Second Quarter 2022 Investor Supplement

June 30, 2022

Horace Mann

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Note: The information contained in this document includes measures which are based on methodologies other than accounting principles generally accepted in the United States of America (non-GAAP) and are marked with an asterisk (*) within this document. Reconciliations of non-GAAP measures to the closest GAAP measures are contained in the supplemental numerical pages of HMEC's quarterly earnings releases (and related SEC filings), and additional descriptions of non-GAAP measures are contained in the Glossary of Selected Terms included as an exhibit to HMEC's SEC filings.

Consolidated Financial Highlights

($ in millions, except per share data)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Net premiums and contract charges earned	$ 255.8	$ 255.9	$ 210.8	$ 225.4	$ 225.8	$ 511.7	$ 453.4
Net investment income	105.2	97.9	114.1	103.7	109.2	203.1	204.7
Net investment gains (losses)	(15.5)	(15.5)	(0.4)	(6.5)	4.9	(31.0)	(4.1)
Other income	0.8	8.5	6.9	7.0	7.2	9.3	15.1
Total revenues	$ 346.3	$ 346.8	$ 331.4	$ 329.6	$ 347.1	$ 693.1	$ 669.1
Net income (loss)	$ (12.5)	$ 14.5	$ 40.5	$ 16.3	$ 46.7	$ 2.0	$ 86.0
Core earnings (loss)*	(0.3)	26.7	40.8	21.4	42.8	26.4	89.2
Adjusted core earnings*	5.9	32.0	43.6	23.4	45.0	37.9	93.5
At Period End							
Total assets	$ 13,758.5	$ 14,427.4	$ 14,383.9	$ 14,266.0	$ 14,190.1	$ 13,758.5	$ 14,190.1
Total policy liabilities	7,796.9	7,740.3	7,258.8	7,270.5	7,211.7	7,796.9	7,211.7
Debt	497.8	502.7	502.6	388.6	413.5	497.8	413.5
Shareholders' equity	1,260.1	1,536.8	1,807.4	1,796.4	1,816.6	1,260.1	1,816.6
Per Share and Shares Data (in millions)							
Net income (loss) per share (basic)	$ (0.30)	$ 0.35	$ 0.96	$ 0.39	$ 1.11	$ 0.05	$ 2.05
Net income (loss) per share (diluted)	(0.30)	0.35	0.96	0.39	1.11	0.05	2.04
Core earnings (loss) per share (diluted)*	(0.01)	0.64	0.97	0.50	1.02	0.63	2.12
Adjusted core earnings per share (diluted)*	0.14	0.76	1.03	0.55	1.07	0.90	2.22
Weighted average shares (basic)	41.8	41.9	42.0	42.0	42.0	41.8	42.0
Dilutive effect of share equivalents	—	0.2	0.2	0.2	0.1	0.2	0.1
Weighted average shares (diluted)	41.8	42.1	42.2	42.2	42.1	42.0	42.1
Book value per share	$ 30.59	$ 37.14	$ 43.66	$ 43.30	$ 43.78	$ 30.59	$ 43.78
Per share impact of net unrealized investment gains (losses) on fixed maturity securities	(5.35)	0.49	7.02	7.40	8.00	(5.35)	8.00
Adjusted book value per share*	$ 35.94	$ 36.65	$ 36.64	$ 35.90	$ 35.78	$ 35.94	$ 35.78
Tangible book value per share*	$ 29.83	$ 30.47	$ 32.09	$ 31.28	$ 31.08	$ 29.83	$ 31.08
Dividends paid per share	$ 0.32	$ 0.32	$ 0.31	$ 0.31	$ 0.31	$ 0.64	$ 0.62
Financial Ratios							
Net Income ROE - LTM[(1)]	3.6 %	6.8 %	8.0 %	8.5 %	9.8 %	3.6 %	9.8 %
Net Income ROE - Annualized	(3.6)%	3.5 %	9.0 %	3.6 %	10.6 %	0.3 %	9.5 %
Core ROE - LTM*	5.9 %	8.8 %	10.3 %	10.9 %	12.1 %	5.9 %	12.1 %
Core ROE - Annualized*	(0.1)%	7.0 %	10.9 %	5.8 %	11.7 %	3.5 %	12.3 %
Adjusted Core ROE - LTM*	7.0 %	9.7 %	10.9 %	11.5 %	12.7 %	7.0 %	12.7 %
Adjusted Core ROE - Annualized*	1.6 %	8.4 %	11.6 %	6.3 %	12.3 %	5.1 %	12.9 %
Debt to total capitalization excluding net unrealized investment gains (losses) on fixed maturity securities*	25.2 %	24.9 %	24.9 %	20.7 %	21.8 %	25.2 %	21.8 %
Investment yield, excluding limited partnership interests, pretax - annualized*	4.28 %	4.29 %	4.32 %	4.34 %	4.22 %	4.29 %	4.20 %

(1) LTM = Last twelve months.

Selected Financial Data - Five Year History

($ in millions, except per share data)	Year Ended December 31,				
	2021	2020	2019[(1)]	2018	2017
Consolidated Statement of Operations Data					
Net premiums and contract charges earned	$ 889.6	$ 930.7	$ 898.0	$ 817.3	$ 794.7
Net investment income	422.5	357.6	365.1	376.5	373.6
Net income	142.8	133.3	184.4	18.3	169.4
Net income ROE - Annualized	7.9 %	7.9 %	12.9 %	1.3 %	12.1 %
At Period End					
Total assets	$ 14,383.9	$ 13,471.8	$ 12,478.7	$ 11,031.9	$ 11,198.3
Total policy liabilities	7,258.8	7,148.6	6,956.5	6,384.1	6,182.0
Debt	502.6	437.3	433.0	297.7	297.5
Shareholders' equity	1,807.4	1,790.1	1,567.3	1,290.6	1,501.6
Per Share and Shares Data (in millions)					
Net income per share (basic)	$ 3.40	$ 3.18	$ 4.42	$ 0.44	$ 4.10
Net income per share (diluted)	3.39	3.17	4.40	0.44	4.08
Weighted average shares (basic)	42.0	41.9	41.7	41.6	41.4
Weighted average shares (diluted)	42.2	42.0	41.9	41.9	41.6
Book value per share	$ 43.66	$ 43.22	$ 38.01	$ 31.50	$ 36.88
Adjusted book value per share*	36.64	34.38	32.42	29.13	29.51
Tangible book value per share*	32.09	29.52	26.90	27.91	28.28
Dividends paid per share	$ 1.24	$ 1.20	$ 1.15	$ 1.14	$ 1.10
Segment Information					
Net premiums written and contract deposits*					
Property & Casualty	$ 607.8	$ 635.5	$ 683.1	$ 681.5	$ 662.8
Life & Retirement	563.0	536.3	529.6	550.4	561.0
Supplemental & Group Benefits	128.0	133.2	68.7	3.1	3.3
Total	$ 1,298.8	$ 1,305.0	$ 1,281.4	$ 1,235.0	$ 1,227.1
Net income (loss)					
Property & Casualty	$ 57.0	$ 76.5	$ 54.3	$ (14.3)	$ 17.8
Life & Retirement	68.4	30.7	12.6	60.4	166.2
Supplemental & Group Benefits	46.0	42.9	18.2	0.1	(0.2)
Corporate & Other	(28.6)	(16.8)	99.3	(27.9)	(14.4)
Total	$ 142.8	$ 133.3	$ 184.4	$ 18.3	$ 169.4

(1) The acquisition of NTA Life Enterprises, LLC (reported in the Supplemental & Group Benefits segment) closed on July 1, 2019.

