



Investor Relations Presentation Q3 2025

A human institution serving human needs

Born as a modest, door-to-door life insurance company to meet the needs of working families during America's industrial age in the 1800s, Western & Southern Financial Group is today among the strongest life insurance groups in the world. We endure and thrive because we never lose sight of our purpose: to use our **financial strength** to help provide **financial security** to those we serve. We earn your trust by operating with integrity, making sensible decisions, and faithfully honoring our promises today, tomorrow and always.

Our family of companies continues to grow and diversify, fortifying our financial foundation and embracing new opportunities to meet your needs through superior service and an ever-expanding range of insurance, investment and retirement solutions. We have always been **a human institution serving human needs**, committed to helping you live the life you want to live. This organizing principle united our founders and remains our mission today.

Important Information Concerning this Presentation

The Western & Southern Financial Group, Inc. ("W&SFG"), Cincinnati, Ohio, is the direct parent of The Western and Southern Life Insurance Company ("WSLIC"), and operates its business in an integrated manner with its other direct and indirect subsidiaries (together, "Western & Southern", "W&S", "we", "us" or "our"). WSLIC is the direct parent of Western-Southern Life Assurance Company ("WSLAC"). Western & Southern's financial information is provided herein in order to give a consolidated overview of its business activities. The information contained herein is as of the date hereof, unless otherwise indicated, is subject to change, and Western & Southern assumes no obligation to update the information herein.

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Financial Strength

Western & Southern Financial Group

137 Years

serving clients

6.3M

clients, policyholders and
account owners

\$160.8B

life insurance
in force

\$130.5B

assets owned
and managed

**Diversified
Segments**

protection, retirement and
investment management

\$586.8M

adjusted operating income¹

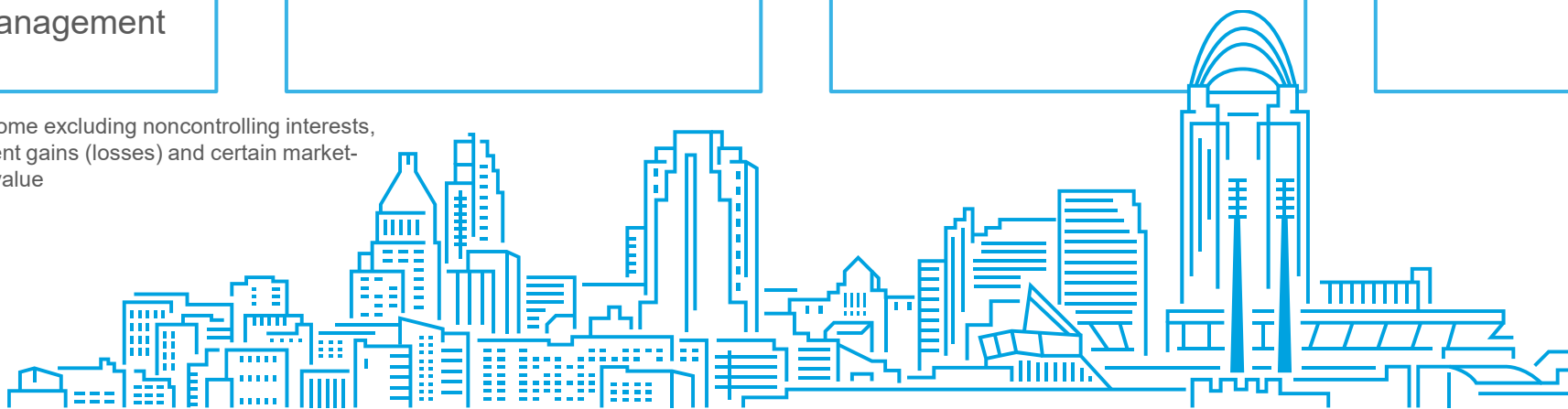
\$15.1B

GAAP equity

3,500

employees

¹ 9/30/2025 GAAP net income excluding noncontrolling interests,
income tax, net investment gains (losses) and certain market-
risk benefits held at fair value



Western & Southern Financial Strength Ratings

A+
Superior
AM Best

Superior ability to meet ongoing insurance obligations (second highest of 13 ratings; rating held since June 2009 for six out of seven of Western & Southern’s life insurance subsidiaries, rating held since February 2024 for Gerber Life)

Last Rating Action:
March 13, 2025

AA-
Very Strong
Standard & Poor’s

Very strong financial security characteristics (fourth highest of 21 ratings; rating held since August 2018)

Last Rating Action:
October 27, 2025

AA
Very Strong
Fitch

Very strong capacity to meet policyholder obligations on a timely basis (third highest of 21 ratings; rating held since June 2009)

Last Rating Action:
September 24, 2025

Aa3
Excellent
Moody’s

Excellent financial security (fourth highest of 21 ratings; rating held since February 2009)

Last Rating Action:
November 12, 2024

Ratings are for Western & Southern’s life insurance subsidiaries. Gerber Life is rated only by A.M. Best.

