Perspectives on Athene's Funding Model and Surrender Activity

May 2023

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Key Takeaways

1 **ATHENE HAS A HIGHLY STABLE FUNDING MODEL WITH MATCHED ASSETS AND LIABILITIES**
Retirement services balance sheet is structurally duration matched, supported by quarterly cash flow and asset adequacy testing

2 **ANNUITIES ARE A PERSISTENT, PREDICTABLE SOURCE OF FUNDING DUE TO STRUCTURAL PROTECTIONS**
83% of Athene's liabilities are non-surrenderable or protected by a surrender charge, and often incremental market value adjustment

3 **POLICIES WHICH LAPSE FREE UP CAPITAL FOR NEW BUSINESS WITH NEW SURRENDER CHARGES**
Preferable to invest behind liabilities that are early in their surrender charge period

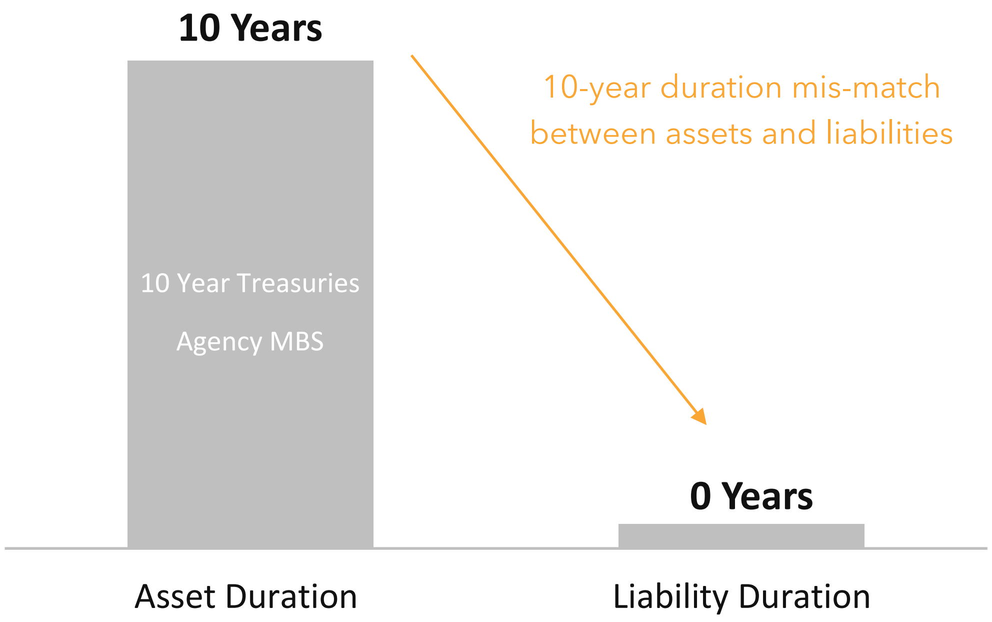
4 **ATHENE HAS BEEN A NET BENEFICIARY OF INDUSTRY RECYCLE, WITH INFLOWS WELL OUTPACING OUTFLOWS**
Athene has #1 market share in U.S. fixed annuities[1], and 30%+ of sales come from outflows from other carriers

5 **ATHENE'S CAPITAL AND LIQUIDITY ARE RESILIENT EVEN IN A SEVERELY DRACONIAN SURRENDER SCENARIO**
If all ~17% of policy liabilities not protected by surrender charge were to lapse today, excess capital would double

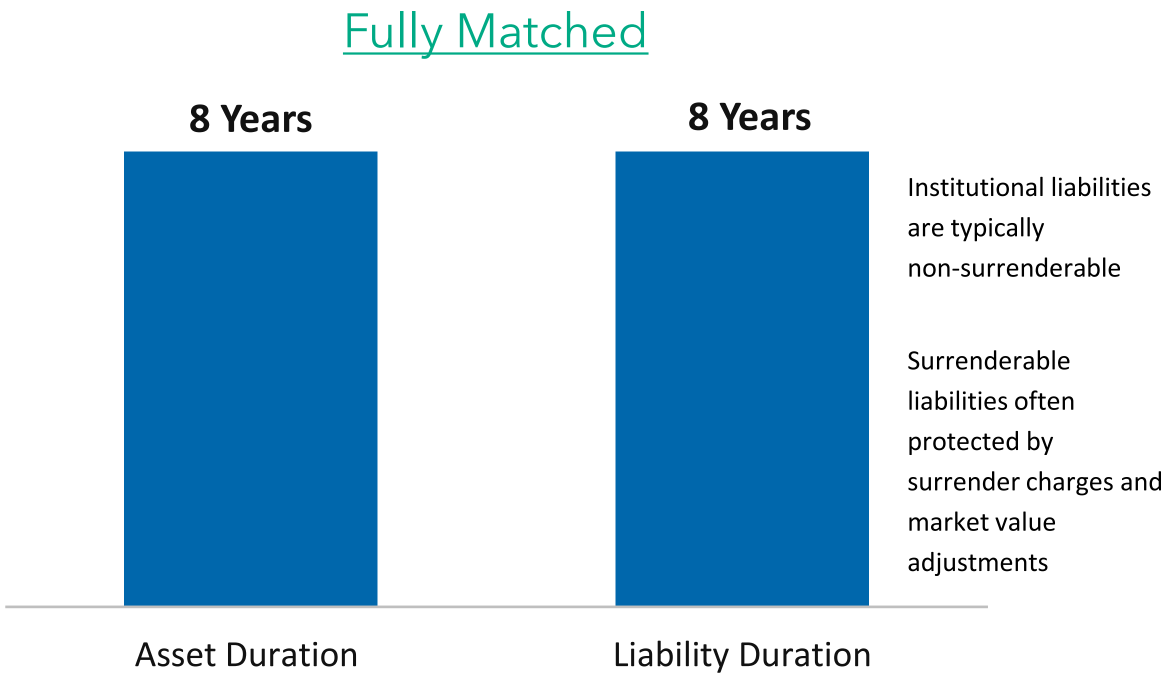
Note: Data as of March 31, 2023, unless otherwise noted. Presented net of ACRA NCI.
1. Industry ranking per Life Insurance Marketing and Research Association (LIMRA) as of December 31, 2022.

Retirement Services Companies Have Superior Funding Models to Banks

Illustrative Bank Funding Model



Illustrative Retirement Services Funding Model



Liability Characteristics

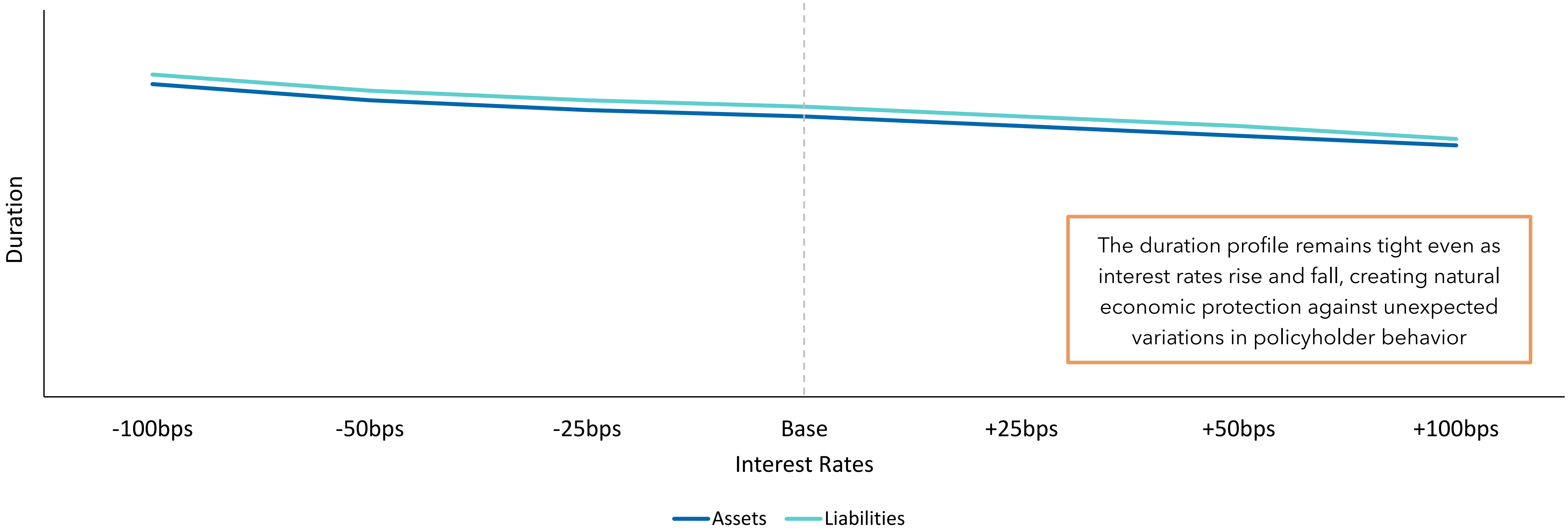
- X Variable rate
- X Tax inefficient
- X Daily liquid cash

- ✓ Surrender charges + market value adjustments
- ✓ Tax efficient
- ✓ Not a source of daily cash

Assets and Liabilities are Matched as Interest Rates Move Up and Down

- U.S. insurance regulations require companies to demonstrate that assets are sufficient without tapping into fund reserves
- These tests project assets and liabilities for 30+ years under several diverse interest rate scenarios, and insurance companies must demonstrate solvency for all scenarios