Consolidated Statements of Operations

($ in millions)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Revenues							
Net premiums and contract charges earned	$ 255.8	$ 255.9	$ 210.8	$ 225.4	$ 225.8	$ 511.7	$ 453.4
Net investment income	105.2	97.9	114.1	103.7	109.2	203.1	204.7
Net investment gains (losses)	(15.5)	(15.5)	(0.4)	(6.5)	4.9	(31.0)	(4.1)
Other income	0.8	8.5	6.9	7.0	7.2	9.3	15.1
Total revenues	346.3	346.8	331.4	329.6	347.1	693.1	669.1
Benefits, losses and expenses							
Benefits, claims and settlement expenses	207.6	177.0	171.5	164.8	147.1	384.6	281.4
Interest credited	42.4	40.8	10.7	51.9	51.2	83.2	101.8
Operating expenses	77.3	76.8	68.7	64.3	60.5	154.1	118.5
DAC amortization expense, excluding DAC unlocking	23.3	23.9	23.9	23.7	23.9	47.2	48.6
DAC unlocking	3.7	2.5	0.3	(0.8)	(0.4)	6.2	(1.0)
Intangible asset amortization expense	4.2	4.2	3.2	3.3	3.2	8.4	6.5
Interest expense	4.3	3.9	3.5	3.4	3.5	8.2	7.0
Total benefits, losses and expenses	362.8	329.1	281.8	310.6	289.0	691.9	562.8
Income (loss) before income taxes	(16.5)	17.7	49.6	19.0	58.1	1.2	106.3
Income tax expense (benefit)	(4.0)	3.2	9.1	2.7	11.4	(0.8)	20.3
Net income (loss)	$ (12.5)	$ 14.5	$ 40.5	$ 16.3	$ 46.7	$ 2.0	$ 86.0
Other Statistics							
Effective tax rate on net investment income	20.6 %	20.5 %	20.6 %	20.5 %	20.5 %	20.6 %	20.5 %
Net investment income, after tax	$ 83.5	$ 77.8	$ 90.6	$ 82.4	$ 86.8	$ 161.3	$ 162.7
Impairments on investments[1]	(1.9)	(1.8)	(0.6)	(6.6)	—	(3.7)	(3.2)
Catastrophe losses, net of reinsurance, pretax	45.7	7.3	11.1	38.6	17.5	53.0	28.5
Catastrophe losses, net of reinsurance, after tax	36.2	5.7	8.8	30.5	13.8	41.9	22.5

(1) Included in pretax net investment gains (losses).

Consolidated Balance Sheets

($ in millions, except per share data)	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Mar. 31, 2021
Assets						
Investments						
Fixed maturity securities, available for sale, at fair value	$ 5,688.0	$ 5,987.4	$ 6,239.3	$ 6,512.0	$ 6,555.0	$ 6,356.3
Equity securities, at fair value	117.3	126.8	147.2	152.3	145.7	140.0
Limited partnership interests	828.4	801.9	712.8	615.4	585.7	505.2
Short-term and other investments	302.7	337.0	350.2	251.6	301.1	311.6
Total investments	6,936.4	7,253.1	7,449.5	7,531.3	7,587.5	7,313.1
Cash	50.1	49.1	133.7	40.2	29.4	39.4
Deferred policy acquisition costs	389.9	323.5	248.0	244.7	236.0	262.5
Reinsurance balances receivable	497.6	510.9	153.2	137.4	136.2	149.8
Deposit asset on reinsurance	2,507.1	2,491.8	2,481.5	2,477.9	2,456.8	2,442.2
Intangible assets	196.4	200.6	145.4	148.7	151.9	155.2
Goodwill	56.3	56.3	43.5	43.5	43.5	43.5
Other assets	313.5	320.2	288.1	314.5	292.1	286.9
Separate account assets	2,811.2	3,221.9	3,441.0	3,326.8	3,256.7	3,052.9
Total assets	$ 13,758.5	$ 14,427.4	$ 14,383.9	$ 14,265.0	$ 14,190.1	$ 13,745.5
Liabilities and Shareholders' Equity						
Policy liabilities						
Investment contract and life policy reserves	$ 7,053.8	$ 7,020.2	$ 6,577.8	$ 6,569.0	$ 6,526.9	$ 6,480.0
Unpaid claims and claim expenses	490.5	475.7	425.9	440.1	433.6	452.5
Unearned premiums	252.6	244.4	255.1	261.4	251.2	250.3
Total policy liabilities	7,796.9	7,740.3	7,258.8	7,270.5	7,211.7	7,182.8
Other policyholder funds	1,027.6	1,009.8	945.9	994.3	1,023.1	885.1
Other liabilities	364.9	415.9	428.2	488.4	468.5	494.4
Short-term debt	249.0	249.0	249.0	135.0	135.0	135.0
Long-term debt	248.8	253.7	253.6	253.6	278.5	302.4
Separate account liabilities	2,811.2	3,221.9	3,441.0	3,326.8	3,256.7	3,052.9
Total liabilities	12,498.4	12,890.6	12,576.5	12,468.6	12,373.5	12,052.6
Common stock, $0.001 par value	0.1	0.1	0.1	0.1	0.1	0.1
Additional paid-in capital	498.1	496.6	495.3	492.9	490.7	489.2
Retained earnings	1,499.9	1,525.9	1,524.9	1,497.5	1,494.4	1,460.8
Accumulated other comprehensive income, net of taxes:						
Net unrealized investment gains (losses) on fixed maturity securities	(220.4)	20.0	290.7	306.9	332.2	243.6
Net funded status of benefit plans	(10.2)	(10.2)	(10.2)	(11.2)	(11.2)	(11.2)
Treasury stock, at cost	(507.4)	(495.6)	(493.4)	(489.8)	(489.6)	(489.6)
Total shareholders' equity	1,260.1	1,536.8	1,807.4	1,796.4	1,816.6	1,692.9
Total liabilities and shareholders' equity	$ 13,758.5	$ 14,427.4	$ 14,383.9	$ 14,265.0	$ 14,190.1	$ 13,745.5

Capital Metrics

($ in millions, except per share data)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Debt and Total Capitalization							
Short term debt due under revolving credit agreement[(1)]	$ 249.0	$ 249.0	$ 249.0	$ 135.0	$ 135.0	$ 249.0	$ 135.0
Senior Debt:							
4.50% Senior notes due December 1, 2025	248.8	248.7	248.6	248.6	248.5	248.8	273.5
FHLB Borrowing	—	5.0	5.0	5.0	30.0	—	5.0
Total debt	497.8	502.7	502.6	388.6	413.5	497.8	413.5
Shareholders' equity	1,260.1	1,536.8	1,807.4	1,796.4	1,816.6	1,260.1	1,816.6
Total capitalization	$ 1,757.9	$ 2,039.5	$ 2,310.0	$ 2,185.0	$ 2,230.1	$ 1,757.9	$ 2,230.1
Debt to shareholders' equity	39.5 %	32.7 %	27.8 %	21.6 %	22.8 %	39.5 %	22.8 %
Debt to total capitalization	28.3 %	24.6 %	21.8 %	17.8 %	18.5 %	28.3 %	18.5 %
Debt to total capitalization excluding net unrealized investment gains (losses) on fixed maturity securities*	25.2 %	24.9 %	24.9 %	20.7 %	21.8 %	25.2 %	21.8 %
Capital Returned to Shareholders							
Number of shares of common stock repurchased (thousands)	315.7	59.7	96.1	5.0	0.2	375.4	39.7
Common stock repurchased[(2)]	$ 11.8	$ 2.2	$ 3.6	$ 0.2	$ —	$ 14.0	$ 1.5
Cash dividends paid	13.2	13.2	12.8	12.9	12.8	26.4	25.7
Total capital returned to shareholders	$ 25.0	$ 15.4	$ 16.4	$ 13.1	$ 12.8	$ 40.4	$ 27.2

(1) Amount available for borrowing is $76.0 million; At LIBOR +115 bps; Expires on July 12, 2026.
(2) As of June 30, 2022, the Company's 2015 program had a remaining authorization of $1.3 million and the Company's 2022 program had an authorization of $50.0 million..