Financial Profile

Rating agencies assess both the financial profile and the business profile of rated companies. The financial profile generally reflects a company's current balance sheet strength.

W&S's outstanding balance sheet strength is recognized by rating agencies, with a **financial profile that aligns with or surpasses those of the top-rated mutual insurance companies.**

W&S's core financial stability remains unquestioned.



“Excellent, high quality capital adequacy, as measured by consolidated NAIC CAL RBC ratio...”

“...consistently displayed a strong ability to internally grow the capital necessary to fund its businesses.”

Moody's

“...benefits from consistent investment yields and prudent management of higher-risk assets compared with publicly rated peers.”

“...organic capital growth will allow it to maintain capital that is redundant at the 99.99% confidence level...”

Standard & Poor's

“...capital quality is also above average relative to similarly rated peers. This is due to W&SFG's low leverage metrics, lack of captives and no utilization of third-party reinsurance.”

“...exceptionally strong capitalization is supported by a Prism capital model score of 'Extremely Strong' at YE 2024.”

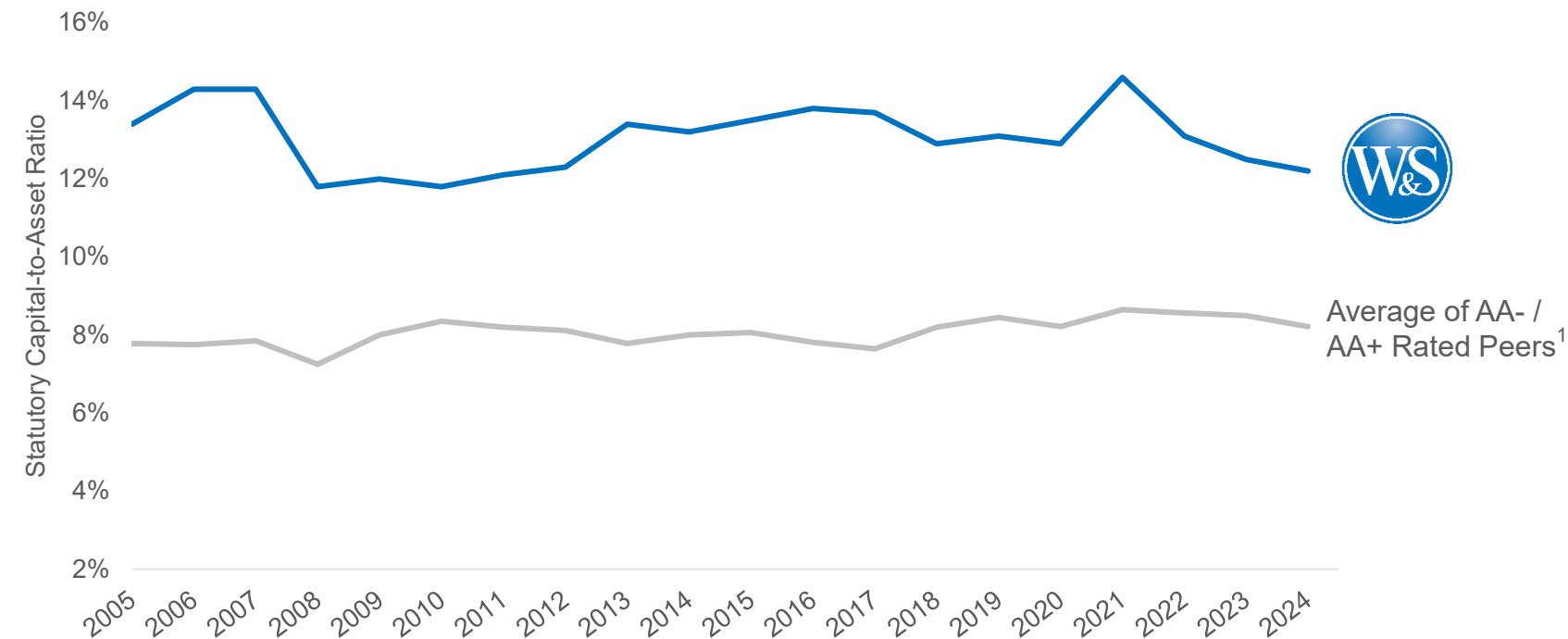
Fitch

“...strongest level of risk-adjusted capitalization as measured by Best's Capital Adequacy Ratio (BCAR), supported by a very high-quality capital profile and diversification between its life insurance, annuity, and investment management lines of business.”