Illustrative Duration Profile



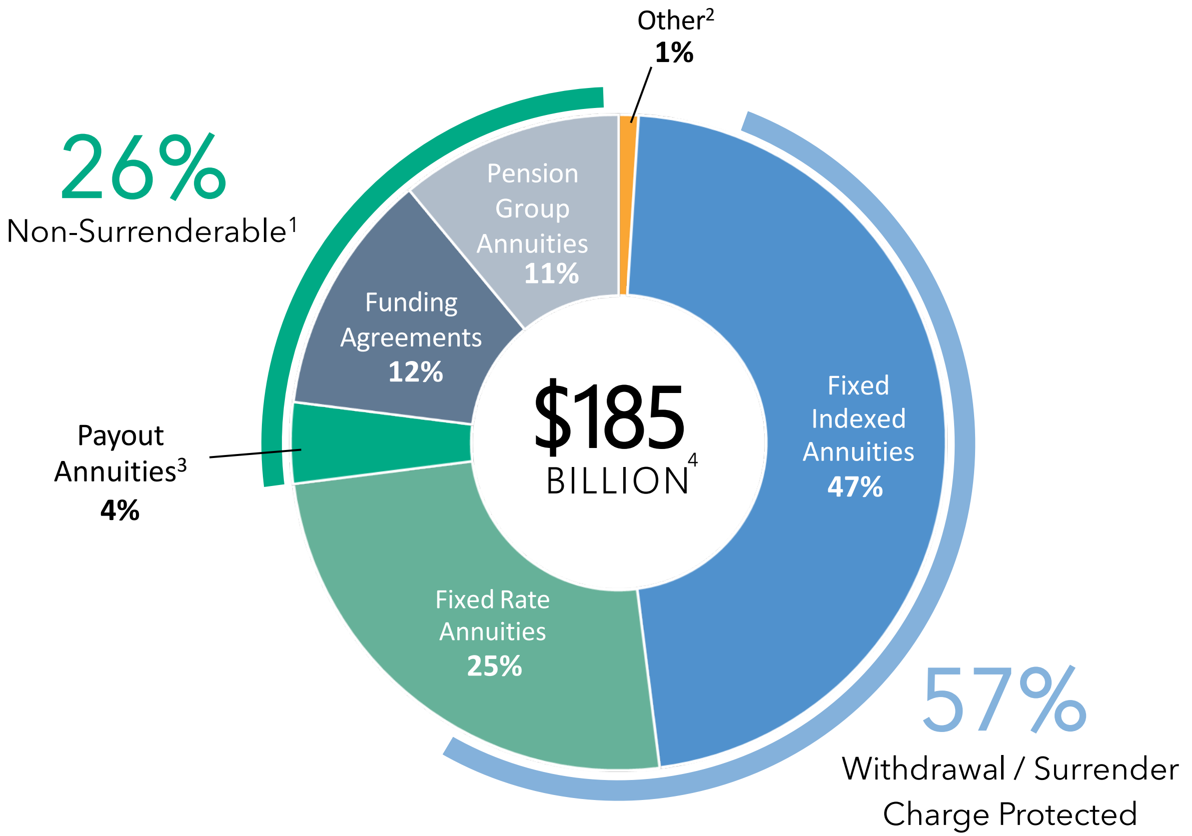
Athene Has a Highly Stable Funding Model

Key Attributes

8 Year WEIGHTED AVERAGE LIFE

83% OF FUNDING CARRIES A WITHDRAWAL PENALTY OR CANNOT BE WITHDRAWN

- SPREAD BASED LIABILITIES
- CONSERVATIVELY UNDERWRITTEN
- VERY LIMITED TAIL RISK



Note: Data as of March 31, 2023, unless otherwise noted. Presented net of ACRA NCI.
1. Non-surrenderable liabilities include buy-out pension group annuities other than those that can be withdrawn as lump sums, funding agreements and payout annuities. 2. Other primarily consists of the AmerUs Closed Block liabilities and other life reserves. 3. Includes Single Premium Immediate Annuities, Supplemental Contracts and Structured Settlements. 4. The liability portfolio allocation is based on net reserve liabilities as of March 31, 2023.

Composition of Athene's Funding

$185B
of net reserve liabilities drive spread related earnings

83%
of funding carries a withdrawal penalty or cannot be withdrawn

26%
Non-Surrenderable[1]

57%
Active Surrender Charge

17%
No Surrender Charge

$49B from structurally non-surrenderable business lines

- Includes Pension Group Annuities[2], Funding Agreements, and Payout Annuities

$105B from business currently in surrender charge period

- Roughly 80% of total is also subject to market value adjustment (MVA), which may further disincentivize a policyholder to surrender[3]

$31B currently out of surrender charge period

- Even without surrender charge protection, ~70% of the $31B has features to incentivize retention (see next page)

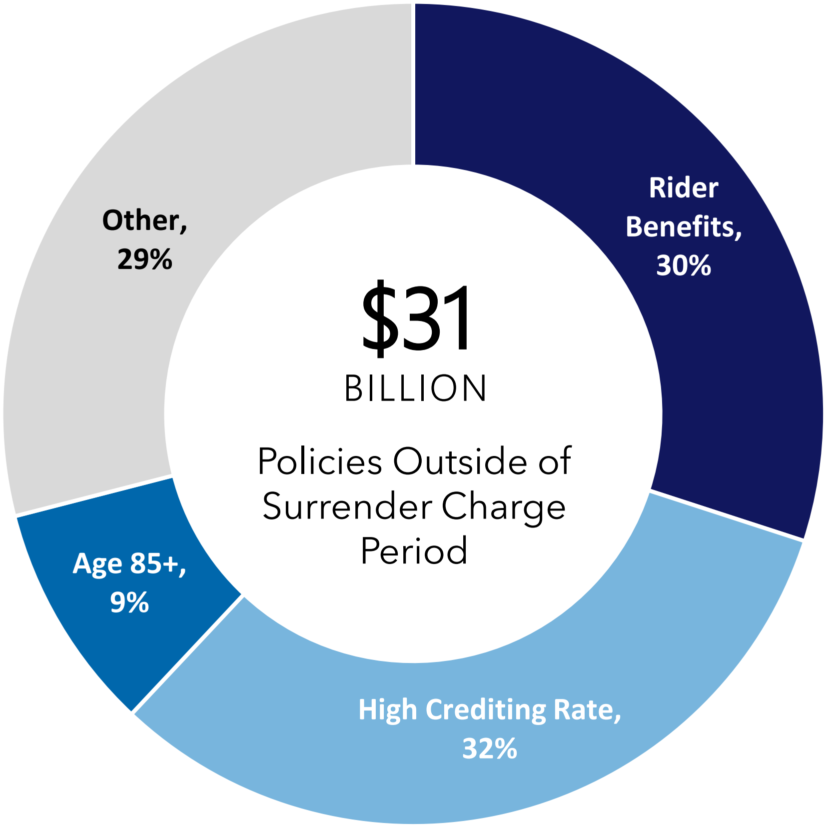
Note: Data as of March 31, 2023. Presented net of ACRA NCI.

1. Non-surrenderable liabilities include buy-out pension group annuities other than those that can be withdrawn as lump sums, funding agreements and payout annuities. 2. $1.9B of buy-in PGA deals and $0.8B of deferred lump sums from PGA buy-out deals are surrenderable. 3. MVAs may have the effect of limiting early withdrawals if interest rates increase, but may encourage early withdrawals by effectively subsidizing a portion of surrender charges when interest rates decrease.

Policies Out-of-Surrender Have Strong Economic Disincentives to Surrender

Other

- **Only $9 billion of account value** has no surrender charge or economic protections
- Despite the lack of economic protections, many policyholders are **likely to remain in their current policy due to favorable participation rates or other factors**



Rider Benefits

- Policies have lifetime income benefit **significantly in excess of their cash surrender value**
- If all these policies lapsed at once, Athene would **generate ~$2 billion of profit immediately** and **significant excess capital** that could be deployed into new business

Age 85+

- Older policyholders have **limited options to replace their policies**
- For example, Athene won't sell a new annuity to anyone **over age 85**

High Crediting Rate

- Policies have guaranteed crediting rate of 3% or higher for life, reducing the differential between the in-force policies and new offerings in the market

Note: Data as of March 31, 2023. Presented net of ACRA NCI.

Why Annuities are Inherently Sticky & Persistent

ATHENE®

Key Features Make Annuity Products Particularly Sticky

1

Structural Protections

- Surrender charges (which are typically **5-15% of contract value**) provide structural protection from withdrawal
- Many policies are also covered by a **Market Value Adjustment (MVA)** provision while in their surrender charge period
- If corporate yields are higher at time of withdrawal than when contract was purchased, the MVA **increases the surrender charge**[1]

2

Fee-Averse Consumers

- Consumers use annuities as a **tax deferred way to save for retirement**, protect principal, and for retirement income
- Consumers have been historically **very averse to paying surrender charges**
- Advisors must demonstrate that moving a customer from one annuity to another is "suitable", **requiring documentation that proves the change is in the policyholder's best interest**, thereby discouraging moving customers while penalties apply

3

Policies are Designed to "Mature"

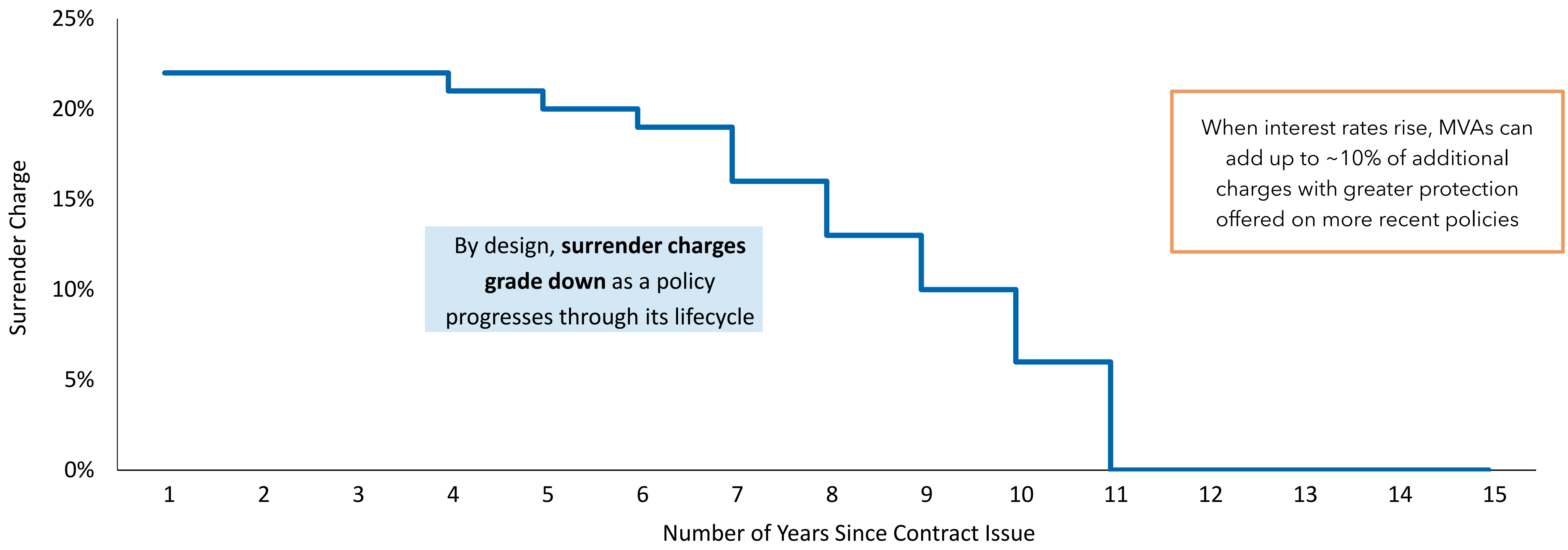
- The industry is **indifferent to surrenders once policies leave the surrender charge period**, and will typically drop the yield offered on policies
- Customers benefit from surrendering by **reinvesting into a new product** with higher new money rates
- Retirement services companies **benefit by redeploying capital** from inefficient fully liquid liabilities to new, long duration policies