Property & Casualty Segment | Statements of Operations

($ in millions)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Underwriting Results							
Net premiums written*	$ 158.0	$ 139.6	$ 146.6	$ 163.8	$ 155.6	$ 297.6	$ 297.4
Net premiums earned	149.9	150.2	153.3	153.3	155.0	300.1	310.8
Losses and loss adjustment expenses							
Current accident year before catastrophe losses	98.5	101.0	98.6	93.9	100.7	199.5	184.4
Current accident year catastrophe losses	45.7	7.3	11.1	38.6	17.5	53.0	28.5
Prior years' reserve development[(1)]	6.0	—	—	(3.0)	(4.2)	6.0	(4.2)
Total losses and loss adjustment expenses	150.2	108.3	109.7	129.5	114.0	258.5	208.7
Operating expenses, including DAC amortization expense	40.1	39.4	43.3	42.1	39.9	79.5	79.4
Underwriting gain (loss)	(40.4)	2.5	0.3	(18.3)	1.1	(37.9)	22.7
Net investment income	7.7	7.2	17.3	11.3	21.7	14.9	32.5
Other income	1.2	0.8	0.5	0.7	1.2	2.0	3.3
Interest expense	—	—	—	—	—	—	0.1
Income (loss) before income taxes	(31.5)	10.5	18.1	(6.3)	24.0	(21.0)	58.4
Income tax expense (benefit)	(6.1)	2.0	3.6	(1.6)	4.7	(4.1)	11.2
Net income (loss)[(2)]	$ (25.4)	$ 8.5	$ 14.5	$ (4.7)	$ 19.3	$ (16.9)	$ 47.2
Core earnings (loss)*	$ (25.4)	$ 8.5	$ 14.5	$ (4.7)	$ 19.3	$ (16.9)	$ 47.2
Underwriting Ratios (%)							
Losses and loss adjustment expenses							
Current accident year before catastrophe losses and PYD	65.7	67.3	64.4	61.4	64.9	66.4	59.5
Current accident year catastrophe losses	30.5	4.8	7.2	25.1	11.3	17.7	9.1
Prior years' reserve development[(1)]	4.0	0.0	0.0	(2.0)	(2.7)	2.0	(1.4)
Total losses and loss adjustment expenses	100.2	72.1	71.6	84.5	73.5	86.1	67.2
Expense Ratio	26.7	26.3	28.3	27.5	25.7	26.5	25.5
Combined ratio	126.9	98.4	99.9	112.0	99.2	112.6	92.7
Combined ratio before catastrophe losses	96.4	93.6	92.7	86.9	87.9	94.9	83.6
Combined ratio before catastrophe losses and prior years' reserve development*	92.4	93.6	92.7	88.9	90.6	92.9	85.0
Informational Data							
Sales* (Annualized premium)[(3)]	$ 17.4	$ 14.8	$ 15.2	$ 17.5	$ 18.1	$ 32.2	$ 35.2
Risks in force (in thousands)[(4)]	545	547	553	559	567	545	567

(1) (Favorable) unfavorable.
(2) Net investment gains (losses) are not allocated by segment.
(3) Horace Mann products.
(4) Includes assumed risks in force of 4 for auto.

Property & Casualty Segment I Auto Products

	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Auto Underwriting Results							
Net premiums written*	$ 99.0	$ 94.5	$ 94.4	$ 103.1	$ 97.8	$ 193.5	$ 197.0
Net premiums earned	97.1	97.1	98.7	100.2	101.6	194.2	204.4
Auto Underwriting Ratios (%)							
Loss and loss adjustment expense ratio	93.2	76.0	79.9	71.5	67.6	84.6	63.3
Expense ratio	26.1	25.8	28.5	27.7	25.7	26.0	25.4
Combined ratio	119.3	101.8	108.4	99.2	93.3	110.6	88.7
Prior years' reserve development[1]	12.4	0.0	0.0	(2.0)	(3.0)	6.2	(1.5)
Catastrophe losses	3.9	0.5	0.6	2.9	2.6	2.2	1.5
Combined ratio before catastrophe losses and prior years' reserve development*	103.0	101.3	107.8	98.3	93.7	102.2	88.7
Auto Informational Data							
Household Retention - LTM[2]	86.8 %	86.5 %	86.1 %	85.1 %	83.9 %	86.8 %	83.9 %
Sales* (Annualized premium)[3]	$ 13.6	$ 11.5	$ 11.5	$ 13.2	$ 14.1	$ 25.1	$ 27.8
Risks in force (in thousands)[4]	371	372	376	381	387	371	387

(1) (Favorable) unfavorable.
(2) Retention is based on retained households. History has been restated to reflect this change.
(3) Horace Mann products.
(4) Includes assumed risks in force of 4.

Property & Casualty Segment I Property and Other Products

	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Property and Other Underwriting Results							
Net premiums written*	$ 59.0	$ 45.1	$ 52.2	$ 60.7	$ 57.8	$ 104.1	$ 100.4
Net premiums earned	52.8	53.1	54.6	53.1	53.4	105.9	106.4
Property and Other Underwriting Ratios (%)							
Loss and loss adjustment expense ratio	113.0	65.0	56.6	108.9	84.8	88.9	74.5
Expense ratio	28.0	27.3	28.1	27.2	26.0	27.7	26.0
Combined ratio	141.0	92.3	84.7	136.1	110.8	116.6	100.5
Prior years' reserve development[1]	(11.4)	0.0	0.0	(1.9)	(2.3)	(5.7)	(1.1)
Catastrophe losses	79.7	12.7	19.3	67.3	27.9	46.1	24.1
Combined ratio before catastrophe losses and prior years' development*	72.7	79.6	65.4	70.7	85.2	76.2	77.5
Property and Other Informational Data							
Household Retention - LTM[2]	89.5 %	89.3 %	88.9 %	88.1 %	87.4 %	89.5 %	87.4 %
Sales* (Annualized premium)[3]	$ 3.8	$ 3.3	$ 3.7	$ 4.3	$ 4.0	$ 7.1	$ 7.4
Risks in force (in thousands)	174	175	177	178	180	174	180

(1) (Favorable) unfavorable.
(2) Retention is based on retained households. History has been restated to reflect this change.
(3) Horace Mann products.

Life & Retirement Segment | Statements of Operations

($ in millions)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Net premiums written and contract deposits*	$ 133.6	$ 136.4	$ 135.6	$ 150.8	$ 146.3	$ 270.0	$ 276.6
Revenues							
Net premiums and contract charges earned	$ 36.8	$ 35.8	$ 25.9	$ 40.4	$ 38.5	$ 72.6	$ 77.9
Net investment income	88.4	84.2	91.2	85.8	81.7	172.6	161.6
Other income	4.4	4.9	5.1	5.1	5.0	9.3	9.8
Total revenues	129.6	124.9	122.2	131.3	125.2	254.5	249.3
Benefits and Expenses							
Death benefits / mortality costs[(1)]	8.2	12.2	10.1	10.3	8.5	20.4	23.1
Interest credited	42.2	40.7	10.7	51.8	51.1	82.9	101.6
Change in reserves	22.5	21.7	41.3	14.5	14.5	44.2	29.5
Operating expenses	24.8	25.8	27.1	25.7	24.6	50.6	48.3
DAC amortization expense, excluding DAC unlocking	7.2	7.4	6.9	6.6	6.6	14.6	13.5
DAC unlocking	3.7	2.5	0.3	(0.8)	(0.4)	6.2	(1.0)
Intangible asset amortization expense	0.3	0.3	0.3	0.4	0.2	0.6	0.6
Total benefits and expenses	108.9	110.6	96.7	108.5	105.1	219.5	215.6
Income before income taxes	20.7	14.3	25.5	22.8	20.1	35.0	33.7
Income tax expense	3.4	2.5	4.1	3.7	3.6	5.9	5.8
Net income[(2)]	$ 17.3	$ 11.8	$ 21.4	$ 19.1	$ 16.5	$ 29.1	$ 27.9
Core earnings*	17.3	11.8	21.4	19.1	16.5	29.1	27.9
Adjusted core earnings*	$ 20.4	$ 14.0	$ 21.9	$ 18.8	$ 16.4	$ 34.4	$ 27.5

(1) Ordinary life insurance.
(2) Net investment gains (losses) are not allocated by segment.

Life & Retirement Segment | Life Insurance Products

($ in millions)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Net premiums written and contract deposits*	$ 29.4	$ 24.4	$ 31.4	$ 29.4	$ 28.9	$ 53.8	$ 53.4
Net investment income	21.5	20.5	22.5	21.0	19.7	42.0	39.2
Death benefits / mortality costs[1]	8.2	12.2	10.1	10.3	8.5	20.4	23.1
Earnings margin (before tax)							
Return on net premiums - LTM	25.9 %	22.1 %	18.8 %	14.6 %	14.0 %	25.9 %	14.0 %
Informational Data							
Lapse ratio - LTM[1]	3.8 %	3.8 %	3.5 %	3.8 %	4.0 %	3.8 %	4.0 %
Annualized sales*	$ 2.2	$ 1.8	$ 2.3	$ 2.0	$ 2.4	$ 4.0	$ 4.4
Insurance in force	$ 19,714	$ 19,595	$ 19,548	$ 19,384	$ 19,239	$ 19,714	$ 19,239
Policies in force (in thousands)	162	163	163	163	163	162	163

[1] Ordinary life insurance.