AM Best

Western & Southern Financial Strength

Statutory Capital-to-Asset Ratio, 2005-2024



Western & Southern maintains the **highest capital-to-asset ratio amongst its peers**, well above the average of equal- and higher-rated peers

Western & Southern's broad business diversification, excellent enterprise risk management and **industry-leading capital** position support **balance sheet strength ratings that are consistent with the highest-rated companies** while exceeding similarly-rated companies.

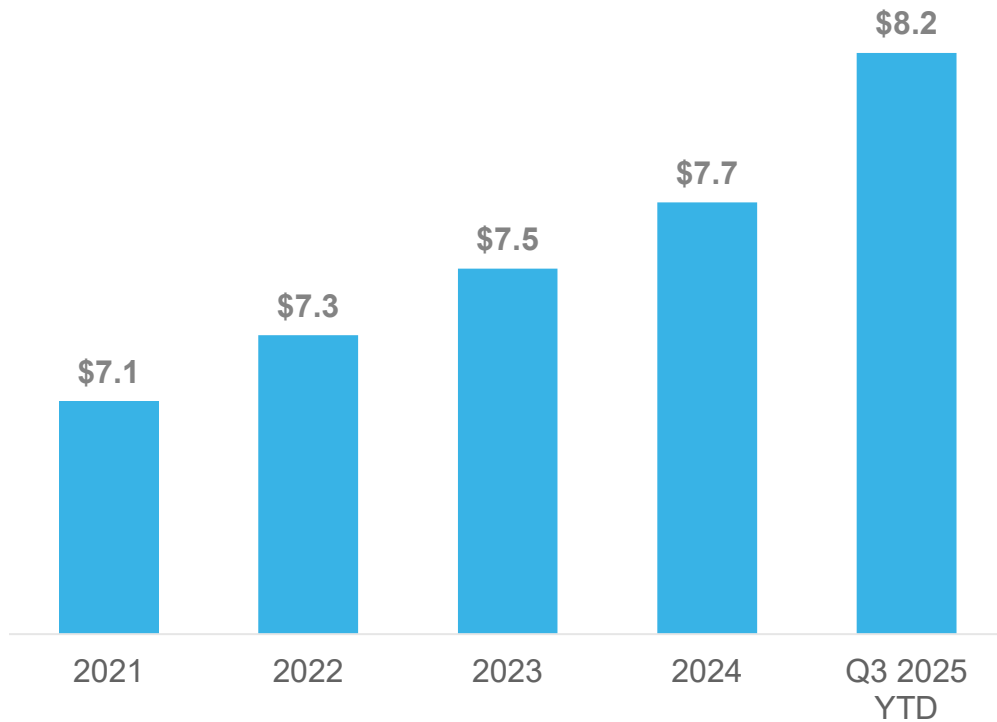
¹ Northwestern Mutual, Guardian Life, MassMutual, New York Life, PacLife and Prudential
Source: Statutory Filings (S&P Global Market Intelligence). Adjusted Capital Divided by Net Admitted Assets.
Disclosure: Competitor information is obtained from sources believed to be reliable, but its accuracy or completeness is not guaranteed.

