

September 1, 2020



Primerica Names Lisa Brown as Executive Vice President and Chief Administrative Officer

DULUTH, Ga.--(BUSINESS WIRE)-- Primerica, Inc. (NYSE:PRI), a leading provider of financial services to middle-income families throughout North America, today announced the appointment of Lisa Brown to the role of Executive Vice President and Chief Administrative Officer, effective October 19, 2020. Brown will oversee Human Resources, Talent Development, Facilities and Physical Security for the Company. In her new role, she will become a member of Primerica's Operating Team, and will report to Chief Operating Officer, Greg Pitts.

This press release features multimedia. View the full release here:

<https://www.businesswire.com/news/home/20200901006011/en/>

Lisa Brown joins Primerica as Executive Vice President and Chief Administrative Officer.
(Photo: Business Wire)

Glenn Williams, Primerica Chief Executive Officer, said, "We are fortunate to have an executive of Lisa's experience assume this critical role. She is a seasoned global business

executive with more than 25 years of experience and will provide leadership and guidance to help us execute against our strategic priorities. Given Lisa's recognized success in this area, we're confident that we have the right leader at the right time in our Company's history to support our continuing growth."

Ms. Brown is an accomplished business leader who comes to Primerica from Delta Air Lines, where she spent the past 21 years. During her tenure with Delta, she served in several leadership roles across the enterprise and she brings a strong record of successfully leading organizations through periods of tremendous growth and transformation. Brown has extensive experience with leadership and employee development, start-ups, labor campaigns, and creating positive employee relations environments. She earned a Bachelor of Science degree in Human Resources from Michigan State University, and a Master of Business Administration degree from Kennesaw State University.

About Primerica, Inc.

Primerica, Inc., headquartered in Duluth, GA, is a leading provider of financial services to middle-income households in the United States and Canada. Licensed representatives educate Primerica clients about how to better prepare for a more secure financial future by assessing their needs and providing appropriate solutions through term life insurance, mutual funds, annuities and other financial products. Primerica insured approximately 5 million lives and had over 2.5 million client investment accounts at December 31, 2019. Primerica, through its insurance company subsidiaries, was the #2 issuer of Term Life insurance coverage in North America in 2019. Primerica stock is included in the S&P

MidCap 400 and the Russell 1000 stock indices and is traded on The New York Stock Exchange under the symbol "PRI."

View source version on businesswire.com:

<https://www.businesswire.com/news/home/20200901006011/en/>

Primerica, Inc.

Media:

Keith Hancock

866-694-0420

Keith.Hancock@Primerica.com

Investors:

Nicole Russell

866-694-0420

Email: investorrelations@primerica.com

Source: Primerica, Inc.