Life & Retirement Segment | Retirement Products

($ in millions)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Net annuity contract deposits*	$ 104.2	$ 112.0	$ 104.2	$ 121.4	$ 117.4	$ 216.2	$ 223.2
Net investment income - managed portfolio	41.2	38.8	42.7	39.2	36.9	80.0	72.9
Interest credited	14.9	13.8	14.1	14.2	14.1	28.7	27.9
Net interest margin	26.3	25.0	28.6	25.0	22.8	51.3	45.0
Investment income - deposit asset on reinsurance	25.8	24.9	26.0	25.6	25.1	50.7	49.5
Interest credited - reinsured block	26.5	26.1	26.7	26.5	25.9	52.6	51.4
Net interest margin - reinsured block	(0.7)	(1.2)	$ (0.7)	$ (0.9)	$ (0.8)	$ (1.9)	$ (1.9)
Fixed annuity interest spread - Annualized	303	286	344	297	265	295	259
Variable annuity fee margin - Annualized	134	129	148	145	147	133	145
Informational Data							
Assets under administration (AUA)							
Annuity assets under management[1]	$ 4,889.1	$ 5,185.6	$ 5,339.8	$ 5,246.9	$ 5,173.1	$ 4,889.1	$ 5,173.1
Brokerage and advisory assets under administration	2,176.3	2,486.0	2,597.9	2,499.5	2,516.4	2,176.3	2,516.4
Recordkeeping assets under administration	1,192.5	1,407.2	1,572.0	1,606.3	1,629.9	1,192.5	1,629.9
Total AUA	$ 8,257.9	$ 9,078.8	$ 9,509.7	$ 9,352.7	$ 9,319.4	$ 8,257.9	$ 9,319.4
Total Persistency - LTM	94.1 %	94.3 %	94.4 %	94.7 %	94.9 %	94.1 %	94.9 %
Annuity contracts in force (in thousands)	228	229	230	229	229	228	229
Retirement Advantage® contracts in force (in thousands)	16	16	15	14	13	16	13

[1] Amount reported as of June 30, 2022 excludes $658.4 million of assets under management held under modified coinsurance reinsurance.

Life & Retirement Segment I Account Value Rollforward

($ in millions)	Three Months Ended					
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Mar. 31, 2021
Fixed Account Annuities[1]						
Beginning balance	$ 2,212.4	$ 2,207.0	$ 2,217.5	$ 2,208.5	$ 2,200.8	$ 2,188.3
Reinsurance transfer	(16.3)	(10.1)	(6.2)	(21.9)	(15.7)	(21.2)
Deposits	46.0	46.6	43.4	57.0	50.8	46.4
Withdrawals	(74.5)	(79.9)	(99.0)	(72.7)	(75.2)	(68.6)
Net transfers	15.8	11.0	10.5	8.1	8.2	16.6
Interest credited	41.4	39.9	40.8	40.7	40.0	39.3
Other	(1.6)	(2.1)	—	(2.2)	(0.4)	—
Ending balance	$ 2,223.2	$ 2,212.4	$ 2,207.0	$ 2,217.5	$ 2,208.5	$ 2,200.8
Fixed Indexed Account Annuities[2]						
Beginning balance	$ 519.2	$ 526.4	$ 522.7	$ 526.8	$ 520.8	$ 514.2
Deposits	8.0	9.3	9.6	10.3	12.8	9.6
Withdrawals	(10.2)	(11.9)	(10.2)	(14.9)	(10.7)	(7.6)
Net transfers	(0.2)	(0.1)	(0.6)	(0.9)	(0.4)	(0.4)
Index credits	0.7	2.5	5.4	5.1	6.2	1.2
Other	(4.4)	(7.0)	(0.5)	(3.7)	(1.9)	3.8
Ending balance	$ 513.1	$ 519.2	$ 526.4	$ 522.7	$ 526.8	$ 520.8
Variable Account Annuities[3]						
Beginning balance	$ 3,221.8	$ 3,441.0	$ 3,326.9	$ 3,256.7	$ 3,052.9	$ 2,891.4
Deposits	62.1	66.8	66.2	71.0	67.7	61.5
Withdrawals	(44.9)	(47.3)	(55.5)	(45.6)	(40.5)	(44.5)
Net transfers	(15.5)	(10.9)	(9.9)	(7.2)	(7.8)	(16.2)
Fees and charges	(11.2)	(11.7)	(13.2)	(12.4)	(12.0)	(11.0)
Market appreciation (depreciation)	(401.1)	(216.1)	126.5	64.4	196.4	171.7
Other	—	—	—	—	—	—
Ending balance	$ 2,811.2	$ 3,221.8	$ 3,441.0	$ 3,326.9	$ 3,256.7	$ 3,052.9
Held under modified coinsurance agreement	658.4	767.8	834.6	820.2	818.9	782.8
Ending balance net of reinsurance	$ 2,152.8	$ 2,454.0	$ 2,606.4	$ 2,506.7	$ 2,437.8	$ 2,270.1

[1] Represents account balances having a guarantee of principal and a guaranteed minimum rate of return.
[2] Represents account balances with a contingent return linked to the Standard & Poor's 500 Index and/or the Dow Jones Industrial Average.
[3] Represents account balances invested in various mutual funds at the direction of the contractholders who bear the investment risk.

Supplemental & Group Benefits | Statements of Operations

($ in millions)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Revenues							
Net premiums and contract charges earned	69.1	$ 69.9	$ 31.6	$ 31.7	$ 32.3	$ 139.0	$ 64.7
Net investment income	9.6	7.1	6.2	7.2	6.4	16.7	11.8
Other income	(4.8)	1.6	0.7	0.6	0.6	(3.2)	1.3
Total revenues	73.9	78.6	38.5	39.5	39.3	152.5	77.8
Benefits and Expenses							
Benefits, settlement expenses and change in reserves	26.9	34.9	10.4	10.6	10.2	61.8	20.3
Operating expenses (includes DAC unlocking and amortization expense)	26.5	25.5	11.1	11.4	10.7	52.0	21.7
Intangible asset amortization expense	3.9	3.9	2.9	2.9	3.0	7.8	5.9
Total benefits and expenses	57.3	64.3	24.4	24.9	23.9	121.6	47.9
Income before income taxes	16.6	14.3	14.1	14.6	15.4	30.9	29.9
Income tax expense	3.4	3.1	2.9	3.1	3.4	6.5	6.6
Net income(1)	$ 13.2	$ 11.2	$ 11.2	$ 11.5	$ 12.0	$ 24.4	$ 23.3
Core earnings*	$ 13.2	$ 11.2	$ 11.2	$ 11.5	$ 12.0	$ 24.4	$ 23.3
Adjusted core earnings*	$ 16.3	$ 14.3	$ 13.5	$ 13.8	$ 14.3	$ 30.6	$ 28.0
Informational Data							
Sales*	3.5	$ 3.7	$ 2.2	$ 2.1	$ 1.2	$ 7.2	$ 2.2
Benefits ratio(2)	38.9 %	49.9 %	32.9 %	33.4 %	31.6 %	44.5 %	31.4 %
Operating expense ratio(3)	35.9 %	32.4 %	28.8 %	28.9 %	27.2 %	34.1 %	27.9 %
Pretax profit margin(3)	22.5 %	18.2 %	36.6 %	37.0 %	39.2 %	20.3 %	38.4 %

(1) Net investment gains (losses) are not allocated by segment.
(2) Benefits ratio measured to net premiums earned.
(3) Operating expense ratio and pretax profit margin measured to total revenues.

Supplemental & Group Benefits I Voluntary Products

($ in millions)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Net premiums written and contract deposits*	$ 30.8	$ 30.4	$ 31.2	$ 30.9	$ 31.7	$ 61.2	$ 63.3
Informational Data							
Sales*	$ 2.2	$ 1.4	$ 2.2	$ 2.0	$ 1.2	$ 3.6	$ 2.2
Benefits ratio(1)	34.3 %	29.3 %	31.6 %	33.9 %	31.3 %	31.8 %	31.1 %
Operating expense ratio(2)	27.1 %	28.8 %	28.0 %	27.7 %	26.5 %	27.9 %	27.0 %
Pretax profit margin(2)	39.5 %	39.8 %	38.4 %	37.6 %	40.0 %	39.8 %	39.4 %
Premium persistency (rolling 12 months)	92.0 %	92.1 %	92.5 %	92.2 %	90.7 %	92.0 %	90.7 %
Policies in force (in thousands)	274	275	278	280	282	274	282

(1) Benefits ratio measured to net premiums earned.
(2) Operating expense ratio and pretax profit margin measured to total revenues.