Financial Highlights

Western & Southern Statutory Highlights

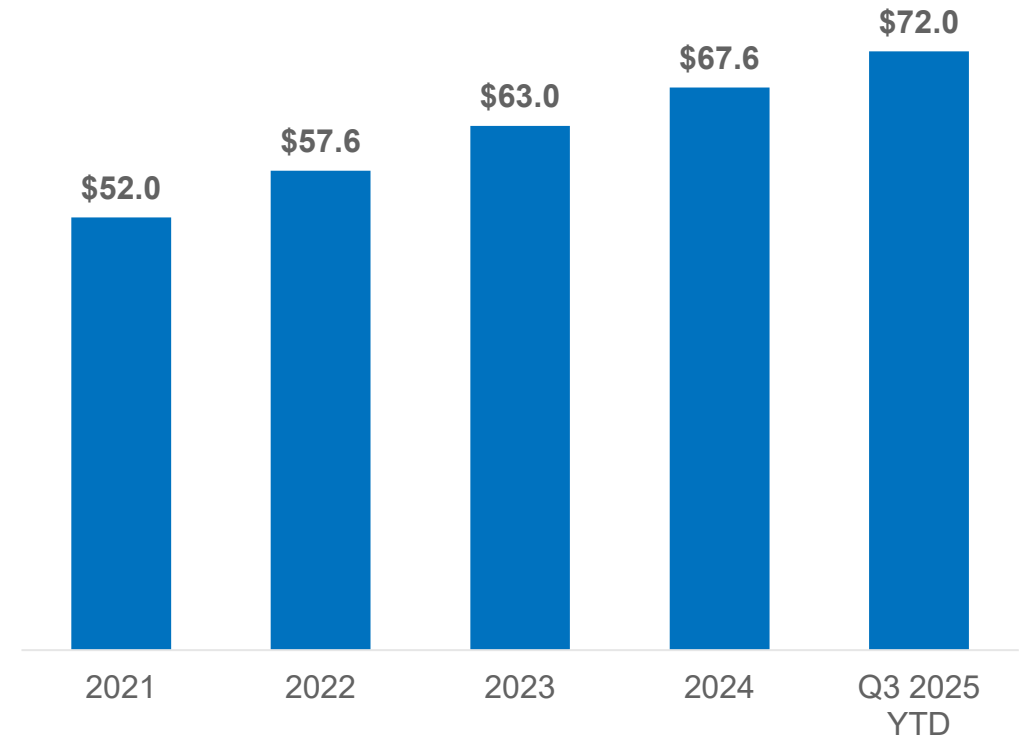
Capital & Surplus

\$ in billions



Cash & Investments

\$ in billions



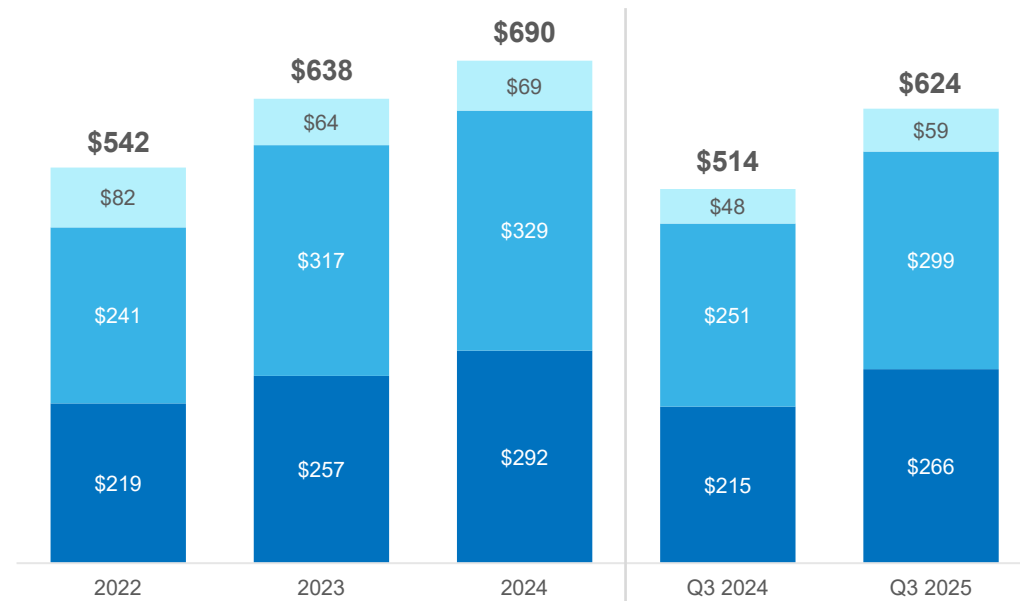
Growing Earnings and Capital Base

Strong operating performance, with earnings well-diversified across segments

Adjusted Operating Income¹

\$ in millions

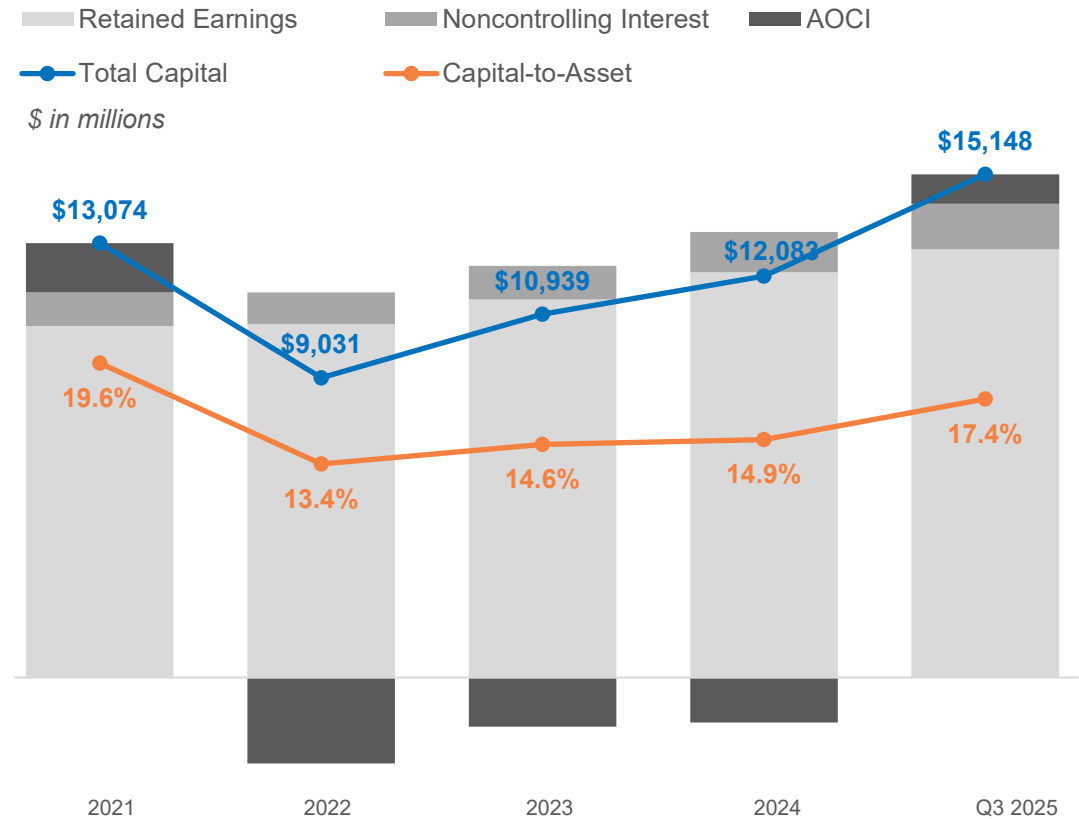
■ Protection ■ Retirement ■ Investment Management



W&S Total²: **\$508.7** **\$651.3** **\$708.1** **\$554.4** **\$586.8**

Note: 2025 is reported under LDTI. 2024 and prior periods are reported under historical GAAP.
¹ Defined as net income, excluding noncontrolling interests, income tax, net investment gains (losses) and certain market-risk benefits held at fair value; Does not include corporate segment; ² W&S adjusted operating earnings, including the corporate segment.