Over the last 20 years, the industry annual outflow rate on annuities has remained stable at ~9%[2], in line with product lifecycle

1. MVAs may have the effect of limiting early withdrawals if interest rates increase but may encourage early withdrawals by effectively subsidizing a portion of surrender charges when interest rates decrease. 2. Calculated from figures disclosed in US Life Insurer Statutory filings as aggregated by SNL Financial. Calculation represents the annualized rate implied by quarterly total annuity surrender benefits and withdrawals for life contracts divided by beginning of period statutory reserves. Select US life insurers include AEL, AIG (L&R), AMP, BHF, CNO, F&G, GA, LNC, MET, PFG, PRU, RGA, VOYA.

1 Surrender Charges are Designed to Create a Clear Distinction Between Policies Inside and Outside of Surrender Charge Period

Surrender Charge Illustration of Athene's Best-Selling Fixed Indexed Annuity[1]



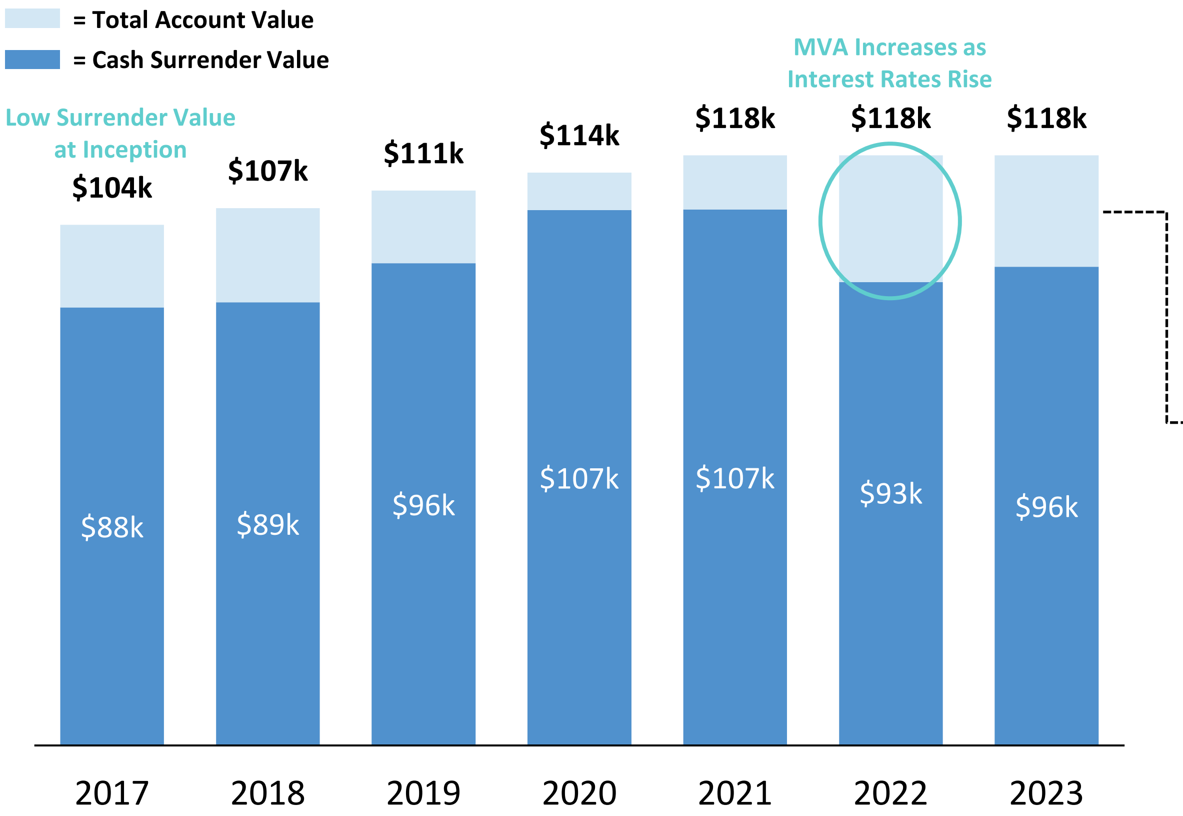
Note: Data as of March 31, 2023.

1. Represents surrender charge schedule for the Performance Elite 10 FIA product, only sold through independent marketing organizations. This includes the impact of the bonus recapture upon early surrender.

1 Surrender Charges + MVA is a Powerful Combination

- A Market Value Adjustment (MVA) further reduces the cash value a policyholder would receive upon surrender, typically by assuming the liability would be discounted by the current yield on an A-rated 10-year corporate bond

Example of Fixed-Indexed Annuity Purchased in 2017



Surrender Value Scenario in 2023

Total Account Value	**$118k**
Less: Surrender Charge *(8% of Account Value After 6 Years)*	($10k)
Less: Market Value Adjustment *(A-rated 10yr corporate yield[1])*	($8k)
Less: Bonus Adjustment *(Premium bonus[1] recaptured upon early surrenders)*	($4k)
Cash Surrender Value in 2023 *(81% of Account Value)*	**$96k**

Note: Example is based on Athene's Performance Elite 10, issued on 10/25/2017. Assumes $100k initial premium, a 4% premium bonus, and a 1-year S&P 500 strategy with a 3.25% cap. The combination of surrender charges and market value adjustments are capped by standard non-forfeiture law, which sets a floor on the cash surrender value of 87.5% of initial premium, accruing at a minimum valuation rates set in state insurance law. 1. Market value adjustment factor is calculated as 1 + the 10yr A-rated corporate yield at contract issuance divided by 1 + the 10yr A-rated corporate yield at the date of surrender. This is raised to the power of the number of months remaining in the surrender charge period divided by 12. The A-rated corporate yield is based on the Bloomberg 10yr point on the A-rated corporate yield curve. The MVA typically applies to 75% of account value. 1. An annuity bonus adjustment is an additional deposit we add to a policyholders account value at contract inception. If the policyholder keeps the annuity until the surrender charge period expires, the bonus is added to the account value available for withdrawal.

2 The Typical Retail Annuity Policyholder is a Fee Averse Consumer

~69yrs

average age of an Athene policyholder

70%

of policyholders have <$1 million of investable assets

~$110k

average size of an Athene annuity, in line with the industry

100%

of policies are purchased through an intermediary

94%

of respondents name tax deferred growth as important reason to buy an annuity

Only 4%

of respondents name low surrender charges as the primary purchase consideration

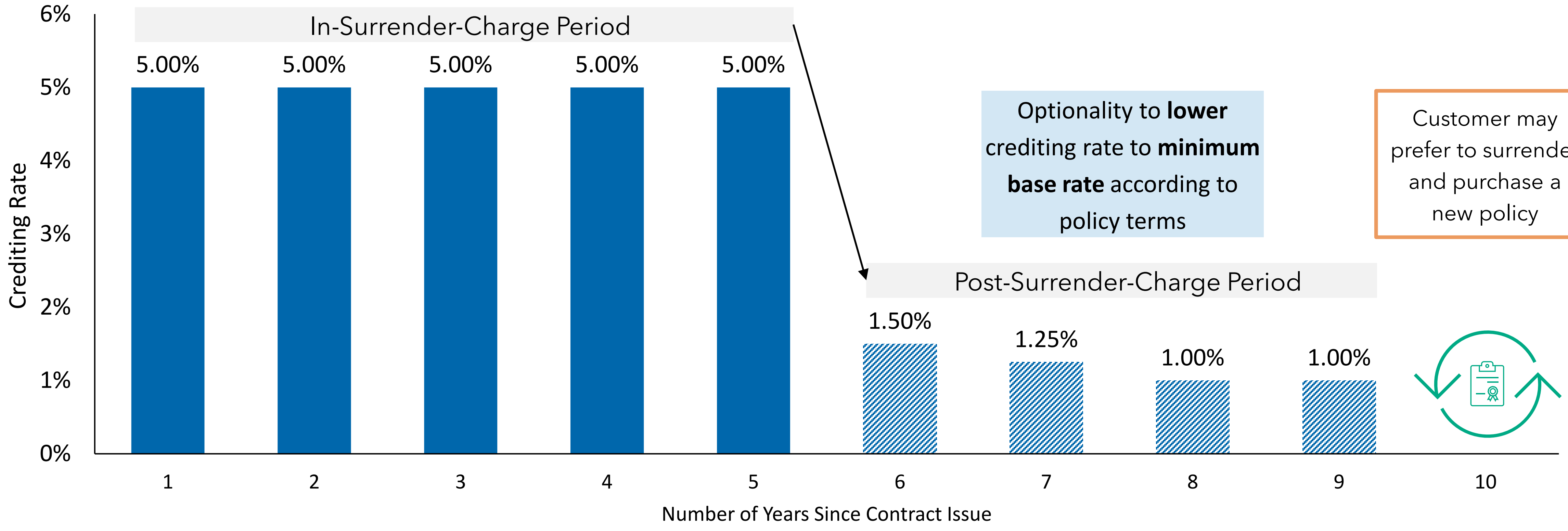
The decision to purchase an annuity represents a detailed process involving discussions on retirement planning with an insurance agent or financial advisor before entering a 100+ page contract governing typically ~10% of a policyholder's net worth

