

Earnings Results

Quarter Ended June 30, 2022



Forward-Looking Statements and Non-GAAP Financial Measures

Forward-Looking Statements

This presentation may contain forward-looking statements. Information on factors that could cause results to differ materially from those projected in this presentation is available in our Form 10-K for the year ended December 31, 2021 as may be modified by subsequent Forms 10-Q. These documents are available in the Investor Relations section of our website, <https://investors.primerica.com>. The forward-looking statements speak as of the date on which they were made and the Company does not undertake any obligation to update or correct any forward-looking statements.

Non-GAAP Financial Measures

This presentation also contains non-GAAP financial measures. A reconciliation of those measures to GAAP financial measures is included in our Financial Supplement, which is posted in the Investor Relations section of our website, <https://investors.primerica.com>.

Financial Highlights

- Diluted adjusted operating EPS of \$2.86
 - Term Life segment continued to grow, providing a dependable source of capital
 - Investment & Savings Products segment pressured by equity market correction
 - Senior Health segment results reflected seasonally less productive second quarter and our efforts to manage growth
 - Temporary elevated operating expenses

- Capital deployment during the second quarter of 2022
 - Repurchased \$128 million of common stock
 - Paid \$21 million in stockholder dividends
 - Company expects to complete its share repurchase program in the third quarter

GAAP Financial Results

(\$ in millions, except per-share amounts)	Q2 2022	Q2 2021	% Change
Revenues	\$668.7	\$654.7	2%
Net income attributable to Primerica, Inc.	\$107.9	\$128.2	(16%)
Stockholders' equity ⁽¹⁾	\$1,775.5	\$2,018.8	(12%)
Diluted EPS ⁽²⁾	\$2.79	\$3.22	(13%)
Book value per share ^{(1) (3)}	\$47.01	\$51.18	(8%)
ROE	23.3%	26.3%	

Adjusted Operating Financial Results

(\$ in millions, except per-share amounts)	Q2 2022	Q2 2021	% Change
Adjusted operating revenues	\$671.8	\$654.2	3%
Adjusted net operating income	\$110.7	\$129.4	(14%)
Adjusted stockholders' equity ⁽¹⁾	\$1,951.3	\$1,921.8	2%
Diluted adjusted operating EPS ⁽²⁾	\$2.86	\$3.25	(12%)
Adjusted book value per share ^{(1) (3)}	\$51.66	\$48.72	6%
Adjusted operating ROAE	22.5%	27.8%	

For a reconciliation of GAAP to non-GAAP financial measures refer to pages 4, 7 and 8 of the Financial Supplement

(1) Reflects the Company's permanent stockholders' equity and does not include temporary stockholders' equity

(2) 38.5 million weighted-average common shares outstanding for Q2 2022

(3) 37.8 million common shares outstanding as of June 30, 2022

Production Highlights

Term Life Insurance

- Issued 77,000 new life insurance policies
 - Expect second half 2022 sales to increase 5%
- Productivity at 0.20 policies per life insurance licensed representative per month
 - Within historical range of 0.18 to 0.22
- Life insurance face amount in force increased 3% year-over-year
 - Average face amount per policy continued to grow

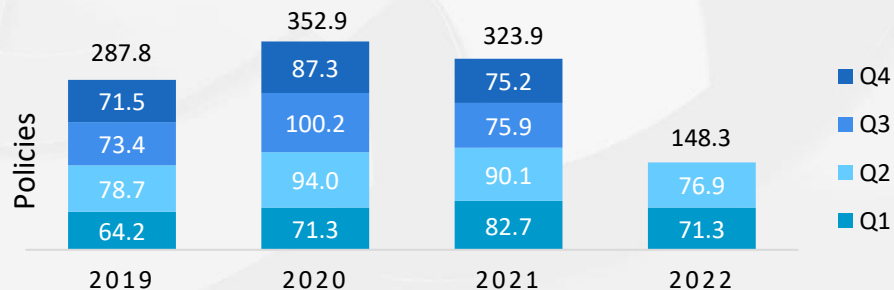
Production

	(\$ in billions)	Q2 2022	Q2 2021	% Change
Term Life	Issued life insurance policies	76,946	90,071	(15%)
	Face amount issued	\$27.7	\$30.0	(8%)
	Life insurance face amount in force ⁽¹⁾	\$914.4	\$886.5	3%
	Productivity	0.20	0.23	

⁽¹⁾ At period end

Issued Term Life Policies

(in thousands)