Industry leading capital position and financial flexibility with conservative leverage



Note: 2025 is reported under LDTI. 2024 and prior periods are reported under historical GAAP.

Segment Highlights

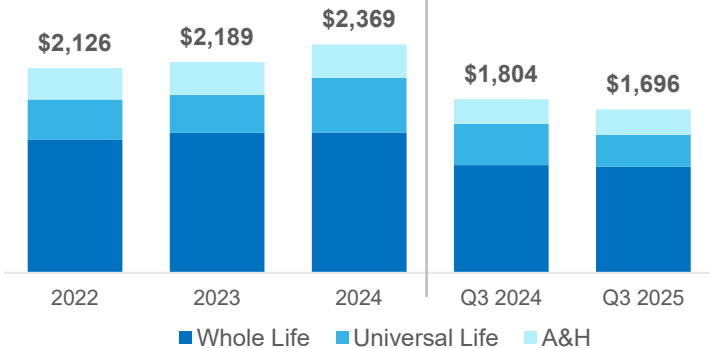
Protection

\$266M Adjusted operating income (43% of total)¹

\$17.6B Life and health reserves

Life and A&H Statutory Premiums

\$ in millions



Solutions

- Whole life
- Universal life
- Term life
- Guaranteed life
- Juvenile life
- Accident & critical illness
- Wealth transfer
- Institutional solutions

Distribution Channels

- Career Agents
- Independent Agents
- Banks
- Direct-to-Consumer

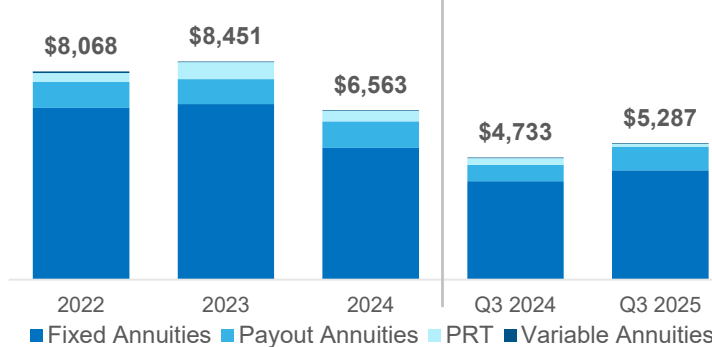
Retirement

\$299M Adjusted operating income (48% of total)¹

\$40.9B Annuity reserves

Annuity Deposits

\$ in millions



Solutions

- Fixed annuities
- Indexed annuities
- Variable annuities
- Income annuities
- Pension products & services
- Wealth planning