Note: Investable asset data and reasons for purchasing an annuity from LIMRA 2022 "Focus On: Deferred Annuity Buyers". Other data from Athene net of NCI as of March 31, 2023

③ Policies are Designed to "Mature" After they Exit the Surrender Period

- After surrender charge period expires, carriers will typically lower crediting rates to manage the ALM risk consistent with the full unrestricted liquidity profile, creating a natural incentive for customers to reinvest in a new policy

Illustrative Crediting Rate Trajectory for a 5-Year MYGA



3 Policyholders and Athene Both Win When Policies Outside Surrender Charge Period Lapse

- **Customer wins:** Potentially higher crediting rates on a new annuity
- **Athene wins:** Can redeploy supporting capital into new business, which is more profitable because the liability is more predictable and can be used to capture illiquidity premia on the assets and is subject to lower capital charges

Lower on the margin net investment yield given liability could leave and Athene can't capture illiquidity premium[1]

Higher capital charges associated with liabilities out-of-surrender charge period

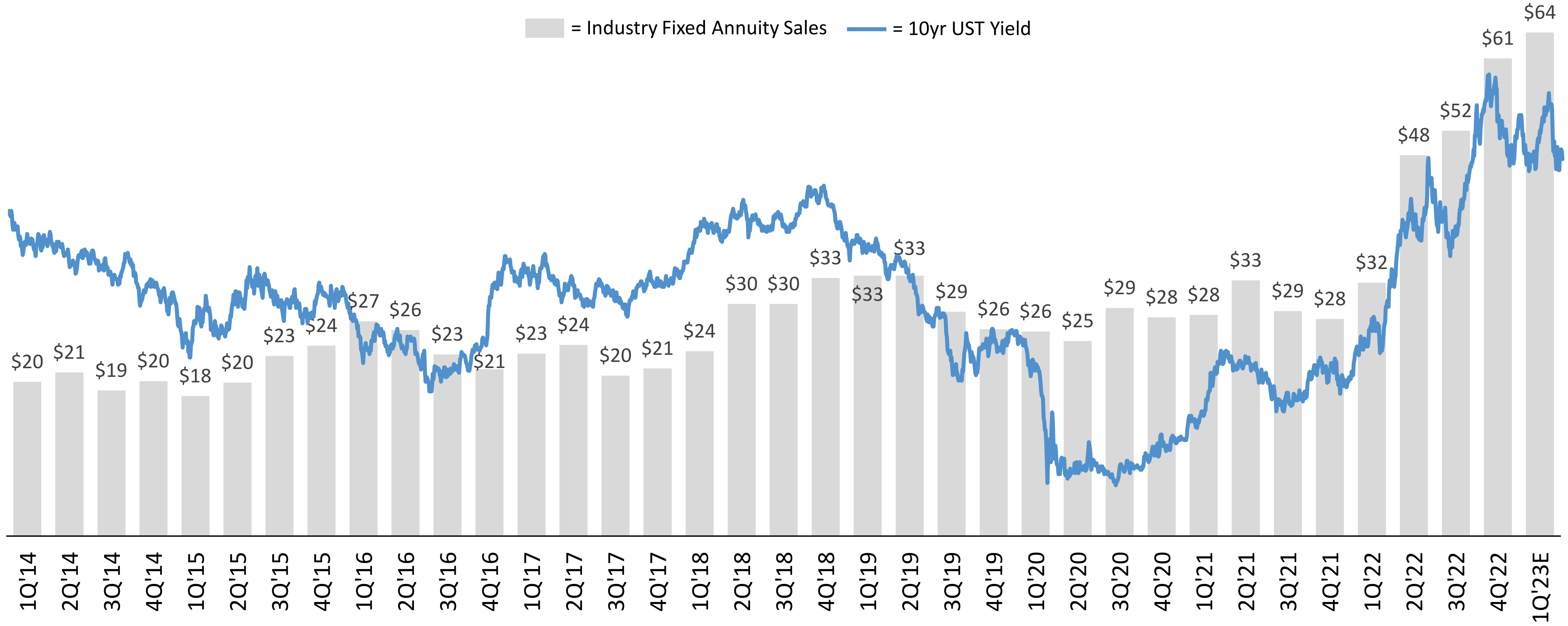
	Illustrative Profile of Legacy Blocks of Policies Out-of-Surrender Charge *(Assuming Change in Crediting Rate)*	Illustrative Profile of New Business *(in Surrender Charge Period)*
Net Investment Yield	~4.0%[2]	~6.1%
Cost of Funds	~3.5%	~5.0%
Spread	~0.5%	~1.1%
Equity Capital (% of Liabilities)	~11%	~8%
1 / Equity Capital %	9.1x	12.5x
Return on Equity	~5%	~14%
Memo: Weighted Average Life of Funding	*Unknown*	*~9 Years*

1. Represents example current money market fund yield as of May 2023. 2. Currently most out-of-surrender business has high minimum guarantees compared to new business.

Surrenders in the Context of Flows

Higher Interest Rates + Market Volatility = Increasing Flows to Industry

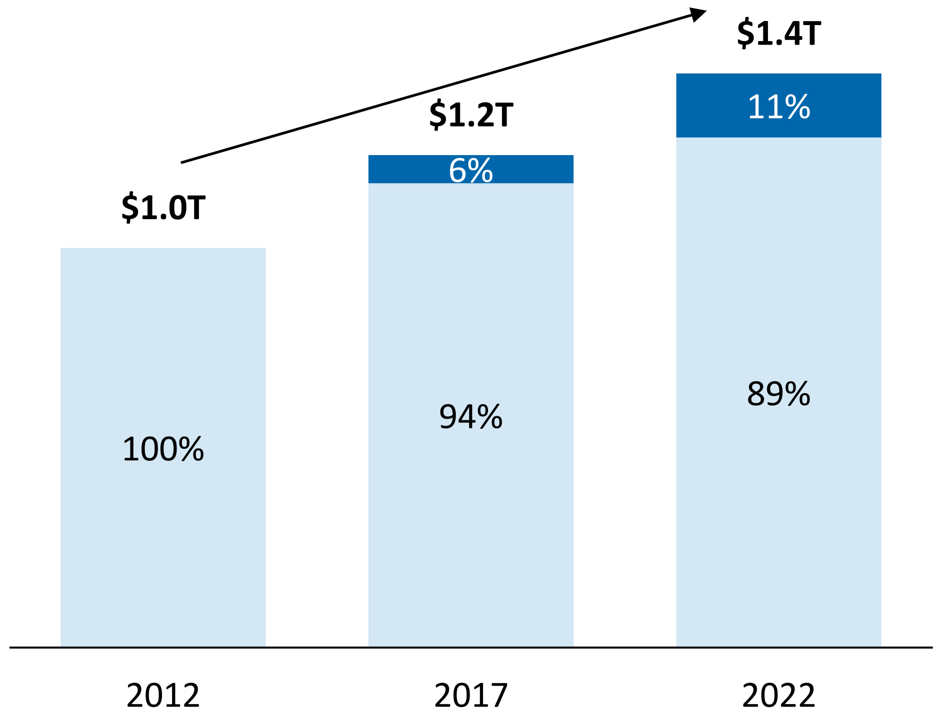
Historical Fixed and Fixed Indexed Annuity Sales ($ billions)

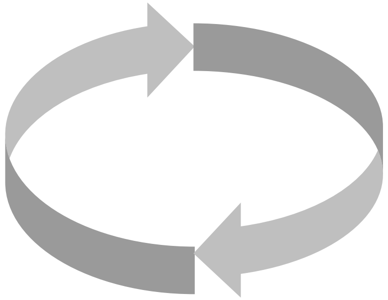


Source: LIMRA quarterly fixed and fixed indexed annuity sales data. 1Q'23 is a preliminary estimate from LIMRA.

Within the Industry, There Are Relative Winners and Losers from Recycle

U.S. Retail Fixed Annuities In-Force[1]





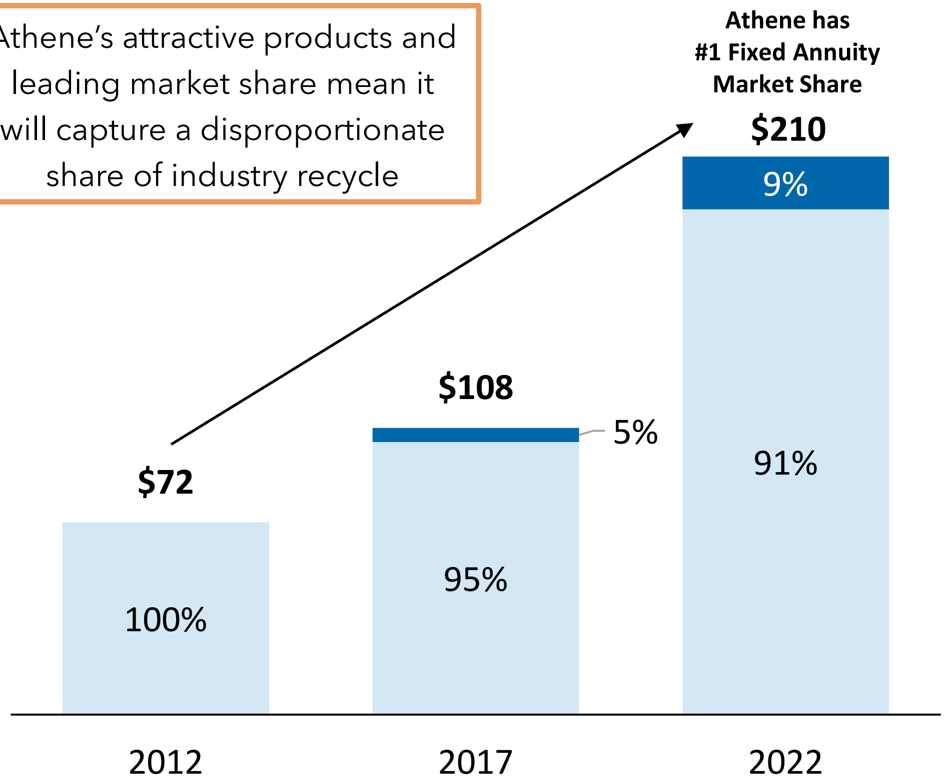
~30% of Athene's Retail Sales Come From Recycle[3]