Supplemental & Group Benefits I Employer-Sponsored Products

($ in millions)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Net premiums written and contract deposits*	$ 37.5	$ 39.8	N.M.	N.M.	N.M.	$ 77.3	N.M.
Informational Data							
Sales*	$ 1.3	$ 2.3	N.M.	N.M.	N.M.	$ 3.6	N.M.
Benefits ratio(1)	42.6 %	66.1 %	N.M.	N.M.	N.M.	54.4 %	N.M.
Operating expense ratio(2)	45.9 %	35.9 %	N.M.	N.M.	N.M.	40.5 %	N.M.
Pretax profit margin(2)	2.9 %	(2.0)%	N.M.	N.M.	N.M.	0.1 %	N.M.
Covered lives	714	717	N.M.	N.M.	N.M.	714	N.M.

N.M. - Not meaningful.
(1) Benefits ratio measured to net premiums earned.
(2) Operating expense ratio and pretax profit margin measured to total revenues.

Corporate & Other Segment I Statements of Operations

($ in millions, amounts are net of consolidating eliminations)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Revenues							
Net investment income	$ (0.5)	$ (0.6)	$ (0.6)	$ (0.6)	$ (0.6)	$ (1.1)	$ (1.2)
Other income	—	1.2	0.6	0.6	0.4	1.2	0.7
Total revenues	(0.5)	0.6	—	—	(0.2)	0.1	(0.5)
Expenses							
Interest expense	4.3	3.9	3.5	3.4	3.5	8.2	6.9
Debt retirement costs	—	—	—	—	—	—	—
Other operating expenses	2.0	2.6	4.2	2.2	2.6	4.6	4.2
Total expenses	6.3	6.5	7.7	5.6	6.1	12.8	11.1
Loss before income taxes	(6.8)	(5.9)	(7.7)	(5.6)	(6.3)	(12.7)	(11.6)
Income tax benefit	(1.4)	(1.1)	(1.4)	(1.1)	(1.3)	(2.5)	(2.4)
Loss after tax	$ (5.4)	$ (4.8)	$ (6.3)	$ (4.5)	$ (5.0)	$ (10.2)	$ (9.2)
Net investment gains (losses) pretax[(1)]	(15.5)	(15.5)	(0.4)	(6.5)	4.9	(31.0)	(4.1)
Tax on net investment gains (losses)[(1)]	(3.3)	(3.3)	(0.1)	(1.4)	1.0	(6.6)	(0.9)
Net investment gains (losses) after tax[(1)]	(12.2)	(12.2)	(0.3)	(5.1)	3.9	(24.4)	(3.2)
Net loss	$ (17.6)	$ (17.0)	$ (6.6)	$ (9.6)	$ (1.1)	$ (34.6)	$ (12.4)
Net Investment Gains (Losses)							
Gross realized gains	$ 1.3	$ 5.8	$ 8.8	$ 7.0	$ 5.8	$ 7.1	$ 9.7
Gross realized losses, excluding impairment charges	(2.3)	(2.4)	(5.8)	(5.9)	(5.2)	(4.7)	(12.1)
Change in fair value of equity securities	(12.6)	(17.1)	(2.8)	(1.0)	4.3	(29.7)	1.5
Impairment charges	(1.9)	(1.8)	(0.6)	(6.6)	—	(3.7)	(3.2)
Total net investment gains (losses)	$ (15.5)	$ (15.5)	$ (0.4)	$ (6.5)	$ 4.9	$ (31.0)	$ (4.1)

[(1)] Corporate level transactions, such as net investment gains (losses), are not allocated to the operating segments consistent with how management evaluates the results of those segments.

Investment Earnings Before Taxes Consolidated

($ in millions)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Net Investment Income							
Fixed maturity securities[1]							
Taxable	$ 59.3	$ 55.6	$ 55.5	$ 56.9	$ 56.4	$ 114.9	$ 111.1
Tax-exempt	2.7	3.0	2.9	2.9	3.0	5.7	6.3
Total fixed maturity securities	62.0	58.6	58.4	59.8	59.4	120.6	117.4
Equity securities	4.0	1.3	1.5	1.4	1.3	5.3	2.4
Policy loans	2.0	2.0	2.3	2.3	2.4	4.0	4.7
Commercial mortgage loan funds	1.4	5.9	4.0	3.4	2.0	7.3	4.2
Limited partnership interests	11.9	7.1	23.9	13.4	21.0	19.0	30.1
Short-term investments and other	0.6	0.7	0.8	0.5	0.5	1.3	1.0
Investment income	81.9	75.6	90.9	80.8	86.6	157.5	159.8
Investment expense	2.5	2.6	2.8	2.7	2.5	5.1	4.6
Total net investment income - investment portfolio	79.4	73.0	88.1	78.1	84.1	152.4	155.2
Investment income - Deposit asset on reinsurance	25.8	24.9	26.0	25.6	25.1	50.7	49.5
Total gross investment income	$ 105.2	$ 97.9	$ 114.1	$ 103.7	$ 109.2	$ 203.1	$ 204.7
Investment yield, pretax - annualized[2]	4.86 %	4.58 %	5.61 %	4.97 %	5.36 %	4.72 %	4.96 %
Investment yield, after tax - annualized[2]	3.86 %	3.64 %	4.46 %	3.96 %	4.27 %	3.75 %	3.95 %
Investment yield, excluding limited partnership interests, pretax - annualized[2]	4.28 %	4.29 %	4.32 %	4.34 %	4.22 %	4.29 %	4.20 %
Investment yield, excluding limited partnership interests, after tax - annualized[2]	3.40 %	3.42 %	3.44 %	3.46 %	3.37 %	3.41 %	3.35 %
Portfolio Net Investment Income by Segment							
Property & Casualty	$ 7.7	$ 7.2	$ 17.3	$ 11.3	$ 21.7	$ 14.9	$ 32.5
Life & Retirement	62.7	59.3	65.2	60.2	56.6	122.0	112.1
Supplemental & Group Benefits	9.6	7.1	6.2	7.2	6.4	16.7	11.8
Corporate & Other, including intersegment eliminations	(0.6)	(0.6)	(0.6)	(0.6)	(0.6)	(1.2)	(1.2)
Total net investment income	$ 79.4	$ 73.0	$ 88.1	$ 78.1	$ 84.1	$ 152.4	$ 155.2
Earnings on Limited Partnership Interests by Segment							
Property & Casualty	$ (0.3)	$ 0.7	$ 11.2	$ 5.0	$ 14.9	$ 0.4	$ 18.7
Life & Retirement	9.9	5.2	11.1	6.9	5.1	15.1	10.1
Supplemental & Group Benefits	2.3	1.2	1.6	1.5	1.0	3.5	1.3
Total limited partnership interests	$ 11.9	$ 7.1	$ 23.9	$ 13.4	$ 21.0	$ 19.0	$ 30.1

[1] Includes income on short-term bonds.
[2] Yields calculated by annualizing the result of year-to-date net investment income divided by the average period-end and beginning of year invested assets at cost, amortized cost, or adjusted carrying value, as applicable.