Distribution Channels

- Career Agents
- Independent Agents
- Banks
- Broker Dealers
- Register Invested Advisors
- Institutional Markets

Investment Management

\$59M Adjusted operating income (9% of total)¹

\$46.0B Third-party assets managed

Investment Management Companies

- | | | |
|---|---|---|
|  | Fort Washington Investment Advisors, Inc. | Provides investment management to Western & Southern and third-parties across multiple strategies |
|  | Touchstone Investments | Manages third-party assets through various mutual fund offerings |
|  | Eagle Realty Group | Focuses on real estate equity, debt and strategic investments |

Solutions

- Mutual funds & ETFs
- Fixed income
- Public equity
- Private equity
- Real estate
- Private credit
- Asset allocation

Note: Amounts shown as of 9/30/2025 unless otherwise indicated. ¹ Defined as GAAP net income, excluding noncontrolling interests, income tax, net investment gains (losses) and certain market-risk benefits held at fair value; Does not include corporate segment.

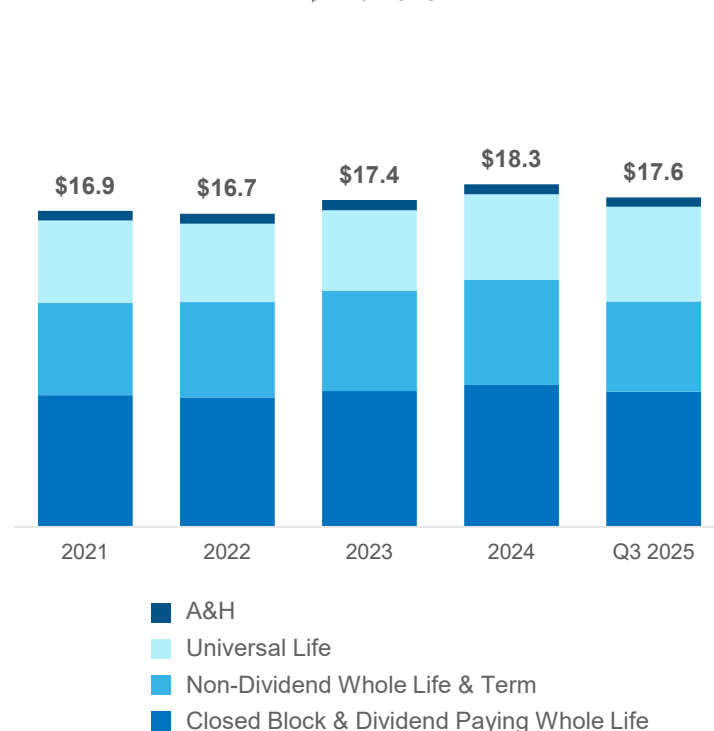
Protection & Retirement Reserves by Product Type

GAAP Results
Unaudited Quarterly Results

- Our **disciplined risk management processes** have resulted in **minimal high-risk liabilities and zero problematic liabilities** such as Long-Term Care and Long-Term Disability.
- Through our disciplined approach to risk management, in the regulatory New York 7 scenarios, the worst result shows **\$4.2 billion of profits** embedded in reserves, equal to **7% of reserves¹**. This is in addition to our already extremely strong capital levels.