= Rest of Fixed Annuity Industry

= Athene

U.S. Fixed Annuity Sales ($B)[2]

Athene's attractive products and leading market share mean it will capture a disproportionate share of industry recycle

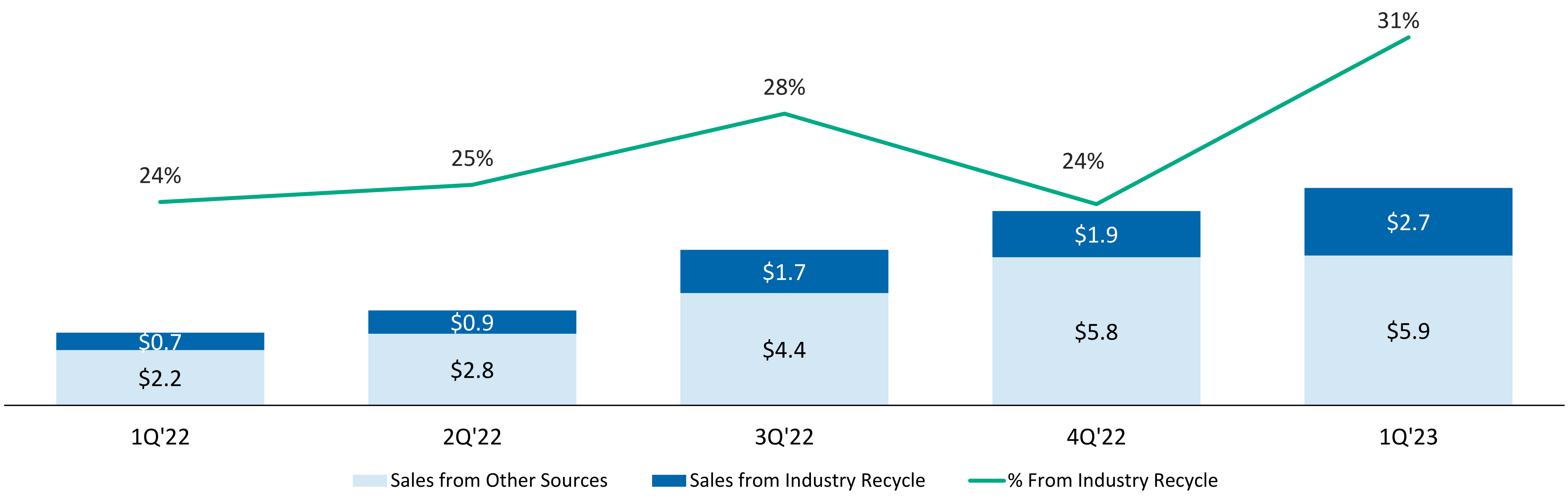


Run-off companies that only fund themselves by means of inorganic growth will only lose from industry recycle

1. Data from SNL Financial. Based on total individual general account annuities. Athene total fixed, fixed indexed and payout annuity reserves are gross of ACRA non-controlling interest. 2. LIMRA fixed, fixed-indexed, and fixed immediate annuity sales data. 3. Sales from industry recycle represent 1035 exchanges.

Athene Benefits from Industry Recycle, With ~30% of New Business From Other Carriers

Athene's Retail Fixed Annuity Sales ($ Billions)

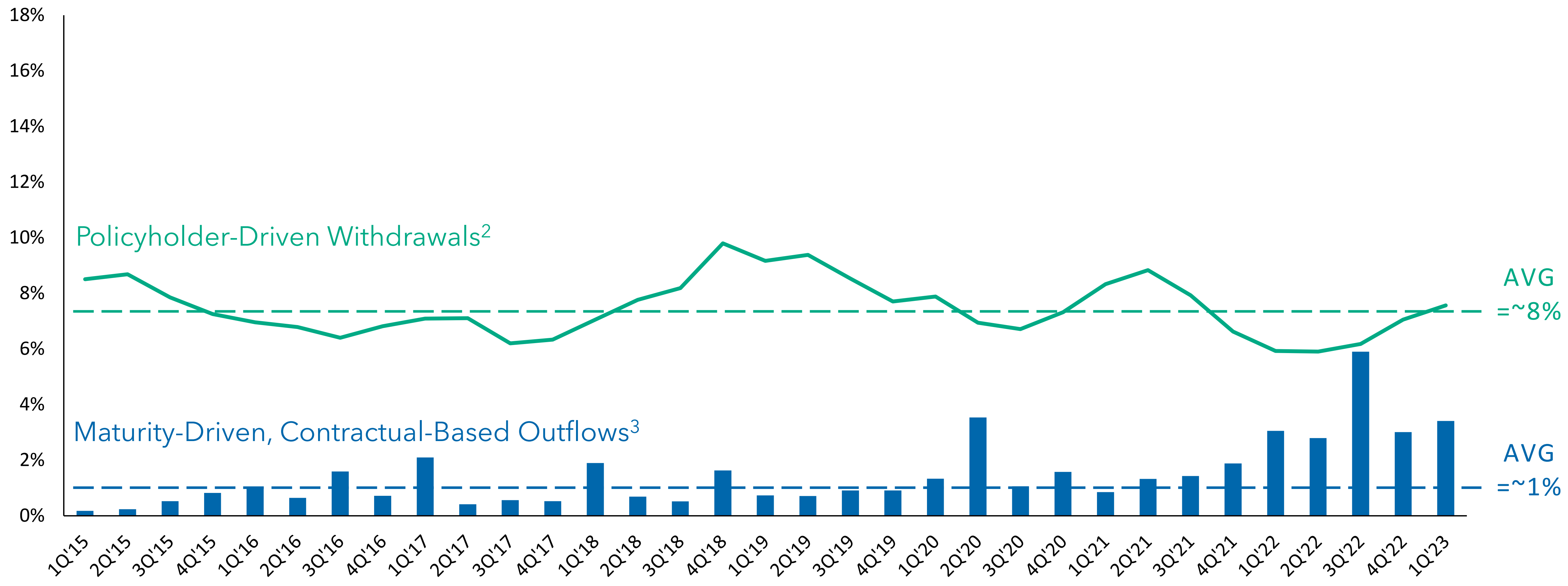


Note: Data as of March 31, 2023. Presented gross of ACRA NCI.
Source: Athene, with sales from industry recycle representing 1035 exchanges.

Current Trends At Athene

Outflows Continue To Be Predictable and Within Historical Range

Athene Historical Outflows (Annualized)[1]



Note: Strategic Reinsurance Outflows not included in graphic. Data as of March 31, 2023. Presented net of ACRA NCI.

1. Outflow rate is calculated as outflows divided by Athene average net invested assets for the respective period, on an annualized basis. 2. Represents outflows from fixed index annuities and other applicable products, which have varying degrees of predictability due to policyholder actions. 3 Represents outflows from funding agreements, pension group annuities, and multi-year guarantee fixed annuities (MYGA) excluding that which is within surrender charge period, all of which occur based on defined maturities or substantially lapse upon reaching their contractual term. Amounts may vary on a quarterly basis, based on the timing of original issuance.

Athene Has Four Types of Outflows

Maturity-Driven, Contractual-Based Outflows		Outflows from funding agreements, pension group annuities, and multi-year guarantee fixed annuities (MYGA), all of which occur based on defined maturities or substantially lapse upon reaching their contractual term
Policyholder Driven Outflows	Income Oriented Withdrawals (Planned)	Consists of partial annuity withdrawals executed to meet retirement income needs, within contractual annual limits of policies
	From Policies Out-of-Surrender-Charge (Planned)	Consists of outflows from policies that no longer have an active surrender charge in-force
	From Policies In-Surrender-Charge (Unplanned)	Consists of outflows from policies with an active surrender charge in-force

Example of Predictability: Elevated Volumes of 3-Year MYGA Athene Sold in 2020 Are Starting to Come Out of Surrender Charge Period

Historical Retail Annuity & Flow Reinsurance Inflows ($B)

Account Value Coming Out of Surrender Charge in 2022 – 2Q’24 ($B)

Note: Data as of March 31, 2023. Presented net of ACRA NCI.

Outflows Detail Illustrates that Unplanned Surrenders are De Minimus

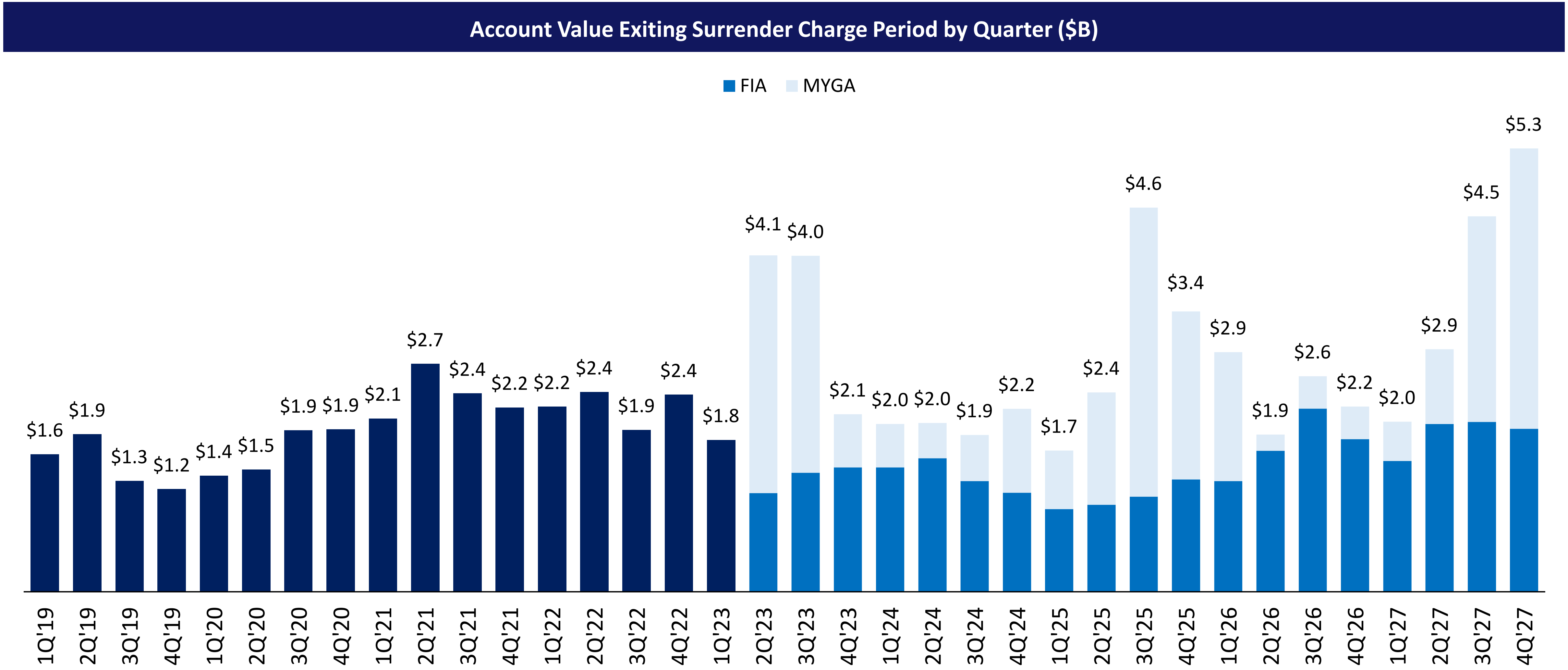
Historical/Projected Annualized Outflow Rates

