —                               | (48,753)                         |
| Balance at March 31, 2018  | \$ 3,000                                       | \$ 153,267                                | \$ 186,222                                      | \$ 909,872           | \$ 35                           | \$ 1,252,396                     |
| Balance at January 1, 2019   | \$ 3,000                                       | \$ 152,724                                | \$ 91,318                                       | \$ 937,097           | \$ 120                          | \$ 1,184,259                     |
| Cumulative effect of change in accounting principle related to leases                                    | —  | —   | —   | 595                  | —                               | 595                              |
| Net income - three months ended March 31, 2019   | —  | —   | —   | 34,043               | 1                               | 34,044                           |
| Other comprehensive income   | —  | —   | 97,848  | —                    | —                               | 97,848                           |
| Stock-based compensation   | —  | 202                                       | —   | —                    | —                               | 202                              |
| Purchase of common stock   | —  | (410)                                     | —   | (4,167)              | —                               | (4,577)                          |
| Dividends on preferred stock   | —  | —   | —   | (38)                 | —                               | (38)                             |
| Dividends on common stock  | —  | —   | —   | (48,812)             | —                               | (48,812)                         |
| Balance at March 31, 2019  | \$ 3,000                                       | \$ 152,516                                | \$ 189,166                                      | \$ 918,718           | \$ 121                          | \$ 1,263,521                     |

See accompanying notes.



**FBL FINANCIAL GROUP, INC.**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)**  
(Dollars in thousands)

|   | Three months ended March 31, |           |
|---|------------------------------|-----------|
|   | 2019                         | 2018      |
| <b>Operating activities</b>   |                              |           |
| Net income  | \$ 34,044                    | \$ 23,542 |
| Adjustments to reconcile net income to net cash provided by operating activities: |                              |           |
| Interest credited to account balances   | 38,531                       | 40,650    |
| Charges for mortality, surrenders and administration                              | (31,201)                     | (29,827)  |
| Net realized (gains) losses on investments  | (9,288)                      | 3,042     |
| Change in fair value of derivatives   | (29)                         | (534)     |
| Increase in liabilities for life insurance and other future policy benefits       | 17,507                       | 18,264    |
| Deferral of acquisition costs   | (11,739)                     | (11,293)  |
| Amortization of deferred acquisition costs and value of insurance in force        | 7,774                        | 10,314    |
| Change in reinsurance recoverable   | (805)                        | 2,454     |
| Provision for deferred income taxes   | 1,822                        | (3,146)   |
| Other   | (1,923)                      | (1,865)   |
| Net cash provided by operating activities   | 44,693                       | 51,601    |
| <b>Investing activities</b>   |                              |           |
| Sales, maturities or repayments:  |                              |           |
| Fixed maturities - available for sale   | 128,274                      | 138,254   |
| Mortgage loans  | 24,603                       | 10,383    |
| Derivative instruments  | 2,121                        | 4,131     |
| Policy loans  | 9,095                        | 9,133     |
| Securities and indebtedness of related parties                                    | 1,133                        | 1,596     |
| Other long-term investments   | 1,210                        | 938       |
| Acquisitions:   |                              |           |
| Fixed maturities - available for sale   | (128,578)                    | (288,677) |
| Equity securities - available for sale  | (11,069)                     | (1,389)   |
| Mortgage loans  | (5,650)                      | (7,186)   |
| Derivative instruments  | (4,432)                      | (3,219)   |
| Policy loans  | (10,959)                     | (11,148)  |
| Securities and indebtedness of related parties                                    | (4,710)                      | (4,633)   |
| Other long-term investments   | (975)                        | (5,531)   |
| Short-term investments, net change  | 4,198                        | (13,068)  |
| Purchases and disposals of property and equipment, net                            | (4,049)                      | (1,859)   |
| Net cash provided by (used in) investing activities                               | 212                          | (172,275) |

**FBL FINANCIAL GROUP, INC.**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS (Continued)**  
(Dollars in thousands)

|  | Three months ended March 31, |            |
|--|------------------------------|------------|
|  | 2019                         | 2018       |
| <b>Financing activities</b>                              |                              |            |
| Contract holder account deposits                         | \$ 135,844                   | \$ 261,240 |
| Contract holder account withdrawals                      | (143,456)                    | (124,978)  |
| Dividends paid   | (48,850)                     | (48,791)   |
| Proceeds from issuance of short-term debt                | 4,000                        | —          |
| Issuance or repurchase of common stock, net              | (5,421)                      | (5,840)    |
| Net cash provided by (used in) financing activities      | (57,883)                     | 81,631     |
| Decrease in cash and cash equivalents                    | (12,978)                     | (39,043)   |
| Cash and cash equivalents at beginning of period         | 19,035                       | 52,696     |
| Cash and cash equivalents at end of period               | \$ 6,057                     | \$ 13,653  |
| <b>Supplemental disclosures of cash flow information</b> |                              |            |
| Cash (paid) received during the period for:              |                              |            |
| Interest   | \$ (1,213)                   | \$ (1,213) |
| Income taxes   | —                            | (5)        |

See accompanying notes.

**FBL FINANCIAL GROUP, INC.**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)**  
**March 31, 2019**

**1. Significant Accounting Policies**

**Basis of Presentation**

The accompanying unaudited consolidated financial statements of FBL Financial Group, Inc. (we or the Company) have been prepared in accordance with U.S. generally accepted accounting principles (GAAP) for interim financial information and the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and notes required by GAAP for complete financial statements. Our financial statements include all adjustments (consisting of normal recurring accruals) necessary for a fair presentation of our financial position and results of operations.

Operating results for the quarter ended March 31, 2019 are not necessarily indicative of the results that may be expected for the year ending December 31, 2019. We encourage you to refer to the notes to our consolidated financial statements included in Item 8 of our Form 10-K for the year ended December 31, 2018 for a complete description of our material accounting policies. Also included in the Form 10-K is a description of areas of judgments and estimates and other information necessary to understand our financial position and results of operations.

**New Accounting Pronouncements**

| Description  | Date of adoption | Effect on our consolidated financial statements or other significant matters   |
|--|------------------|--|
| <i>Standards adopted:</i>  |                  |  |
| <p><b>Leases</b><br/>           In February 2016, the FASB issued a new lease accounting standard, which, for most lessees, results in a gross-up of the balance sheet. Under the new standard, lessees recognize the leased assets on the balance sheet and recognize a corresponding liability for the present value of lease payments over the lease term. The new standard requires the application of judgment and estimates. Also, there are accounting policy elections that may be taken both at transition and for the accounting post-transition, including whether to adopt a short-term lease recognition exemption.</p>   | January 1, 2019  | Upon adoption using the modified retrospective approach, a cumulative effect adjustment of \$0.6 million representing the elimination of a deferred gain on a sale-leaseback transaction was recorded to retained earnings and both other assets and other liabilities increased by \$7.2 million. We elected the practical expedients provided for under the guidance, but did not use hindsight in determining lease term. We have no finance leases and have elected to treat leases with terms of twelve months or less as short-term leases. The impact to earnings per share due to adopting this guidance for the three months ended March 31, 2019 was less than (\$0.01) per share. See Note 6 for additional discussion. |
| <p><b>Financial instruments - recognition and measurement</b><br/>           In January 2016, the FASB issued guidance that amended certain aspects of the recognition and measurement of financial instruments. The new guidance primarily affected the accounting for equity securities, which are now carried at fair value with valuation changes recognized in the statement of operations rather than as other comprehensive income. The presentation and disclosure requirements for financial instruments and the methodology for assessing the need for a valuation allowance on deferred tax assets resulting from unrealized losses on available-for-sale fixed maturity securities were also revised under the new guidance. The new standard required the use of a modified retrospective method at adoption.</p> | January 1, 2018  | Upon adoption, we reclassified \$5.9 million of net unrealized investment gains, net of adjustments to deferred acquisition costs, interest sensitive policy reserves and income taxes, on our equity securities from accumulated other comprehensive income to retained earnings as a cumulative effect adjustment.   |

| Description  | Date of adoption | Effect on our consolidated financial statements or other significant matters   |
|--|------------------|--|
| <i>Standards not yet adopted:</i>  |                  |  |
| <p><b>Financial instruments - credit impairment</b><br/>           In June 2016, the FASB issued guidance amending the accounting for the credit impairment of financial instruments. Under the new guidance, impairment losses are required to be estimated using an expected loss model under which a valuation allowance is established and adjusted over time. The valuation allowance will be based on the probability of loss over the life of the instrument, considering historical, current and forecasted information. The new guidance differs significantly from the incurred loss model used today, and will result in the earlier recognition of impairment losses. The new guidance may also increase the volatility of earnings to the extent actual results differ from the assumptions used in the establishment of the valuation allowance. The financial instruments for which we will be required to use the new model include but are not limited to, mortgage loans, lease receivables and reinsurance recoverables. Our available-for-sale fixed maturities will continue to apply the incurred loss model. However, rather than impairment losses resulting in a permanent reduction of carrying value as they do today, such losses will be in the form of a valuation allowance, which can be increased in the case of future credit losses or decreased should conditions improve.</p> | January 1, 2020  | We are currently evaluating the impact of this new guidance on our consolidated financial statements. We believe the most significant impact upon adoption will be the establishment of an additional valuation allowance for our mortgage loan investments. We will apply this guidance using a modified retrospective approach by recording a cumulative effect adjustment to retained earnings as of the beginning of the year of adoption. |
| <p><b>Targeted improvements: long-duration contracts</b><br/>           In August 2018, the FASB issued guidance that will change the accounting for long-duration insurance contracts. The new guidance impacts several facets of the accounting for such contracts including the accounting for future policy benefits associated with traditional non-participating and limited payment insurance contracts as well as for guaranteed minimum benefits and the amortization model used for deferred acquisition costs. Disclosures as well as presentation of financial results will also change under the new guidance.</p>  | January 1, 2021  | We are currently evaluating the impact of this guidance on our consolidated financial statements, but expect the impact to the timing of profit emergence for the impacted insurance contracts to be significant. Adoption of certain portions of the guidance may be applied on a modified retrospective basis and others on a full retrospective basis. Early adoption is allowed.   |

**Reclassifications**

During the third quarter of 2018, we voluntarily changed our accounting policy for low income housing tax credit investments as discussed in Note 1 to our consolidated financial statements included in Item 8 of our Form 10-K for the fiscal year ended December 31, 2018. The 2018 consolidated financial statements have been reclassified to reflect this accounting change.

## 2. Investment Operations

### Fixed Maturity Securities

#### Available-For-Sale Fixed Maturity Securities by Investment Category

|                                       | March 31, 2019         |                        |                         |                     |   |
|---------------------------------------|------------------------|------------------------|-------------------------|---------------------|---|
|                                       | Amortized Cost         | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value          | Non-credit losses on other-than-temporary impairments (1) |
|                                       | (Dollars in thousands) |                        |                         |                     |   |
| Fixed maturities:                     |                        |                        |                         |                     |   |
| Corporate                             | \$ 3,259,853           | \$ 213,704             | \$ (40,981)             | \$ 3,432,576        | \$ —  |
| Residential mortgage-backed           | 584,767                | 36,715                 | (2,733)                 | 618,749             | 3,035   |
| Commercial mortgage-backed            | 896,528                | 31,393                 | (11,217)                | 916,704             | —   |
| Other asset-backed                    | 680,507                | 17,781                 | (3,472)                 | 694,816             | 968   |
| United States Government and agencies | 19,555                 | 1,203                  | (45)                    | 20,713              | —   |
| States and political subdivisions     | 1,432,007              | 118,037                | (2,018)                 | 1,548,026           | —   |
| Total fixed maturities                | <u>\$ 6,873,217</u>    | <u>\$ 418,833</u>      | <u>\$ (60,466)</u>      | <u>\$ 7,231,584</u> | <u>\$ 4,003</u>   |

|                                       | December 31, 2018      |                        |                         |                     |   |
|---------------------------------------|------------------------|------------------------|-------------------------|---------------------|---|
|                                       | Amortized Cost         | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value          | Non-credit losses on other-than-temporary impairments (1) |
|                                       | (Dollars in thousands) |                        |                         |                     |   |
| Fixed maturities:                     |                        |                        |                         |                     |   |
| Corporate                             | \$ 3,231,846           | \$ 138,972             | \$ (90,933)             | \$ 3,279,885        | \$ —  |
| Residential mortgage-backed           | 584,133                | 29,969                 | (7,242)                 | 606,860             | 2,823   |
| Commercial mortgage-backed            | 873,672                | 24,284                 | (19,390)                | 878,566             | —   |
| Other asset-backed                    | 697,332                | 15,567                 | (5,329)                 | 707,570             | 1,143   |
| United States Government and agencies | 19,673                 | 996                    | (134)                   | 20,535              | —   |
| States and political subdivisions     | 1,449,621              | 95,921                 | (5,913)                 | 1,539,629           | —   |
| Total fixed maturities                | <u>\$ 6,856,277</u>    | <u>\$ 305,709</u>      | <u>\$ (128,941)</u>     | <u>\$ 7,033,045</u> | <u>\$ 3,966</u>   |

- (1) Non-credit losses subsequent to the initial impairment measurement date on other-than-temporary impairment (OTTI) losses are included in the gross unrealized gains and gross unrealized losses columns above. The non-credit loss component of OTTI losses for residential mortgage-backed and other asset-backed securities at March 31, 2019 and December 31, 2018 were in an unrealized gain position due to increases in estimated fair value subsequent to initial recognition of non-credit losses on such securities.

#### Available-For-Sale Fixed Maturities by Maturity Date

|  | March 31, 2019         |                     |
|--|------------------------|---------------------|
|  | Amortized Cost         | Fair Value          |
|  | (Dollars in thousands) |                     |
| Due in one year or less                | \$ 106,619             | \$ 107,635          |
| Due after one year through five years  | 534,193                | 555,588             |
| Due after five years through ten years | 697,348                | 729,149             |
| Due after ten years                    | 3,373,255              | 3,608,943           |
|  | 4,711,415              | 5,001,315           |
| Mortgage-backed and other asset-backed | 2,161,802              | 2,230,269           |
| Total fixed maturities                 | <u>\$ 6,873,217</u>    | <u>\$ 7,231,584</u> |



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Expected maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties. Fixed maturities not due at a single maturity date have been included in the above table in the year of final contractual maturity.

*Net Unrealized Gains on Investments in Accumulated Other Comprehensive Income*

|   | March 31,<br>2019 | December 31,<br>2018 |
|---|-------------------|----------------------|
| (Dollars in thousands)                                      |                   |                      |
| Net unrealized appreciation on:                             |                   |                      |
| Fixed maturities - available for sale                       | \$ 358,367        | \$ 176,768           |
| Adjustments for assumed changes in amortization pattern of: |                   |                      |
| Deferred acquisition costs                                  | (96,710)          | (46,732)             |
| Value of insurance in force acquired                        | (10,469)          | (6,878)              |
| Unearned revenue reserve                                    | 11,297            | 5,134                |
| Adjustments for assumed changes in policyholder liabilities | (12,240)          | (1,642)              |
| Provision for deferred income taxes                         | (52,551)          | (26,596)             |
| Net unrealized investment gains                             | <u>\$ 197,694</u> | <u>\$ 100,054</u>    |

Net unrealized investment gains and losses are recorded net of deferred income taxes and other adjustments for assumed changes in deferred acquisition costs, value of insurance in force acquired, unearned revenue reserve and policyholder liabilities.

*Fixed Maturity Securities with Unrealized Losses by Length of Time*

| Description of Securities             | March 31, 2019     |                      |                     |                      |                     |                      | Percent of<br>Total |
|---------------------------------------|--------------------|----------------------|---------------------|----------------------|---------------------|----------------------|---------------------|
|                                       | Less than one year |                      | One year or more    |                      | Total               |                      |                     |
|                                       | Fair Value         | Unrealized<br>Losses | Fair Value          | Unrealized<br>Losses | Fair Value          | Unrealized<br>Losses |                     |
| (Dollars in thousands)                |                    |                      |                     |                      |                     |                      |                     |
| Fixed maturities:                     |                    |                      |                     |                      |                     |                      |                     |
| Corporate                             | \$ 211,512         | \$ (7,452)           | \$ 445,481          | \$ (33,529)          | \$ 656,993          | \$ (40,981)          | 67.8%               |
| Residential mortgage-backed           | 16,335             | (590)                | 89,982              | (2,143)              | 106,317             | (2,733)              | 4.5                 |
| Commercial mortgage-backed            | 41,535             | (673)                | 294,545             | (10,544)             | 336,080             | (11,217)             | 18.6                |
| Other asset-backed                    | 142,050            | (2,218)              | 170,790             | (1,254)              | 312,840             | (3,472)              | 5.7                 |
| United States Government and agencies | —                  | —                    | 3,699               | (45)                 | 3,699               | (45)                 | 0.1                 |
| States and political subdivisions     | 7,872              | (571)                | 23,357              | (1,447)              | 31,229              | (2,018)              | 3.3                 |
| Total fixed maturities                | <u>\$ 419,304</u>  | <u>\$ (11,504)</u>   | <u>\$ 1,027,854</u> | <u>\$ (48,962)</u>   | <u>\$ 1,447,158</u> | <u>\$ (60,466)</u>   | 100.0%              |

| Description of Securities             | December 31, 2018   |                      |                   |                      |                     |                      | Percent of<br>Total |
|---------------------------------------|---------------------|----------------------|-------------------|----------------------|---------------------|----------------------|---------------------|
|                                       | Less than one year  |                      | One year or more  |                      | Total               |                      |                     |
|                                       | Fair Value          | Unrealized<br>Losses | Fair Value        | Unrealized<br>Losses | Fair Value          | Unrealized<br>Losses |                     |
| (Dollars in thousands)                |                     |                      |                   |                      |                     |                      |                     |
| Fixed maturities:                     |                     |                      |                   |                      |                     |                      |                     |
| Corporate                             | \$ 1,035,176        | \$ (60,299)          | \$ 207,381        | \$ (30,634)          | \$ 1,242,557        | \$ (90,933)          | 70.5%               |
| Residential mortgage-backed           | 191,365             | (4,482)              | 74,113            | (2,760)              | 265,478             | (7,242)              | 5.6                 |
| Commercial mortgage-backed            | 302,159             | (9,947)              | 148,855           | (9,443)              | 451,014             | (19,390)             | 15.0                |
| Other asset-backed                    | 250,119             | (3,397)              | 149,997           | (1,932)              | 400,116             | (5,329)              | 4.1                 |
| United States Government and agencies | —                   | —                    | 6,474             | (134)                | 6,474               | (134)                | 0.1                 |
| States and political subdivisions     | 144,681             | (3,885)              | 16,943            | (2,028)              | 161,624             | (5,913)              | 4.7                 |
| Total fixed maturities                | <u>\$ 1,923,500</u> | <u>\$ (82,010)</u>   | <u>\$ 603,763</u> | <u>\$ (46,931)</u>   | <u>\$ 2,527,263</u> | <u>\$ (128,941)</u>  | 100.0%              |

Fixed maturities in the above tables include 412 securities from 271 issuers at March 31, 2019 and 709 securities from 465 issuers at December 31, 2018.



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Unrealized losses decreased during the three months ended March 31, 2019 primarily due to lower market interest rates. We do not consider securities to be OTTI when the market decline is attributable to factors such as interest rate movements, market volatility, liquidity, spread widening and credit quality when recovery of all amounts due under the contractual terms of the security is anticipated. Based on our intent not to sell or our belief that we will not be required to sell these securities before recovery of their amortized cost basis, we do not consider these investments to be OTTI at March 31, 2019. We will continue to monitor the investment portfolio for future changes in issuer facts and circumstances that could result in future impairments beyond those currently identified.

As described more fully in Note 1 to our consolidated financial statements included in Item 8 of our Form 10-K for the year ended December 31, 2018, we perform a regular evaluation of all investment classes for impairment in order to evaluate whether such investments are OTTI.

***Credit Loss Component of Other-Than-Temporary Impairments on Fixed Maturities***

|  | <b>Three months ended March 31,</b> |                   |
|--|-------------------------------------|-------------------|
|  | <b>2019</b>                         | <b>2018</b>       |
|  | <b>(Dollars in thousands)</b>       |                   |
| Balance at beginning of period   | \$ (5,963)                          | \$ (12,392)       |
| Reductions due to investments sold or paid down  | 230                                 | 271               |
| Reduction for credit loss that no longer has a portion of the OTTI loss recognized in other comprehensive income | —                                   | 2,529             |
| Balance at end of period   | <u>\$ (5,733)</u>                   | <u>\$ (9,592)</u> |

The table above sets forth the amount of credit loss impairments on fixed maturities held by the Company as of the dates indicated for which the non-credit portion of the OTTI was recognized in other comprehensive income and corresponding changes in such amounts. Credit loss impairments with no portion of the loss recognized in other comprehensive income, such as securities for which OTTI was measured at fair value, are excluded from the table.

**Realized Gains (Losses) - Recorded in Income**

|  | <b>Three months ended March 31,</b> |                   |
|--|-------------------------------------|-------------------|
|  | <b>2019</b>                         | <b>2018</b>       |
|  | <b>(Dollars in thousands)</b>       |                   |
| Realized gains (losses) on investments   |                                     |                   |
| Fixed maturities:  |                                     |                   |
| Gross gains  | \$ 2,994                            | \$ 83             |
| Mortgage loans   | 2,778                               | —                 |
| Other  | (4)                                 | (13)              |
|  | <u>5,768</u>                        | <u>70</u>         |
| Net gains (losses) recognized during the period on equity securities                                 | 4,419                               | (1,817)           |
| Less net gains and (losses) recognized during the period on equity securities sold during the period | (30)                                | —                 |
| Net gains (losses) recognized during the period on equity securities held at the end of the period   | <u>4,389</u>                        | <u>(1,817)</u>    |
| Net realized gains (losses)  | <u>10,157</u>                       | <u>(1,747)</u>    |
| Impairment losses recognized in earnings:  |                                     |                   |
| Other credit-related   | (869)                               | (1,040)           |
| Net realized gains (losses) on investments recorded in income  | <u>\$ 9,288</u>                     | <u>\$ (3,042)</u> |

Proceeds from sales of fixed maturities totaled \$6.7 million during the three months ended March 31, 2019 and \$5.2 million during the three months ended March 31, 2018.



Realized gains and losses on sales of investments are determined on the basis of specific identification.

### Mortgage Loans

Our mortgage loan portfolio consists of commercial mortgage loans that we have originated. Our lending policies require that the loans be collateralized by the value of the related property, establish limits on the amount that can be loaned to one borrower and require diversification by geographic location and collateral type. We originate loans with an initial loan-to-value ratio that provides sufficient collateral to absorb losses should we be required to foreclose and take possession of the collateral. In order to identify impairment losses, management maintains and regularly reviews a watch list of mortgage loans that have heightened risk. These loans may include those with borrowers delinquent on contractual payments, borrowers experiencing financial difficulty, increases in rental real estate vacancies and significant declines in collateral value. We evaluate each of our mortgage loans individually and establish an estimated loss, if needed, for each impaired loan identified. An estimated loss is needed for loans for which we do not believe we will collect all amounts due according to the contractual terms of the respective loan agreements.

Any loan delinquent on contractual payments is considered non-performing. Mortgage loans are placed on non-accrual status if we have concerns regarding the collectability of future payments. Interest income on non-performing loans is generally recognized on a cash basis. Once mortgage loans are classified as non-accrual loans, the resumption of the interest accrual would commence only after all past due interest has been collected or the mortgage loan has been restructured such that the collection of interest is considered likely. At March 31, 2019 and December 31, 2018, there were no non-performing loans over 90 days past due on contractual payments. At March 31, 2019, we had committed to provide additional funding for mortgage loans totaling \$9.5 million. These commitments arose in the normal course of business at terms that are comparable to similar investments.