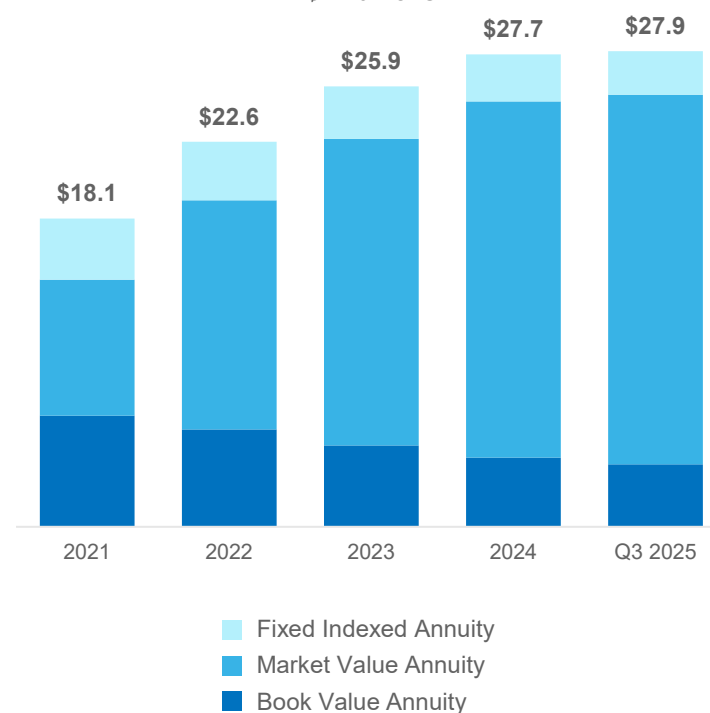
Life and A&H

\$ in billions



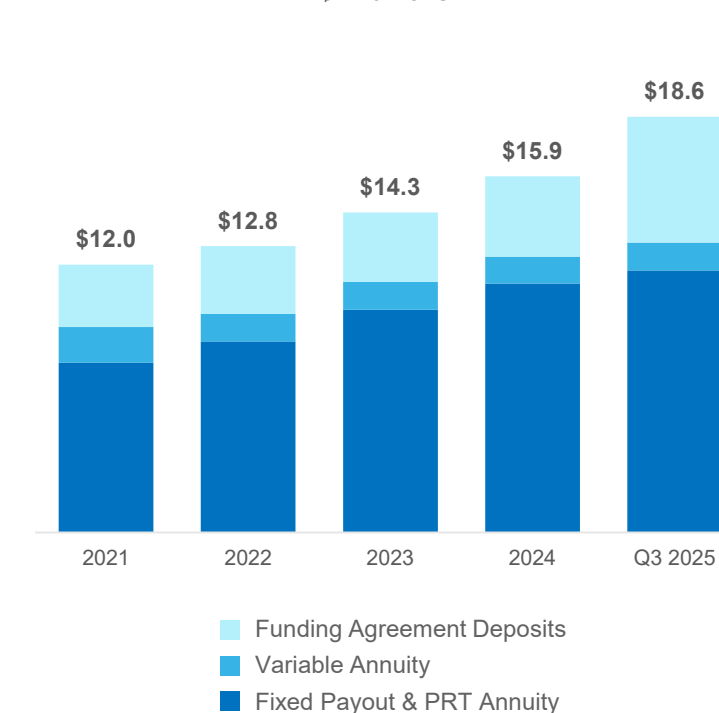
Interest Sensitive Annuities

\$ in billions



Non-Interest Sensitive Annuities

\$ in billions



Note: 2025 is reported under LDTI. 2024 and prior periods are reported under historical GAAP.

¹ As of 12/31/2024.

Enterprise Risk Management Framework

W&SFG has a strong ERM and ALM Framework that is embedded in everything it does

Decisions & Strategy

- ERM Committee
- Appetite and limits
- Risk assessments



Measurement & Monitoring

- Risk indicators
- Process control audits

Accountability

- Assignment
- Identification
- Remediation

Capital Management

- Liquidity
- Modeling
- Planning

Dedicated team of Enterprise Risk Management professionals with significant experience in the field