	2021				2022				2023				2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE	1QE
Maturity-Driven, Contractual-Based Outflows[1]	0.9%	1.3%	1.4%	1.9%	3.1%	2.8%	5.9%	3.0%	3.4%	7.1%	5.3%	4.8%	5.3%
Policyholder-Driven Outflows[2]	8.3%	8.8%	7.9%	6.6%	5.9%	5.9%	6.2%	7.1%	7.6%	8.6%	9.1%	7.7%	7.0%
Income Oriented Withdrawals (Planned)[3]	*4.0%*	*3.7%*	*3.4%*	*3.8%*	*3.4%*	*3.0%*	*3.2%*	*3.7%*	*3.5%*	*3.7%*	*4.1%*	*3.4%*	*3.0%*
From Policies Out-of-Surrender-Charge (Planned)[4]	*3.1%*	*4.0%*	*3.4%*	*2.0%*	*1.9%*	*2.3%*	*2.3%*	*2.5%*	*3.0%*	*3.4%*	*3.8%*	*3.5%*	*3.2%*
From Policies In-Surrender-Charge (Unplanned)[5]	*1.2%*	*1.1%*	*1.1%*	*0.8%*	*0.6%*	*0.6%*	*0.7%*	*0.9%*	*1.1%*	*1.4%*	*1.2%*	*0.9%*	*0.7%*
Core Outflows (% Annualized)[6]	**9.2%**	**10.1%**	**9.3%**	**8.5%**	**9.0%**	**8.7%**	**12.1%**	**10.1%**	**11.0%**	**15.7%**	**14.4%**	**12.5%**	**12.2%**
Memo: Total Outflow Rates, Incl. Strategic Reinsurance Transactions (4Q'22 Catalina & Expected Transaction in 3Q'23)	*9.2%*	*10.1%*	*9.3%*	*8.5%*	*9.0%*	*8.7%*	*12.1%*	*20.0%*	*11.0%*	*15.7%*	*20.4%*	*12.5%*	*12.2%*

Note: Projections in above table represent a best estimate and actual experience may vary.

1. Represents outflows from funding agreements, pension group annuities, and MYGA, all of which occur based on defined maturities or substantially lapse upon reaching their contractual term. Amounts may vary on a quarterly basis, based on the timing of original issuance.
2. Represents outflows from fixed index annuities and other applicable products which have varying degrees of predictability due to policyholder actions.
3. Represents partial annuity withdrawals to meet retirement income needs within contractual annual limits.
4. Represents outflows from policies that no longer have an active surrender charge in force.
5. Represents outflows from policies with an active surrender charge in force.
6. Outflow rate is calculated as outflows divided by Athene average net invested assets for the respective period, on an annualized basis.

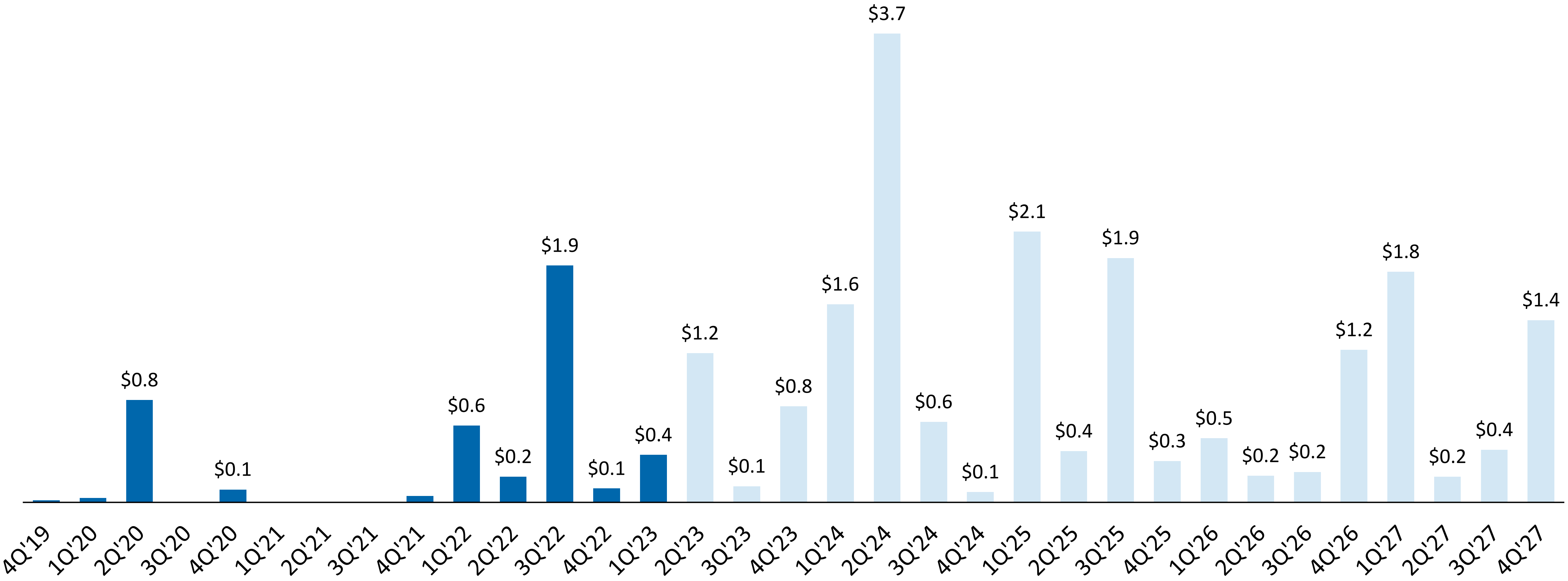
Policy Value Exiting Surrender Charge is Informative to Predicting Outflows



Note: Data as of March 31, 2023, unless otherwise noted. Presented net of ACRA NCI.

Funding Agreements Also Have a Defined Maturity Schedule

Funding Agreement Maturities ($B)



Note: Data as of March 31, 2023, unless otherwise noted. Presented net of ACRA NCI. Excludes strategic reinsurance transaction with Catalina Holdings in 4Q'22.

Severely Draconian Scenario: What Would Happen if All Policies Out-of-Surrender Charge Lapsed at Once? Athene Would Double Excess Capital

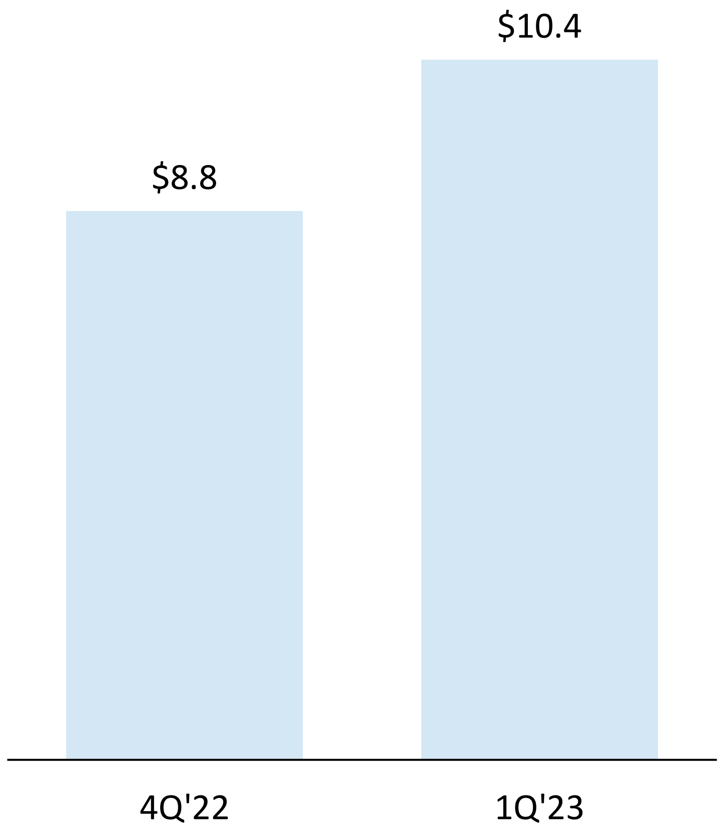
Impact on RBC if All 17% ($31 Billion) of Policies Not Protected by Surrender Charge Lapsed Instantaneously

		Excess Capital	
	Liquidity ($B)	**$ in Billions**	**Consolidated RBC**
Current[2]	$78B	$2.3	416%[1]
Less: Cash & Equivalents on Hand	($12.7)	-	-
Less: Draw on External Committed Facilities[3]	($7.8)	-	-
Less: Sales IG Corporates (at a loss, given higher rates)	($10.5)	($1.5)	(37%)
Capital Released From Policies Surrendered ($31B)	N/A	$4.0	99%
Pro Forma	**$47B**	**$4.7**	**478%**
Difference	**($31)**	**$2.4**	**62pts**