#### Mortgage Loans by Collateral Type

| Collateral Type        | March 31, 2019 |                  | December 31, 2018 |                  |
|------------------------|----------------|------------------|-------------------|------------------|
|                        | Carrying Value | Percent of Total | Carrying Value    | Percent of Total |
| (Dollars in thousands) |                |                  |                   |                  |
| Office                 | \$ 438,068     | 42.8%            | \$ 443,048        | 42.6%            |
| Retail                 | 312,276        | 30.5             | 310,625           | 29.9             |
| Industrial             | 198,973        | 19.4             | 211,138           | 20.3             |
| Other                  | 74,338         | 7.3              | 75,018            | 7.2              |
| Total                  | \$ 1,023,655   | 100.0%           | \$ 1,039,829      | 100.0%           |

#### Mortgage Loans by Geographic Location within the United States

| Region of the United States | March 31, 2019 |                  | December 31, 2018 |                  |
|-----------------------------|----------------|------------------|-------------------|------------------|
|                             | Carrying Value | Percent of Total | Carrying Value    | Percent of Total |
| (Dollars in thousands)      |                |                  |                   |                  |
| South Atlantic              | \$ 297,927     | 29.1%            | \$ 301,206        | 29.0%            |
| Pacific                     | 157,713        | 15.4             | 162,824           | 15.7             |
| West North Central          | 127,499        | 12.5             | 126,320           | 12.1             |
| East North Central          | 121,913        | 11.9             | 117,768           | 11.3             |
| Mountain                    | 90,475         | 8.8              | 101,335           | 9.7              |
| West South Central          | 85,003         | 8.3              | 85,919            | 8.3              |
| East South Central          | 75,442         | 7.4              | 76,098            | 7.3              |
| Middle Atlantic             | 34,559         | 3.4              | 34,843            | 3.4              |
| New England                 | 33,124         | 3.2              | 33,516            | 3.2              |
| Total                       | \$ 1,023,655   | 100.0%           | \$ 1,039,829      | 100.0%           |

**Mortgage Loans by Loan-to-Value Ratio**

| Loan-to-Value Ratio    | March 31, 2019 |                  | December 31, 2018 |                  |
|------------------------|----------------|------------------|-------------------|------------------|
|                        | Carrying Value | Percent of Total | Carrying Value    | Percent of Total |
| (Dollars in thousands) |                |                  |                   |                  |
| 0% - 50%               | \$ 404,912     | 39.6%            | \$ 409,089        | 39.3%            |
| 51% - 60%              | 304,608        | 29.8             | 314,038           | 30.2             |
| 61% - 70%              | 270,610        | 26.4             | 264,973           | 25.5             |
| 71% - 80%              | 37,186         | 3.6              | 37,418            | 3.6              |
| 81% - 90%              | 6,339          | 0.6              | 14,311            | 1.4              |
| Total                  | \$ 1,023,655   | 100.0%           | \$ 1,039,829      | 100.0%           |

The loan-to-value ratio is determined using the most recent appraised value. Appraisals are updated periodically when there is indication of a possible significant collateral decline or there are loan modifications or refinance requests.

**Mortgage Loans by Year of Origination**

| Year of Origination    | March 31, 2019 |                  | December 31, 2018 |                  |
|------------------------|----------------|------------------|-------------------|------------------|
|                        | Carrying Value | Percent of Total | Carrying Value    | Percent of Total |
| (Dollars in thousands) |                |                  |                   |                  |
| 2019                   | \$ 5,650       | 0.6%             | \$ —              | —%               |
| 2018                   | 136,693        | 13.4             | 137,519           | 13.2             |
| 2017                   | 205,744        | 20.1             | 207,540           | 20.0             |
| 2016                   | 148,175        | 14.4             | 149,437           | 14.4             |
| 2015                   | 127,800        | 12.5             | 128,877           | 12.4             |
| 2014 & prior           | 399,593        | 39.0             | 416,456           | 40.0             |
| Total                  | \$ 1,023,655   | 100.0%           | \$ 1,039,829      | 100.0%           |

**Impaired Mortgage Loans**

|   | March 31, 2019 | December 31, 2018 |
|---|----------------|-------------------|
| (Dollars in thousands)                    |                |                   |
| Unpaid principal balance                  | \$ 4,706       | \$ 18,622         |
| Less:                                     |                |                   |
| Related allowance                         | (329)          | (3,107)           |
| Carrying value of impaired mortgage loans | \$ 4,377       | \$ 15,515         |

**Allowance on Mortgage Loans**

|                                | Three months ended March 31, |        |
|--------------------------------|------------------------------|--------|
|                                | 2019                         | 2018   |
| (Dollars in thousands)         |                              |        |
| Balance at beginning of period | \$ 3,107                     | \$ 497 |
| Recoveries                     | (2,778)                      | (50)   |
| Balance at end of period       | \$ 329                       | \$ 447 |

## Mortgage Loan Modifications

Our commercial mortgage loan portfolio can include loans that have been modified. We assess loan modifications on a loan-by-loan basis to evaluate whether a troubled debt restructuring has occurred. Generally, the types of concessions include: reduction of the contractual interest rate to a below-market rate, extension of the maturity date and/or a reduction of accrued interest. The amount, timing and extent of the concession granted is considered in determining if an impairment loss is needed for the restructuring. There were no loan modifications during the three months ended March 31, 2019 or March 31, 2018.

## Variable Interest Entities

We evaluate our variable interest entity (VIE) investees to determine whether the level of our direct ownership interest, our rights to manage operations, or our obligation to provide ongoing financial support are such that we are the primary beneficiary of the entity, and would therefore be required to consolidate it for financial reporting purposes. After determining that we have a variable interest, we review our involvement in the VIE to determine whether we have both the power to direct activities that most significantly impact the economic performance of the VIE, and the obligation to absorb losses or the rights to receive benefits that could be potentially significant to the VIE. This analysis includes a review of the purpose and design of the VIE as well as the role that we played in the formation of the entity and how that role could impact our ability to control the VIE. We also review the activities and decisions considered significant to the economic performance of the VIE and assess what power we have in directing those activities and decisions. Finally, we review the agreements in place to determine if there are any guarantees that would affect our maximum exposure to loss.

We have reviewed the circumstances surrounding our investments in VIEs, which consist of (i) limited partnerships or limited liability companies accounted for under the equity method included in securities and indebtedness of related parties and (ii) non-guaranteed federal LIHTC investments included in other assets. In addition, we have reviewed the ownership interest in our VIEs and determined that we do not hold direct majority ownership or have other contractual rights (such as kick out rights) that give us effective control over these entities resulting in us having both the power to direct activities that most significantly impact the economic performance of the VIE and the obligation to absorb losses or the right to receive benefits that could be potentially significant to the VIE. The maximum loss exposure relative to our VIEs is limited to the carrying value and any unfunded commitments that exist for each particular VIE. We also have not provided additional support or other guarantees that were not previously contractually required (financial or otherwise) to any of the VIEs as of March 31, 2019 or December 31, 2018. Based on our analysis, none of our VIEs were required to be consolidated at March 31, 2019 or December 31, 2018.

LIHTC investments take the form of limited partnerships or limited liability companies, which in turn invest in a number of low income housing projects. We use the proportional amortization method of accounting for these investments. The proportional amortization method amortizes the cost of the investment over the period in which the investor expects to receive tax credits and other tax benefits, and the resulting amortization is recognized along with the tax benefits as a component of federal income tax expense on our consolidated statements of operations. The net benefits reflected in federal income tax expense related to LIHTC investments were \$0.9 million for the first quarter of 2019, compared to \$0.9 million for the first quarter of 2018.

At March 31, 2019, we had committed to provide additional funds for limited partnerships and limited liability companies in which we invest. The amounts of these unfunded commitments totaled \$44.8 million, including \$1.5 million for LIHTC investment commitments, which are summarized by year in the following table.

### *LIHTC Investment Commitments by Year*

|           | <b>March 31, 2019</b>         |              |
|-----------|-------------------------------|--------------|
|           | <b>(Dollars in thousands)</b> |              |
| 2019      | \$                            | 505          |
| 2020      |                               | 165          |
| 2021-2025 |                               | 831          |
| Total     | \$                            | <u>1,501</u> |

**VIE Investments by Category**

|                                  | March 31, 2019    |                          | December 31, 2018 |                          |
|----------------------------------|-------------------|--------------------------|-------------------|--------------------------|
|                                  | Carrying Value    | Maximum Exposure to Loss | Carrying Value    | Maximum Exposure to Loss |
| (Dollars in thousands)           |                   |                          |                   |                          |
| LIHTC investments                | \$ 51,156         | \$ 52,657                | \$ 54,037         | \$ 55,597                |
| Investment companies             | 44,164            | 80,590                   | 40,236            | 79,578                   |
| Real estate limited partnerships | 8,489             | 15,344                   | 8,945             | 15,673                   |
| Other                            | 494               | 504                      | 483               | 493                      |
| <b>Total</b>                     | <b>\$ 104,303</b> | <b>\$ 149,095</b>        | <b>\$ 103,701</b> | <b>\$ 151,341</b>        |

In addition, we make passive investments in the normal course of business in structured securities issued by VIEs for which we are not the investment manager. These structured securities include all of the residential mortgage-backed securities, commercial mortgage-backed securities and other asset-backed securities included in our fixed maturities. Our maximum exposure to loss on these securities is limited to our carrying value of the investment. We have determined that we are not the primary beneficiary of these structured securities because we do not have the power to direct the activities that most significantly impact the entities' economic performance.

**Derivative Instruments**

Our primary derivative exposure relates to purchased call options, which provide an economic hedge against the embedded derivatives in our indexed products. We also have embedded derivatives within our modified coinsurance agreements as well as an interest-only fixed maturity investment. We do not apply hedge accounting to any of our derivative positions, and they are held at fair value.

**Derivatives Instruments by Type**

|   | March 31, 2019         | December 31, 2018 |
|---|------------------------|-------------------|
|   | (Dollars in thousands) |                   |
| <b>Assets</b>   |                        |                   |
| Freestanding derivatives:   |                        |                   |
| Call options (reported in other investments)                        | \$ 15,741              | \$ 4,745          |
| Embedded derivatives:   |                        |                   |
| Modified coinsurance (reported in reinsurance recoverable)          | 110                    | 157               |
| Interest-only security (reported in fixed maturities)               | 786                    | 855               |
| <b>Total assets</b>   | <b>\$ 16,637</b>       | <b>\$ 5,757</b>   |
| <b>Liabilities</b>  |                        |                   |
| Embedded derivatives:   |                        |                   |
| Indexed products (reported in liability for future policy benefits) | \$ 51,891              | \$ 40,028         |
| Modified coinsurance (reported in other liabilities)                | 99                     | 7,426             |
| <b>Total liabilities</b>  | <b>\$ 51,990</b>       | <b>\$ 47,454</b>  |

**Derivative Income (Loss)**

|  | Three months ended March 31, |               |
|--|------------------------------|---------------|
|  | 2019                         | 2018          |
| (Dollars in thousands)                             |                              |               |
| Change in fair value of free standing derivatives: |                              |               |
| Call options                                       | \$ 8,685                     | \$ (1,152)    |
| Change in fair value of embedded derivatives:      |                              |               |
| Modified coinsurance                               | 633                          | (943)         |
| Interest-only security                             | 47                           | (35)          |
| Indexed products                                   | (9,336)                      | 2,664         |
| <b>Total income from derivatives</b>               | <b>\$ 29</b>                 | <b>\$ 534</b> |



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Derivative income is reported in net investment income except for the change in fair value of the embedded derivatives on our indexed products, which is reported in interest sensitive product benefits.

We are exposed to credit losses in the event of nonperformance of the derivative counterparties. This credit risk is minimized by purchasing such agreements from financial institutions with high credit ratings (currently rated A or better by nationally recognized statistical rating organizations). We have also entered into credit support agreements with the counterparties requiring them to post collateral when net exposures exceed pre-determined thresholds that vary by counterparty. The net amount of such exposure is essentially the market value less collateral held for such agreements with each counterparty. The call options are supported by securities collateral received of \$11.9 million at March 31, 2019, which is held in a separate custodial account. Subject to certain constraints, we are permitted to sell or re-pledge this collateral, but do not have legal rights to the collateral; accordingly, it has not been recorded on our balance sheet. At March 31, 2019, none of the collateral had been sold or re-pledged. As of March 31, 2019, our net derivative exposure was \$4.0 million.

### 3. Fair Values

Fair value is based on an exit price, which is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. As not all financial instruments are actively traded, various valuation methods may be used to estimate fair value. These methods rely on observable market data, or, if observable market data is not available, the best information available. Significant judgment may be required to interpret the data and select the assumptions used in the valuation estimates, particularly when observable market data is not available.

In the discussion that follows, we have ranked our financial instruments by the level of judgment used in the determination of the fair values presented above. The levels are defined as follows:

- Level 1 - Fair values are based on unadjusted quoted prices in active markets for identical assets or liabilities.
- Level 2 - Fair values are based on inputs, other than quoted prices from active markets, that are observable for the asset or liability, either directly or indirectly.
- Level 3 - Fair values are based on significant unobservable inputs for the asset or liability.

In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, a financial instrument's level within the fair value hierarchy is based on the lowest level of input that is significant to the fair value measurement. Our assessment of the significance of a particular input to the fair value measurement in its entirety requires judgment and considers factors specific to the financial instrument. From time to time there may be movements between levels as inputs become more or less observable, which may depend on several factors including the activity of the market for the specific security, the activity of the market for similar securities, the level of risk spreads and the source from which we obtain the information. Transfers into or out of any level are measured as of the beginning of the period.

The following methods and assumptions were used in estimating the fair value of our financial instruments measured at fair value on a recurring basis:

#### ***Fixed maturities:***

Level 1 fixed maturities consist of U.S. Treasury issues that are actively traded, allowing us to use current market prices as an estimate of their fair value.

Level 2 fixed maturities consist of corporate, mortgage- and asset-backed, United States Government agencies, state and political subdivisions and private placement corporate securities with observable market data, and in some circumstances recent trade activity. When quoted prices of identical assets in active markets are not available, our first priority is to obtain prices from third party pricing vendors. We have regular interaction with these vendors to ensure we understand their pricing methodologies and to confirm they are utilizing observable market information. Their methodologies vary by asset class and include inputs such as estimated cash flows, benchmark yields, reported trades, credit quality, industry events and economic events. Fixed maturities with validated prices from pricing services, which includes the majority of our public fixed maturities in all asset classes, are generally reflected in Level 2.

Also included in Level 2 are private placement corporate bonds with no quoted market prices available, for which an internal model using substantially all observable inputs or a matrix pricing valuation approach is used. In the matrix approach, securities are grouped into pricing categories that vary by sector, rating and average life. Each pricing category is assigned a risk spread based on studies of observable public market data. The expected cash flows of the security are then discounted back at the current Treasury curve plus the appropriate risk spread.

Level 3 fixed maturities include corporate, mortgage- and asset-backed and private placement corporate securities for which there is little or no current market data available. We use external pricing sources, or if prices are not available, we will estimate fair value internally. Fair values of private corporate investments in Level 3 are determined by reference to the public market, private transactions or valuations for comparable



companies or assets in the relevant asset class when such amounts are available. For other securities for which an exit price based on relevant observable inputs is not obtained, the fair value is determined using a matrix calculation. Fair values estimated through the use of matrix pricing methods rely on an estimate of credit spreads to a risk-free U.S. Treasury yield. Selecting the credit spread requires judgment based on an understanding of the

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security and may include a market liquidity premium. Our selection of comparable companies as well as the level of spread requires significant judgment. Increases in spreads used in our matrix models, or those used to value comparable companies, will result in a decrease in discounted cash flows used, and accordingly in the estimated fair value of the security.

We obtain fixed maturity fair values from a variety of external independent pricing services, including brokers, with access to observable data including recent trade information, if available. In certain circumstances in which an external price is not available for a Level 3 security, we will internally estimate its fair value. Our process for evaluation and selection of the fair values includes:

- We follow a “pricing waterfall” policy, which establishes the pricing source preference for a particular security or security type. The order of preference is based on our evaluation of the valuation methods used, the source’s knowledge of the instrument and the reliability of the prices we have received from the source in the past. Our valuation policy dictates that fair values are initially sought from third party pricing services. If our review of the prices received from our preferred source indicates an inaccurate price, we will use an alternative source within the waterfall and document the decision. In the event that fair values are not available from one of our external pricing services or upon review of the fair values provided it is determined that they may not be reflective of market conditions, those securities are submitted to brokers familiar with the security to obtain non-binding price quotes. Broker quotes tend to be used in limited circumstances such as for newly issued, private placement corporate bonds and other instruments that are not widely traded. For those securities for which an externally provided fair value is not available, we use cash flow modeling techniques to estimate fair value.
- We evaluate third party pricing source estimation methodologies to assess whether they will provide a fair value that approximates a market exit price.
- We perform an overall analysis of portfolio fair value movement against general movements in interest rates and spreads.
- We compare period-to-period price trends to detect unexpected price fluctuations based on our knowledge of the market and the particular instrument. As fluctuations are noted, we will perform further research that may include discussions with the original pricing source or other external sources to ensure we are in agreement with the valuation.
- We compare prices between different pricing sources for unusual disparity.
- We meet at least quarterly with our Investment Committee, the group that oversees our valuation process, to discuss valuation practices and observations during the pricing process.

### ***Equity securities:***

Level 1 equity securities consist of mutual funds and common stocks that are actively traded, allowing us to use current market prices as an estimate of their fair value.

Level 2 equity securities consist of non-redeemable preferred stock. Estimated fair value for the non-redeemable preferred stock is obtained from external pricing sources using a matrix pricing approach.

Level 3 equity securities consist of non-redeemable preferred stock for which fair value estimates are based on the value of comparable securities that are actively traded. Increases in spreads used to value comparable companies, will result in a decrease in discounted cash flows used, and accordingly in the estimated fair value of the security.

In the case that external pricing services are used for certain Level 1 and Level 2 equity securities, our review process is consistent with the process used to determine the fair value of fixed maturities discussed above.

### ***Other investments:***

Level 2 other investments measured at fair value include call options with fair values based on counterparty market prices adjusted for a credit component of the counterparty, net of collateral received.

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### ***Cash, cash equivalents and short-term investments:***

Level 1 cash, cash equivalents and short-term investments are highly liquid instruments for which historical cost approximates fair value.

### ***Reinsurance recoverable:***

Level 2 reinsurance recoverable includes embedded derivatives in our modified coinsurance contracts under which we cede or assume business. Fair values of these embedded derivatives are based on the difference between the fair value and the cost basis of the underlying fixed maturities, which are valued consistent with the discussion of fixed maturities above.

### ***Assets held in separate accounts:***

Level 1 assets held in separate accounts consist of mutual funds that are actively traded, allowing us to use current market prices as an estimate of their fair value.

### ***Future policy benefits - indexed product embedded derivatives:***

Indexed product contracts include embedded derivatives that are measured at fair value on a recurring basis. These embedded derivatives are a Level 3 measurement. The fair value of the embedded derivatives is based on the discounted excess of projected account values (including a risk margin) over projected guaranteed account values. The key unobservable inputs required in the projection of future values that require management judgment include the risk margin as well as our credit risk. Should the risk margin increase or the credit risk decrease, the discounted cash flows and the estimated fair value of the obligation will increase.

### ***Other liabilities:***

Level 2 other liabilities include the embedded derivatives in our modified coinsurance contracts under which we cede business. Fair values for the embedded derivatives are based on the difference between the fair value and the cost basis of the underlying fixed maturities.

**Valuation of our Financial Instruments Measured on a Recurring Basis by Hierarchy Levels**

|   | March 31, 2019  |   |  |                     |
|---|---|---|--|---------------------|
|   | Quoted prices in<br>active markets<br>for identical assets<br>(Level 1) | Significant other<br>observable inputs<br>(Level 2) | Significant<br>unobservable<br>inputs<br>(Level 3) | Fair Value          |
|   | (Dollars in thousands)  |   |  |                     |
| <b>Assets</b>   |   |   |  |                     |
| Fixed maturities:   |   |   |  |                     |
| Corporate securities  | \$ —  | \$ 3,405,623  | \$ 26,953  | \$ 3,432,576        |
| Residential mortgage-backed securities                        | —   | 618,749   | —  | 618,749             |
| Commercial mortgage-backed securities                         | —   | 908,579   | 8,125  | 916,704             |
| Other asset-backed securities                                 | —   | 687,167   | 7,649  | 694,816             |
| United States Government and agencies                         | 7,894   | 12,819  | —  | 20,713              |
| States and political subdivisions                             | —   | 1,548,026   | —  | 1,548,026           |
| Total fixed maturities  | 7,894   | 7,180,963   | 42,727   | 7,231,584           |
| Non-redeemable preferred stocks                               | —   | 80,980  | 7,129  | 88,109              |
| Common stocks (1)   | 16,716  | —   | —  | 16,716              |
| Other investments   | —   | 15,741  | —  | 15,741              |
| Cash, cash equivalents and short-term investments             | 17,572  | —   | —  | 17,572              |
| Reinsurance recoverable                                       | —   | 109   | —  | 109                 |
| Assets held in separate accounts                              | 614,121   | —   | —  | 614,121             |
| Total assets  | <u>\$ 656,303</u>   | <u>\$ 7,277,793</u>                                 | <u>\$ 49,856</u>                                   | <u>\$ 7,983,952</u> |
| <b>Liabilities</b>  |   |   |  |                     |
| Future policy benefits - indexed product embedded derivatives | \$ —  | \$ —  | \$ 51,891  | \$ 51,891           |
| Other liabilities   | —   | 99  | —  | 99                  |
| Total liabilities   | <u>\$ —</u>   | <u>\$ 99</u>  | <u>\$ 51,891</u>                                   | <u>\$ 51,990</u>    |

**Valuation of our Financial Instruments Measured on a Recurring Basis by Hierarchy Levels**

|   | December 31, 2018   |   |  |                     |
|---|---|---|--|---------------------|
|   | Quoted prices in<br>active markets<br>for identical assets<br>(Level 1) | Significant other<br>observable inputs<br>(Level 2) | Significant<br>unobservable<br>inputs<br>(Level 3) | Fair Value          |
| (Dollars in thousands)  |   |   |  |                     |
| <b>Assets</b>   |   |   |  |                     |
| Fixed maturities:   |   |   |  |                     |
| Corporate securities  | \$ —  | \$ 3,257,874  | \$ 22,011  | \$ 3,279,885        |
| Residential mortgage-backed securities                        | —   | 606,860   | —  | 606,860             |
| Commercial mortgage-backed securities                         | —   | 810,626   | 67,940   | 878,566             |
| Other asset-backed securities                                 | —   | 703,969   | 3,601  | 707,570             |
| United States Government and agencies                         | 7,917   | 12,618  | —  | 20,535              |
| States and political subdivisions                             | —   | 1,539,629   | —  | 1,539,629           |
| Total fixed maturities  | 7,917   | 6,931,576   | 93,552   | 7,033,045           |
| Non-redeemable preferred stocks                               | —   | 77,433  | 6,862  | 84,295              |
| Common stocks (1)   | 5,261   | —   | —  | 5,261               |
| Other investments   | —   | 4,745   | —  | 4,745               |
| Cash, cash equivalents and short-term investments             | 34,748  | —   | —  | 34,748              |
| Reinsurance recoverable                                       | —   | 157   | —  | 157                 |
| Assets held in separate accounts                              | 561,281   | —   | —  | 561,281             |
| Total assets  | <u>\$ 609,207</u>   | <u>\$ 7,013,911</u>                                 | <u>\$ 100,414</u>                                  | <u>\$ 7,723,532</u> |
| <b>Liabilities</b>  |   |   |  |                     |
| Future policy benefits - indexed product embedded derivatives | \$ —  | \$ —  | \$ 40,028  | \$ 40,028           |
| Other liabilities   | —   | 780   | —  | 780                 |
| Total liabilities   | <u>\$ —</u>   | <u>\$ 780</u>                                       | <u>\$ 40,028</u>                                   | <u>\$ 40,808</u>    |

- (1) A private equity fund with a fair value estimate of \$3.7 million at March 31, 2019 and \$3.3 million at December 31, 2018 using net asset value per share as a practical expedient, has not been classified in the fair value hierarchy above in accordance with fair value reporting guidance. This fund invests in senior secured middle market loans and had unfunded commitments totaling \$6.4 million at March 31, 2019 and December 31, 2018. The investment is not currently eligible for redemption.