Composition of Invested Assets Consolidated

($ in millions)	June 30, 2022		March 31, 2022		December 31, 2021		September 30, 2021		June 30, 2021		March 31, 2021	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Fixed maturity securities, at fair value[(1)]	$ 5,688.0	82.0 %	$ 5,987.4	82.5 %	$ 6,239.3	83.7 %	$ 6,512.0	86.5 %	$ 6,555.0	86.4 %	$ 6,356.3	86.9 %
Equity securities, at fair value	117.3	1.7 %	126.8	1.8 %	147.2	2.0 %	152.3	2.0 %	145.7	1.9 %	140.0	1.9 %
Policy loans, at outstanding balance	140.8	2.0 %	141.0	2.0 %	142.1	1.9 %	143.9	1.9 %	145.5	1.9 %	147.6	2.0 %
Commercial mortgage loan funds	446.4	6.5 %	429.2	5.9 %	346.8	4.7 %	265.9	3.5 %	254.8	3.4 %	197.3	2.7 %
Limited partnership interests	382.0	5.5 %	372.7	5.1 %	366.0	4.9 %	349.5	4.7 %	330.9	4.4 %	307.9	4.2 %
Short-term investments and other	161.9	2.3 %	196.0	2.7 %	208.1	2.8 %	107.7	1.4 %	155.6	2.0 %	164.0	2.3 %
Total investments	$ 6,936.4	100.0 %	$ 7,253.1	100.0 %	$ 7,449.5	100.0 %	$ 7,531.3	100.0 %	$ 7,587.5	100.0 %	$ 7,313.1	100.0 %
Asset-backed securities	$ 293.6	5.2 %	$ 289.7	4.8 %	$ 274.1	4.4 %	$ 302.7	4.6 %	$ 336.7	5.1 %	$ 362.3	5.7 %
Collateralized loan obligations	680.5	12.0 %	679.4	11.3 %	669.1	10.7 %	687.8	10.6 %	671.4	10.2 %	675.0	10.6 %
Commercial mortgage-backed securities	302.5	5.3 %	297.5	5.0 %	310.3	5.0 %	318.5	4.9 %	328.6	5.0 %	329.5	5.2 %
Corporate	2,192.0	38.5 %	2,338.5	39.1 %	2,432.3	39.0 %	2,495.6	38.3 %	2,453.1	37.4 %	2,238.7	35.2 %
Municipal	1,426.2	25.1 %	1,579.5	26.4 %	1,703.4	27.3 %	1,775.5	27.3 %	1,799.1	27.5 %	1,768.1	27.8 %
Residential mortgage-backed securities	421.9	7.4 %	436.9	7.3 %	484.2	7.7 %	523.0	8.0 %	509.8	7.8 %	524.4	8.3 %
U.S. Treasuries and government agencies	371.3	6.5 %	365.9	6.1 %	365.9	5.9 %	408.9	6.3 %	456.3	7.0 %	458.3	7.2 %
Total fixed maturity securities	$ 5,688.0	100.0 %	$ 5,987.4	100.0 %	$ 6,239.3	100.0 %	$ 6,512.0	100.0 %	$ 6,555.0	100.0 %	$ 6,356.3	100.0 %
U.S. government/government agencies	$ 1,012.3	17.8 %	$ 1,013.3	16.9 %	$ 1,064.8	17.1 %	$ 1,139.0	17.5 %	$ 1,166.2	17.8 %	$ 1,166.3	18.4 %
AAA	571.3	10.0 %	590.4	9.9 %	624.4	10.0 %	634.0	9.7 %	661.8	10.1 %	714.9	11.2 %
AA	1,179.4	20.7 %	1,258.7	21.0 %	1,260.4	20.2 %	1,341.1	20.6 %	1,364.5	20.8 %	1,315.9	20.7 %
A	1,020.8	18.0 %	1,112.2	18.6 %	1,192.8	19.1 %	1,203.4	18.5 %	1,225.6	18.7 %	1,178.1	18.5 %
BBB	1,356.6	23.9 %	1,419.3	23.7 %	1,468.4	23.5 %	1,547.5	23.8 %	1,513.9	23.1 %	1,408.0	22.2 %
BB and below	243.7	4.3 %	274.2	4.6 %	281.5	4.5 %	280.4	4.3 %	282.3	4.3 %	250.2	3.9 %
Securities not rated[(2)]	303.9	5.3 %	319.3	5.3 %	347.0	5.6 %	366.6	5.6 %	340.7	5.2 %	322.9	5.1 %
Total fixed maturity securities	$ 5,688.0	100.0 %	$ 5,987.4	100.0 %	$ 6,239.3	100.0 %	$ 6,512.0	100.0 %	$ 6,555.0	100.0 %	$ 6,356.3	100.0 %
Investments by Segment												
Property & Casualty	$ 792.1	11.4 %	$ 846.0	11.7 %	$ 975.9	13.1 %	$ 985.3	13.1 %	$ 1,045.9	13.8 %	$ 1,030.5	14.1 %
Life & Retirement	5,302.1	76.4 %	5,542.8	76.4 %	5,790.2	77.7 %	5,860.8	77.8 %	5,853.2	77.1 %	5,631.4	77.0 %
Supplemental & Group Benefits	830.1	12.0 %	863.2	11.9 %	681.4	9.2 %	683.8	9.1 %	680.1	9.0 %	648.0	8.9 %
Corporate & Other[(3)]	12.1	0.2 %	1.1	— %	2.0	— %	1.4	— %	8.3	0.1 %	3.2	— %
Total investments	$ 6,936.4	100.0 %	$ 7,253.1	100.0 %	$ 7,449.5	100.0 %	$ 7,531.3	100.0 %	$ 7,587.5	100.0 %	$ 7,313.1	100.0 %

(1) Amortized cost, net of $6,046.5, $5,970.7, $5,797.7, $6,045.6, $6,049.4, and $5,992.7, at June 30, 2022, March 31, 2022, December 31, 2021, September 30, 2021, June 30, 2021, and March 31, 2021, respectively.

(2) This category primarily represents private placement and municipal securities not rated by a nationally recognized statistical ratings organization. (NRSRO - S&P, Moody's Fitch, Dominion, AM Best, Morningstar, Egan Jones and Kroll.

(3) Corporate & Other segment assets are comprised primarily of short-term investments.

Appendix: Reconciliations of GAAP Measures to Non-GAAP Measures

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

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

Some of these measures exclude net investment gains (losses), net of tax, and/or net unrealized investment gains on fixed maturity securities, net of tax, which can be significantly impacted by both discretionary and other economic factors and are not necessarily indicative of operating trends.

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

Reconciliations of GAAP Measures to Non-GAAP Measures

($ in millions after tax)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Reconciliation of Net Income (Loss) to Core Earnings (Loss) and Adjusted Core Earnings							
Net income (loss)	$ (12.5)	$ 14.5	$ 40.5	$ 16.3	$ 46.7	$ 2.0	$ 86.0
Less: Net investment gains (losses)	(12.2)	(12.2)	(0.3)	(5.1)	3.9	(24.4)	(3.2)
Core earnings (loss)*	$ (0.3)	$ 26.7	$ 40.8	$ 21.4	$ 42.8	$ 26.4	$ 89.2
Less: DAC unlocking	2.9	2.0	0.2	(0.6)	(0.3)	4.9	(0.8)
Intangible asset amortization	3.3	3.3	2.6	2.6	2.5	6.6	5.1
Adjusted core earnings*	$ 5.9	$ 32.0	$ 43.6	$ 23.4	$ 45.0	$ 37.9	$ 93.5
Pretax net income (loss)	$ (16.5)	$ 17.7	$ 49.6	$ 19.0	$ 58.1	$ 1.2	$ 106.3
Less: Pretax net investment gains (losses)	(15.5)	(15.5)	(0.4)	(6.5)	4.9	(31.0)	(4.1)
Pretax core earnings (loss)*	$ (1.0)	$ 33.2	$ 50.0	$ 25.5	$ 53.2	$ 32.2	$ 110.4
Less: Pretax DAC unlocking	3.7	2.5	0.3	(0.8)	(0.4)	6.2	(1.0)
Pretax Intangible asset amortization	4.2	4.2	3.2	3.3	3.2	8.4	6.5
Adjusted pretax core earnings*	$ 6.9	$ 39.9	$ 53.5	$ 28.0	$ 56.0	$ 46.8	$ 115.9
Reconciliation of Net Income (Loss) per Share to Core Earnings (Loss) per Share and Adjusted Core Earnings per Share on a Basic and Diluted Basis							
Net income (loss) per share (basic)	$ (0.30)	$ 0.35	$ 0.96	$ 0.39	$ 1.11	$ 0.05	$ 2.05
Less: Net investment gains (losses)	(0.29)	(0.29)	(0.01)	(0.12)	0.09	(0.58)	(0.08)
Core earnings (loss) per share (basic)*	$ (0.01)	$ 0.64	$ 0.97	$ 0.51	$ 1.02	$ 0.63	$ 2.13
Less: DAC unlocking	0.08	0.04	—	(0.01)	(0.01)	0.12	(0.02)
Intangible asset amortization	0.08	0.08	0.06	0.06	0.06	0.16	0.12
Adjusted core earnings per share (basic)*	$ 0.15	$ 0.76	$ 1.03	$ 0.56	$ 1.07	$ 0.91	$ 2.23
Net income (loss) per share (diluted)	$ (0.30)	$ 0.35	$ 0.96	$ 0.39	$ 1.11	$ 0.05	$ 2.04
Less: Net investment gains (losses)	(0.29)	(0.29)	(0.01)	(0.11)	0.09	(0.58)	(0.08)
Core earnings (loss) per share (diluted)*	$ (0.01)	$ 0.64	$ 0.97	$ 0.50	$ 1.02	$ 0.63	$ 2.12
Less: DAC unlocking	0.08	0.04	—	(0.01)	(0.01)	0.12	(0.02)
Intangible asset amortization	0.08	0.08	0.06	0.06	0.06	0.16	0.12
Adjusted core earnings per share (diluted)*	$ 0.15	$ 0.76	$ 1.03	$ 0.55	$ 1.07	$ 0.91	$ 2.22