Production Highlights

Investment and Savings Products

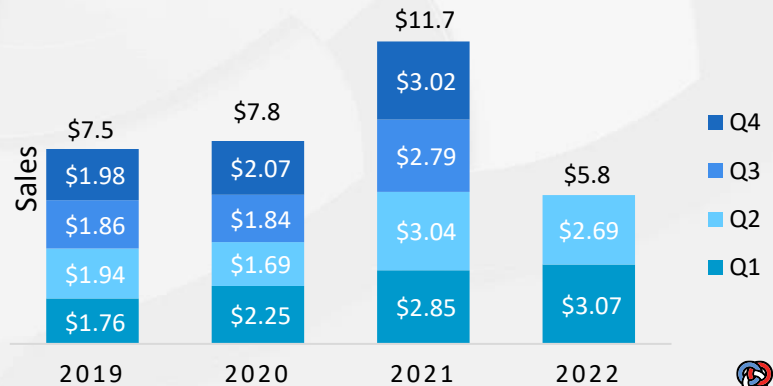
- Results impacted by market volatility
 - Sales of \$2.7 billion declined 11% year-over-year
 - Net client inflows of \$900 million versus \$1.2 billion in prior year period
 - Average client asset values of \$88 billion declined 2% year-over-year
 - Expect Q3 sales to decline mid-20% range year-over-year
- Clients remain focused on long-term goals
 - 70% of client assets are invested in retirement accounts
 - 20% of mutual funds sales are funded through automatic monthly payments

Production

(\$ in billions)		Q2 2022	Q2 2021	% Change
ISP	Total product sales	\$2.69	\$3.04	(12%)
	Client asset values, end of period	\$82.29	\$91.74	(10%)
	Average client asset values	\$87.99	\$89.38	(2%)

ISP Production

(\$ in billions)



- Remain committed to drive turn-around at e-TeleQuote
 - Manage sales volume
 - Focus on per-unit economics to reach sustainable ratio of revenues to acquisition costs
- Referrals from Primerica representatives to e-TeleQuote licensed agents have outperformed traditional leads
- Acquired the remaining 20% of Primerica Health, owner of e-TeleQuote, in July
 - Contractually defined formulaic price indicated zero value for the remaining stake. No cash was required to obtain the remaining shares.

Distribution Highlights

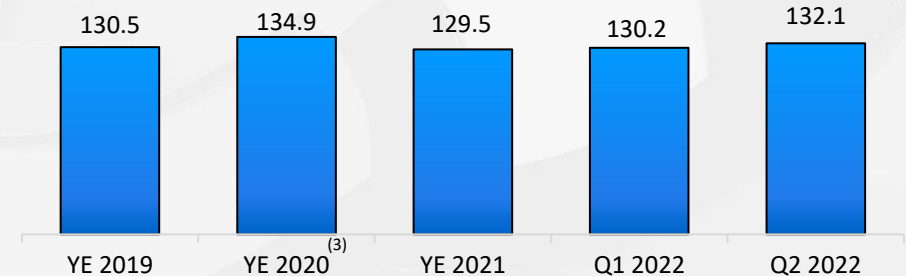
- Strong recruiting versus historical average, reflecting attractiveness of building a Primerica business
 - Recruiting incentives heavily used in prior year due to COVID pandemic
- New life licensed reps increased 14%, reflecting revamped licensing process and new tools
- Life insurance licensed sales force grew for third consecutive quarter

Sales Force

Distribution	Q2 2022		Q2 2021		% Change
	Recruits	New life licensed representatives	Life insurance licensed sales force ^{(1) (2)}	Securities licensed sales force	
Recruits	70,215	89,285	(21%)		
New life licensed representatives	11,529	10,112	14%		
Life insurance licensed sales force ^{(1) (2)}	132,149	132,041	>0%		
Securities licensed sales force	26,126	25,856	1%		

Life Insurance Licensed Sales Force⁽¹⁾

(in thousands)



(1) at period end

(2) Q2 2021 included approximately 2,400 individuals that the Company estimated would not pursue the necessary steps to obtain a permanent license or renew a license with an extended renewal date

(3) YE 2020 included approximately 4,200 individuals that the Company estimated would not pursue the necessary steps to obtain a permanent license or renew a license with an extended renewal date

Operating Results

Term Life Segment

Q2 2022 versus Q2 2021

- Operating revenues increased 7% while operating income before income taxes increased 3%
 - Adjusted direct premium grew 8%
 - Persistency and claims experience normalized
 - Insurance expenses were temporarily elevated
- Claims experience:
 - COVID claims, net of reinsurance, of \$2 million
 - Non-COVID claims, below historical trends at \$5 million favorable
- Term Life operating margin strong at 21%
- Third quarter 2022 outlook:
 - ADP growth of 7%
 - Benefits and claim ratio in the low 59% range
 - DAC ratio in line with historical third quarter trends

(\$ in millions)	Q2 2022	Q2 2021	% Change
Direct premiums	\$803.5	\$774.5	4%
Premium ceded to IPO coinsurers ⁽¹⁾	(\$231.8)	(\$246.9)	6%
Adjusted direct premiums (ADP) ⁽²⁾	\$571.6	\$527.6	8%
Operating revenues	\$410.7	\$383.5	7%
Operating income before income taxes	\$119.9	\$116.8	3%

Key Ratios	Q2 2022	Q2 2021
Benefits and claims, net ⁽³⁾	58.5%	62.1%
DAC amortization & insurance commissions	14.6%	10.8%
Insurance expenses, net ⁽⁴⁾	8.0%	6.6%
Term life income before income taxes	21.0%	22.1%