**Level 3 Assets by Valuation Source - Recurring Basis**

|                                       | March 31, 2019      |                      |                  |
|---------------------------------------|---------------------|----------------------|------------------|
|                                       | Third-party vendors | Priced<br>internally | Fair Value       |
| (Dollars in thousands)                |                     |                      |                  |
| Corporate securities                  | \$ 7,782            | \$ 19,171            | \$ 26,953        |
| Commercial mortgage-backed securities | 8,125               | —                    | 8,125            |
| Other asset-backed securities         | 5,000               | 2,649                | 7,649            |
| Non-redeemable preferred stocks       | —                   | 7,129                | 7,129            |
| Total assets                          | <u>\$ 20,907</u>    | <u>\$ 28,949</u>     | <u>\$ 49,856</u> |
| Percent of total                      | <u>41.9%</u>        | <u>58.1%</u>         | <u>100.0%</u>    |

**Level 3 Assets by Valuation Source - Recurring Basis**

|                                       | December 31, 2018      |                   |                   |
|---------------------------------------|------------------------|-------------------|-------------------|
|                                       | Third-party vendors    | Priced internally | Fair Value        |
|                                       | (Dollars in thousands) |                   |                   |
| Corporate securities                  | \$ 1,940               | \$ 20,071         | \$ 22,011         |
| Commercial mortgage-backed securities | 67,940                 | —                 | 67,940            |
| Other asset-backed securities         | —                      | 3,601             | 3,601             |
| Non-redeemable preferred stocks       | —                      | 6,862             | 6,862             |
| Total assets                          | <u>\$ 69,880</u>       | <u>\$ 30,534</u>  | <u>\$ 100,414</u> |
| Percent of total                      | <u>69.6%</u>           | <u>30.4%</u>      | <u>100.0%</u>     |

**Quantitative Information about Level 3 Fair Value Measurements - Recurring Basis**

|   | March 31, 2019         |                      |                            |  |
|---|------------------------|----------------------|----------------------------|--|
|   | Fair Value             | Valuation Technique  | Unobservable Input         | Range (Weighted Average)                       |
|   | (Dollars in thousands) |                      |                            |  |
| <b>Assets</b>   |                        |                      |                            |  |
| Corporate securities  | \$ 18,460              | Discounted cash flow | Credit spread              | 1.06% - 5.95% (3.77%)                          |
| Commercial mortgage-backed securities                         | 8,125                  | Discounted cash flow | Credit spread              | 1.30% - 2.25% (1.90%)                          |
| Non-redeemable preferred stocks                               | 7,129                  | Discounted cash flow | Credit spread              | 3.40% (3.40%)                                  |
| Total assets  | <u>\$ 33,714</u>       |                      |                            |  |
| <b>Liabilities</b>  |                        |                      |                            |  |
| Future policy benefits - indexed product embedded derivatives | <u>\$ 51,891</u>       | Discounted cash flow | Credit risk<br>Risk margin | 0.35% - 1.70% (1.05%)<br>0.15% - 0.40% (0.25%) |

|   | December 31, 2018      |                      |                            |  |
|---|------------------------|----------------------|----------------------------|--|
|   | Fair Value             | Valuation Technique  | Unobservable Input         | Range (Weighted Average)                       |
|   | (Dollars in thousands) |                      |                            |  |
| <b>Assets</b>   |                        |                      |                            |  |
| Corporate securities  | \$ 19,178              | Discounted cash flow | Credit spread              | 1.23% - 7.00% (4.01%)                          |
| Commercial mortgage-backed securities                         | 55,866                 | Discounted cash flow | Credit spread              | 1.45% - 3.55% (2.58%)                          |
| Non-redeemable preferred stocks                               | 6,862                  | Discounted cash flow | Credit spread              | 4.36% (4.36%)                                  |
| Total assets  | <u>\$ 81,906</u>       |                      |                            |  |
| <b>Liabilities</b>  |                        |                      |                            |  |
| Future policy benefits - indexed product embedded derivatives | <u>\$ 40,028</u>       | Discounted cash flow | Credit risk<br>Risk margin | 0.55% - 1.80% (1.05%)<br>0.15% - 0.40% (0.25%) |

The tables above exclude certain securities with the fair value based on non-binding broker quotes for which we could not reasonably obtain the quantitative unobservable inputs.

**Level 3 Financial Instruments Changes in Fair Value - Recurring Basis**

| March 31, 2019  |                                  |                  |                   |  |  |                              |                                    |  |                            |
|---|----------------------------------|------------------|-------------------|--|--|------------------------------|------------------------------------|--|----------------------------|
|   | Balance,<br>December 31,<br>2018 | Purchases        | Disposals         | Realized and unrealized gains<br>(losses), net |  | Transfers<br>into<br>Level 3 | Transfers<br>out of<br>Level 3 (1) | Amort-<br>ization<br>included in<br>net income | Balance, March<br>31, 2019 |
|   |                                  |                  |                   | Included in<br>net income                      | Included in<br>other<br>compre-<br>hensive<br>income |                              |                                    |  |                            |
| (Dollars in thousands)  |                                  |                  |                   |  |  |                              |                                    |  |                            |
| <b>Assets</b>   |                                  |                  |                   |  |  |                              |                                    |  |                            |
| Corporate securities  | \$ 22,011                        | \$ 6,000         | \$ (1,262)        | \$ —   | \$ 212   | \$ —                         | \$ —                               | \$ (8)   | \$ 26,953                  |
| Commercial mortgage-backed securities                         | 67,940                           | —                | (92)              | —  | 195  | —                            | (59,918)                           | —  | 8,125                      |
| Other asset-backed securities                                 | 3,601                            | 5,000            | (83)              | —  | (869)  | —                            | —                                  | —  | 7,649                      |
| Non-redeemable preferred stocks                               | 6,862                            | —                | —                 | —  | 267  | —                            | —                                  | —  | 7,129                      |
| Total assets  | <u>\$ 100,414</u>                | <u>\$ 11,000</u> | <u>\$ (1,437)</u> | <u>\$ —</u>                                    | <u>\$ (195)</u>                                      | <u>\$ —</u>                  | <u>\$ (59,918)</u>                 | <u>\$ (8)</u>                                  | <u>\$ 49,856</u>           |
| <b>Liabilities</b>  |                                  |                  |                   |  |  |                              |                                    |  |                            |
| Future policy benefits - indexed product embedded derivatives | <u>\$ 40,028</u>                 | <u>\$ 3,479</u>  | <u>\$ (1,169)</u> | <u>\$ 9,553</u>                                | <u>\$ —</u>  | <u>\$ —</u>                  | <u>\$ —</u>                        | <u>\$ —</u>                                    | <u>\$ 51,891</u>           |

| March 31, 2018  |                                  |                  |                   |  |  |                              |                                    |  |                            |
|---|----------------------------------|------------------|-------------------|--|--|------------------------------|------------------------------------|--|----------------------------|
|   | Balance,<br>December 31,<br>2017 | Purchases        | Disposals         | Realized and unrealized gains<br>(losses), net |  | Transfers<br>into<br>Level 3 | Transfers<br>out of<br>Level 3 (1) | Amort-<br>ization<br>included in<br>net income | Balance,<br>March 31, 2018 |
|   |                                  |                  |                   | Included in<br>net income                      | Included in<br>other<br>compre-<br>hensive<br>income |                              |                                    |  |                            |
| (Dollars in thousands)  |                                  |                  |                   |  |  |                              |                                    |  |                            |
| <b>Assets</b>   |                                  |                  |                   |  |  |                              |                                    |  |                            |
| Corporate securities  | \$ 33,600                        | \$ —             | \$ (1,091)        | \$ —   | \$ 30  | \$ —                         | \$ (2,000)                         | \$ (8)   | \$ 30,531                  |
| Residential mortgage-backed securities                        | 9,124                            | —                | —                 | —  | —  | —                            | (9,124)                            | —  | —                          |
| Commercial mortgage-backed securities                         | 85,701                           | 21,875           | (227)             | —  | (1,838)  | —                            | (13,477)                           | (22)   | 92,012                     |
| Other asset-backed securities                                 | 53,480                           | 8,250            | (2,025)           | —  | 13   | —                            | (47,080)                           | —  | 12,638                     |
| Non-redeemable preferred stocks                               | 7,407                            | —                | —                 | —  | (82)   | —                            | —                                  | —  | 7,325                      |
| Total assets  | <u>\$ 189,312</u>                | <u>\$ 30,125</u> | <u>\$ (3,343)</u> | <u>\$ —</u>                                    | <u>\$ (1,877)</u>                                    | <u>\$ —</u>                  | <u>\$ (71,681)</u>                 | <u>\$ (30)</u>                                 | <u>\$ 142,506</u>          |
| <b>Liabilities</b>  |                                  |                  |                   |  |  |                              |                                    |  |                            |
| Future policy benefits - indexed product embedded derivatives | <u>\$ 27,774</u>                 | <u>\$ 2,254</u>  | <u>\$ (942)</u>   | <u>\$ (366)</u>                                | <u>\$ —</u>  | <u>\$ —</u>                  | <u>\$ —</u>                        | <u>\$ —</u>                                    | <u>\$ 28,720</u>           |

- (1) Transfers out of Level 3 include those assets that we are now able to obtain pricing from a third party pricing vendor that uses observable inputs. The fair values of newly issued securities often require additional estimation until a market is created, which is generally within a few months after issuance. Once a market is created, as was the case for the majority of the security transfers out of the Level 3 category above, Level 2 valuation sources become available. There were no transfers between Level 1 and Level 2 during the periods presented above.

The Company has other financial assets and financial liabilities that are not carried at fair value but for which fair value disclosure is required. The following table presents the carrying value, fair value and fair value hierarchy level of these financial assets and financial liabilities.





**Valuation of our Financial Instruments Not Reported at Fair Value by Hierarchy Levels**

| March 31, 2019                                     |   |  |  |                     |                     |
|--|---|--|--|---------------------|---------------------|
|  | Quoted prices in<br>active markets<br>for identical<br>assets (Level 1) | Significant<br>other observable<br>inputs<br>(Level 2) | Significant<br>unobservable<br>inputs<br>(Level 3) | Fair Value          | Carrying Value      |
| (Dollars in thousands)                             |   |  |  |                     |                     |
| <b>Assets</b>                                      |   |  |  |                     |                     |
| Mortgage loans                                     | \$ —  | \$ —   | \$ 1,044,026                                       | \$ 1,044,026        | \$ 1,023,655        |
| Policy loans                                       | —   | —  | 244,677  | 244,677             | 199,230             |
| Other investments                                  | —   | —  | 29,958   | 29,958              | 28,922              |
| Total assets                                       | <u>\$ —</u>   | <u>\$ —</u>  | <u>\$ 1,318,661</u>                                | <u>\$ 1,318,661</u> | <u>\$ 1,251,807</u> |
| <b>Liabilities</b>                                 |   |  |  |                     |                     |
| Future policy benefits                             | \$ —  | \$ —   | \$ 4,101,370                                       | \$ 4,101,370        | \$ 4,215,476        |
| Supplementary contracts without life contingencies | —   | —  | 305,768  | 305,768             | 303,771             |
| Advance premiums and other deposits                | —   | —  | 256,261  | 256,261             | 256,261             |
| Short-term debt                                    | —   | —  | 4,000  | 4,000               | 4,000               |
| Long-term debt                                     | —   | —  | 71,004   | 71,004              | 97,000              |
| Liabilities related to separate accounts           | —   | —  | 612,681  | 612,681             | 614,121             |
| Total liabilities                                  | <u>\$ —</u>   | <u>\$ —</u>  | <u>\$ 5,351,084</u>                                | <u>\$ 5,351,084</u> | <u>\$ 5,490,629</u> |
| December 31, 2018                                  |   |  |  |                     |                     |
|  | Quoted prices in<br>active markets<br>for identical<br>assets (Level 1) | Significant<br>other observable<br>inputs<br>(Level 2) | Significant<br>unobservable<br>inputs<br>(Level 3) | Fair Value          | Carrying Value      |
| (Dollars in thousands)                             |   |  |  |                     |                     |
| <b>Assets</b>                                      |   |  |  |                     |                     |
| Mortgage loans                                     | \$ —  | \$ —   | \$ 1,045,497                                       | \$ 1,045,497        | \$ 1,039,829        |
| Policy loans                                       | —   | —  | 237,496  | 237,496             | 197,366             |
| Other investments                                  | —   | —  | 30,087   | 30,087              | 29,020              |
| Total assets                                       | <u>\$ —</u>   | <u>\$ —</u>  | <u>\$ 1,313,080</u>                                | <u>\$ 1,313,080</u> | <u>\$ 1,266,215</u> |
| <b>Liabilities</b>                                 |   |  |  |                     |                     |
| Future policy benefits                             | \$ —  | \$ —   | \$ 3,981,947                                       | \$ 3,981,947        | \$ 4,217,904        |
| Supplementary contracts without life contingencies | —   | —  | 298,869  | 298,869             | 303,627             |
| Advance premiums and other deposits                | —   | —  | 252,318  | 252,318             | 252,318             |
| Long-term debt                                     | —   | —  | 65,999   | 65,999              | 97,000              |
| Liabilities related to separate accounts           | —   | —  | 559,799  | 559,799             | 561,281             |
| Total liabilities                                  | <u>\$ —</u>   | <u>\$ —</u>  | <u>\$ 5,158,932</u>                                | <u>\$ 5,158,932</u> | <u>\$ 5,432,130</u> |

**Level 3 Financial Instruments Measured at Fair Value on a Nonrecurring Basis**

Certain assets are measured at fair value on a nonrecurring basis, generally mortgage loans or real estate that have been deemed to be impaired during the reporting period. There were no mortgage loans or real estate impaired to fair value during the three months ended March 31, 2019 or March 31, 2018.

## 4. Defined Benefit Plan

We participate with affiliates and an unaffiliated organization in defined benefit pension plans, including a multiemployer plan. Our share of net periodic pension cost for the plans is recorded as expense in our consolidated statements of operations.

### Components of Net Periodic Pension Cost for FBL and Affiliates Combined - Multiemployer Plan

|   | Three months ended March 31, |                 |
|---|------------------------------|-----------------|
|   | 2019                         | 2018            |
|   | (Dollars in thousands)       |                 |
| Service cost  | \$ 1,137                     | \$ 1,493        |
| Interest cost   | 3,318                        | 3,411           |
| Expected return on assets                                     | (4,707)                      | (5,562)         |
| Amortization of prior service cost                            | —                            | 11              |
| Amortization of actuarial loss                                | 2,229                        | 3,127           |
| Net periodic pension cost                                     | <u>\$ 1,977</u>              | <u>\$ 2,480</u> |
| FBL Financial Group, Inc. share of net periodic pension costs | <u>\$ 633</u>                | <u>\$ 760</u>   |

### Components of Net Periodic Pension Cost for FBL and Affiliates Combined - Other Plans

|   | Three months ended March 31, |               |
|---|------------------------------|---------------|
|   | 2019                         | 2018          |
|   | (Dollars in thousands)       |               |
| Service cost  | \$ 117                       | \$ 135        |
| Interest cost   | 248                          | 240           |
| Amortization of actuarial loss                                | 266                          | 338           |
| Net periodic pension cost                                     | <u>\$ 631</u>                | <u>\$ 713</u> |
| FBL Financial Group, Inc. share of net periodic pension costs | <u>\$ 362</u>                | <u>\$ 418</u> |

## 5. Credit Arrangements

Short-term debt as of March 31, 2019 consists of a \$4.0 million short-term advance, collateralized by fixed maturity securities, payable to Federal Home Loan Bank of Des Moines (FHLB.) The advance was taken on March 29, 2019 and was paid off on April 1, 2019, with an interest rate of 2.62%.

## 6. Commitments and Contingencies

### Legal Proceedings

In the normal course of business, we may be involved in litigation in which damages are alleged that are substantially in excess of contractual policy benefits or certain other agreements. We are not aware of any claims threatened or pending against FBL Financial Group, Inc. or any of its subsidiaries for which a material loss is reasonably possible.

### Lease Commitments

As discussed in Note 1 to our consolidated financial statements, we adopted new accounting guidance for leases. Upon adoption, we elected to follow the following practical expedients as allowed under the new guidance:

- We did not reassess whether any expired or existing contracts are or contain leases.
- We did not reassess the lease classification (operating vs. finance) for any expired or existing leases.
- We did not reassess initial direct costs for any existing leases.



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We consider leases with original terms of one year or less to be short-term. We have elected not to carry short-term leases on our consolidated balance sheet. We have no agreements with lease and non-lease components. None of our leases are considered finance leases.

At March 31, 2019 and on the date of adoption, January 1, 2019, we held four long-term leases all of which related to real estate. The net present value of future cash flows for these leases is reported within our consolidated balance sheet in other assets and other liabilities. The carrying value of these leases was \$6.8 million at March 31, 2019, and \$7.2 million on the date of adoption, January 1, 2019. The most significant lease is for our home office facilities, which is owned by a subsidiary of our majority owner, the Iowa Farm Bureau Federation. That lease has a carrying value of \$5.6 million as of March 31, 2019 and \$6.1 million on January 1, 2019. All of the leases are based on fixed terms which expire from 2021 through 2024, but allow renewal. Two of the leases, not including the home office property, contain provisions that allow the lease cost to increase based on a stated step-up schedule or changes in the consumer price index. Our estimated incremental borrowing rate of 4.5% was used in determining the net present value of the future leases commitments.

Total lease expense for the quarter ended March 31, 2019 was \$1.3 million.

Future remaining minimum lease payments for the long-term leases discussed above, as of March 31, 2019, are as follows:

|                                    | <b>March 31, 2019</b>         |       |
|------------------------------------|-------------------------------|-------|
|                                    | <b>(Dollars in thousands)</b> |       |
| 2019                               | \$                            | 1,920 |
| 2020                               |                               | 2,573 |
| 2021                               |                               | 2,574 |
| 2022                               |                               | 222   |
| 2023                               |                               | 55    |
| Thereafter                         |                               | 24    |
| Total minimum lease payments       |                               | 7,368 |
| Less: Interest                     |                               | (526) |
| Present value of lease liabilities | \$                            | 6,842 |

## 7. Stockholders' Equity

### Share Repurchases

We periodically repurchase our Class A common stock under programs approved by our Board of Directors. These repurchase programs authorize us to make repurchases in the open market or through privately negotiated transactions, with the timing and terms of the purchases to be determined by management based on market conditions. Under these programs, we repurchased 66,475 shares for \$4.6 million during the three months ended March 31, 2019 and 99,312 shares for \$6.8 million during the three months ended March 31, 2018. Completion of the current program is dependent on market conditions and other factors. There is no guarantee as to the exact timing of any repurchases or the number of shares that we will repurchase. The share repurchase program may be modified or terminated at any time without prior notice. At March 31, 2019, \$36.3 million remains available for repurchase under the active repurchase program.

### Dividends

|  | <b>Three months ended March 31,</b> |             |
|--|-------------------------------------|-------------|
|  | <b>2019</b>                         | <b>2018</b> |
| Class A and B common stock:                  |                                     |             |
| Cash dividends per common share              | \$ 0.48                             | \$ 0.46     |
| Special cash dividend per common share       | 1.50                                | 1.50        |
| Total common stock dividends per share       | \$ 1.98                             | \$ 1.96     |
| Series B preferred stock dividends per share | \$ 0.0075                           | \$ 0.0075   |

Special cash dividends paid to our Class A and Class B common shareholders totaled \$37.0 million in the first quarter of 2019 and \$37.3 million in the first quarter of 2018.

### Reconciliation of Outstanding Common Stock

|                                | Class A                |            | Class B |         | Total      |            |
|--------------------------------|------------------------|------------|---------|---------|------------|------------|
|                                | Shares                 | Dollars    | Shares  | Dollars | Shares     | Dollars    |
|                                | (Dollars in thousands) |            |         |         |            |            |
| Outstanding at January 1, 2018 | 24,919,113             | \$ 153,589 | 11,413  | \$ 72   | 24,930,526 | \$ 153,661 |
| Stock-based compensation       | 6,762                  | 218        | —       | —       | 6,762      | 218        |
| Purchase of common stock       | (99,312)               | (612)      | —       | —       | (99,312)   | (612)      |
| Outstanding at March 31, 2018  | 24,826,563             | \$ 153,195 | 11,413  | \$ 72   | 24,837,976 | \$ 153,267 |
| Outstanding at January 1, 2019 | 24,707,402             | \$ 152,652 | 11,413  | \$ 72   | 24,718,815 | \$ 152,724 |
| Stock-based compensation       | —                      | 202        | —       | —       | —          | 202        |
| Purchase of common stock       | (66,475)               | (410)      | —       | —       | (66,475)   | (410)      |
| Outstanding at March 31, 2019  | 24,640,927             | \$ 152,444 | 11,413  | \$ 72   | 24,652,340 | \$ 152,516 |

### Accumulated Other Comprehensive Income, Net of Tax and Other Offsets

|  | Unrealized Net<br>Investment<br>Gains (Losses)<br>on Available For<br>Sale Securities<br>(1) | Accumulated<br>Non-Credit<br>Impairment<br>Losses (1) | Underfunded<br>Status of<br>Postretirement<br>Benefit Plans | Total      |
|--|--|---|---|------------|
|  | (Dollars in thousands)   |   |   |            |
| Balance at January 1, 2018   | \$ 295,169   | \$ 537  | \$ (10,723)   | \$ 284,983 |
| Cumulative effect of change in accounting principle related to net unrealized gains on equity securities (2) | (5,869)  | —   | —   | (5,869)    |
| Other comprehensive income (loss) before reclassifications   | (95,937)   | 2,808   | —   | (87,260)   |
| Reclassification adjustments   | (25)   | —   | 262   | 237        |
| Balance at March 31, 2018  | \$ 193,338   | \$ 3,345  | \$ (10,461)   | \$ 186,222 |
| Balance at January 1, 2019   | \$ 96,921  | \$ 3,133  | \$ (8,736)  | \$ 91,318  |
| Other comprehensive income before reclassifications  | 99,871   | 29  | —   | 99,900     |
| Reclassification adjustments   | (2,260)  | —   | 208   | (2,052)    |
| Balance at March 31, 2019  | \$ 194,532   | \$ 3,162  | \$ (8,528)  | \$ 189,166 |

(1) Includes the impact of taxes, deferred acquisition costs, value of insurance in force acquired, unearned revenue reserves and policyholder liabilities. See Note 2 to our consolidated financial statements for further information.

(2) See Note 1 to our consolidated financial statements for further discussion on this one-time adjustment related to an accounting change.

**Accumulated Other Comprehensive Income Reclassification Adjustments**

|  | Three months ended March 31, 2019  |   |  |                   |
|--|--|---|--|-------------------|
|  | Unrealized Net<br>Investment<br>Gains (Losses)<br>on Available For<br>Sale Securities<br>(1) | Accumulated<br>Non-Credit<br>Impairment<br>Losses (1) | Underfunded<br>Status of<br>Postretirement<br>Benefit<br>Plans | Total             |
|  | (Dollars in thousands)   |   |  |                   |
| Realized capital gains on sales of fixed maturities  | \$ (2,994)   | \$ —  | \$ —   | \$ (2,994)        |
| Adjustments for assumed changes in deferred acquisition costs, value of insurance in force acquired, unearned revenue reserve and policyholder liabilities | 133  | —   | —  | 133               |
| Other expenses - change in unrecognized postretirement items:  |  |   |  |                   |
| Net actuarial loss   | —  | —   | 263  | 263               |
| Reclassifications before income taxes  | (2,861)  | —   | 263  | (2,598)           |
| Income taxes   | 601  | —   | (55)   | 546               |
| Reclassification adjustments   | <u>\$ (2,260)</u>  | <u>\$ —</u>   | <u>\$ 208</u>  | <u>\$ (2,052)</u> |
|  | Three months ended March 31, 2018  |   |  |                   |
|  | Unrealized Net<br>Investment<br>Gains (Losses)<br>on Available For<br>Sale Securities<br>(1) | Accumulated<br>Non-Credit<br>Impairment<br>Losses (1) | Underfunded<br>Status of<br>Postretirement<br>Benefit<br>Plans | Total             |
|  | (Dollars in thousands)   |   |  |                   |
| Realized capital gains on sales of fixed maturities  | \$ (83)  | \$ —  | \$ —   | \$ (83)           |
| Adjustments for assumed changes in deferred acquisition costs, value of insurance in force acquired, unearned revenue reserve and policyholder liabilities | 51   | —   | —  | 51                |
| Other expenses - change in unrecognized postretirement items:  |  |   |  |                   |
| Net actuarial loss   | —  | —   | 331  | 331               |
| Reclassifications before income taxes  | (32)   | —   | 331  | 299               |
| Income taxes   | 7  | —   | (69)   | (62)              |
| Reclassification adjustments   | <u>\$ (25)</u>   | <u>\$ —</u>   | <u>\$ 262</u>  | <u>\$ 237</u>     |

(1) See Note 2 to our consolidated financial statements for further information.

## 8. Earnings per Share

### Computation of Earnings per Common Share

|  | <b>Three months ended March 31,</b>                  |                   |
|--|--|-------------------|
|  | <b>2019</b>  | <b>2018</b>       |
|  | <b>(Dollars in thousands, except per share data)</b> |                   |
| Numerator:   |  |                   |
| Net income attributable to FBL Financial Group, Inc.     | \$ 34,043  | \$ 23,565         |
| Less: Dividends on Series B preferred stock              | 38   | 38                |
| Income available to common stockholders                  | <u>\$ 34,005</u>                                     | <u>\$ 23,527</u>  |
| Denominator:   |  |                   |
| Weighted average shares - basic                          | 24,765,277   | 25,003,691        |
| Effect of dilutive securities - stock-based compensation | 11,176   | 15,818            |
| Weighted average shares - diluted                        | <u>24,776,453</u>                                    | <u>25,019,509</u> |
| Earnings per common share                                | <u>\$ 1.37</u>                                       | <u>\$ 0.94</u>    |
| Earnings per common share - assuming dilution            | <u>\$ 1.37</u>                                       | <u>\$ 0.94</u>    |

There were no antidilutive stock options outstanding in any of the periods presented.