Reconciliations of GAAP Measures to Non-GAAP Measures

($ in millions after tax)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Reconciliation of Life & Retirement Net Income to Core Earnings and Adjusted Core Earnings							
Net income	$ 17.3	$ 11.8	$ 21.4	$ 19.1	$ 16.5	$ 29.1	$ 27.9
Less: Net investment gains (losses)	—	—	—	—	—	—	—
Other expense - goodwill and intangible asset impairments	—	—	—	—	—	—	—
Core earnings*	$ 17.3	$ 11.8	$ 21.4	$ 19.1	$ 16.5	$ 29.1	$ 27.9
Less: DAC unlocking	2.9	2.0	0.2	(0.6)	(0.3)	4.9	(0.8)
Intangible asset amortization	0.2	0.2	0.3	0.3	0.2	0.4	0.4
Adjusted core earnings*	$ 20.4	$ 14.0	$ 21.9	$ 18.8	$ 16.4	$ 34.4	$ 27.5
Reconciliation of Supplemental & Group Benefits Net Income to Core Earnings and Adjusted Core Earnings							
Net income	$ 13.2	$ 11.2	$ 11.2	$ 11.5	$ 12.0	$ 24.4	$ 23.3
Less: Net investment gains (losses)	—	—	—	—	—	—	—
Other expense - goodwill and intangible asset impairments	—	—	—	—	—	—	—
Core earnings*	$ 13.2	$ 11.2	$ 11.2	$ 11.5	$ 12.0	$ 24.4	$ 23.3
Less: DAC unlocking	—	—	—	—	—	—	—
Intangible asset amortization	3.1	3.1	2.3	2.3	2.3	6.2	4.7
Adjusted core earnings*	$ 16.3	$ 14.3	$ 13.5	$ 13.8	$ 14.3	$ 30.6	$ 28.0

Reconciliations of GAAP Measures to Non-GAAP Measures

($ in millions)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Reconciliation of Return on Equity							
Average Shareholders' Equity							
Shareholders' equity	$ 1,260.1	$ 1,536.8	$ 1,807.4	$ 1,796.4	$ 1,816.6	$ 1,260.1	$ 1,816.6
Net unrealized investment gains (losses) on fixed maturity securities	(220.4)	20.0	290.7	306.9	332.2	(220.4)	332.2
Five quarter average shareholders' equity	1,643.5	1,730.0	1,780.7	1,762.3	1,731.0	1,643.5	1,731.0
Two quarter average shareholders' equity	1,398.5	1,672.1	1,801.9	1,806.5	1,754.8	1,533.8	1,803.4
Five quarter average shareholders' equity excluding net unrealized investment gains (losses) on fixed maturity securities	1,497.6	1,491.3	1,472.7	1,446.9	1,421.1	1,497.6	1,421.1
Two quarter average shareholders' equity excluding net unrealized investment gains (losses) on fixed maturity securities	1,498.7	1,516.8	1,503.1	1,487.0	1,466.9	1,498.6	1,454.1
Net Income Return on Equity - LTM							
Numerator: LTM net income	$ 58.8	$ 118.0	$ 142.8	$ 150.1	$ 170.3	$ 58.8	$ 170.3
Denominator: Five quarter average shareholders' equity	1,643.5	1,730.0	1,780.7	1,762.3	1,731.0	1,643.5	1,731.0
Net income ROE - LTM	3.6 %	6.8 %	8.0 %	8.5 %	9.8 %	3.6 %	9.8 %
Net Income Return on Equity - Annualized							
Numerator: Annualized net income	$ (50.0)	$ 58.0	$ 162.0	$ 65.2	$ 186.8	$ 4.0	$ 172.0
Denominator: Two quarter average shareholders' equity	1,398.5	1,672.1	1,801.9	1,806.5	1,754.8	1,533.8	1,803.4
Net income ROE - Annualized	(3.6)%	3.5 %	9.0 %	3.6 %	10.6 %	0.3 %	9.5 %
Core Return on Equity - LTM							
Numerator: LTM core earnings	$ 88.6	$ 131.7	$ 151.4	$ 158.1	$ 171.3	$ 88.6	$ 171.3
Denominator: Five quarter average shareholders' equity excluding net unrealized investment gains (losses) on fixed maturity securities	1,497.6	1,491.3	1,472.7	1,446.9	1,421.1	1,497.6	1,421.1
Core ROE - LTM	5.9 %	8.8 %	10.3 %	10.9 %	12.1 %	5.9 %	12.1 %
Core Return on Equity - Annualized							
Numerator: Annualized core earnings	$ (1.2)	$ 106.8	$ 163.2	$ 85.6	$ 171.2	$ 52.8	$ 178.4
Denominator: Two quarter average shareholders' equity excluding net unrealized investment gains (losses) on fixed maturity securities	1,498.7	1,516.8	1,503.1	1,487.0	1,466.9	1,498.6	1,454.1
Core ROE - Annualized	(0.1)%	7.0 %	10.9 %	5.8 %	11.7 %	3.5 %	12.3 %
Adjusted Core Return on Equity - LTM							
Numerator: LTM adjusted core earnings	$ 104.9	$ 144.0	$ 160.5	$ 166.9	$ 180.1	$ 104.9	$ 180.1
Denominator: Five quarter average shareholders' equity excluding net unrealized investment gains (losses) on fixed maturity securities	1,497.6	1,491.3	1,472.7	1,446.9	1,421.1	1,497.6	1,421.1
Adjusted core ROE - LTM	7.0 %	9.7 %	10.9 %	11.5 %	12.7 %	7.0 %	12.7 %
Adjusted Core Return on Equity - Annualized							
Numerator: Annualized adjusted core earnings	$ 23.6	$ 128.0	$ 174.4	$ 93.6	$ 180.0	$ 75.8	$ 187.0
Denominator: Two quarter average shareholders' equity excluding net unrealized investment gains (losses) on fixed maturity securities	1,498.7	1,516.8	1,503.1	1,487.0	1,466.9	1,498.6	1,454.1
Adjusted core ROE - Annualized	1.6 %	8.4 %	11.6 %	6.3 %	12.3 %	5.1 %	12.9 %

Reconciliations of GAAP Measures to Non-GAAP Measures

($ in millions)	Twelve Months Ended				
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021
Reconciliation of Book Value per Common Share to Adjusted Book Value per Common Share and Tangible Book Value per Common Share					
Shareholders' equity	$ 1,260.1	$ 1,536.8	$ 1,807.4	$ 1,796.4	$ 1,816.6
Less: Net unrealized investment gains (losses) on fixed maturity securities	(220.4)	20.0	290.7	306.9	332.2
Adjusted common shareholders' equity	1,480.5	1,516.8	1,516.7	1,489.5	1,484.4
Less: Goodwill	56.3	56.3	43.5	43.5	43.5
Other intangible assets	196.4	200.6	145.4	148.7	151.9
Impact of deferred taxes	(0.8)	(0.9)	(0.4)	(0.5)	(0.4)
Tangible shareholders' equity	$ 1,228.6	$ 1,260.8	$ 1,328.2	$ 1,297.8	$ 1,289.4
Common shares outstanding	41.2	41.4	41.4	41.5	41.5
Book value per share	$ 30.59	$ 37.14	$ 43.66	$ 43.30	$ 43.78
Adjusted book value per share*	35.94	36.65	36.64	35.90	35.78
Tangible book value per share*	29.83	30.47	32.09	31.28	31.08
Reconciliation of Debt to Total Capitalization Ratio to Debt to Total Capitalization Ratio, Excluding Net Unrealized Investment Gains (Losses) on Fixed Maturity Securities					
Debt to total capitalization					
Numerator: Total debt	$ 497.8	$ 502.7	$ 502.6	$ 388.6	$ 413.5
Denominator:					
Total debt	497.8	502.7	502.6	388.6	413.5
Common shareholders' equity	1,260.1	1,536.8	1,807.4	1,796.4	1,816.6
Total capital	1,757.9	2,039.5	2,310.0	2,185.0	2,230.1
Debt to total capitalization	28.3 %	24.6 %	21.8 %	17.8 %	18.5 %
Debt to total capitalization excluding net unrealized investment gains (losses) on fixed maturity securities					
Numerator: Total debt	$ 497.8	$ 502.7	$ 502.6	$ 388.6	$ 413.5
Denominator:					
Total debt	497.8	502.7	502.6	388.6	413.5
Common shareholders' equity	1,260.1	1,536.8	1,807.4	1,796.4	1,816.6
Less: Net unrealized investment gains (losses) on fixed maturity securities	(220.4)	20.0	290.7	306.9	332.2
Total capital excluding net unrealized investment gains (losses) on fixed maturity securities	1,978.3	2,019.5	2,019.3	1,878.1	1,897.9
Debt to total capitalization excluding net unrealized investment gains (losses) on fixed maturity securities*	25.2 %	24.9 %	24.9 %	20.7 %	21.8 %