(1) Premiums ceded to IPO coinsurers under the IPO coinsurance transactions excluding any reimbursements from IPO coinsurers on previously existing reinsurance agreements

(2) Direct premiums net of premiums ceded to IPO coinsurers

(3) Benefits and claims net of other ceded premiums, which are largely YRT

(4) Insurance expenses net of other, net revenues

Operating Results

Investment & Savings Products Segment

Q2 2022 versus Q2 2021

- Investment and Savings Products segment results are highly correlated to equity markets
- Sales-based revenues of \$89 million were in line with revenue-generating sales
- Asset-based revenues of \$108 million were flat year-over-year
 - Canadian segregated fund DAC amortization increased \$3.7 million year-over-year, reflecting market volatility
- Third quarter 2022 outlook:
 - Asset-based net revenues decline ~ \$3 million at today's market levels
 - Sales-based net revenues decline ~ \$10 million

(\$ in millions, except as noted)	Q2 2022	Q2 2021	% Change
Sales-based revenues	\$88.7	\$104.7	(15%)
Asset-based revenues	\$108.1	\$108.5	(<1%)
Account-based revenues	\$22.6	\$21.8	3%
Other, net	\$3.0	\$3.0	2%
Total operating revenues	\$222.4	\$238.0	(7%)
Benefits and expenses	\$163.4	\$166.9	(2%)
Operating income before income taxes	\$59.0	\$71.2	(17%)
Sales-based net revenue as % of revenue-generating sales ⁽¹⁾	1.21%	1.23%	
Asset-based net revenue as % of average asset values ⁽²⁾	0.046%	0.050%	
Account-based net revenue per average fee generating position ^{(3) (4)}	\$4.08	\$4.08	

(1) Commission and fee revenue less commissions paid to the sales force based on product sales activity

(2) Commission and fee revenue less administration and advisory fees paid to third-party providers and commissions paid to the sales force earned based on product account values including amortization of deferred acquisition costs for segregated funds

(3) Fee revenue less recordkeeping fees paid to third-party providers based on fee-generating positions and certain direct general expenses

(4) In whole dollars

Senior Health Business

- \$5.4 million negative tail adjustment reflects refinements for policies sold during most recent AEP and OEP
- Deliberate efforts to improve LTVs and reduce costs
 - New agent compensation model
 - Use of data science to identify and route leads
- Outlook:
 - Full year pre-tax operating loss of ~\$35 million
 - <\$10 million needed from Primerica for full year funding

(\$ in thousands)		Q2 2022
Commissions and fees		\$9,343
Operating revenues		\$11,814
Contract acquisition costs		\$19,384
Other operating expenses		\$8,514
Non-controlling interest before taxes		(\$3,129)
Operating income before income taxes		(\$12,955)

Production

		Q2 2022
Senior Health	Approved policies ⁽¹⁾	17,925
	LTV per approved policy	\$820
	CAC per approved policy	\$1,081
	LTV/CAC multiple	0.8 x

(1) Senior Health approved policies represent an estimate of submitted policies approved by health insurance carriers during the indicated period. Not all approved policies will go in force.

Insurance & Operating Expense Highlights

- Operating expenses of \$139 million were \$23% higher than prior year:
 - \$8.5 million from senior health segment
 - \$8.0 million from in-person sales force leadership events/travel
 - Remainder from growth in the business, employee compensation and technology
- Outlook:
 - Q3 2022 growth of 8%
 - Q4 2022 growth of 6%

INSURANCE & OPERATING EXPENSES

(\$ in millions)	Cons *	Life	ISP	Corp
Q2 2021 Insurance & Other Operating Expenses *	113.2	47.3	37.2	28.7
Salesforce leadership events & travel expenses	8.0	6.4	1.2	0.4
Employee-related expenses	2.2	1.1	0.2	1.0
Growth-related expenses	1.7	1.2	0.3	0.2
Other growth in business expenses	5.2	2.4	1.4	1.4
Q2 2022 Insurance & Other Operating Expenses *	130.2	58.3	40.2	31.7
Q2 2022 Senior Health expenses	8.5			
Q2 2022 Consolidated Insurance & Other Operating Expenses *	138.8			

* Items may not add due to rounding

Invested Assets Portfolio

- Higher interest rates led to unrealized loss of \$223 million versus \$84 million at the end of March
 - We intend to hold investments to maturity
 - Higher rates provide attractive reinvestment opportunities
- Average credit rating of A
- Portfolio remains well diversified across industries and issuers
- New money rate for 2Q 2022 of 4.2%, up from 2.7% in prior year period

Key Portfolio Attributes

(based on amortized cost (except for market value); excludes cash, period end)	Q2 2022
Fixed income / other mix	97% / 3%
Fixed income average book yield	3.25%
Average rating	A
Investment grade / BIG mix	96% / 4%
Average duration	4.8 Years
Market value	\$2.6 billion
Net unrealized loss	(\$223.4) million

Market Value and Yield of Maturities

(\$ in millions)