## 9. Segment Information

We analyze operations by reviewing financial information regarding our primary products that are aggregated into the Annuity and Life Insurance product segments. In addition, our Corporate and Other segment includes various support operations, corporate capital and other product lines that are not currently underwritten by the Company.

Our chief operating decision makers use pre-tax adjusted operating income to evaluate segment performance and allocate resources. Pre-tax adjusted operating income is not a measure used in financial statements prepared in accordance with GAAP, but is a common life insurance industry measure of performance.

Pre-tax adjusted operating income consists of pre-tax net income adjusted to exclude realized gains and losses on investments and the change in fair value of derivatives and equity securities, which can fluctuate greatly from period to period. These fluctuations make it difficult to analyze core operating trends. In addition, for derivatives not designated as hedges, there is a mismatch between the valuation of the asset and liability when deriving net income (loss). Specifically, call options relating to our indexed business are one-year assets while the embedded derivatives in the indexed contracts represent the rights of the contract holder to receive index credits over the entire period the indexed products are expected to be in force. Adjustments to pre-tax net income are net of amortization of unearned revenue reserves, deferred acquisition costs and value of insurance in force acquired, as well as changes in interest sensitive product reserves. While not applicable for the periods reported herein, in determining pre-tax adjusted operating income we will also remove the impact of: settlements or judgments arising from lawsuits, net of any recoveries from third parties; the cumulative effect of changes in accounting principles and discontinued operations.

Segment results are reported net of inter-segment transactions.

**Financial Information Concerning our Operating Segments**

|   | <b>Three months ended March 31,</b> |                   |
|---|-------------------------------------|-------------------|
|   | <b>2019</b>                         | <b>2018</b>       |
| <b>(Dollars in thousands)</b>                                       |                                     |                   |
| <b>Pre-tax adjusted operating income:</b>                           |                                     |                   |
| Annuity   | \$ 15,662                           | \$ 16,582         |
| Life Insurance  | 10,092                              | 10,897            |
| Corporate and Other   | 4,319                               | 3,533             |
| <b>Total pre-tax adjusted operating income</b>                      | <b>30,073</b>                       | <b>31,012</b>     |
| <b>Adjustments to pre-tax adjusted operating income:</b>            |                                     |                   |
| Net realized gains/losses on investments (1)                        | 9,152                               | (2,814)           |
| Change in fair value of derivatives (1)                             | 1,153                               | (644)             |
| <b>Pre-tax net income attributable to FBL Financial Group, Inc.</b> | <b>40,378</b>                       | <b>27,554</b>     |
| Income tax expense  | (6,276)                             | (3,813)           |
| Tax on equity income  | (59)                                | (176)             |
| <b>Net income attributable to FBL Financial Group, Inc.</b>         | <b>\$ 34,043</b>                    | <b>\$ 23,565</b>  |
| <b>Adjusted operating revenues:</b>                                 |                                     |                   |
| Annuity   | \$ 52,682                           | \$ 57,435         |
| Life Insurance  | 107,258                             | 107,727           |
| Corporate and Other   | 23,128                              | 24,111            |
|   | <b>183,068</b>                      | <b>189,273</b>    |
| Net realized gains/losses on investments (1)                        | 9,289                               | (2,971)           |
| Change in fair value of derivatives (1)                             | 11,199                              | (3,872)           |
| <b>Consolidated revenues</b>  | <b>\$ 203,556</b>                   | <b>\$ 182,430</b> |

- (1) Amounts are net of adjustments, as applicable, to amortization of unearned revenue reserves, deferred acquisition costs, value of insurance in force acquired and interest sensitive policy reserves attributable to these items.

Interest expense is attributable to the Corporate and Other segment. Expenditures for long-lived assets were not significant during the periods presented above. Goodwill at March 31, 2019 and December 31, 2018 was allocated among the segments as follows: Annuity (\$3.9 million) and Life Insurance (\$6.1 million).

Equity income related to securities and indebtedness of related parties is attributable to the Life Insurance and Corporate and Other segments. The following chart provides the related equity income by segment.

**Equity Income by Operating Segment**

|   | <b>Three months ended March 31,</b> |               |
|---|-------------------------------------|---------------|
|   | <b>2019</b>                         | <b>2018</b>   |
| <b>(Dollars in thousands)</b>                     |                                     |               |
| <b>Pre-tax equity income:</b>                     |                                     |               |
| Life Insurance                                    | \$ 370                              | \$ 695        |
| Corporate and Other                               | (91)                                | 141           |
|   | <b>279</b>                          | <b>836</b>    |
| Income taxes                                      | (59)                                | (176)         |
| <b>Equity income, net of related income taxes</b> | <b>\$ 220</b>                       | <b>\$ 660</b> |

Premiums collected, which is not a measure used in financial statements prepared according to GAAP, includes premiums received on life insurance policies and deposits on annuities and universal life-type products. Premiums collected is a common life insurance industry measure of agent productivity. Net premiums collected totaled \$160.7 million for the quarter ended March 31, 2019 and \$169.7 million for the same period in





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Under GAAP, premiums on whole life and term life policies are recognized as revenues over the premium-paying period and reported in the Life Insurance segment. The following chart provides a reconciliation of life insurance premiums collected to those reported in the GAAP financial statements.

**Reconciliation of Traditional Life Insurance Premiums, Net of Reinsurance**

|  | Three months ended March 31, |                  |
|--|------------------------------|------------------|
|  | 2019                         | 2018             |
| (Dollars in thousands)   |                              |                  |
| Traditional and universal life insurance premiums collected                                  | \$ 78,001                    | \$ 76,263        |
| Premiums collected on interest sensitive products  | (28,379)                     | (26,582)         |
| Traditional life insurance premiums collected  | 49,622                       | 49,681           |
| Change in due premiums and other   | (230)                        | (184)            |
| Traditional life insurance premiums as included in the Consolidated Statements of Operations | <u>\$ 49,392</u>             | <u>\$ 49,497</u> |

There is no comparable GAAP financial measure for premiums collected on annuities and universal life-type products. GAAP revenues for those interest sensitive and variable products consist of various policy charges and fees assessed on those contracts, as summarized in the chart below.

**Interest Sensitive Product Charges by Segment**

|   | Three months ended March 31, |                  |
|---|------------------------------|------------------|
|   | 2019                         | 2018             |
| (Dollars in thousands)  |                              |                  |
| <b>Annuity</b>  |                              |                  |
| Surrender charges and other   | \$ 1,567                     | \$ 1,202         |
| <b>Life Insurance</b>   |                              |                  |
| Administration charges  | 4,667                        | 4,046            |
| Cost of insurance charges   | 12,633                       | 12,537           |
| Surrender charges   | 621                          | 681              |
| Amortization of policy initiation fees  | 1,067                        | 795              |
| Total   | <u>18,988</u>                | <u>18,059</u>    |
| <b>Corporate and Other</b>  |                              |                  |
| Administration charges  | \$ 1,236                     | \$ 1,316         |
| Cost of insurance charges   | 7,202                        | 7,140            |
| Surrender charges   | 24                           | 23               |
| Separate account charges  | 1,936                        | 2,145            |
| Amortization of policy initiation fees  | 7                            | 397              |
| Total   | <u>10,405</u>                | <u>11,021</u>    |
| Impact of net realized gains/losses on investments and change in fair value of derivatives on amortization of unearned revenue reserves | 306                          | (184)            |
| Interest sensitive product charges as included in the Consolidated Statements of Operations   | <u>\$ 31,266</u>             | <u>\$ 30,098</u> |

## **ITEM 2. MANAGEMENT’S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

This section includes a summary of FBL Financial Group, Inc.’s consolidated results of operations, financial condition and where appropriate, factors that management believes may affect future performance. Unless noted otherwise, all references to FBL Financial Group, Inc. (we or the Company) include all of its direct and indirect subsidiaries, including insurance subsidiaries Farm Bureau Life Insurance Company (Farm Bureau Life) and Greenfields Life Insurance Company (Greenfields Life). Please read this discussion in conjunction with the accompanying consolidated financial statements and related notes. In addition, we encourage you to refer to our Form 10-K for the fiscal year ended December 31, 2018 for a complete description of our significant accounting policies and estimates. Familiarity with this information is important in understanding our financial position and results of operations.

This Form 10-Q includes statements relating to anticipated financial performance, business prospects, new products and similar matters. These statements and others, which include words such as “expect,” “anticipate,” “believe,” “intend” and other similar expressions, constitute forward-looking statements under the Private Securities Litigation Reform Act of 1995. A variety of factors could cause our actual results and experiences to differ materially from the anticipated results or other expectations expressed in our forward-looking statements. See Part 1A, Risk Factors, of our Annual Report on Form 10-K for the fiscal year ended December 31, 2018 for additional information on the risks and uncertainties that may affect the operations, performance, development and results of our business.

### **Overview**

We operate predominantly in the life insurance industry through our principal subsidiary, Farm Bureau Life. Farm Bureau Life markets individual life insurance policies and annuity contracts to Farm Bureau members and other individuals and businesses in the Midwestern and Western sections of the United States through an exclusive agency force. Several subsidiaries support various functional areas of Farm Bureau Life and other affiliates by providing investment advisory, marketing and distribution, and leasing services. In addition, we manage two Farm Bureau-affiliated property-casualty companies.

We analyze operations by reviewing financial information regarding our primary products that are aggregated in Annuity and Life Insurance product segments. In addition, our Corporate and Other segment includes various support operations, corporate capital and other product lines that are not currently underwritten by the Company. We analyze our segment results based on pre-tax adjusted operating income, which excludes the impact of certain items that are included in pre-tax net income. Pre-tax adjusted operating income is a basis allowed for segment reporting under U.S. generally accounting principles (GAAP). We also analyze operations using adjusted operating income on a post-tax basis. Adjusted operating income on a post-tax basis is not a measure used in financial statements prepared in accordance with GAAP, but is a common life insurance industry measure of performance. We have included a reconciliation to the comparable GAAP measure herein. See Note 9 to our consolidated financial statements for further information regarding how we define our segments and pre-tax adjusted operating income.

We also include within our analysis “premiums collected,” which is not a measure used in financial statements prepared in accordance with GAAP, but is a common life insurance industry measure of agent productivity. See Note 9 to our consolidated financial statements for further information regarding this measure and its relationship to GAAP revenues.

### **Impact of Recent Business Environment**

Our business generally benefits from moderate to strong economic expansion. Conversely, a lackluster economy characterized by higher unemployment, lower family income, lower consumer spending, muted corporate earnings growth and lower business investment could adversely impact the demand for our products in the future. We also may experience a higher incidence of claims, lapses or surrenders of policies during such times. We cannot predict whether or when such actions may occur, or what impact, if any, such actions could have on our business, results of operations, cash flows or financial condition.

Economic and other environmental factors that may impact our business include, but are not limited to, the following:

- The U.S. 10-year Treasury yield decreased during the first quarter of 2019 to 2.41% at March 31, 2019 from 2.69% at December 31, 2018.
- Gross Domestic Product increased at an annual rate of 3.2% during the first quarter of 2019 based on recent estimates.
- U.S. unemployment was estimated to be 3.8% at the end of the first quarter of 2019.

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- U.S. net farm income is forecast to increase 10.0% in 2019 and farm real estate value is estimated to increase 1.8% during the first quarter of 2019 according to recent U.S. Department of Agriculture estimates.
- The impact to our customer base from tariffs recently imposed as well as proposed on the general U.S. and farm economies.
- The long-term impact of the enactment of the Tax Cuts and Jobs Act of 2017 on the general U.S. economy, business initiatives and consumer demand for our insurance products.

The interest rate environment continues to impact our investment yields as well as the interest we credit on our interest sensitive products. The 10-year U.S. Treasury yield trended lower in the first quarter and finished at 2.41%, 28 basis points lower than year-end 2018. We experienced an increase in the fair value of our fixed maturity security portfolio during the first quarter of 2019 primarily due to a decrease in market yields. Average corporate credit spreads tightened during the first quarter of 2019 by approximately 33 basis points as yields remain historically low. Low crediting rates pose challenges to maintaining attractive annuity and universal life products, although our rates are comparable to other insurance companies, allowing us to maintain our competitive position within the market. See the segment discussion and “Financial Condition” section that follows for additional information regarding the impact of low market interest rates on our business.

## **Results of Operations for the Periods Ended March 31, 2019 and 2018**

|  | <u>Three months ended March 31,</u>                  |                  |               |
|--|--|------------------|---------------|
|  | <u>2019</u>  | <u>2018</u>      | <u>Change</u> |
|  | <u>(Dollars in thousands, except per share data)</u> |                  |               |
| Net income attributable to FBL Financial Group, Inc.               | \$ 34,043  | \$ 23,565        | 44 %          |
| Net income adjustments:  |  |                  |               |
| Net realized gains/losses on investments (1)                       | (7,230)  | 2,223            | (425)%        |
| Change in fair value of derivatives (1)                            | (911)  | 509              | (279)%        |
| Adjusted operating income (2)                                      | <u>\$ 25,902</u>                                     | <u>\$ 26,297</u> | (2)%          |
| Pre-tax adjusted operating income:                                 |  |                  |               |
| Annuity segment  | \$ 15,662  | \$ 16,582        | (6)%          |
| Life Insurance segment   | 10,092   | 10,897           | (7)%          |
| Corporate and Other segment  | 4,319  | 3,533            | 22 %          |
| Total pre-tax adjusted operating income                            | <u>30,073</u>  | <u>31,012</u>    | (3)%          |
| Income taxes on adjusted operating income                          | (4,171)  | (4,715)          | (12)%         |
| Adjusted operating income (2)                                      | <u>\$ 25,902</u>                                     | <u>\$ 26,297</u> | (2)%          |
| Earnings per common share - assuming dilution                      | \$ 1.37  | \$ 0.94          | 46 %          |
| Adjusted operating income per common share - assuming dilution (2) | 1.04   | 1.05             | (1)%          |
| Effective tax rate on adjusted operating income                    | 14%  | 15%              |               |
| Average invested assets, at amortized cost (3)                     | \$ 8,292,919   | \$ 8,191,122     | 1 %           |
| Annualized yield on average invested assets (3)                    | 4.97%  | 5.21%            |               |

- (1) Amounts are net of adjustments, as applicable, to amortization of unearned revenue reserves, deferred acquisition costs and value of insurance in force acquired, as well as changes in interest sensitive product reserves and income taxes attributable to these items.
- (2) Adjusted operating income is a non-GAAP measure of earnings, see the Overview section above for additional information.
- (3) Average invested assets and annualized yield, including investments held as securities and indebtedness of related parties.

Net income increased in the first quarter of 2019, compared to the prior year period, primarily due to net realized gains from investments and changes in fair value of derivatives. Net income and adjusted operating income were negatively impacted by less investment-related income, less spread income earned from lower yields on invested assets and an increase in death benefits, partially offset by the positive impact of market performance on our indexed products and variable business. See the discussion that follows for details regarding pre-tax adjusted operating income by segment.

**Annuity Segment**

|   | Three months ended March 31, |                  |             |
|---|------------------------------|------------------|-------------|
|   | 2019                         | 2018             | Change      |
| (Dollars in thousands)  |                              |                  |             |
| <b>Adjusted operating revenues:</b>                                   |                              |                  |             |
| Interest sensitive product charges                                    | \$ 1,567                     | \$ 1,202         | 30 %        |
| Net investment income   | 51,115                       | 56,233           | (9)%        |
| <b>Total adjusted operating revenues</b>                              | <b>52,682</b>                | <b>57,435</b>    | <b>(8)%</b> |
| <b>Adjusted operating benefits and expenses:</b>                      |                              |                  |             |
| Interest sensitive product benefits                                   | 28,070                       | 31,286           | (10)%       |
| Underwriting, acquisition and insurance expenses:                     |                              |                  |             |
| Commissions net of deferrals  | 514                          | 504              | 2 %         |
| Amortization of deferred acquisition costs                            | 2,679                        | 3,065            | (13)%       |
| Amortization of value of insurance in force                           | 163                          | 172              | (5)%        |
| Other underwriting expenses   | 5,594                        | 5,826            | (4)%        |
| <b>Total underwriting, acquisition and insurance expenses</b>         | <b>8,950</b>                 | <b>9,567</b>     | <b>(6)%</b> |
| <b>Total adjusted operating benefits and expenses</b>                 | <b>37,020</b>                | <b>40,853</b>    | <b>(9)%</b> |
| <b>Pre-tax adjusted operating income</b>                              | <b>\$ 15,662</b>             | <b>\$ 16,582</b> | <b>(6)%</b> |
| <b>Other data</b>   |                              |                  |             |
| Annuity premiums collected, direct (1)                                | \$ 69,506                    | \$ 78,810        | (12)%       |
| Policy liabilities and accruals, end of period                        | 4,379,558                    | 4,462,979        | (2)%        |
| Average invested assets, at amortized cost                            | 4,481,499                    | 4,505,251        | (1)%        |
| Other investment-related income included in net investment income (2) | 1,039                        | 2,657            | (61)%       |
| Average individual annuity account value                              | 3,179,153                    | 3,106,259        | 2 %         |
| <b>Earned spread on individual annuity products:</b>                  |                              |                  |             |
| Weighted average yield on cash and invested assets                    | 4.76%                        | 5.03%            |             |
| Weighted average crediting rate                                       | 2.53%                        | 2.46%            |             |
| <b>Spread</b>   | <b>2.23%</b>                 | <b>2.57%</b>     |             |
| <b>Individual annuity withdrawal rate</b>                             | <b>5.6%</b>                  | <b>5.4%</b>      |             |

- (1) Premiums collected is a non-GAAP measure of sales production, see Note 9 to our consolidated financial statements for additional information.
- (2) Includes prepayment fee income and adjustments to the amortization of premium or discounts from changes in our payment speed assumptions.

Pre-tax adjusted operating income for the Annuity segment decreased in the first quarter of 2019, compared to the prior year period, primarily due to less other investment-related income and reduced spread income earned from lower yields on invested assets, partially offset by the impact of favorable market performance on reserves associated with guaranteed living withdrawal benefits.

The average aggregate account value for individual annuity contracts in force increased in the first quarter of 2019, compared to the prior year period, due to continued sales and the crediting of interest. Premiums collected were lower in the first quarter of 2019, compared to the prior year period, due to decreased sales of indexed annuity products, partially offset by increased sales of fixed rate deferred annuity products. Individual fixed rate deferred annuity collected premiums were \$39.4 million in the first quarter of 2019, compared to \$38.4 million in the first quarter of 2018. Indexed annuity collected premiums were \$28.3 million in the first quarter of 2019, compared to \$37.7 million in the first quarter of 2018. The decrease in our annuity segment policy liabilities contributed to decreases in revenues and benefits. The decrease was driven by a decrease in outstanding funding agreements with FHLB which totaled \$437.2 million at March 31, 2019 and \$530.3 million at March 31, 2018.



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Amortization of deferred acquisition costs was less during the first quarter of 2019, compared to the prior year period, due to changes in actual and expected profits on the underlying business.

The weighted average yield on cash and invested assets for individual annuities decreased in the first quarter of 2019, compared to the prior year period, primarily due to lower yields on new investment acquisitions from premium receipts and reinvestment of the proceeds from maturing investments, compared with the average existing portfolio yield, and less other investment-related income. See the “Financial Condition” section for additional information regarding the yields obtained on investment acquisitions. Weighted average crediting rates on our individual annuity products increased due to increased amortization on our call options supporting our indexed annuity products.

**Life Insurance Segment**

|   | Three months ended March 31, |                  |             |
|---|------------------------------|------------------|-------------|
|   | 2019                         | 2018             | Change      |
| (Dollars in thousands)  |                              |                  |             |
| <b>Adjusted operating revenues:</b>                           |                              |                  |             |
| Interest sensitive product charges and other income           | \$ 18,875                    | \$ 17,980        | 5 %         |
| Traditional life insurance premiums                           | 49,392                       | 49,497           | — %         |
| Net investment income   | 38,991                       | 40,250           | (3)%        |
| <b>Total adjusted operating revenues</b>                      | <b>107,258</b>               | <b>107,727</b>   | <b>— %</b>  |
| <b>Adjusted operating benefits and expenses:</b>              |                              |                  |             |
| Interest sensitive product benefits:                          |                              |                  |             |
| Interest and index credits                                    | 8,051                        | 8,393            | (4)%        |
| Death benefits and other                                      | 14,466                       | 15,241           | (5)%        |
| <b>Total interest sensitive product benefits</b>              | <b>22,517</b>                | <b>23,634</b>    | <b>(5)%</b> |
| Traditional life insurance benefits:                          |                              |                  |             |
| Death benefits  | 24,416                       | 23,735           | 3 %         |
| Surrender and other benefits                                  | 9,723                        | 10,144           | (4)%        |
| Increase in traditional life future policy benefits           | 12,534                       | 11,578           | 8 %         |
| <b>Total traditional life insurance benefits</b>              | <b>46,673</b>                | <b>45,457</b>    | <b>3 %</b>  |
| Distributions to participating policyholders                  | 2,534                        | 2,551            | (1)%        |
| Underwriting, acquisition and insurance expenses:             |                              |                  |             |
| Commission expense, net of deferrals                          | 4,639                        | 4,923            | (6)%        |
| Amortization of deferred acquisition costs                    | 4,799                        | 4,436            | 8 %         |
| Amortization of value of insurance in force                   | 372                          | 373              | — %         |
| Other underwriting expenses                                   | 16,002                       | 16,151           | (1)%        |
| <b>Total underwriting, acquisition and insurance expenses</b> | <b>25,812</b>                | <b>25,883</b>    | <b>— %</b>  |
| <b>Total adjusted operating benefits and expenses</b>         | <b>97,536</b>                | <b>97,525</b>    | <b>— %</b>  |
|   | 9,722                        | 10,202           | (5)%        |
| Equity income, before tax                                     | 370                          | 695              | (47)%       |
| <b>Pre-tax adjusted operating income</b>                      | <b>\$ 10,092</b>             | <b>\$ 10,897</b> | <b>(7)%</b> |

*Life Insurance Segment - continued*

|   | Three months ended March 31, |            |        |
|---|------------------------------|------------|--------|
|   | 2019                         | 2018       | Change |
| (Dollars in thousands)  |                              |            |        |
| <i>Other data</i>   |                              |            |        |
| Life premiums collected, net of reinsurance (1)                       | \$ 78,001                    | \$ 76,263  | 2 %    |
| Policy liabilities and accruals, end of period                        | 3,015,751                    | 2,918,284  | 3 %    |
| Life insurance in force, end of period                                | 60,240,261                   | 58,543,298 | 3 %    |
| Average invested assets, at amortized cost (2)                        | 3,107,575                    | 2,979,404  | 4 %    |
| Other investment-related income included in net investment income (3) | 330                          | 1,498      | (78)%  |
| Average interest sensitive life account value                         | 869,476                      | 844,559    | 3 %    |
| <b>Interest sensitive life insurance spread:</b>                      |                              |            |        |
| Weighted average yield on cash and invested assets (2)                | 5.21%                        | 5.33%      |        |
| Weighted average crediting rate                                       | 3.68%                        | 3.64%      |        |
| Spread  | 1.53%                        | 1.69%      |        |
| Life insurance lapse and surrender rates                              | 4.6%                         | 4.9%       |        |
| Death benefits, net of reinsurance and reserves released              | \$ 26,672                    | \$ 26,479  | 1 %    |

- (1) Premiums collected is a non-GAAP measure of sales production, see Note 9 to our consolidated financial statements for additional information.
- (2) Average invested assets and weighted average yield including investments held as securities and indebtedness of related parties.
- (3) Includes prepayment fee income and adjustments to the amortization of premium or discounts from changes in our payment speed assumptions.

Pre-tax adjusted operating income for the Life Insurance segment decreased in the first quarter of 2019, compared to the prior year period, primarily due to less other investment-related income, partially offset by the impact of an increase in the volume of business in force.

Continued growth in our business in force contributes to the increase in revenues and benefits.

Amortization of deferred acquisition costs was higher during the first quarter of 2019, compared to the prior year period, due to changes in actual and expected profits on the underlying business.

We assign a portion of our investments held in securities and indebtedness of related parties to the Life Insurance segment. These investments include equity interests in limited liability partnerships and corporations, accounted for under the equity method of accounting. Equity income, before tax, consists of our proportionate share of gains and losses attributable to our relative ownership interest in these investments. See the Equity Income discussion that follows, and Note 9 to our consolidated financial statements, for additional information regarding these investments.

The weighted average yield on cash and invested assets for interest sensitive life insurance products decreased in the first quarter of 2019, compared to the prior year period, due to lower yields on new investment acquisitions from premium receipts and reinvestment of the proceeds from maturing investments, and less other investment-related income. See the "Financial Condition" section for additional information regarding the yields obtained on investment acquisitions. Weighted average crediting rates on our interest sensitive life insurance products increased due to increased amortization on our call options supporting our indexed universal life product.