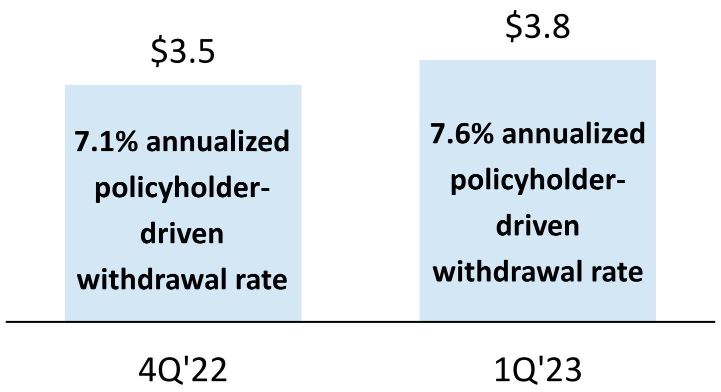
Note: Data as of March 31, 2023 unless noted otherwise. Presented net of ACRA NCI.
1. RBC Numbers presented as of December 31, 2022. 2. Includes $57.1B liquid bond portfolio, $12.7B cash and equivalents, $7.8B of external committed facilities. 3. Includes $2.5bn Liquidity Facility with $0.5bn accordion feature, available to AHL and Athene Life Re Ltd. (ALRe), one of Athene's largest Bermuda subsidiaries, $1.3bn Revolver with $0.5B accordion feature available to Athene Holding Ltd. (AHL), $2.0bn Committed Repo, $1.0B FHLB borrowing capacity. Availability of accordion features subject to lender consent and other factors.

Athene Observed No Material Change in Activity Through SVB Failure in March 2023

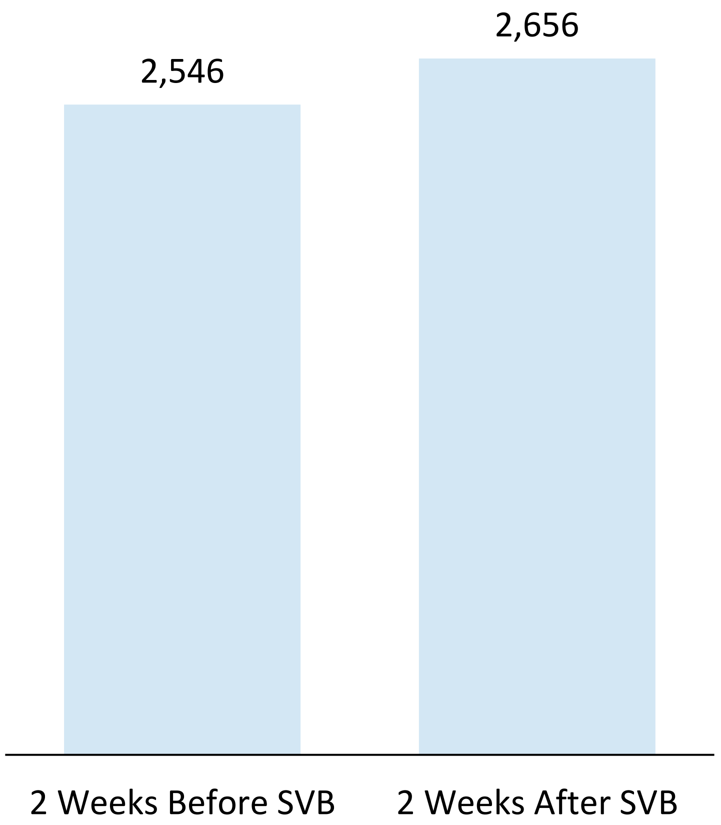
Retail & Flow Reinsurance Inflows ($B)



Policyholder Driven Outflows[1] ($B)



Surrender Service Requests (#)[2]

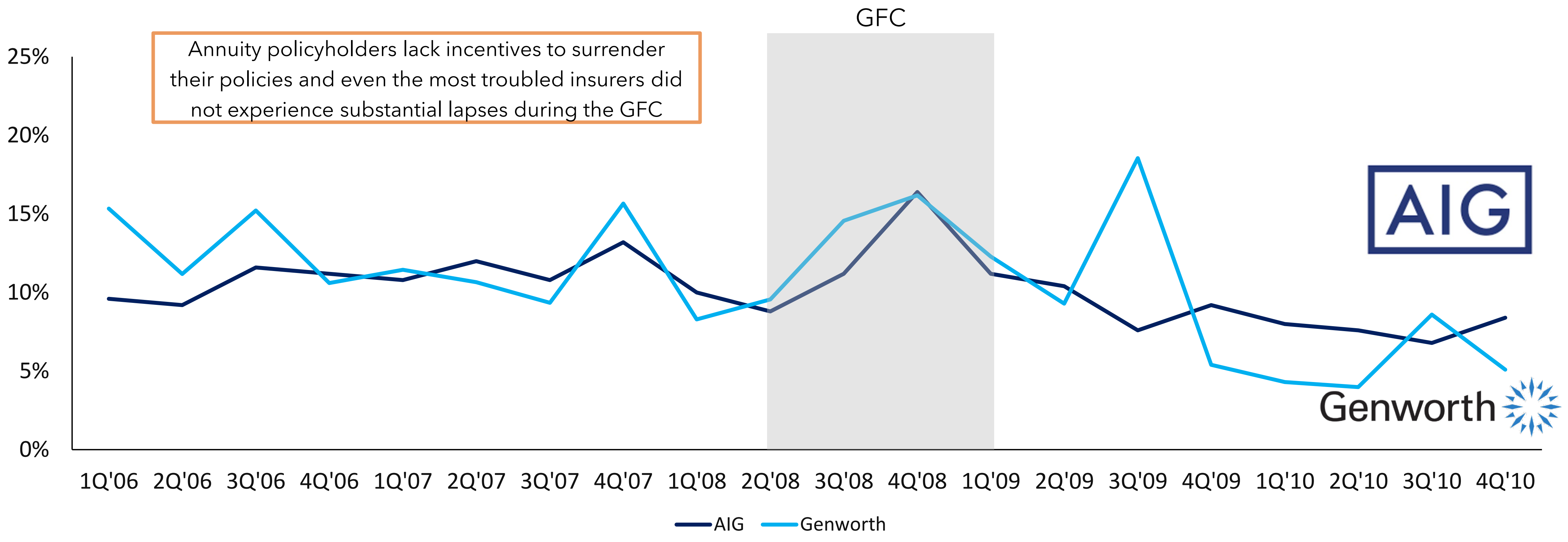


Note: Data as of March 31, 2023, unless otherwise noted. Presented net of ACRA NCI.

1. Represents outflows from fixed index annuities and other applicable products, which have varying degrees of predictability due to policyholder actions. 2. Surrender service requests include both cash surrenders and 1035 exchanges.

Case Study: AIG & Genworth Annualized Annuity Outflows During Great Financial Crisis

AIG and Genworth Annualized Annuity Outflows (2006 – 2010)



Note: Calculated from figures disclosed in US Life Insurer Statutory filings for entities owned by Genworth and Corebridge / AIG Life & Retirement, as aggregated by SNL Financial. Calculation represents the annualized rate implied by quarterly total annuity surrender benefits and withdrawals for life contracts divided by beginning of period statutory reserves.

Appendix

Ongoing Commitment to Transparency Through Normal Course Disclosure

Quarterly Detail Provided on Athene's Inflows and Outflows Within Financial Supplement