Reconciliations of GAAP Measures to Non-GAAP Measures

($ in millions after tax)	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Reconciliation of Investment Yield, Excluding Limited Partnership Interests							
Numerator:							
Total net investment income, pretax	$ 105.2	$ 97.9	$ 114.1	$ 103.7	$ 109.2	$ 203.1	$ 204.7
Less: Investment income on deposit asset on reinsurance	25.8	24.9	26.0	25.6	25.1	50.7	49.5
Investment income on limited partnership interests(1)	11.9	7.1	23.9	13.4	21.0	19.0	30.1
FHLB interest credited	1.6	0.8	0.8	0.8	0.7	2.4	1.3
Adjusted net investment income, pretax	65.9	65.1	63.4	63.9	62.4	131.0	123.8
Denominator:							
Adjusted investment portfolio, beginning of period(2)	$ 6,277.6	$ 5,859.4	$ 5,882.9	$ 5,893.5	$ 5,921.1	$ 5,859.4	$ 5,815.6
Adjusted investment portfolio, end of period(2)	6,046.4	6,277.6	5,859.4	5,882.9	5,893.5	6,046.4	5,893.5
Average adjusted investment portfolio for the period	6,162.0	6,068.5	5,871.2	5,888.2	5,907.3	5,952.9	5,854.6
Investment yield, excluding limited partnership interests, pretax - annualized(3)	4.28 %	4.29 %	4.32 %	4.34 %	4.22 %	4.29 %	4.20 %
Investment yield, excluding limited partnership interests, after tax - annualized(3)(4)	3.40 %	3.42 %	3.44 %	3.46 %	3.37 %	3.41 %	3.35 %

(1) Excludes investment income on commercial mortgage loan funds.

(2) Represents the carrying amount of the total investment portfolio as presented in the Consolidated Balance Sheets adjusted to exclude the carrying amount of FHLB funding agreements, the carrying amount of limited partnership interests (excluding the carrying amount of commercial mortgage loan funds) and gross unrealized investment gains (losses) on fixed maturity securities.

(3) For each of the three month periods presented, investment yields are calculated by annualizing the result of year-to-date net investment income divided by the average quarter-end and beginning of quarter carrying amount of invested assets. For the periods ended June 30, 2022 and 2021 presented, investment yields are calculated by (i) summing the investment yields for each respective three month period applicable to the period and (ii) dividing that sum per the calculation in (i) by two.

(4) Investment yield, excluding limited partnership interests, after tax - annualized is calculated using the effective tax rate in effect for each applicable period.

Reconciliations of GAAP Measures to Non-GAAP Measures

	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Operating Ratios - Property & Casualty							
Property & Casualty							
Claims and claims expense ("loss") ratio	100.2	72.1	71.6	84.5	73.5	86.1	67.2
Expense ratio	26.7	26.3	28.3	27.5	25.7	26.5	25.5
Combined ratio	126.9	98.4	99.9	112.0	99.2	112.6	92.7
Loss ratio	100.2	72.1	71.6	84.5	73.5	86.1	67.2
Less: Effect of catastrophe losses	30.5	4.8	7.2	25.1	11.3	17.7	9.1
Effect of prior years' reserve development[(1)]	4.0	—	—	(2.0)	(2.7)	2.0	(1.4)
Underlying loss ratio*	65.7	67.3	64.4	61.4	64.9	66.4	59.5
Reconciliation of combined ratio to underlying combined ratio							
Combined ratio	126.9	98.4	99.9	112.0	99.2	112.6	92.7
Effect of catastrophe losses	30.5	4.8	7.2	25.1	11.3	17.7	9.1
Effect of prior years' reserve development[(1)]	4.0	—	—	(2.0)	(2.7)	2.0	(1.4)
Underlying combined ratio*	92.4	93.6	92.7	88.9	90.6	92.9	85.0
Auto							
Claims and claims expense ("loss") ratio	93.2	76.0	79.9	71.5	67.6	84.6	63.3
Expense ratio	26.1	25.8	28.5	27.7	25.7	26.0	25.4
Combined ratio	119.3	101.8	108.4	99.2	93.3	110.6	88.7
Loss ratio	93.2	76.0	79.9	71.5	67.6	84.6	63.3
Less: Effect of catastrophe losses	3.9	0.5	0.6	2.9	2.6	2.2	1.5
Effect of prior years' reserve development[(1)]	12.4	—	—	(2.0)	(3.0)	6.2	(1.5)
Underlying loss ratio*	76.9	75.5	79.3	70.6	68.0	76.2	63.3
Reconciliation of combined ratio to underlying combined ratio							
Combined ratio	119.3	101.8	108.4	99.2	93.3	110.6	88.7
Effect of catastrophe losses	3.9	0.5	0.6	2.9	2.6	2.2	1.5
Effect of prior years' reserve development[(1)]	12.4	—	—	(2.0)	(3.0)	6.2	(1.5)
Underlying combined ratio*	103.0	101.3	107.8	98.3	93.7	102.2	88.7

(1) (Favorable) unfavorable.

Reconciliations of GAAP Measures to Non-GAAP Measures

	Three Months Ended					Six Months Ended	
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021	Jun. 30, 2022	Jun. 30, 2021
Operating Ratios - Property & Casualty (Cont.)							
Property							
Claims and claims expense ("loss") ratio	113.0	65.0	56.6	108.9	84.8	88.9	74.5
Expense ratio	28.0	27.3	28.1	27.2	26.0	27.7	26.0
Combined ratio	141.0	92.3	84.7	136.1	110.8	116.6	100.5
Loss ratio	113.0	65.0	56.6	108.9	84.8	88.9	74.5
Less: Effect of catastrophe losses	79.7	12.7	19.3	67.3	27.9	46.1	24.1
Effect of prior years' reserve development[1]	(11.4)	—	—	(1.9)	(2.3)	(5.7)	(1.1)
Underlying loss ratio*	44.7	52.3	37.3	43.5	59.2	48.5	51.5
Reconciliation of combined ratio to underlying combined ratio							
Combined ratio	141.0	92.3	84.7	136.1	110.8	116.6	100.5
Effect of catastrophe losses	79.7	12.7	19.3	67.3	27.9	46.1	24.1
Effect of prior years' reserve development[1]	(11.4)	—	—	(1.9)	(2.3)	(5.7)	(1.1)
Underlying combined ratio*	72.7	79.6	65.4	70.7	85.2	76.2	77.5

[1] (Favorable) unfavorable.

Ratings and Contact Information

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July 31, 2022	Insurance Financial Strength Ratings (Outlook)		Debt Ratings (Outlook)		Affirmed/ Reviewed
A.M. Best					
HMEC (parent company)	N.A.		bbb	(stable)	7/28/2022
HMEC's Life & Retirement subsidiaries	A	(stable)	N.A.		7/28/2022
HMEC's Property & Casualty subsidiaries	A	(stable)	N.A.		7/28/2022
HMEC's Supplemental & Group Benefits subsidiaries					
Madison National Life Insurance Company	A-	(stable)	N.A.		7/28/2022
National Teachers Associates Life Insurance Company	A	(stable)	N.A.		7/28/2022
Fitch	A	(stable)	BBB	(stable)	9/14/2021
Moody's					
HMEC (parent company)			Baa2	(stable)	10/28/2021
HMEC's Life Group	A2	(stable)			7/27/2022
HMEC's P&C Group	A2	(stable)			10/28/2021
S&P	A	(stable)	BBB	(stable)	2/14/2022

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COMMON STOCK
Common stock of Horace Mann Educators Corporation is traded on the New York Stock Exchange under the symbol "HMN".

This report is for information purposes only. It should be read in conjunction with documents filed by Horace Mann Educators Corporation with the U.S. Securities and Exchange Commission, including the most recent Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K.