**Corporate and Other Segment**

|  | Three months ended March 31, |                 |              |
|--|------------------------------|-----------------|--------------|
|  | 2019                         | 2018            | Change       |
| (Dollars in thousands)   |                              |                 |              |
| <b>Adjusted operating revenues:</b>  |                              |                 |              |
| Interest sensitive product charges   | \$ 10,405                    | \$ 11,021       | (6)%         |
| Net investment income  | 8,640                        | 8,411           | 3 %          |
| Other income   | 4,083                        | 4,679           | (13)%        |
| <b>Total adjusted operating revenues</b>   | <b>23,128</b>                | <b>24,111</b>   | <b>(4)%</b>  |
| <b>Adjusted operating benefits and expenses:</b>   |                              |                 |              |
| Interest sensitive product benefits  | 10,365                       | 9,342           | 11 %         |
| <b>Underwriting, acquisition and insurance expenses:</b>   |                              |                 |              |
| Commission expense, net of deferrals   | 704                          | 680             | 4 %          |
| Amortization of deferred acquisition costs   | (967)                        | 2,512           | (138)%       |
| Other underwriting expenses  | 1,153                        | 1,402           | (18)%        |
| <b>Total underwriting, acquisition and insurance expenses</b>  | <b>890</b>                   | <b>4,594</b>    | <b>(81)%</b> |
| Interest expense   | 1,212                        | 1,213           | — %          |
| Other expenses   | 6,250                        | 5,593           | 12 %         |
| <b>Total adjusted operating benefits and expenses</b>  | <b>18,717</b>                | <b>20,742</b>   | <b>(10)%</b> |
|  | 4,411                        | 3,369           | 31 %         |
| Net (income) loss attributable to noncontrolling interest  | (1)                          | 23              | (104)%       |
| Equity (loss) income, before tax   | (91)                         | 141             | (165)%       |
| <b>Pre-tax adjusted operating income</b>   | <b>\$ 4,319</b>              | <b>\$ 3,533</b> | <b>22 %</b>  |
| <b>Other data</b>  |                              |                 |              |
| Average invested assets, at amortized cost (1)   | \$ 703,846                   | \$ 706,468      | — %          |
| Other investment-related income included in net investment income (2)  | 121                          | 137             | (12)%        |
| Average interest sensitive life account value  | 361,872                      | 360,586         | — %          |
| Death benefits, net of reinsurance and reserves released   | 7,069                        | 5,939           | 19 %         |
| Estimated impact on pre-tax adjusted operating income from separate account performance on amortization of deferred acquisition costs, deferred sales inducements and unearned revenue reserve | 2,200                        | (700)           | (414)%       |

(1) Average invested assets including investments held as securities and indebtedness of related parties.

(2) Includes prepayment fee income and adjustments to the amortization of premium or discounts from changes in our payment speed assumptions.

Pre-tax adjusted operating income increased for the Corporate and Other segment in the first quarter of 2019, compared to the prior year period, primarily due to a decrease in amortization of deferred acquisition costs from the impact of favorable market performance on our variable business, partially offset by increases in death benefits and expenses.

Death benefits, net of reinsurance and reserves released, increased in the first quarter of 2019, compared to the prior year period, primarily due to an increase in the average size of claims.

Other income and other expenses includes fees and expenses from sales of brokered products and operating results of our non-insurance subsidiaries, which include management, advisory, marketing and distribution services and leasing activities.

Other expenses increased in the first quarter of 2019, compared to the prior year period, primarily due to costs associated with expanding our wealth management offerings. Other income included a one-time benefit of \$0.7 million in first quarter of 2018.

We assign a portion of our investments held in securities and indebtedness of related parties to the Corporate and Other segment. These investments include equity interests in limited liability partnerships and corporations, accounted for under the equity method of accounting. Equity income, before tax, consists of our proportionate share of gains and losses attributable to our relative ownership interest in these investments. See the Equity Income discussion that follows and Note 9 to our consolidated financial statements for additional information regarding these investments.



**Equity Income**

Equity income includes our proportionate share of gains and losses attributable to our ownership interest in partnerships, joint ventures and certain companies over which we exhibit some control but have a minority ownership interest. We consistently use the most recent financial information available, generally for periods not to exceed three months prior to the ending date of the period for which we are reporting, to account for equity income. Several of these entities are investment companies whose operating results are derived primarily from unrealized and realized gains and losses generated by their investment portfolios.

The level of gains and losses for these entities normally fluctuates from period to period depending on the prevailing economic environment, changes in prices of bond and equity securities held by the investment partnerships, the timing and success of initial public offerings or exit strategies, and the timing of the sale of investments held by the partnerships and joint ventures.

Equity income, net of related taxes, for the first quarter of 2019 was \$0.2 million compared with \$0.7 million for the first quarter of 2018. See Note 2 to our consolidated financial statements for further information.

**Income Taxes on Adjusted Operating Income**

The effective tax rate on adjusted operating income was 13.9% for the first quarter of 2019, compared with 15.2% for the first quarter of 2018. The effective tax rates differ from the federal statutory rate of 21% primarily due to the impact of LIHTC investments and tax-exempt investment income.

Components of income taxes

|  | <b>Three months ended March 31,</b> |                   |
|--|-------------------------------------|-------------------|
|  | <b>2019</b>                         | <b>2018</b>       |
|  | <b>(Dollars in thousands)</b>       |                   |
| Income tax expense   | \$ (6,276)                          | \$ (3,813)        |
| Tax on equity income   | (59)                                | (176)             |
| Income tax offset on net income adjustments                                    | 2,164                               | (726)             |
| Income taxes on adjusted operating income                                      | <u>\$ (4,171)</u>                   | <u>\$ (4,715)</u> |
| Income taxes on adjusted operating income before benefits of LIHTC investments | \$ (5,076)                          | \$ (5,642)        |
| Amounts related to LIHTC investments   | 905                                 | 927               |
| Income taxes on adjusted operating income                                      | <u>\$ (4,171)</u>                   | <u>\$ (4,715)</u> |

**Impact of Adjustments to Net Income Attributable to FBL**

|  | <b>Three months ended March 31,</b> |                   |
|--|-------------------------------------|-------------------|
|  | <b>2019</b>                         | <b>2018</b>       |
|  | <b>(Dollars in thousands)</b>       |                   |
| Realized gains (losses) on investments and change in fair value of equity securities and derivatives | \$ 10,846                           | \$ (3,995)        |
| Offsets: (1)   |                                     |                   |
| Change in amortization   | (256)                               | 338               |
| Reserve change on interest sensitive products  | (285)                               | 199               |
| Income tax   | (2,164)                             | 726               |
| Net impact of adjustments to net income  | <u>\$ 8,141</u>                     | <u>\$ (2,732)</u> |
| Net impact per common share - basic and assuming dilution  | <u>\$ 0.33</u>                      | <u>\$ (0.11)</u>  |

- (1) The items excluded from adjusted operating income impact the amortization of deferred acquisition costs, value of business acquired and unearned revenue reserve. Certain interest sensitive reserves as well as income taxes are also impacted.

**Realized Gains (Losses) on Investments**

|  | Three months ended March 31, |            |
|--|------------------------------|------------|
|  | 2019                         | 2018       |
|  | (Dollars in thousands)       |            |
| Realized gains (losses) on investments:                |                              |            |
| Realized gains   | \$ 5,772                     | \$ 83      |
| Realized losses  | (34)                         | (13)       |
| Change in unrealized gains/losses on equity securities | 4,419                        | (1,817)    |
| Total other-than-temporary impairment charges          | (869)                        | (1,040)    |
| Net realized investment gains (losses)                 | \$ 9,288                     | \$ (2,787) |

The level of realized gains (losses) is subject to fluctuation from period to period due to movements in credit spreads and prevailing interest rates, changes in the economic environment, the timing of the sales of the investments generating the realized gains and losses, as well as the timing of other than temporary impairment charges, recovery of allowances and unrealized gains and losses on equity securities. See “Financial Condition - Investments” and Note 2 to our consolidated financial statements for details regarding our unrealized gains and losses on available-for-sale securities at March 31, 2019 and December 31, 2018.

**Investment Credit Impairment Losses Recognized in Net Income**

|   | Three months ended March 31, |          |
|---|------------------------------|----------|
|   | 2019                         | 2018     |
|   | (Dollars in thousands)       |          |
| Corporate securities:   |                              |          |
| Financial   | \$ —                         | \$ 26    |
| Energy  | —                            | 1,014    |
| Other asset-backed  | 869                          | —        |
| Total other-than-temporary impairment losses reported in net income | \$ 869                       | \$ 1,040 |

Other-than-temporary credit impairment losses for the three months ended March 31, 2019 include an asset-backed bond due to a decline in expected cash flows. Other-than-temporary credit impairment losses for the three months ended March 31, 2018 included a previously impaired energy sector bond due to the commencement of bankruptcy proceedings.

**Financial Condition**

**Investments**

Our investment portfolio increased 2.5% to \$8,620.7 million at March 31, 2019 compared to \$8,414.1 million at December 31, 2018. The portfolio increase is primarily due to \$181.6 million of net unrealized appreciation of fixed maturities. Additional details regarding securities in an unrealized gain or loss position at March 31, 2019 are included in the discussion that follows and in Note 2 to our consolidated financial statements. Details regarding investment impairments are discussed above in the “Realized Gains (Losses) on Investments” section under “Results of Operations.”

We manage the investment portfolio to optimize risk-adjusted yield within the context of prudent asset-liability management. We evaluate multiple cash flow testing scenarios as part of this process. The Company’s investment policy calls for investing primarily in high quality fixed maturities and commercial mortgage loans.

**Fixed Maturity Acquisitions Selected Information**

|                                | Three months ended March 31, |                   |
|--------------------------------|------------------------------|-------------------|
|                                | 2019                         | 2018              |
| (Dollars in thousands)         |                              |                   |
| Cost of acquisitions:          |                              |                   |
| Corporate                      | \$ 75,567                    | \$ 48,683         |
| Mortgage- and asset-backed     | 57,951                       | 189,771           |
| Tax-exempt municipals          | 8,060                        | 33,750            |
| Total                          | <u>\$ 141,578</u>            | <u>\$ 272,204</u> |
| Effective annual yield         | 4.33%                        | 3.89%             |
| Credit quality                 |                              |                   |
| NAIC 1 designation             | 74.3%                        | 85.6%             |
| NAIC 2 designation             | 25.7%                        | 14.4%             |
| Weighted-average life in years | 15.0                         | 16.0              |

The table above summarizes selected information for fixed maturity purchases. The effective annual yield shown is the yield calculated to the “worst-call date.” For non-callable bonds, the worst-call date is always the maturity date. For callable bonds, the worst-call date is the call or maturity date that produces the lowest yield. The weighted-average life is calculated using scheduled pay-downs and expected prepayments for amortizing securities. For non-amortizing securities, the weighted-average life is equal to the stated maturity date.

A portion of the securities acquired during the three months ended March 31, 2019 and March 31, 2018 were acquired with the proceeds from advances on our funding agreements with the FHLB. The securities acquired to support these funding agreements often carry a lower average yield than securities acquired to support our other insurance products, due to the shorter maturity and relatively low interest rate paid on those advances. In addition, certain municipal securities acquired are exempt from federal income taxes, and accordingly have a higher actual return than reflected in the yields stated above. The average yield of the securities acquired, excluding the securities supporting the funding agreements and using a tax-adjusted yield for the municipal securities, was 4.42% during the three months ended March 31, 2019 and was 3.97% during the three months ended March 31, 2018.

**Investment Portfolio Summary**

|   | March 31, 2019      |               | December 31, 2018   |               |
|---|---------------------|---------------|---------------------|---------------|
|   | Carrying Value      | Percent       | Carrying Value      | Percent       |
| (Dollars in thousands)                      |                     |               |                     |               |
| Fixed maturities - available for sale:      |                     |               |                     |               |
| Public                                      | \$ 5,512,264        | 63.9%         | \$ 5,367,590        | 63.8%         |
| 144A private placement                      | 1,522,247           | 17.7          | 1,477,550           | 17.6          |
| Private placement                           | 197,073             | 2.3           | 187,905             | 2.2           |
| Total fixed maturities - available for sale | <u>7,231,584</u>    | <u>83.9</u>   | <u>7,033,045</u>    | <u>83.6</u>   |
| Equity securities                           | 108,525             | 1.3           | 92,857              | 1.1           |
| Mortgage loans                              | 1,023,655           | 11.9          | 1,039,829           | 12.4          |
| Real estate                                 | 1,543               | —             | 1,543               | —             |
| Policy loans                                | 199,230             | 2.3           | 197,366             | 2.3           |
| Short-term investments                      | 11,515              | 0.1           | 15,713              | 0.2           |
| Other investments                           | 44,663              | 0.5           | 33,765              | 0.4           |
| Total investments                           | <u>\$ 8,620,715</u> | <u>100.0%</u> | <u>\$ 8,414,118</u> | <u>100.0%</u> |

As of March 31, 2019, 97.3% (based on carrying value) of the available-for-sale fixed maturities were investment grade debt securities, defined as being in the highest two National Association of Insurance Commissioners (NAIC) designations. Non-investment grade debt securities generally provide higher yields and involve greater risks than investment grade debt securities because their issuers typically are more highly leveraged and more vulnerable to adverse economic conditions than investment grade issuers. In addition, the trading market for these securities is usually more limited than for investment grade debt securities. We regularly review the percentage of our portfolio that is invested in non-investment grade debt securities (NAIC designations 3 through 6). As of March 31, 2019, no single non-investment grade holding exceeded 0.2% of total investments.

**Credit Quality by NAIC Designation and Equivalent Rating**

| NAIC Designation                            | Equivalent Rating (1) | March 31, 2019 |         | December 31, 2018 |         |
|---|-----------------------|----------------|---------|-------------------|---------|
|   |                       | Carrying Value | Percent | Carrying Value    | Percent |
| (Dollars in thousands)                      |                       |                |         |                   |         |
| 1   | AAA, AA, A            | \$ 4,939,251   | 68.3%   | \$ 4,802,497      | 68.3%   |
| 2   | BBB                   | 2,100,462      | 29.0    | 2,063,069         | 29.3    |
| Total investment grade                      |                       | 7,039,713      | 97.3    | 6,865,566         | 97.6    |
| 3   | BB                    | 121,325        | 1.7     | 105,544           | 1.5     |
| 4   | B                     | 50,009         | 0.7     | 48,051            | 0.7     |
| 5   | CCC                   | 11,466         | 0.2     | 9,640             | 0.1     |
| 6   | In or near default    | 9,071          | 0.1     | 4,244             | 0.1     |
| Total below investment grade                |                       | 191,871        | 2.7     | 167,479           | 2.4     |
| Total fixed maturities - available for sale |                       | \$ 7,231,584   | 100.0%  | \$ 7,033,045      | 100.0%  |

- (1) Equivalent ratings are based on those provided by nationally recognized rating agencies with some exceptions for certain residential mortgage, commercial mortgage- and asset-backed securities that are based on the expected loss of the security rather than the probability of default. This may result in a final designation being higher or lower than the equivalent credit rating.

See Note 2 to our consolidated financial statements for a summary of fixed maturities by contractual maturity date.

**Gross Unrealized Gains and Gross Unrealized Losses by Internal Industry Classification**

|                                       | March 31, 2019       |  |                        |   |                         |
|---------------------------------------|----------------------|--|------------------------|---|-------------------------|
|                                       | Total Carrying Value | Carrying Value of Securities with Gross Unrealized Gains | Gross Unrealized Gains | Carrying Value of Securities with Gross Unrealized Losses | Gross Unrealized Losses |
| (Dollars in thousands)                |                      |  |                        |   |                         |
| Corporate securities:                 |                      |  |                        |   |                         |
| Basic industrial                      | \$ 331,507           | \$ 261,110   | \$ 17,273              | \$ 70,397   | \$ (3,133)              |
| Capital goods                         | 252,936              | 179,799  | 11,872                 | 73,137  | (2,369)                 |
| Communications                        | 137,686              | 111,916  | 8,921                  | 25,770  | (2,146)                 |
| Consumer cyclical                     | 119,234              | 106,500  | 5,899                  | 12,734  | (1,208)                 |
| Consumer non-cyclical                 | 538,302              | 343,974  | 23,800                 | 194,328   | (16,337)                |
| Energy                                | 404,739              | 332,634  | 23,371                 | 72,105  | (7,942)                 |
| Finance                               | 632,748              | 522,635  | 32,934                 | 110,113   | (4,023)                 |
| Transportation                        | 106,348              | 93,348   | 5,301                  | 13,000  | (1,111)                 |
| Utilities                             | 744,403              | 675,517  | 75,760                 | 68,886  | (2,193)                 |
| Other                                 | 164,673              | 148,150  | 8,573                  | 16,523  | (519)                   |
| Total corporate securities            | 3,432,576            | 2,775,583  | 213,704                | 656,993   | (40,981)                |
| Mortgage- and asset-backed securities | 2,230,269            | 1,475,032  | 85,889                 | 755,237   | (17,422)                |
| United States Government and agencies | 20,713               | 17,014   | 1,203                  | 3,699   | (45)                    |
| States and political subdivisions     | 1,548,026            | 1,516,797  | 118,037                | 31,229  | (2,018)                 |
| Total                                 | \$ 7,231,584         | \$ 5,784,426   | \$ 418,833             | \$ 1,447,158  | \$ (60,466)             |

**Gross Unrealized Gains and Gross Unrealized Losses by Internal Industry Classification**

|                                       | December 31, 2018    |  |                        |   |                         |
|---------------------------------------|----------------------|--|------------------------|---|-------------------------|
|                                       | Total Carrying Value | Carrying Value of Securities with Gross Unrealized Gains | Gross Unrealized Gains | Carrying Value of Securities with Gross Unrealized Losses | Gross Unrealized Losses |
| (Dollars in thousands)                |                      |  |                        |   |                         |
| <b>Corporate securities:</b>          |                      |  |                        |   |                         |
| Basic industrial                      | \$ 321,192           | \$ 194,019   | \$ 9,990               | \$ 127,173  | \$ (8,376)              |
| Capital goods                         | 248,385              | 123,157  | 6,933                  | 125,228   | (7,208)                 |
| Communications                        | 131,364              | 75,687   | 5,098                  | 55,677  | (4,705)                 |
| Consumer cyclical                     | 105,882              | 74,866   | 3,627                  | 31,016  | (1,782)                 |
| Consumer non-cyclical                 | 497,789              | 224,674  | 12,441                 | 273,115   | (29,469)                |
| Energy                                | 384,982              | 227,770  | 11,460                 | 157,212   | (17,063)                |
| Finance                               | 602,159              | 392,188  | 22,124                 | 209,971   | (10,298)                |
| Transportation                        | 96,579               | 61,034   | 3,049                  | 35,545  | (2,135)                 |
| Utilities                             | 733,604              | 565,250  | 60,399                 | 168,354   | (7,483)                 |
| Other                                 | 157,949              | 98,683   | 3,851                  | 59,266  | (2,414)                 |
| Total corporate securities            | 3,279,885            | 2,037,328  | 138,972                | 1,242,557   | (90,933)                |
| Mortgage- and asset-backed securities | 2,192,996            | 1,076,388  | 69,820                 | 1,116,608   | (31,961)                |
| United States Government and agencies | 20,535               | 14,061   | 996                    | 6,474   | (134)                   |
| States and political subdivisions     | 1,539,629            | 1,378,005  | 95,921                 | 161,624   | (5,913)                 |
| Total                                 | <u>\$ 7,033,045</u>  | <u>\$ 4,505,782</u>                                      | <u>\$ 305,709</u>      | <u>\$ 2,527,263</u>                                       | <u>\$ (128,941)</u>     |

**Credit Quality of Available-for-Sale Fixed Maturities with Unrealized Losses**

|                        |                              | March 31, 2019  |                  |                         |                  |
|------------------------|------------------------------|---|------------------|-------------------------|------------------|
| NAIC Designation       | Equivalent Rating            | Carrying Value of Securities with Gross Unrealized Losses | Percent of Total | Gross Unrealized Losses | Percent of Total |
| (Dollars in thousands) |                              |   |                  |                         |                  |
| 1                      | AAA, AA, A                   | \$ 803,920  | 55.5%            | \$ (18,923)             | 31.3%            |
| 2                      | BBB                          | 539,618   | 37.3             | (23,424)                | 38.7             |
|                        | Total investment grade       | 1,343,538   | 92.8             | (42,347)                | 70.0             |
| 3                      | BB                           | 60,328  | 4.2              | (8,251)                 | 13.6             |
| 4                      | B                            | 26,033  | 1.8              | (9,115)                 | 15.1             |
| 5                      | CCC                          | 8,489   | 0.6              | (401)                   | 0.7              |
| 6                      | In or near default           | 8,770   | 0.6              | (352)                   | 0.6              |
|                        | Total below investment grade | 103,620   | 7.2              | (18,119)                | 30.0             |
|                        | Total                        | <u>\$ 1,447,158</u>                                       | <u>100.0%</u>    | <u>\$ (60,466)</u>      | <u>100.0%</u>    |

**Credit Quality of Available-for-Sale Fixed Maturities with Unrealized Losses**

|                        |                              | December 31, 2018   |                  |                         |                  |
|------------------------|------------------------------|---|------------------|-------------------------|------------------|
| NAIC Designation       | Equivalent Rating            | Carrying Value of Securities with Gross Unrealized Losses | Percent of Total | Gross Unrealized Losses | Percent of Total |
| (Dollars in thousands) |                              |   |                  |                         |                  |
| 1                      | AAA, AA, A                   | \$ 1,500,626  | 59.4%            | \$ (45,593)             | 35.3%            |
| 2                      | BBB                          | 903,855   | 35.7             | (61,615)                | 47.8             |
|                        | Total investment grade       | 2,404,481   | 95.1             | (107,208)               | 83.1             |
| 3                      | BB                           | 90,883  | 3.6              | (10,056)                | 7.8              |
| 4                      | B                            | 26,212  | 1.1              | (10,887)                | 8.5              |
| 5                      | CCC                          | 5,679   | 0.2              | (790)                   | 0.6              |
| 6                      | In or near default           | 8   | —                | —                       | —                |
|                        | Total below investment grade | 122,782   | 4.9              | (21,733)                | 16.9             |
|                        | Total                        | \$ 2,527,263  | 100.0%           | \$ (128,941)            | 100.0%           |

**Available-For-Sale Fixed Maturities with Unrealized Losses by Length of Time**

|   |  | March 31, 2019                      |  |                                     |  |
|---|--|-------------------------------------|--|-------------------------------------|--|
|   |  | Amortized Cost                      |  | Gross Unrealized Losses             |  |
|   |  | Fair Value is Less than 75% of Cost | Fair Value is 75% or Greater than Cost | Fair Value is Less than 75% of Cost | Fair Value is 75% or Greater than Cost |
| (Dollars in thousands)                    |  |                                     |  |                                     |  |
| Three months or less                      |  | \$ —                                | \$ 23,998                              | \$ —                                | \$ (136)                               |
| Greater than three months to six months   |  | —                                   | 96,397                                 | —                                   | (1,490)                                |
| Greater than six months to nine months    |  | —                                   | 87,318                                 | —                                   | (3,043)                                |
| Greater than nine months to twelve months |  | —                                   | 223,095                                | —                                   | (6,835)                                |
| Greater than twelve months                |  | 21,769                              | 1,055,047                              | (7,406)                             | (41,556)                               |
| Total                                     |  | \$ 21,769                           | \$ 1,485,855                           | \$ (7,406)                          | \$ (53,060)                            |

|   |  | December 31, 2018                   |  |                                     |  |
|---|--|-------------------------------------|--|-------------------------------------|--|
|   |  | Amortized Cost                      |  | Gross Unrealized Losses             |  |
|   |  | Fair Value is Less than 75% of Cost | Fair Value is 75% or Greater than Cost | Fair Value is Less than 75% of Cost | Fair Value is 75% or Greater than Cost |
| (Dollars in thousands)                    |  |                                     |  |                                     |  |
| Three months or less                      |  | \$ —                                | \$ 329,067                             | \$ —                                | \$ (7,081)                             |
| Greater than three months to six months   |  | —                                   | 362,426                                | —                                   | (10,386)                               |
| Greater than six months to nine months    |  | —                                   | 514,023                                | —                                   | (21,352)                               |
| Greater than nine months to twelve months |  | —                                   | 799,994                                | —                                   | (43,191)                               |
| Greater than twelve months                |  | 24,809                              | 625,885                                | (9,547)                             | (37,384)                               |
| Total                                     |  | \$ 24,809                           | \$ 2,631,395                           | \$ (9,547)                          | \$ (119,394)                           |



**Available-For-Sale Fixed Maturities with Unrealized Losses by Maturity Date**

|  | March 31, 2019  |                         | December 31, 2018   |                         |
|--|---|-------------------------|---|-------------------------|
|  | Carrying Value of Securities with Gross Unrealized Losses | Gross Unrealized Losses | Carrying Value of Securities with Gross Unrealized Losses | Gross Unrealized Losses |
| (Dollars in thousands)                 |   |                         |   |                         |
| Due in one year or less                | \$ 498  | \$ (2)                  | \$ 496  | \$ (4)                  |
| Due after one year through five years  | 36,450  | (1,765)                 | 86,795  | (3,286)                 |
| Due after five years through ten years | 146,922   | (6,906)                 | 299,532   | (14,667)                |
| Due after ten years                    | 508,051   | (34,371)                | 1,023,832   | (79,023)                |
|  | 691,921   | (43,044)                | 1,410,655   | (96,980)                |
| Mortgage- and asset-backed             | 755,237   | (17,422)                | 1,116,608   | (31,961)                |
| <b>Total</b>                           | <b>\$ 1,447,158</b>                                       | <b>\$ (60,466)</b>      | <b>\$ 2,527,263</b>                                       | <b>\$ (128,941)</b>     |

See Note 2 to our consolidated financial statements for additional analysis of these unrealized losses.