Net Flows & Outflows Attributable to Athene by Type

Unaudited *(in millions, except percentages)*

ATHENE HOLDING

	Quarterly Trends									Δ		LTM		Δ
	1Q'21	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22	3Q'22	4Q'22	1Q'23	Q/Q	Y/Y	1Q'22	1Q'23	Y/Y
NET FLOWS														
Retail	$ 1,757	$ 1,749	$ 2,372	$ 2,903	$ 2,865	$ 3,748	$ 6,132	$ 7,662	$ 8,578	12 %	199 %	$ 9,889	$26,120	164 %
Flow reinsurance	299	279	635	1,351	1,001	1,038	2,291	1,856	1,793	(3)%	79 %	3,266	6,978	114 %
Funding agreements[1]	3,226	4,074	2,337	2,215	5,696	1,755	1,588	1,000	1,500	50 %	(74)%	14,322	5,843	(59)%
Pension group annuities	2,893	1,474	6,593	2,877	1,994	5,508	2,944	772	56	(93)%	(97)%	12,938	9,280	(28)%
Gross organic inflows	8,175	7,576	11,937	9,346	11,556	12,049	12,955	11,290	11,927	6 %	3 %	40,415	48,221	19 %
Gross inorganic inflows[2]	—	—	—	—	—	—	—	—	—	NM	NM	—	—	NM
Total gross inflows	8,175	7,576	11,937	9,346	11,556	12,049	12,955	11,290	11,927	6 %	3 %	40,415	48,221	19 %
Gross outflows[3]	(4,122)	(4,635)	(4,433)	(4,344)	(4,883)	(4,925)	(7,000)	(11,064)	(6,879)	(38)%	41 %	(18,295)	(29,868)	63 %
Net flows	$ 4,053	$ 2,941	$ 7,504	$ 5,002	$ 6,673	$ 7,124	$ 5,955	$ 226	$ 5,048	NM	(24)%	$22,120	$18,353	(17)%
Inflows attributable to Athene	$ 6,705	$ 5,895	$ 7,180	$ 7,015	$ 9,333	$ 8,889	$11,000	$10,022	$11,896	19 %	27 %	$29,423	$41,807	42 %
Inflows attributable to ADIP[4]	1,470	1,681	4,757	2,331	2,223	3,160	1,955	1,268	31	(98)%	(99)%	10,992	6,414	(42)%
Total gross inflows	$ 8,175	$ 7,576	$11,937	$ 9,346	$11,556	$12,049	$12,955	$11,290	$11,927	6 %	3 %	$40,415	$48,221	19 %
Outflows attributable to Athene	$ (3,481)	$ (3,941)	$ (3,746)	$ (3,593)	$ (4,072)	$ (4,062)	$ (5,803)	$ (9,787)	$ (5,531)	(43)%	36 %	$(15,352)	$(25,183)	64 %
Outflows attributable to ADIP[4]	(641)	(694)	(687)	(751)	(811)	(863)	(1,197)	(1,277)	(1,348)	6 %	66 %	(2,943)	(4,685)	59 %
Total gross outflows[3]	$ (4,122)	$ (4,635)	$ (4,433)	$ (4,344)	$ (4,883)	$ (4,925)	$ (7,000)	$(11,064)	$ (6,879)	(38)%	41 %	$(18,295)	$(29,868)	63 %
OUTFLOWS ATTRIBUTABLE TO ATHENE BY TYPE[5]														
Maturity-driven, contractual-based outflows[6]	$ (323)	$ (479)	$ (579)	$ (796)	$ (1,384)	$ (1,305)	$ (2,834)	$ (1,472)	$ (1,717)	17 %	24 %	$ (3,238)	$ (7,328)	126 %
Policyholder-driven outflows[7]	(3,158)	(3,462)	(3,167)	(2,797)	(2,688)	(2,757)	(2,969)	(3,453)	(3,814)	10 %	42 %	(12,114)	(12,993)	7 %
Income oriented withdrawals (planned)[8]	*(1,506)*	*(1,451)*	*(1,363)*	*(1,585)*	*(1,529)*	*(1,413)*	*(1,516)*	*(1,813)*	*(1,766)*	*(3)%*	*16 %*	*(5,928)*	*(6,508)*	*10 %*
From policies out-of-surrender-charge (planned)[9]	*(1,179)*	*(1,577)*	*(1,374)*	*(867)*	*(865)*	*(1,075)*	*(1,131)*	*(1,188)*	*(1,480)*	*25 %*	*71 %*	*(4,683)*	*(4,874)*	*4 %*
From policies in-surrender-charge (unplanned)[10]	*(473)*	*(434)*	*(430)*	*(345)*	*(294)*	*(269)*	*(322)*	*(452)*	*(568)*	*26 %*	*93 %*	*(1,503)*	*(1,611)*	*7 %*
Core outflows	(3,481)	(3,941)	(3,746)	(3,593)	(4,072)	(4,062)	(5,803)	(4,925)	(5,531)	12 %	36 %	(15,352)	(20,321)	32 %
Strategic reinsurance transaction	—	—	—	—	—	—	—	(4,862)	—	NM	NM	—	(4,862)	NM
Outflows attributable to Athene	$ (3,481)	$ (3,941)	$ (3,746)	$ (3,593)	$ (4,072)	$ (4,062)	$ (5,803)	$ (9,787)	$ (5,531)	(43)%	36 %	$(15,352)	$(25,183)	64 %
Annualized rate[11]														
Maturity-driven, contractual-based outflows[6]	(0.9)%	(1.3)%	(1.4)%	(1.9)%	(3.1)%	(2.8)%	(5.9)%	(3.0)%	(3.4)%	40bps	30bps	(1.9)%	(3.8)%	190bps
Policyholder-driven outflows[7]	(8.3)%	(8.8)%	(7.9)%	(6.6)%	(5.9)%	(5.9)%	(6.2)%	(7.1)%	(7.6)%	50bps	170bps	(7.1)%	(6.7)%	(40)bps
Income oriented withdrawals (planned)[8]	*(4.0)%*	*(3.7)%*	*(3.4)%*	*(3.8)%*	*(3.4)%*	*(3.0)%*	*(3.2)%*	*(3.7)%*	*(3.5)%*	*(20)bps*	*10bps*	*(3.5)%*	*(3.4)%*	*(10)bps*
From policies out-of-surrender-charge (planned)[9]	*(3.1)%*	*(4.0)%*	*(3.4)%*	*(2.0)%*	*(1.9)%*	*(2.3)%*	*(2.3)%*	*(2.5)%*	*(3.0)%*	*50bps*	*110bps*	*(2.7)%*	*(2.5)%*	*(20)bps*
From policies in-surrender-charge (unplanned)[10]	*(1.2)%*	*(1.1)%*	*(1.1)%*	*(0.8)%*	*(0.6)%*	*(0.6)%*	*(0.7)%*	*(0.9)%*	*(1.1)%*	*20bps*	*50bps*	*(0.9)%*	*(0.8)%*	*(10)bps*
Core outflows	(9.2)%	(10.1)%	(9.3)%	(8.5)%	(9.0)%	(8.7)%	(12.1)%	(10.1)%	(11.0)%	90bps	200bps	(9.0)%	(10.5)%	150bps
Strategic reinsurance transaction	— %	— %	— %	— %	— %	— %	— %	(9.9)%	— %	NM	NM	— %	(2.5)%	NM
Outflows attributable to Athene	(9.2)%	(10.1)%	(9.3)%	(8.5)%	(9.0)%	(8.7)%	(12.1)%	(20.0)%	(11.0)%	NM	200bps	(9.0)%	(13.0)%	NM

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Ongoing Commitment to Transparency Through Normal Course Disclosure (Cont.)

Quarterly Detail Provided on Athene's Account Value by Level of Surrender Charge Protection

Deferred Annuity Liability Characteristics

Unaudited *(in millions, except percentages)*

ATHENE HOLDING

	Surrender charge (gross)	Percent of total	Surrender charge (net of MVA)	Percent of total
SURRENDER CHARGE PERCENTAGES ON DEFERRED ANNUITIES NET ACCOUNT VALUE				
No Surrender Charge	$ 28,278	22.3 %	$ 28,278	22.3 %
0.0% < 2.0%	1,796	1.4 %	1,218	1.0 %
2.0% < 4.0%	6,420	5.0 %	4,609	3.6 %
4.0% < 6.0%	11,645	9.2 %	10,019	7.9 %
6.0% or greater	78,919	62.1 %	82,934	65.2 %
	$ 127,058	100.0 %	$ 127,058	100.0 %

	Surrender charge (gross)	MVA benefit	Surrender charge (net)
Aggregate surrender charge protection	6.0 %	1.6 %	7.6 %

	Deferred annuities	Percent of total	Average surrender charge (gross)
YEARS OF SURRENDER CHARGE REMAINING ON DEFERRED ANNUITIES NET ACCOUNT VALUE			
No Surrender Charge	$ 28,278	22.3 %	— %
Less than 2	20,250	15.9 %	5.7 %
2 to less than 4	22,014	17.3 %	6.7 %
4 to less than 6	26,976	21.2 %	7.6 %
6 to less than 8	13,071	10.3 %	8.8 %
8 to less than 10	12,980	10.2 %	9.4 %
10 or greater	3,489	2.8 %	17.8 %
	$ 127,058	100.0 %	

Non-GAAP Measures & Definitions

Non-GAAP Definitions

In addition to our results presented in accordance with accounting principles generally accepted in the United States of America (US GAAP), we present certain financial information that includes non-GAAP measures. Management believes the use of these non-GAAP measures, together with the relevant US GAAP measures, provides information that may enhance an investor's understanding of our results of operations and the underlying profitability drivers of our business. The majority of these non-GAAP measures are intended to remove from the results of operations the impact of market volatility (other than with respect to alternative investments) as well as integration, restructuring and certain other expenses which are not part of our underlying profitability drivers, as such items fluctuate from period to period in a manner inconsistent with these drivers. These measures should be considered supplementary to our results in accordance with US GAAP and should not be viewed as a substitute for the corresponding US GAAP measures.

Net Reserve Liabilities

In managing our business, we also analyze net reserve liabilities, which does not correspond to total liabilities as disclosed in our consolidated financial statements and notes thereto. Net reserve liabilities represent our policyholder liability obligations net of reinsurance and is used to analyze the costs of our liabilities. Net reserve liabilities include (a) interest sensitive contract liabilities, (b) future policy benefits, (c) net market risk benefits, (d) long-term repurchase obligations, (e) dividends payable to policyholders and (f) other policy claims and benefits, offset by reinsurance recoverable, excluding policy loans ceded. Net reserve liabilities include our proportionate share of ACRA reserve liabilities, based on our economic ownership, but do not include the proportionate share of reserve liabilities associated with the noncontrolling interest. Net reserve liabilities is net of the ceded liabilities to third-party reinsurers as the costs of the liabilities are passed to such reinsurers and, therefore, we have no net economic exposure to such liabilities, assuming our reinsurance counterparties perform under our agreements. The majority of our ceded reinsurance is a result of reinsuring large blocks of life business following acquisitions. For such transactions, US GAAP requires the ceded liabilities and related reinsurance recoverables to continue to be recorded in our consolidated financial statements despite the transfer of economic risk to the counterparty in connection with the reinsurance transaction. While we believe net reserve liabilities is a meaningful financial metric and enhances our understanding of the underlying profitability drivers of our business, it should not be used as a substitute for total liabilities presented under US GAAP.

Sales

Sales statistics do not correspond to revenues under US GAAP but are used as relevant measures to understand our business performance as it relates to inflows generated during a specific period of time. Our sales statistics include inflows for fixed rate annuities and FIAs and align with the LIMRA definition of all money paid into an individual annuity, including money paid into new contracts with initial purchase occurring in the specified period and existing contracts with initial purchase occurring prior to the specified period (excluding internal transfers). We believe sales is a meaningful metric that enhances our understanding of our business performance and is not the same as premiums presented in our condensed consolidated statements of income (loss). performance and is not the same as premiums presented in our consolidated statements of income (loss).

Non-GAAP Measure Reconciliation

RECONCILIATION OF TOTAL LIABILITIES TO NET RESERVE LIABILITIES	March 31, 2023
Total Liabilities	$ 244,604
Debt	(3,650)
Derivative Laibilities	(1,518)
Payables for collateral on derivatives and securities to repurchase	(7,331)
Other liabilities	(1,381)
Liabilities of consolidated VIEs	(847)
Reinsurance impacts	(9,090)
Policy loans ceded	(175)
Market risk benefit asset	(440)
ACRA noncontrolling interest	(35,281)
Total adjustments to arrive at net reserve liabilities	(59,713)
Net reserve liabilities	$ 184,891