**Mortgage- and Asset-Backed Securities**

Mortgage-backed and other asset-backed securities are purchased when we believe these types of investments provide superior risk-adjusted returns compared to returns of more conventional investments such as corporate bonds and mortgage loans. These securities are diversified as to collateral types, cash flow characteristics and maturity.

The repayment pattern on mortgage and other asset-backed securities is more variable than that of more traditional fixed maturity securities because the repayment terms are tied to underlying debt obligations that are subject to prepayments. The prepayment speeds (e.g., the rate of individuals refinancing their home mortgages) can vary based on a number of economic factors that cannot be predicted with certainty. These factors include the prevailing interest rate environment and general status of the economy.

At each balance sheet date, we review and update our expectation of future prepayment speeds and the book value of the mortgage and other asset-backed securities purchased at a premium or discount is reset, if needed. See Note 1 to our consolidated financial statements included in Item 8 of our Form 10-K for the year ended December 31, 2018 for more detail on accounting for the amortization of premium and accrual of discount on mortgage-backed and asset-backed securities.

Our direct exposure to the Alt-A home equity and subprime first-lien sectors is limited to investments in structured securities collateralized by senior tranches of residential mortgage loans. We also have a partnership interest in one fund at March 31, 2019 and December 31, 2018, that owns securities backed by Alt-A home equity, subprime first-lien and adjustable rate mortgage collateral. The fund is reported as securities and indebtedness of related parties in our consolidated balance sheets with a fair value of \$1.7 million at March 31, 2019 and \$2.0 million at December 31, 2018. We do not own any direct investments in subprime lenders.

**Mortgage- and Asset-Backed Securities by Collateral Type**

|                        | March 31, 2019      |                     |                             | December 31, 2018   |                     |                             |
|------------------------|---------------------|---------------------|-----------------------------|---------------------|---------------------|-----------------------------|
|                        | Amortized Cost      | Carrying Value      | Percent of Fixed Maturities | Amortized Cost      | Carrying Value      | Percent of Fixed Maturities |
| (Dollars in thousands) |                     |                     |                             |                     |                     |                             |
| Government agency      | \$ 225,720          | \$ 235,689          | 3.2%                        | \$ 227,545          | \$ 232,658          | 3.3%                        |
| Prime                  | 285,112             | 298,106             | 4.1                         | 279,856             | 287,073             | 4.1                         |
| Alt-A                  | 78,077              | 92,161              | 1.3                         | 81,668              | 95,396              | 1.4                         |
| Subprime               | 143,305             | 153,562             | 2.1                         | 143,441             | 152,907             | 2.1                         |
| Commercial mortgage    | 896,528             | 916,704             | 12.7                        | 873,672             | 878,566             | 12.5                        |
| Non-mortgage           | 533,060             | 534,047             | 7.4                         | 548,955             | 546,396             | 7.8                         |
| <b>Total</b>           | <b>\$ 2,161,802</b> | <b>\$ 2,230,269</b> | <b>30.8%</b>                | <b>\$ 2,155,137</b> | <b>\$ 2,192,996</b> | <b>31.2%</b>                |

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The mortgage- and asset-backed securities can be summarized into three broad categories: residential, commercial and other asset-backed securities.

The residential mortgage-backed portfolio includes government agency pass-through and collateralized mortgage obligation (CMO) securities. With a government agency pass-through security, we receive a pro rata share of principal payments as payments are made on the underlying mortgage loans. CMOs consist of pools of mortgages divided into sections or “tranches” with varying stated maturities that provide sequential retirement of the bonds. While each tranche receives monthly interest payments, a subsequent tranche is not entitled to receive payment of principal until the entire principal of the preceding tranche is paid off. We primarily invest in sequential tranches, which allow us to manage cash flow stability and prepayment risk by the level of tranche in which we invest. In addition, to provide call protection and more stable average lives, we invest in CMOs such as planned amortization class (PAC) and targeted amortization class (TAC) securities. PAC bonds provide more predictable cash flows within a range of prepayment speeds and provide some protection against prepayment risk. TAC bonds provide protection from a rise in the prepayment rate due to falling interest rates. We generally do not purchase certain types of CMOs that we believe would subject the investment portfolio to excessive prepayment risk.

**Residential Mortgage-Backed Securities by NAIC Designation and Origination Year**

| March 31, 2019         |                |                |                |                |                |                |                |                |
|------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| NAIC Designation       | 2004 & Prior   |                | 2005 to 2008   |                | 2009 & After   |                | Total          |                |
|                        | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value |
| (Dollars in thousands) |                |                |                |                |                |                |                |                |
| 1                      | \$ 69,191      | \$ 70,450      | \$ 68,796      | \$ 88,297      | \$ 437,016     | \$ 447,422     | \$ 575,003     | \$ 606,169     |
| 2                      | —              | —              | 1,047          | 1,012          | —              | —              | 1,047          | 1,012          |
| 3                      | —              | —              | 480            | 472            | —              | —              | 480            | 472            |
| 4                      | —              | —              | 7,910          | 10,760         | —              | —              | 7,910          | 10,760         |
| 6                      | 8              | 8              | —              | —              | —              | —              | 8              | 8              |
| Total                  | \$ 69,518      | \$ 70,786      | \$ 78,233      | \$ 100,541     | \$ 437,016     | \$ 447,422     | \$ 584,767     | \$ 618,749     |

  

| December 31, 2018      |                |                |                |                |                |                |                |                |
|------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| NAIC Designation       | 2004 & Prior   |                | 2005 to 2008   |                | 2009 & After   |                | Total          |                |
|                        | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value |
| (Dollars in thousands) |                |                |                |                |                |                |                |                |
| 1                      | \$ 72,281      | \$ 72,921      | \$ 69,478      | \$ 89,128      | \$ 430,982     | \$ 430,881     | \$ 572,741     | \$ 592,930     |
| 2                      | —              | —              | 2,420          | 2,301          | —              | —              | 2,420          | 2,301          |
| 3                      | —              | —              | 562            | 553            | —              | —              | 562            | 553            |
| 4                      | 354            | 359            | 8,048          | 10,709         | —              | —              | 8,402          | 11,068         |
| 6                      | 8              | 8              | —              | —              | —              | —              | 8              | 8              |
| Total                  | \$ 72,643      | \$ 73,288      | \$ 80,508      | \$ 102,691     | \$ 430,982     | \$ 430,881     | \$ 584,133     | \$ 606,860     |

The commercial mortgage-backed securities (CMBS) are primarily sequential securities. CMBS typically have cash flows that are less subject to refinance risk than residential mortgage-backed securities principally due to prepayment restrictions on many of the underlying commercial mortgage loans.

**Commercial Mortgage-Backed Securities by NAIC Designation and Origination Year**

| March 31, 2019         |                |                |                |                |                |                |                |                |
|------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| NAIC Designation       | 2004 & Prior   |                | 2005 to 2008   |                | 2009 & After   |                | Total          |                |
|                        | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value |
| (Dollars in thousands) |                |                |                |                |                |                |                |                |
| 1                      | \$ 8,297       | \$ 8,919       | \$ 113,288     | \$ 126,780     | \$ 739,238     | \$ 743,760     | \$ 860,823     | \$ 879,459     |
| 2                      | —              | —              | 35,705         | 37,245         | —              | —              | 35,705         | 37,245         |
| Total (1)              | \$ 8,297       | \$ 8,919       | \$ 148,993     | \$ 164,025     | \$ 739,238     | \$ 743,760     | \$ 896,528     | \$ 916,704     |



**Commercial Mortgage-Backed Securities by NAIC Designation and Origination Year**

| December 31, 2018      |                |                |                |                |                |                |                |                |
|------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| NAIC Designation       | 2004 & Prior   |                | 2005 to 2008   |                | 2009 & After   |                | Total          |                |
|                        | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value |
| (Dollars in thousands) |                |                |                |                |                |                |                |                |
| 1                      | \$ 8,415       | \$ 9,029       | \$ 113,526     | \$ 124,885     | \$ 715,899     | \$ 708,447     | \$ 837,840     | \$ 842,361     |
| 2                      | —              | —              | 35,832         | 36,205         | —              | —              | 35,832         | 36,205         |
| Total (1)              | \$ 8,415       | \$ 9,029       | \$ 149,358     | \$ 161,090     | \$ 715,899     | \$ 708,447     | \$ 873,672     | \$ 878,566     |

- (1) The CMBS portfolio included government agency-backed securities with a carrying value of \$733.0 million at March 31, 2019 and \$693.3 million at December 31, 2018. Also included in the CMBS are military housing bonds totaling \$159.9 million at March 31, 2019 and \$156.7 million at December 31, 2018. These bonds are used to fund the construction of multi-family homes on United States military bases. The bonds are backed by a first mortgage lien on residential military housing projects.

The other asset-backed securities are backed by both residential and non-residential collateral. The collateral for residential asset-backed securities primarily consists of second lien fixed-rate home equity loans. The cash flows of these securities are less subject to prepayment risk than residential mortgage-backed securities as the borrowers are less likely to refinance than those with only a first lien mortgage. The collateral for non-residential asset-backed securities primarily includes securities backed by credit card receivables, auto dealer receivables, auto installment loans, aircraft leases, middle market and syndicated business loans, timeshare receivables and trade and account receivables. The majority of these securities are high quality, short-duration assets with limited cash flow variability.

**Other Asset-Backed Securities by NAIC Designation and Origination Year**

| March 31, 2019         |                |                |                |                |                |                |                |                |
|------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| NAIC Designation       | 2004 & Prior   |                | 2005 to 2008   |                | 2009 & After   |                | Total          |                |
|                        | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value |
| (Dollars in thousands) |                |                |                |                |                |                |                |                |
| 1                      | \$ 8,997       | \$ 8,756       | \$ 141,103     | \$ 154,699     | \$ 397,964     | \$ 396,693     | \$ 548,064     | \$ 560,148     |
| 2                      | 1,546          | 1,649          | 1,791          | 1,852          | 123,149        | 124,840        | 126,486        | 128,341        |
| 3                      | —              | —              | —              | —              | 3,131          | 3,509          | 3,131          | 3,509          |
| 4                      | 176            | 168            | —              | —              | —              | —              | 176            | 168            |
| 5                      | —              | —              | —              | —              | 2,650          | 2,650          | 2,650          | 2,650          |
| Total                  | \$ 10,719      | \$ 10,573      | \$ 142,894     | \$ 156,551     | \$ 526,894     | \$ 527,692     | \$ 680,507     | \$ 694,816     |

  

| December 31, 2018      |                |                |                |                |                |                |                |                |
|------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| NAIC Designation       | 2004 & Prior   |                | 2005 to 2008   |                | 2009 & After   |                | Total          |                |
|                        | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value | Amortized Cost | Carrying Value |
| (Dollars in thousands) |                |                |                |                |                |                |                |                |
| 1                      | \$ 9,314       | \$ 9,038       | \$ 141,728     | \$ 154,747     | \$ 415,228     | \$ 412,078     | \$ 566,270     | \$ 575,863     |
| 2                      | 1,586          | 1,693          | 1,890          | 1,943          | 121,796        | 122,300        | 125,272        | 125,936        |
| 3                      | —              | —              | 313            | 303            | 1,697          | 1,697          | 2,010          | 2,000          |
| 4                      | 179            | 170            | —              | —              | —              | —              | 179            | 170            |
| 5                      | —              | —              | —              | —              | 3,601          | 3,601          | 3,601          | 3,601          |
| Total                  | \$ 11,079      | \$ 10,901      | \$ 143,931     | \$ 156,993     | \$ 542,322     | \$ 539,676     | \$ 697,332     | \$ 707,570     |

**State and Political Subdivision Securities**

State and political subdivision securities totaled \$1,548.0 million, or 21.4% of total fixed maturities, at March 31, 2019, and \$1,539.6 million, or 21.9% of total fixed maturities at December 31, 2018 and include investments in general obligation, revenue and municipal housing bonds. Our investment strategy is to utilize municipal bonds in addition to corporate bonds, as we believe they provide additional diversification and have historically low default rates compared with similarly rated corporate bonds. We evaluate the credit strength of the underlying issues on both a quantitative and qualitative basis, excluding insurance, prior to acquisition. The majority of the municipal bonds we hold are investment grade credits without consideration of insurance. Our municipal bonds are well diversified by type and geography with the top exposure being water and sewer



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revenue bonds. We do not hold any Puerto Rico-related bonds. Exposure to the state of Illinois and municipalities within the state accounted for 1.4% of our total fixed maturities at March 31, 2019. As of March 31, 2019, our Illinois-related portfolio holdings were rated investment grade, and were trading at 110.2% of amortized cost. Our municipal bond exposure had an average rating of Aa2/AA and our holdings were trading at 108.1% of amortized cost at March 31, 2019.

### **Mortgage Loans**

Mortgage loans totaled \$1,023.7 million at March 31, 2019 and \$1,039.8 million at December 31, 2018. Our mortgage loans are diversified as to property type, location and loan size, and are collateralized by the related properties. The total number of commercial mortgage loans outstanding was 207 at March 31, 2019 and 208 at December 31, 2018. In the first three months of 2019, one new loan in the amount of \$5.7 million was funded with a loan term of 23 years and a net yield of 4.97%. Our mortgage lending policies establish limits on the amount that can be loaned to one borrower and require diversification by geographic location and collateral type. The majority of our mortgage loans amortize principal, with 2.2% that are interest-only loans as of March 31, 2019. At March 31, 2019, the average loan-to-value of the current outstanding principal balance using the most recent appraised value was 52.9% and the weighted average debt service coverage ratio was 1.6 based on the results of our 2017 annual study. See Note 2 to our consolidated financial statements for further discussion regarding our mortgage loans.

### **Other Assets and Liabilities**

|                                       | <b>March 31,<br/>2019</b> | <b>December 31,<br/>2018</b> | <b>Percentage<br/>change</b> |
|---------------------------------------|---------------------------|------------------------------|------------------------------|
| <b>Selected other assets:</b>         |                           |                              |                              |
| Cash and cash equivalents             | 6,057                     | 19,035                       | (68.2)%                      |
| Reinsurance recoverable               | 103,825                   | 102,386                      | 1.4 %                        |
| Deferred acquisition costs            | 373,711                   | 418,802                      | (10.8)%                      |
| Other assets                          | 169,756                   | 163,518                      | 3.8 %                        |
| Assets held in separate accounts      | 614,121                   | 561,281                      | 9.4 %                        |
| <b>Selected other liabilities:</b>    |                           |                              |                              |
| Future policy benefits                | 7,241,831                 | 7,205,471                    | 0.5 %                        |
| Other policyholder funds              | 612,733                   | 615,177                      | (0.4)%                       |
| Deferred income taxes                 | 103,300                   | 75,449                       | 36.9 %                       |
| Other liabilities                     | 110,709                   | 93,532                       | 18.4 %                       |
| Liabilities held in separate accounts | 614,121                   | 561,281                      | 9.4 %                        |

Cash and cash equivalents decreased primarily due to normal fluctuations in timing of payments made and received. Deferred acquisition costs decreased compared to the prior year primarily due to a \$50.0 million increase in the impact of the change in net unrealized appreciation on fixed maturity securities during the period. Assets and liabilities held in separate accounts increased due to market performance on the underlying investment portfolios.

Future policy benefits increased primarily due to an increase in the volume of annuity and life business in force. Deferred income taxes increased primarily due to the tax impact of the change in unrealized appreciation/depreciation on investments. Other liabilities increased due to an increase in unsettled security trades.

### **Stockholders' Equity**

As discussed in Note 7 to our consolidated financial statements, stockholders' equity was impacted by capital deployment actions during the first quarter of 2019, which included a special cash dividend of \$1.50 per share on Class A and Class B common stock and an increase in our regular quarterly dividend by 4.3% to \$0.48 per share.

|  | March 31,<br>2019                                | December 31,<br>2018 | Percentage<br>change |
|--|--|----------------------|----------------------|
|  | (dollars in thousands, except per<br>share data) |                      |                      |
| Total FBL Financial Group, Inc. stockholders' equity                   | \$ 1,263,400                                     | \$ 1,184,139         | 6.7 %                |
| Common stockholders' equity  | 1,260,400  | 1,181,139            | 6.7 %                |
| Book value per share   | \$ 51.13   | \$ 47.78             | 7.0 %                |
| Less: Per share impact of accumulated other comprehensive income       | 7.68   | 3.69                 | 108.1 %              |
| Book value per share, excluding accumulated other comprehensive income | <u>\$ 43.45</u>                                  | <u>\$ 44.09</u>      | (1.5)%               |

Our stockholders' equity increased compared to the prior year primarily due to the change in unrealized appreciation of fixed maturity securities during the period and net income, partially offset by dividends paid. Book value per share excluding accumulated other comprehensive income is a non-GAAP financial measure. Since accumulated other comprehensive income fluctuates from quarter to quarter due to unrealized changes in the fair value of investments caused principally by changes in market interest rates, FBL Financial Group believes this non-GAAP financial measure provides useful supplemental information.

## Liquidity and Capital Resources

### Cash Flows

During the first three months of 2019, our operating activities generated cash flows totaling \$44.7 million, consisting of net income of \$34.0 million adjusted for non-cash operating revenues and expenses netting to \$10.7 million. We used cash of \$0.2 million in our investing activities during the 2019 period. The primary uses were \$166.4 million of investment acquisitions, mostly in fixed maturity securities, partially offset by \$166.4 million in sales, maturities and repayments of investments. Our financing activities used cash of \$57.9 million during the 2019 period. The primary financing source was \$135.8 million in receipts from interest sensitive products credited to policyholder account balances, which was offset by \$143.5 million for return of policyholder account balances on interest sensitive products and \$48.9 million for dividends paid to stockholders.

### Sources and Uses of Capital Resources

Parent company cash inflows from operations consist primarily of fees that it charges various subsidiaries and affiliates for management of their operations, expense reimbursements and tax settlements from subsidiaries and affiliates, proceeds from investment income and dividends from subsidiaries, if declared and paid. Revenue sources for the parent company during the three months ended March 31, 2019 included management fees from subsidiaries and affiliates totaling \$2.1 million and dividends of \$50.0 million. Cash outflows are principally for salaries, taxes and other expenses related to providing management services, dividends on outstanding stock, stock repurchases and interest on our parent company debt.

We paid regular cash dividends on our common and preferred stock during the three-month period ended March 31 totaling \$11.9 million in 2019 and \$11.5 million in 2018. In addition, we paid a special \$1.50 per common share cash dividend in March 2019 and March 2018 totaling \$37.0 million and \$37.3 million, respectively. It is anticipated that quarterly cash dividend requirements for 2019 will be \$0.0075 per Series B preferred share and \$0.48 per common share. The level of common stock dividends are analyzed quarterly and are dependent upon our capital and liquidity positions. In addition, alternative uses of excess capital may impact future dividend levels. Assuming these quarterly dividend rates, the common and preferred dividends would total approximately \$35.6 million for the remainder of 2019. The parent company expects to have sufficient resources and cash flows to meet its interest and dividend payments throughout 2019. The parent company had available cash and investments totaling \$34.7 million at March 31, 2019. The parent company expects to rely on available cash resources, dividends from Farm Bureau Life and management fee income to make dividend payments to its stockholders, interest payments on its debt and to fund any capital initiatives such as stock repurchases. In addition, our parent company and Farm Bureau Life have entered into a reciprocal line of credit arrangement, which provides additional liquidity for either entity up to \$20.0 million. We had no material commitments for capital expenditures as of March 31, 2019.

As discussed in Note 7 to our consolidated financial statements, we have periodically taken advantage of opportunities to repurchase our outstanding Class A common stock through Class A common stock repurchase programs approved by our Board

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of Directors. At March 31, 2019, \$36.3 million remains available for repurchase under the current Class A common stock repurchase program. Under this program, we repurchased 66,475 shares for \$4.6 million during the three months ended March 31, 2019. Completion of this program is dependent on market conditions and other factors. There is no guarantee as to the exact timing of any repurchases or the number of shares that we will repurchase. The share repurchase program may be modified or terminated at any time without prior notice.

Interest payments on our debt totaled \$1.2 million for the three months ended March 31, 2019 and March 31, 2018. Interest payments on our debt outstanding at March 31, 2019 are estimated to be \$3.6 million for the remainder of 2019.

Farm Bureau Life's cash inflows primarily consist of premiums; deposits to policyholder account balances; income from investments; sales, maturities and calls of investments; and repayments of investment principal. Farm Bureau Life's cash outflows are primarily related to withdrawals of policyholder account balances, investment purchases, payment of policy acquisition costs, policyholder benefits, income taxes, current operating expenses and dividends. Life insurance companies generally produce a positive cash flow that may be measured by the degree to which cash inflows are adequate to meet benefit obligations to policyholders and normal operating expenses as they are incurred. The remaining cash flow is generally used to increase the asset base to provide funds to meet the need for future policy benefit payments and for writing new business. Continuing operations and financing activities from Farm Bureau Life relating to interest sensitive products provided funds totaling \$45.3 million for the three months ended March 31, 2019 and \$196.4 million for the prior year period.

Farm Bureau Life's ability to pay dividends to the parent company is limited by law to earned profits (statutory unassigned surplus) as of the date the dividend is paid, as determined in accordance with accounting practices prescribed by insurance regulatory authorities of the State of Iowa. At December 31, 2018, Farm Bureau Life's statutory unassigned surplus was \$503.7 million. There are certain additional limits on the amount of dividends that may be paid within a year without approval of the Insurance Division, Department of Commerce of the State of Iowa as discussed in Note 7 to our consolidated financial statements included in Item 8 of our 2018 Form 10-K. During the remainder of 2019, the maximum amount legally available for distribution to the parent company without further regulatory approval is \$50.8 million.

We manage the amount of capital held by our insurance subsidiaries to ensure they meet regulatory requirements. State laws specify regulatory actions if an insurer's risk-based capital (RBC) ratio, a measure of solvency, falls below certain levels. The NAIC has a standard formula for annually assessing RBC based on the various risk factors related to an insurance company's capital and surplus, including insurance, business, asset and interest rate risks. The insurance regulators monitor the level of RBC against a statutory "authorized control level" RBC at which point regulators have the option to assume control of the insurance company. The company action level RBC is 200% of the authorized control level and is the first point at which any action would be triggered. Our adjusted capital and RBC is reported to our insurance regulators annually based on formulas that may be revised throughout the year. We estimate our adjusted capital and RBC quarterly; however, these estimates may differ from actual results. As of March 31, 2019, Farm Bureau Life's statutory total adjusted capital is estimated at \$677.2 million, resulting in a RBC ratio of 517%, based on company action level capital of \$131.0 million.

On a consolidated basis, we anticipate that funds to meet our short-term and long-term capital expenditures, cash dividends to stockholders and operating cash needs will come from existing capital and internally-generated funds. However, there can be no assurance that future experience regarding benefits and surrenders will be similar to historic experience since benefits and surrender levels are influenced by such factors as the interest rate environment, our financial strength ratings, the economy and other factors that impact policyholder behavior. Farm Bureau Life is a member of the FHLB, which provides a source for additional liquidity, if needed. This membership allows us to utilize fixed or floating rate advances offered by the FHLB and secured by qualifying collateral. Our total capacity to utilize such advances is impacted by multiple factors including the market value of eligible collateral, our level of statutory admitted assets and excess reserves and our willingness or capacity to hold activity-based FHLB common stock.

## **Contractual Obligations**

In the normal course of business, we enter into insurance contracts, financing transactions, lease agreements or other commitments that are necessary or beneficial to our operations. These commitments may obligate us to certain cash flows during future periods. There have been no material changes to our total contractual obligations since December 31, 2018.



## ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

### Market Risks of Financial Instruments

There have been no material changes in the market risks from the information provided in “Item 7A. Quantitative and Qualitative Disclosures About Market Risk” in our Form 10-K for the fiscal year ended December 31, 2018.

## ITEM 4. CONTROLS AND PROCEDURES

At the end of the period covered by this report, we carried out an evaluation, under the supervision and with the participation of our Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of our disclosure controls and procedures. Based on this evaluation, our Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls and procedures were effective. Disclosure controls and procedures are designed to ensure that information required to be disclosed in reports filed or submitted under the Securities and Exchange Act of 1934 (the Act) is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission’s rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed by an issuer in the reports that it files or submits under the Act is accumulated and communicated to the issuer’s management, including its Chief Executive Officer and Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure.

Our internal control over financial reporting changes from time-to-time as we modify and enhance our systems and processes to meet our dynamic needs. Changes are also made as we strive to be more efficient in how we conduct our business. While changes have taken place in our internal controls during the quarter ended March 31, 2019, there have been no changes that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

## PART II. OTHER INFORMATION

### ITEM 1A. RISK FACTORS

The performance of our company is subject to a variety of risks that you should review. Occurrence of these risks could materially affect our business, results of operations or financial condition, cause the trading price of our common stock to decline materially or cause our actual results to differ materially from those expected or those expressed in any forward looking statements made by or on behalf of the Company. Please refer to Part I, Item 1A, Risk Factors, of our Annual Report on Form 10-K for the fiscal year ended December 31, 2018.

## ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

### (c) Issuer Repurchases of Equity Securities

The following table sets forth issuer purchases of equity securities for the quarter ended March 31, 2019.

| Period                                     | (a) Total Number of Shares (or Units) Purchased | (b) Average Price Paid per Share (or Unit) | (c) Total Number of Shares (or Units) Purchased as Part of Publicly Announced Plans or Programs | (d) Maximum Number (or Approximate Dollar Value) of Shares (or Units) that May Yet Be Purchased Under the Plans or Programs |
|--|---|--|---|---|
| January 1, 2019 through January 31, 2019   | 57,726  | \$ 68.81                                   | 57,726  | \$36,927,457  |
| February 1, 2019 through February 28, 2019 | 8,749   | 69.26                                      | 8,749   | \$36,321,488  |
| March 1, 2019 through March 31, 2019       | —   | —  | —   | \$36,321,488  |
| Total                                      | <u>66,475</u>                                   | \$ 68.87                                   |   |   |

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Activity in this table represents Class A common shares repurchased by the Company in connection with the repurchase program announced on March 1, 2018, which will expire March 31, 2022. The program authorizes us to make repurchases of Class A common stock in the open market or through privately negotiated transactions, with the timing and terms of the purchases to be determined by management based on market conditions. Completion of the program is dependent on market conditions and other factors. There is no guarantee as to the exact timing of any repurchases or the number of shares, if any, that we will repurchase. The share repurchase program may be modified or terminated at any time without prior notice.

## **ITEM 6. EXHIBITS**

(a) Exhibits:

- 10.1\*+ [Management Performance Plan, effective January 1, 2019](#)
- 10.2\*+ [Cash-Based Restricted Stock Unit Plan, as amended through February 27, 2019](#)
- 10.3\*+ [Cash-Based Restricted Surplus Unit Plan, as amended through February 27, 2019](#)
- 10.4\*+ [Form of 2019 Restricted Stock Unit Agreement between the Company and participants](#)
- 10.5\*+ [Form of 2019 Restricted Surplus Unit Agreement between the Company and participants](#)
- 31.1+ [Certification Pursuant to Exchange Act Rules 13a-14\(a\)/15d-14\(a\), as Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002](#)
- 31.2+ [Certification Pursuant to Exchange Act Rules 13a-14\(a\)/15d-14\(a\), as Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002](#)
- 32+ [Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002](#)
- 101+# Interactive Data Files formatted in XBRL (eXtensible Business Reporting Language) from FBL Financial Group, Inc.'s Quarterly Report on Form 10-Q for the quarterly period ended March 31, 2019 as follows: (i) Consolidated Balance Sheets, (ii) Consolidated Statements of Operations, (iii) Consolidated Statements of Comprehensive Income, (iv) Consolidated Statement of Changes in Stockholders' Equity, (v) Consolidated Statements of Cash Flows and (vi) Notes to Financial Statements

+ Filed or furnished herewith

\* Exhibit relates to a compensatory plan for management or directors.

# In accordance with Rule 402 of Regulation S-T, the XBRL related information in this report shall not be deemed filed for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liability of that section, and shall not be incorporated by reference into any registration statement or other document filed under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such filing.

## 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.

Date: May 2, 2019

FBL FINANCIAL GROUP, INC.

By /s/ James P. Brannen  
James P. Brannen  
Chief Executive Officer (Principal Executive Officer)

By /s/ Donald J. Seibel  
Donald J. Seibel  
Chief Financial Officer and Treasurer (Principal Financial Officer)

By /s/ Anthony J. Aldridge  
Anthony J. Aldridge  
Chief Accounting Officer (Principal Accounting Officer)

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## Section 2: EX-10.1 (EXHIBIT 10.1)

### Management Performance Plan Effective January 1, 2019

#### Objective

The objective of the Management Performance Plan is to provide annual incentive payments to certain employees of FBL Financial Group, Inc. with a salary grade of 45 or higher and employees with a salary grade of 44 and jobs assigned at least 634 Hay points, in the form of an annual cash payment, for the achievement of a predetermined set of corporate goals. The goals may apply to operations and results of the entire enterprise or may apply to a segment of the business or the operations. Payment of cash incentives pursuant to achievement of the goals will be subject to FBL Financial Group, Inc. and the Farm Bureau Property & Casualty Company meeting triggers as approved annually by the Management Development and Compensation Committee. Triggers may relate to profitability, stability, positive surplus and levels of capital, among other matters, and may be applied across the Company or by defined groups within the company. In addition, the Management Development and Compensation Committee retains discretion annually to change or eliminate payment of cash incentives to any or all Tiers, Groups, segments, teams or individuals in its sole discretion.

## **Administration**

The Management Performance Plan is approved by the Board of Directors through the actions of the Management Development and Compensation Committee. FBL management shall have the discretion to make decisions respecting the operations of the plan that do not have a material impact on the total amount paid.

## **Corporate Goals**

Each plan year, the Board of Directors through the Management Development and Compensation Committee will authorize a set of corporate goals as the measure of performance necessary to receive the cash incentive. The performance goals will focus on key metrics for growth, efficiency and profitability. The goals and weighting of goals may differ for various business segments, teams or individuals within the overall Company, as deemed appropriate by the Management Development and Compensation Committee.

There will be no less than three Goal Groups each year: Property & Casualty, Life and Shared Services. The Property and Casualty and Life Goal Groups will have 50% of their goals specific to their business unit and 50% will be based on the overall corporate goals. The overall corporate goal shall be 100% of the goals for the Shared Services Goal Group and members of FBL Management Team. All eligible employees will be put into Goal Groups based on the discretion of management. Once an employee is placed in a Goal Group, the employee will remain in that Goal Group for the entire year, even if they move to a different business unit during the year. The Goal Groups will be determined as of March 1 each year.

## **Attainment of Goals**

Each goal will be measured on an annual basis, with a separate determination of the attainment level. The actual value assigned to each goal (which determines the cash incentive eligible to employees) depends on the level of achievement of each corporate goal.

Eligible employees will be divided into Tiers based upon salary grade as determined annually and approved by the Management Development and Compensation Committee. The Committee shall also approve a Threshold (the minimum level of achievement at which a cash incentive is provided), a Target (the level of achievement that is targeted for each goal) and a Cap (the level of achievement at or above which the maximum cash incentive is provided).

With respect to individual employees or groups of employees, the Chief Executive Officer is authorized to exercise discretion regarding administration of the plan when needed as the result of employees moving from

one Tier to another (either up, or down) or reclassification of existing positions.

### **Eligible Participants**

Participation in the Management Performance Plan includes certain full-time, salary grade 44 (with jobs assigned at least 634 Hay points) and salary grade 45 and above employees of FBL Financial Group, Inc. who are classified as active employment status as of the last working day of the plan year. Excluded from participation in this plan are Regional Sales Vice Presidents, whose incentive compensation plan is set forth in the RVP Performance Plan Addendum attached hereto. The following rules shall be considered in the determination of eligibility of any employee or class of employees covered by the Management Performance Plan.

1. Part-time or high-time employees, of FBL Financial Group, Inc. are not eligible to participate in the Management Performance Plan.
2. Agents, reserve agents, Agency Managers, temporary employees, independent contractors, per diem adjusters, and leased employees are not eligible to participate in the Management Performance Plan.
3. For eligible employees who transfer from full-time to part-time or high-time during the year, the cash incentive will be prorated based upon completed service as an eligible employee during the plan year. For employees who are otherwise eligible to participate transfer from full-time to temporary, all rights to a cash incentive will be forfeited.
4. Cash incentive payments for eligible newly hired employees or current employees who become eligible for the Management Performance Plan during the plan year will be prorated based upon completed service as an eligible employee during the plan year.
5. In the event an employee's active employment terminates prior to the last working day of the plan year by reason of retirement, reduction in complement, transfer to Farm Bureau agent/reserve agent or Agency Manager status, company transfer to a multi-line state Farm Bureau affiliate, military leave, permanent disability, or death, the cash incentive payment will be prorated based upon completed service as an eligible employee during the plan year, assuming all other criteria have been met.
6. Payment for deceased employee's cash incentive pay will be made to the beneficiary on record for group life insurance, if living; otherwise to surviving spouse, if living; otherwise to employee's estate.
7. In the event an employee's active employment terminates prior to the last working day of the plan year for any other reason not included in bullet #5, all rights to a cash incentive will be forfeited.

Participation in the Management Performance Plan does not guarantee employment, nor does participation at any time guarantee ongoing participation. In addition, the Management Development and Compensation Committee retains discretion to change or eliminate payment of cash incentives to any or all Tiers, Groups, segments, teams or individuals in its sole discretion.

### **Base Salary**

Cash incentive payments are made based on a percentage of the participant's base salary, based on the level of achievement of corporate goals as determined by the Management Development and Compensation Committee. For this purpose, base salary consists of the employee's regular monthly rate of pay, including any retro pay adjustments, during the plan year. Cash payments for unused vacation are not included in base salary. Notwithstanding anything to the contrary in the plan, total cash incentive payments to any participant shall not exceed three million dollars (\$3,000,000) annually.

### **CEO Discretion**

Subject to approval by the Management Development and Compensation Committee, the CEO will have the flexibility to increase or decrease the payments to any FBL Management Team member by an amount up to 25% of such individual's attained cash incentive for the measurement year.

Cumulative changes to the individual cash incentive payments cannot increase or decrease the total payout for the FBL Management Team by more than 5%.

## **Payments of Cash Incentives**

Subject to the discretion of the Management Development and Compensation Committee to change or eliminate payment of cash incentives, payments will be made annually, on or before March 15, to each eligible participant, subject to the attainment level of the goals, for the prior plan year.

Cash incentive payments made under the Management Performance Plan are considered compensation for purposes of calculating group life, accidental death & dismemberment, and disability income benefits. In addition, this cash incentive payment may be eligible for deferral and may be included in the calculation of retirement benefits, in each case in accordance with all terms and conditions of applicable plan documents.

Cash incentive payments will be made in a single, separate, lump sum payment and are subject to federal and state taxes. Cash incentive payments may also be subject to court-ordered child support, garnishments, wage assignments and tax levies. Cash incentive payments are not subject to voluntary payroll deductions, including but not limited to 401(k) loan payments, United Way, insurance premium and flex deductions.

## **Continuation**

This Management Performance Plan shall replace and supersede any existing Management Performance Plans effective January 1, 2019, and shall continue in force from year to year thereafter as set forth herein, until amended or otherwise terminated by the Management Development and Compensation Committee of FBL Financial Group, Inc.

# **RVP Performance Plan Addendum Effective January 1, 2019**

## **Objective**

The objective of this RVP Plan Addendum (the "RVP Plan") is to provide annual incentive payments to the Regional Sales Vice Presidents ("RVP") of FBL Financial Group, Inc., in the form of an annual cash payment, for the achievement of a predetermined set of corporate goals. Each of the participants will have state-specific goals each year in three different categories based on the geographic territory for which each RVP is responsible. Payment of cash incentives pursuant to achievement of the goals will be subject to FBL Financial Group, Inc. and the Farm Bureau Property & Casualty Company meeting the triggers approved annually by the Management Development and Compensation Committee and used to determine short term incentives for FBL employees covered under the Management Performance Plan set forth above. Triggers may relate to profitability, stability, positive surplus and levels of capital, among other matters, and may be applied across the Company or by defined groups within the company. In addition, the Management Development and Compensation Committee retains discretion annually to change or eliminate payment of cash incentives to the participants of this plan in its sole discretion.

## **Administration**

The RVP Plan is approved by the Board of Directors through the actions of the Management Development and Compensation Committee. FBL management shall have the discretion to make decisions respecting the operations of the plan that do not have a material impact on the total amount paid.

## **Goals**

Each calendar year (the "Plan Year"), the Board of Directors, through the Management Development and Compensation Committee, will adopt goals and goal categories established jointly by the Chief Marketing Officer, the Chief Operating Officer - Property Casualty Companies and the Chief Operating Officer - Life Companies, which will be used as the measure of performance necessary to receive the cash incentive. The performance goals will focus on key metrics for life and property/casualty sales, new agent growth and agent retention. The goals and weighting of goals may differ for individual RVPs under this plan as recommended by

the Chief Marketing Officer and as deemed appropriate and approved by the Management Development and Compensation Committee.

### **Attainment of Goals**

Each goal will be measured on an annual basis, and have a separate attainment level. The actual value assigned to each goal will be a percentage of the participant's base salary. The amount earned will depend on the level of achievement of each goal. For each goal, the Management Development and Compensation Committee shall approve a Threshold (the minimum level of achievement at which a cash incentive is provided), a Target (the level of achievement that is targeted for each goal) and a Cap (the level of achievement at or above which the maximum cash incentive is provided).

With respect to individual employees, the Chief Marketing Officer is authorized to exercise discretion regarding administration of the RVP Plan when needed as the result of employees joining or leaving the group during any calendar year.

### **Eligible Participants**

Only the RVPs will participate in the RVP Plan. The following rules shall be considered in the determination of eligibility of any specific participant.

1. For employees who transfer to an RVP position from a full-time position covered by the Management Performance Plan, the cash incentive will be prorated between this RVP Plan and the Management Performance Plan based percentage of time covered under each of the plans.
2. Cash incentive payments for eligible newly hired RVPs or RVPs promoted to the position from one not covered by the Management Performance Plan, who become eligible for the RVP Plan during the Plan Year will be prorated based upon completed service as an eligible employee during the Plan Year.
3. In the event an RVP's active employment terminates prior to the last working day of the plan year by reason of retirement, reduction in complement, transfer to Farm Bureau agent, reserve agent or Agency Manager status, company transfer to a multi-line state Farm Bureau affiliate, military leave, permanent disability, or death, the cash incentive payment will be prorated based upon completed service as an RVP during the Plan Year, assuming all other criteria have been met.
4. Payment for a deceased RVP's cash incentive pay will be made to the beneficiary on record for group life insurance, if living; otherwise to surviving spouse, if living; otherwise to employee's estate.
5. In the event an RVP's active employment terminates prior to the last working day of the plan year for any other reason not included in bullet #3, above, all rights to a cash incentive will be forfeited.

Participation in the RVP Plan does not guarantee employment, nor does participation at any time guarantee ongoing participation. In addition, the Management Development and Compensation Committee retains discretion to change or eliminate payment of cash incentives to the entire group of eligible participants or individuals in its sole discretion.

### **Base Salary**

Cash incentive payments are made based on a percentage of the participant's base salary, based on the level of achievement of corporate goals as determined by the Management Development and Compensation Committee. For this purpose, base salary consists of the RVP's regular monthly rate of pay, including any retro pay adjustments, during the plan year. Cash payments for unused vacation are not included in base salary. Notwithstanding anything to the contrary in the plan, total cash incentive payments to any participant shall not exceed three million dollars (\$3,000,000) annually.

### **Payments of Cash Incentives**

Subject to the discretion of the Management Development and Compensation Committee to change or eliminate

payment of cash incentives, payments will be made annually, on or before March 15, to each eligible participant, subject to the attainment level of the goals, for the prior Plan Year.

Cash incentive payments made under the RVP Plan are considered compensation for purposes of calculating group life, accidental death & dismemberment, and disability income benefits. In addition, this cash incentive payment may be eligible for deferral and may be included in the calculation of retirement benefits, in each case in accordance with all terms and conditions of applicable plan documents.

Cash incentive payments will be made in a single, separate, lump sum payment and are subject to federal and state taxes. Cash incentive payments may also be subject to court-ordered child support, garnishments, wage assignments and tax levies. Cash incentive payments are not subject to voluntary payroll deductions, including but not limited to 401(k) loan payments, United Way, insurance premium and flex deductions.

### **Continuation**

This Management Performance Plan addendum shall continue in force from year to year following January 1, 2019, as set forth herein, until amended or otherwise terminated by the Management Development and Compensation Committee of FBL Financial Group, Inc.

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## **Section 3: EX-10.2 (EXHIBIT 10.2)**

**FBL FINANCIAL GROUP, INC.**  
**CASH-BASED RESTRICTED STOCK UNIT PLAN**  
**Effective December 15, 2011, as amended through February 27, 2019**

**1. Purpose of the Plan.** The purpose of the FBL Financial Group, Inc. Cash-Based Restricted Stock Unit Plan (the “*Plan*”) is to attract and retain the best available personnel for positions of substantial responsibility, by providing additional incentive to officers, employees, advisors and consultants of FBL Financial Group, Inc. (the “*Company*”) and its affiliates identified by the Stock Subcommittee of the Management Development and Compensation Committee of the Board of Directors of the Company (the “*Subcommittee*”). To facilitate the purpose of this Plan, the Subcommittee may issue restricted stock units (the “*Units*”) to such officers, employees, advisors and consultants (the “*Participants*”) selected by it from time to time. The fair market value of a Participant’s Units shall be paid to them in cash or cash equivalents in accordance with the terms of this Plan.

### **2. Administration of the Plan.**

**2.1 General.** The Plan shall be administered by the Subcommittee.

**2.2 Powers.** The Subcommittee shall have full discretionary power and authority to: (a) select the Participants to whom awards of Units may from time to time be granted hereunder (an “*Award*”); (b) determine the number of Units granted to each Participant pursuant to an Award; (c) determine the forfeiture, vesting and other terms, conditions and restrictions of any Award granted hereunder; (d) determine whether, to what extent, and under what circumstances Awards may be canceled; (e) interpret and administer the Plan and any instrument or agreement entered into under the Plan; (f) establish such rules and regulations and appoint such agents as it shall deem appropriate for the proper administration of the Plan; and (g) make any other determination and take any other action that the Subcommittee deems necessary or desirable for administration of the Plan, provided that such determination or action is not inconsistent with the terms of this Plan or any order or resolution of the Company’s Board of Directors.

**2.3. Binding Authority.** The decisions of the Subcommittee shall be final, conclusive, and binding with respect to the interpretation and administration of the Plan and Awards. The Subcommittee shall make, in its sole discretion, all



determinations arising in the administration, construction, or interpretation of the Plan and Awards, including the right to construe ambiguous or disputed Plan or Award terms and provisions, and any such determination shall be conclusive and binding on all Persons.

**3. Terms and Conditions of Awards.**

(a) Each Award shall consist solely of Units.

(b) On any date, the value of each Unit shall equal the fair market value of one share of the Company's Class A Common Stock (the "**Stock**"), which shall be determined by the Subcommittee in its sole discretion (the "**Fair Market Value**"); provided, however, that (i) if the Stock is then admitted to trading on a national securities exchange, the Fair Market Value on any date shall be the last sale price reported for such Stock on such exchange on such date or on the last date preceding such date on which a sale was reported, (b) if the Stock is admitted to quotation on the National Association of Securities Dealers Automated Quotation System ("**NASDAQ**") or other comparable quotation system and has been designated as a National Market System ("**NSM**") security, the Fair Market Value on any date shall be the last sale price reported for a share of Stock on such system on such date or on the last day preceding such date on which a sale was reported or (c) if the Stock is admitted to quotation on NASDAQ

and has not been designated an NMS security, the Fair Market Value on any date shall be the average of the highest bid and the lowest asked price of the shares of Stock on such system on such date.

(c) The Units awarded pursuant to this Plan: (a) are not shares of Stock; (b) do not entitle a Participant to acquire shares of Stock; and (c) do not provide a Participant with any of the rights granted to the holders of Stock, including the right to vote. The Units shall accrue dividends or dividend equivalents which shall be paid only upon vesting of the Units.

(d) The Units awarded to a Participant may not be sold, transferred, pledged, assigned, or otherwise alienated or hypothecated, except upon the death of a Participant by will or by the laws of descent and distribution.

(e) No Participant shall receive awards under this Plan in any calendar year with an aggregate fair market value in excess of \$3,000,000.

**3.2 Award Agreements.** The number of Units granted to each Participant pursuant to an Award and the forfeiture, vesting and other terms, conditions and restrictions of any Award granted hereunder shall be set forth in a Restricted Stock Unit Agreement in the form determined by the Subcommittee from time to time (the "**Award Agreement**"). The terms of each Award Agreement may vary from one Award to another and from one Participant to another, but must in all cases be consistent with the terms of this Plan. A Participant shall have no rights with respect to an Award and will be deemed to have rejected their Award unless and until they have signed and returned their Award Agreement to the Subcommittee within the time period designated by the Subcommittee.

**3.3 Participant Accounts.** Upon the execution of an Award Agreement by a Participant, the Company shall establish a separate account maintained on the books of the Company (the "**Participant Account**") and credit to such account the number of Units set forth in such Participant's Award Agreement. All amounts credited to the Participant's Account shall for all purposes be a part of the general assets of the Company. The Participant's interest in his or her Participant Account shall only be that of a general, unsecured creditor of the Company.

**3.4 Form and Timing of Payment.** The Participants shall be paid the Fair Market Value of their Units in cash or cash equivalents in accordance with the terms of their Award Agreement and this Plan; provided, however:

(a) Any payment that represents the deferral of compensation within Section 409A of the Internal Revenue Code of 1986, as amended from time to time, shall be made no earlier than allowed pursuant to Section 409A(a)(2) of the Code and, without limiting the foregoing, no payment shall be made to a "specified employee" as defined in Section 409A(a)(2)(B), earlier than allowed by Section 409A(a)(2)(B) of the Code;

(b) Once designated in an Award Agreement, neither the time nor schedule of a payment may be accelerated in violation of Section 409A(a)(3) of the Code; and

(c) Once designated in an Award Agreement, neither the time nor the schedule of a payment may be further deferred in violation of Section 409A(a)(4) of the Code.

**4. Adjustments upon Changes in Capitalization.** Subject to Section 5 of this Plan, in the event of a “*Change of Capitalization*,” the Subcommittee shall conclusively determine the appropriate adjustments, if any, to the class of the Company’s stock to which the Units relate and the number of Units granted to each Participant. For purposes of this Plan, the term “*Change of Capitalization*” means any increase, reduction, or change or exchange of the Stock for a different number or kind of shares or other securities of the Company by reason of a reclassification, recapitalization, merger, consolidation, reorganization, issuance or warrants or rights, stock dividend, stock split or reverse stock split, combination or exchange of shares of Stock, repurchase of shares of Stock, change in corporate structure or otherwise.

**5. Compliance with Section 409A.** This Plan and each Award Agreement shall, to the extent possible, be interpreted and operated in a manner to avoid the application of Section 409A(a)(1) of the Code. Notwithstanding anything in this Plan or an Award Agreement to the contrary, the Subcommittee shall be authorized to take any unilateral action, including the amendment of this Plan and any Award Agreement, that it deems necessary or desirable to avoid the application of or noncompliance with Section 409A of the Code; provided, however, that neither the Company, the Subcommittee or any other officer, employee or agent shall have any liability to a Participant with respect to any amount paid or payable by the Participant by reason of the application or violation of Section 409A of the Code.

**6. Non-exclusivity.** The adoption of the Plan by the Company shall not be construed as amending, modifying or rescinding any previously approved incentive arrangement or as creating any limitations on the power of the Company to adopt such other incentive arrangements as it may deem desirable and such arrangements may be either applicable generally or only in specific cases.

**7. Amendment and Termination.** The Board of Directors of the Company may amend, suspend, discontinue, or terminate the Plan or any portion thereof in a manner consistent with Section 5 of the Plan.

**8. Choice of Law and Venue.** This Plan, and the application or interpretation hereof, shall be governed exclusively by its terms and by the laws of the State of Iowa, without regard to its choice of law provisions.

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## **Section 4: EX-10.3 (EXHIBIT 10.3)**

**FBL FINANCIAL GROUP, INC.**  
**CASH-BASED RESTRICTED SURPLUS UNIT PLAN**  
**Effective November 18, 2015, as amended through February 27, 2019**

**1. Purpose of the Plan.** The purpose of the FBL Financial Group, Inc. Cash-Based Restricted Surplus Unit Plan (the “*Plan*”) is to attract and retain the best available personnel for positions of substantial responsibility, by providing additional incentive to officers, employees, advisors and consultants of FBL Financial Group, Inc. (the “*Company*”) and its affiliates identified by the Stock Subcommittee of the Management Development and Compensation Committee of the Board of Directors of the Company (the “*Subcommittee*”). To facilitate the purpose of this Plan, the Subcommittee may issue restricted surplus units (the “*Units*”) to such officers, employees, advisors and consultants (the “*Participants*”) selected by it from time to time. The value of a Participant’s Units shall be paid to them in cash or cash equivalents in accordance with the terms of this Plan.

**2. Administration of the Plan.**

**2.1 General.** The Plan shall be administered by the Subcommittee.

**2.2 Powers.** The Subcommittee shall have full discretionary power and authority to: (a) select the Participants to whom awards of Units may from time to time be granted hereunder (an “*Award*”); (b) determine the number of Units granted to each Participant pursuant to an Award; (c) determine the forfeiture, vesting and other terms, conditions and restrictions of any Award granted hereunder; (d) determine whether, to what extent, and under what circumstances Awards may be canceled;

(e) interpret and administer the Plan and any instrument or agreement entered into under the Plan; (f) establish such rules and regulations and appoint such agents as it shall deem appropriate for the proper administration of the Plan; and (g) make any other determination and take any other action that the Subcommittee deems necessary or desirable for administration of the Plan, provided that such determination or action is not inconsistent with the terms of this Plan or any order or resolution of the Company's Board of Directors.

**2.3 Binding Authority.** The decisions of the Subcommittee shall be final, conclusive, and binding with respect to the interpretation and administration of the Plan and Awards. The Subcommittee shall make, in its sole discretion, all determinations arising in the administration, construction, or interpretation of the Plan and Awards, including the right to construe ambiguous or disputed Plan or Award terms and provisions, and any such determination shall be conclusive and binding on all Persons.

**3. Terms and Conditions of Awards.**

(a) Each Award shall consist solely of Units.

(b) On any date a Unit is granted, the Subcommittee shall designate the notional value thereof.

Thereafter the value of such Unit (the "**Value**") shall increase or decrease based on the financial performance of Farm Bureau Property & Casualty Insurance Company, upon such terms as may be determined by the Subcommittee in its sole discretion.

(c) The Units awarded to a Participant may not be sold, transferred, pledged, assigned, or otherwise alienated or hypothecated, except upon the death of a Participant by will or by the laws of descent and distribution.

(d) No Participant shall receive awards under this Plan in any calendar year with an aggregate value in excess of \$3,000,000.

**3.2 Award Agreements.** The number of Units granted to each Participant pursuant to an Award and the forfeiture, vesting and other terms, conditions and restrictions of any Award granted hereunder shall be set forth in a Restricted Surplus Unit Agreement in the form determined by the Subcommittee from time to time (the “**Award Agreement**”). The terms of each Award Agreement may vary from one Award to another and from one Participant to another, but must in all cases be consistent with the terms of this Plan. A Participant shall have no rights with respect to an Award and will be deemed to have rejected their Award unless and until they have signed and returned their Award Agreement to the Subcommittee within the time period designated by the Subcommittee.

**3.3 Participant Accounts.** Upon the execution of an Award Agreement by a Participant, the Company shall establish a separate account maintained on the books of the Company (the “**Participant Account**”) and credit to such account the number of Units set forth in such Participant’s Award Agreement. All amounts credited to the Participant’s Account shall for all purposes be a part of the general assets of the Company. The Participant’s interest in his or her Participant Account shall only be that of a general, unsecured creditor of the Company.

**3.4 Form and Timing of Payment.** The Participants shall be paid the Value of their Units in cash or cash equivalents in accordance with the terms of their Award Agreement and this Plan; provided, however:

(a) Any payment that represents the deferral of compensation within Section 409A of the Internal Revenue Code of 1986, as amended from time to time, shall be made no earlier than allowed pursuant to Section 409A(a)(2) of the Code and, without limiting the foregoing, no payment shall be made to a “specified employee” as defined in Section 409A(a)(2)(B), earlier than allowed by Section 409A(a)(2)(B) of the Code;

(b) Once designated in an Award Agreement, neither the time nor schedule of a payment may be accelerated in violation of Section 409A(a)(3) of the Code; and

(c) Once designated in an Award Agreement, neither the time nor the schedule of a payment may be further deferred in violation of Section 409A(a)(4) of the Code.

**4. Adjustments upon Changes in Capitalization.** Subject to Section 5 of this Plan, in the event of a “**Change of Capitalization**,” the Subcommittee shall conclusively determine the appropriate adjustments, if any, to the surplus of Farm Bureau Property & Casualty Insurance Company to which the Units relate and the number of Units granted to each Participant. For purposes of this Plan, the term “**Change of Capitalization**” means any change in the surplus of Farm Bureau Property & Casualty Insurance Company by reason of a reclassification, recapitalization, merger, consolidation, reorganization, change in corporate structure or otherwise.

**5. Compliance with Section 409A.** This Plan and each Award Agreement shall, to the extent possible, be interpreted and operated in a manner to avoid the application of Section 409A(a)(1) of the Code. Notwithstanding anything in this Plan or an Award Agreement to the contrary, the Subcommittee shall be authorized to take any unilateral action, including the amendment of this Plan and any Award Agreement, that it deems necessary or desirable to avoid the application of or noncompliance with Section 409A of the Code; provided, however, that neither the Company, the Subcommittee or any other officer, employee or agent shall have any liability to a Participant with respect to any amount paid or payable by the Participant by reason of the application or violation of Section 409A of the Code.

**6. Non-exclusivity.** The adoption of the Plan by the Company shall not be construed as amending, modifying or rescinding any previously approved incentive arrangement or as creating any limitations on the power of the Company to adopt such other incentive arrangements as it may deem desirable and such arrangements may be either applicable generally or only in specific cases.

**7. Amendment and Termination.** The Board of Directors of the Company may amend, suspend, discontinue, or terminate the Plan or any portion thereof in a manner consistent with Section 5 of the Plan.

**8. Choice of Law and Venue.** This Plan, and the application or interpretation hereof, shall be governed exclusively by its terms and by the laws of the State of Iowa, without regard to its choice of law provisions.

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## **Section 5: EX-10.4 (EXHIBIT 10.4)**

### **2019 RESTRICTED STOCK UNIT AGREEMENT**

**This Restricted Stock Unit Agreement** (the “*Agreement*”), dated as of **February 1, 2019** (the “*Grant Date*”), by and between FBL Financial Group, Inc., an Iowa corporation (the “*Company*”) and **Participant** (the “*Participant*”) is entered into as follows:

**WHEREAS**, the Company has established the FBL Financial Group, Inc. Cash-Based Restricted Stock Unit Plan (the “*Plan*”);

**WHEREAS**, pursuant to the Plan, the Stock Subcommittee of the Management Development and Compensation Committee of the Board of Directors of the Company (the “*Committee*”), has the authority to award restricted stock units (“*Units*”) to certain participants of the Company;

**WHEREAS**, the Committee has determined that the Participant should be awarded Units;

**NOW, THEREFORE**, the Company and the Participant agree as follows:

**1. Grant of Units.** Subject to the terms and conditions of this Agreement and the Plan, the Company hereby credits to a separate account maintained on the books of the Company (the “*Participant Account*”), [Units] Units. On any date, the value of each Unit shall equal the Fair Market Value of one share of the Company’s Class A Common Stock (the “*Stock*”), as determined in accordance with the Plan.

**2. Vesting Schedule.**

**2.1 Generally.** Conditioned upon the continued employment of the Participant, the interest of the Participant in the Units shall vest as follows: 20% of the Units awarded hereunder shall, subject to Section 4, vest on the close of business on February 1 of the year after the Grant Date, and on February 1 of each of the subsequent four years. Each date on which one or more of the Participant’s Unit’s vests shall be deemed a “*Vesting Date*.”

**2.2 Accelerated Vesting.** If Employee’s employment with the Company is terminated before the Vesting Date by reason of death or Disability [as defined in Section 409A(a)(2)(C) of the Internal Revenue Code of 1986, as amended or

restated from time to time (the “**Code**”)], the interests of the Participant in the Units shall vest as to a prorata portion of the Units. The prorata portion shall be measured by months elapsed from the date of this Agreement to the date of death or date of Disability, as compared to the number of months from the date of this Agreement to the Vesting Date for each 20% portion of the Units.

### **3. Dividend and Voting Rights.**

*(a) Limitations on Rights Associated with Units.* The Participant shall have no rights as a shareholder of the Company, no dividend rights (except as expressly provided in Section 3(b) with respect to Dividend Equivalent Rights) and no voting rights, with respect to the Units or any Stock measuring the Units.

**(b) Dividend Equivalent Rights Distributions.** As of any date that the Company pays a special or ordinary cash dividend on its Stock, the Company shall credit the Participant with a dollar amount equal to (i) the per share cash dividend paid by the Company on its Stock on such date, multiplied by (ii) the total number of Units subject to the award that are outstanding immediately prior to the record date for that dividend (a “**Dividend Equivalent Right**”). Any Dividend Equivalent Rights credited pursuant to the foregoing provisions of this Section 3(b) shall be subject to the same vesting, payment and other terms, conditions and restrictions as the original Units to which they relate; the amount of any vested Dividend Equivalent Rights shall be paid only in cash. No crediting of Dividend Equivalent Rights shall be made pursuant to this Section 3(b) with respect to any Units which, immediately prior to the record date for that dividend, have either been paid pursuant to Section 5 or forfeited pursuant to Section 4 or otherwise terminated.

**4. Forfeiture.** If the Participant’s employment with the Company is involuntarily terminated by the Company or voluntarily terminated by the Participant, the balance of the Units subject to this Agreement that have not vested at the time of the Participant’s termination of employment, and any associated Dividend Equivalent Rights, shall be forfeited by the Participant.

**5. Form and Timing of Payment.** As soon as reasonably practical after each Vesting Date and in no case later than the end of the Participant’s tax year in which such Vesting Date occurred, the Company shall pay cash or cash equivalents to the Participant in an amount equal to the Fair Market Value of the Participant’s Units that vested on such Vesting Date, and any Dividend Equivalent Rights that vested on such Vesting Date; provided, however: (i) to the extent required by Section 409A(2)(B)(i) of the Code, no payment shall be made for 6 months after any Vesting Date; (ii) the Company may further defer a payment to the extent allowed under Section 1.409A-2(b)(7) of the Treasury Regulations; and (iii) the Company may accelerate a payment to the extent allowed under Section 1.409A-3(j)(4) of the Treasury Regulations.

**6. Taxes.** The Participant shall be liable for any and all taxes, including withholding taxes, arising out of this grant of Units, the vesting or payment thereof. The Participant acknowledges that the Company may have the obligation to withhold taxes from the amounts paid to the Participant hereunder or otherwise and agrees that the Company may do so as it, in its sole discretion, determines is necessary to comply with its tax withholding obligations.

**7. Statutory Compliance.** This Agreement and the Plan shall, to the extent possible, be interpreted and operated in a manner to avoid the application of Section 409A(a)(1) of the Code. Notwithstanding anything in this Agreement or the Plan to the contrary, the Committee shall be authorized to take any unilateral action, including the amendment of this Agreement and the Plan, that it deems necessary or desirable to avoid the application of or noncompliance with Section 409A of the Code; provided, however, that neither the Company, the Committee or any other officer, employee or agent shall have any liability to a Participant with respect to any amount paid or payable by the Participant by reason of the application or violation of Section 409A of the Code.

#### **8. Miscellaneous.**

**8.1 Restrictions on Transfer.** The Units granted hereunder may not be sold, transferred, pledged, assigned, or otherwise alienated or hypothecated.

**8.2 Unfunded, Unsecured Promise.** All amounts credited to the Participant’s Account under this Agreement shall for all purposes be a part of the general assets of the Company. The Participant’s interest in his or her Participant Account shall only be that of a general, unsecured creditor of the Company.



**8.3 No Stock Rights.** The Participant acknowledges that the Units awarded pursuant to this Agreement: (a) are not shares of Stock, (b) do not entitle the Participant to acquire shares of Stock; and (c) do not provide the Participant with any of the rights granted to the holders of Stock, including the rights to vote or to receive dividends, but do provide for the payment of dividend equivalents.

**8.4 Change in Capitalization.** The Participant acknowledges that the Committee may in accordance with the Plan, make certain adjustments to the Participant's rights hereunder in connection with a Change of Capitalization, as that term is defined in the Plan.

**8.5 No Employment Rights.** The Participant acknowledges and agrees that nothing contained in this Agreement or the Plan shall be construed or deemed under any circumstance to bind the Company to employ the Participant for any particular period of time.

**8.6 Clawback.** The Participant acknowledges receipt of a copy of the Company's Impact of Restatement of Financial Statements Upon Awards Policy (the "**Clawback Policy**") adopted by the Management Development and Compensation Committee and agrees that his/her rights hereunder are subject to the terms and conditions of the Clawback Policy, including future amendments thereto.

**8.7 Further Actions.** The Participant and the Company each agree to execute such further instruments and to take such action as may reasonably be necessary to carry out the intent of this Agreement

**8.8 Plan.** The Company's grant of Units pursuant to this Agreement is subject to the terms and conditions of the Plan. The Participant acknowledges receipt and review of the Plan.

**8.9 Merger.** This Agreement constitutes the final agreement between the Participant and the Company with respect to the subject matter hereof. No other agreements, representations or understandings, whether oral or written, and whether express or implied, which are not set forth in this Agreement or the Plan have been made or entered into by either party with respect to the subject matter herein.

**8.10 Amendments.** Except as otherwise provided herein or in the Plan, this Agreement may be amended only by a written agreement that identifies itself as an amendment to this Agreement and that is signed by the Participant and the Company.

**8.11 Waiver.** Except as otherwise provided herein or in the Plan, this Agreement may only be waived by a writing that is signed by the Participant and the Company. A waiver made in accordance with this Section is effective only in that instance and only for the specific purpose stated in such written waiver.

**8.12 Choice of Law and Venue.** This Agreement, and the application or interpretation hereof, shall be governed exclusively by its terms and by the laws of the State of Iowa, without regard to its choice of law provisions. This Agreement shall be enforced in any federal or state court sitting in Polk County, Iowa and each party to this Agreement hereby consents to the jurisdiction and venue of such court and waives any and all arguments that it may have relating to such matters. If any party commences any action arising directly or indirectly from this Agreement in another jurisdiction or venue, the other party to this Agreement may transfer the case to the above-described jurisdiction and venue or, if such transfer cannot be accomplished, to have such case dismissed without prejudice.

IN WITNESS WHEREOF, the Company and the Participant have executed this Agreement, which shall be effective as of the Grant Date.

FBL FINANCIAL GROUP, INC.

\_\_\_\_\_  
By:  
Its:

PARTICIPANT

\_\_\_\_\_  
By: *Participant*

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## Section 6: EX-10.5 (EXHIBIT 10.5)

### 2019 RESTRICTED SURPLUS UNIT AGREEMENT

This Restricted SURPLUS Unit Agreement (the “*Agreement*”), dated as of February 1, 2019 (the “*Grant Date*”), by and between FBL Financial Group, Inc., an Iowa corporation (the “*Company*”) and \_\_\_\_\_ (the “*Participant*”) is entered into as follows:

WHEREAS, the Company has established the FBL Financial Group, Inc. Cash-Based Restricted Surplus Unit Plan (the “*Plan*”);

WHEREAS, pursuant to the Plan, the Stock Subcommittee of the Management Development and Compensation Committee of the Board of Directors of the Company (the “*Committee*”), has the authority to award restricted surplus units (“*Units*”) to certain participants of the Company;

WHEREAS, the Committee has determined that the Participant should be awarded Units;

NOW, THEREFORE, the Company and the Participant agree as follows:

1. *Grant of Units.* Subject to the terms and conditions of this Agreement and the Plan, the Company hereby credits to a separate account maintained on the books of the Company (the “*Participant Account*”), \_\_\_ Units. On any Vesting Date (as hereinafter defined), the value of each vested Unit shall be calculated as follows (the “*Value*”):

$$\text{Value} = \text{Notional Value} (1 + y/100)^z$$

Where:

**“Notional Value”** = \$100;

**“y”** = average annual percentage change in surplus of Farm Bureau Property & Casualty Insurance Company as of December 31 for the three calendar years preceding the first Vesting Date following the Grant Date; and

**“z”** = the whole number between one and five, inclusive, that equals the number of Vesting Dates that have occurred since the Grant Date, including the Vesting Date on which the Value is being calculated.

The calculation in the annual change of surplus for Farm Bureau Property & Casualty Insurance Company (**“FBP&C”**) shall, to the extent practical, disregard changes to the statutory accounting standards applicable to FBP&C since the Grant Date for any years the value of the grant(s) is materially affected by such changes. The Committee shall retain sole discretion in determining whether statutory accounting changes shall be disregarded for any grant on a Vesting Date.

## **2. Vesting Schedule.**

**2.1 Generally.** Conditioned upon the continued employment of the Participant, the interest of the Participant in the Units shall vest as follows: 20% of the Units awarded hereunder shall, subject to Section 3, vest on the close of business on February 1 of the year after the Grant Date, and on February 1 of each of the subsequent four years. Each date on which one or more of the Participant's Unit's vests shall be deemed a "**Vesting Date**."

**2.2 Accelerated Vesting.** If Employee's employment with the Company is terminated before the Vesting Date by reason of death or Disability [as defined in Section 409A(a)(2)(C) of the Internal Revenue Code of 1986, as amended or restated from time to time (the "**Code**")], the interests of the Participant in the Units shall vest as to a prorata portion of the Units. The prorata portion shall be measured by months elapsed from the date of this Agreement to the date of death or date of Disability, as compared to the number of months from the date of this Agreement to the Vesting Date for each 20% portion of the Units.

**3. Forfeiture.** If the Participant's employment with the Company is involuntarily terminated by the Company or voluntarily terminated by the Participant, the balance of the Units subject to this Agreement that have not vested at the time of the Participant's termination of employment shall be forfeited by the Participant.

**4. Form and Timing of Payment.** As soon as reasonably practical after each Vesting Date and in no case later than the end of the Participant's tax year in which such Vesting Date occurred, the Company shall pay cash or cash equivalents to the Participant in an amount equal to the Value of the Participant's Units that vested on such Vesting Date; provided, however: (i) to the extent required by Section 409A(2)(B)(i) of the Code, no payment shall be made for 6 months after any Vesting Date; (ii) the Company may further defer a payment to the extent allowed under Section 1.409A-2(b)(7) of the Treasury Regulations; and (iii) the Company may accelerate a payment to the extent allowed under Section 1.409A-3(j)(4) of the Treasury Regulations.

**5. Taxes.** The Participant shall be liable for any and all taxes, including withholding taxes, arising out of this grant of Units, the vesting or payment thereof. The Participant acknowledges that the Company may have the obligation to withhold taxes from the amounts paid to the Participant hereunder or otherwise and agrees that the Company may do so as it, in its sole discretion, determines is necessary to comply with its tax withholding obligations.

**6. Statutory Compliance.** This Agreement and the Plan shall, to the extent possible, be interpreted and operated in a manner to avoid the application of Section 409A(a)(1) of the Code. Notwithstanding anything in this Agreement or the Plan to the contrary, the Committee shall be authorized to take any unilateral action, including the amendment of this Agreement and the Plan, that it deems necessary or desirable to avoid the application of or noncompliance with Section 409A of the Code; provided, however, that neither the Company, the Committee or any other officer, employee or agent shall have any liability to a Participant with respect to any amount paid or payable by the Participant by reason of the application or violation of Section 409A of the Code.

## **7. Miscellaneous.**

**7.1 Restrictions on Transfer.** The Units granted hereunder may not be sold, transferred, pledged, assigned, or otherwise alienated or hypothecated.

**7.2 Unfunded, Unsecured Promise.** All amounts credited to the Participant's Account under this Agreement shall for all purposes be a part of the general assets of the Company. The Participant's interest in his or her Participant Account shall only be that of a general, unsecured creditor of the Company.

**7.3 Change in Capitalization.** The Participant acknowledges that the Committee may in accordance with the Plan, make certain adjustments to the Participant's rights hereunder in connection with a Change of Capitalization, as that term is defined in the Plan.

**7.4 No Employment Rights.** The Participant acknowledges and agrees that nothing contained in this Agreement or the Plan shall be construed or deemed under any circumstance to bind the Company to employ the Participant for any particular period of time.

**7.5 Clawback.** The Participant acknowledges receipt of a copy of the Company's Impact of Restatement of Financial Statements Upon Awards Policy (the "**Clawback Policy**") adopted by the Management Development and Compensation Committee and agrees that his/her rights hereunder are subject to the terms and conditions of the Clawback Policy, including future amendments thereto.

**7.6 Further Actions.** The Participant and the Company each agree to execute such further instruments and to take such action as may reasonably be necessary to carry out the intent of this Agreement

**7.7 Plan.** The Company's grant of Units pursuant to this Agreement is subject to the terms and conditions of the Plan. The Participant acknowledges receipt and review of the Plan.

**7.8 Merger.** This Agreement constitutes the final agreement between the Participant and the Company with respect to the subject matter hereof. No other agreements, representations or understandings, whether oral or written, and whether express or implied, which are not set forth in this Agreement or the Plan have been made or entered into by either party with respect to the subject matter herein.

**7.9 Amendments.** Except as otherwise provided herein or in the Plan, this Agreement may be amended only by a written agreement that identifies itself as an amendment to this Agreement and that is signed by the Participant and the Company.

**7.10 Waiver.** Except as otherwise provided herein or in the Plan, this Agreement may only be waived by a writing that is signed by the Participant and the Company. A waiver made in accordance with this Section is effective only in that instance and only for the specific purpose stated in such written waiver

**7.11 Choice of Law and Venue.** This Agreement, and the application or interpretation hereof, shall be governed exclusively by its terms and by the laws of the State of Iowa, without regard to its choice of law provisions. This Agreement shall be enforced in any federal or state court sitting in Polk County, Iowa and each party to this Agreement hereby consents to the jurisdiction and venue of such court and waives any and all arguments that it may have relating to such matters. If any party commences any action arising directly or indirectly from this Agreement in another jurisdiction or venue, the other party to this Agreement may transfer the case to the above-described jurisdiction and venue or, if such transfer cannot be accomplished, to have such case dismissed without prejudice.

**IN WITNESS WHEREOF**, the Company and the Participant have executed this Agreement, which shall be effective as of the Grant Date.

**FBL FINANCIAL GROUP, INC.**

\_\_\_\_\_  
By:  
Its:

**PARTICIPANT**

\_\_\_\_\_  
By: *Participant*

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## **Section 7: EX-31.1 (EXHIBIT 31.1)**

Exhibit 31.1

### **CERTIFICATION**

I, James P. Brannen, certify that:

1. I have reviewed this report on Form 10-Q of FBL Financial Group, Inc.;
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 (or persons performing the equivalent functions):
- a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: May 2, 2019

By /s/ James P. Brannen  
James P. Brannen  
Chief Executive Officer (Principal Executive Officer)

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## Section 8: EX-31.2 (EXHIBIT 31.2)

Exhibit 31.2

### CERTIFICATION

I, Donald J. Seibel, certify that:

1. I have reviewed this report on Form 10-Q of FBL Financial Group, Inc.;
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 (or persons performing the equivalent functions):
- a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: May 2, 2019

By /s/ Donald J. Seibel  
Donald J. Seibel  
Chief Financial Officer and Treasurer  
(Principal Financial Officer)

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## Section 9: EX-32 (EXHIBIT 32)

Exhibit 32

**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 FBL Financial Group, Inc. (the "Company") on Form 10-Q for the period ended March 31, 2019 as filed with the Securities and Exchange Commission on or about the date hereof (the "Report"), I, James P. Brannen, Chief Executive Officer of the Company, and I, Donald J. Seibel, Chief Financial Officer and Treasurer 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.

Date: May 2, 2019

By /s/ James P. Brannen  
James P. Brannen  
Chief Executive Officer (Principal Executive  
Officer)



By /s/ Donald J. Seibel  
Donald J. Seibel  
Chief Financial Officer and Treasurer (Principal  
Financial Officer)

A signed original of this written statement required by Section 906, or other document authenticating, acknowledging, or otherwise adopting the signature appears in typed form within the electronic version of this written statement required by Section 906, has been provided to FBL Financial Group, Inc., and will be retained by FBL Financial Group, Inc., and furnished to the Securities and Exchange Commission or its staff upon request.

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