Sophisticated Asset Liability Management

Strong and sophisticated approach to ALM

+

Manages balance sheet exposures through proprietary risk management framework

+

Focuses on downside protection of key risks

+

Active use of stress testing and liability crediting rate management

+

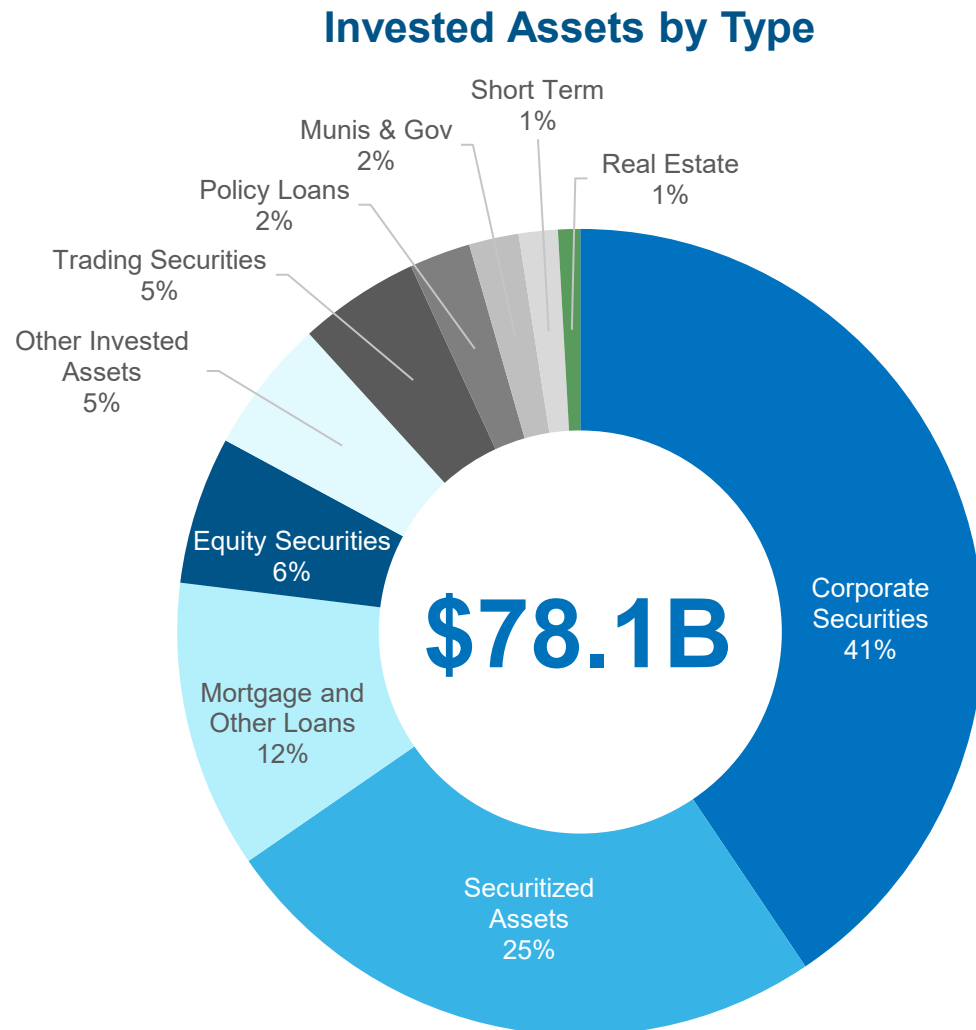
Extremely strong liquidity and ample sources of contingent capital

+

Strong cash flow testing results as of year-end 2024, which show positive and stable margins across all scenarios

Investment Portfolio

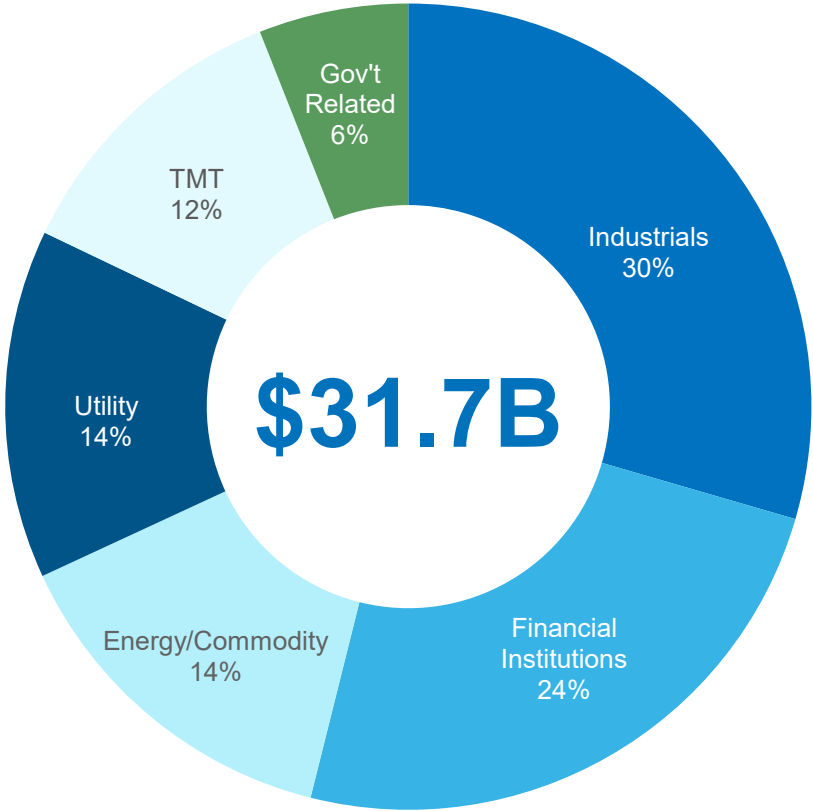
W&SFG Investment Portfolio



- W&S has a **conservative, high-quality and well-diversified** investment portfolio
- W&S's fixed income portfolio is **95% investment grade** securities that are broadly diversified and very liquid
- Active management of the investment portfolio enabled W&S to deliver **strong net investment income growth**, generating over \$3.5 billion in net investment income in 2024
- W&S's securitized portfolio offers **relative value and risk-efficient yield enhancement**, with high-quality and diverse assets
- W&S's commercial mortgage loan portfolio is **high-quality** and managed by a team with long-tenure and demonstrated expertise

W&SFG Corporate Securities

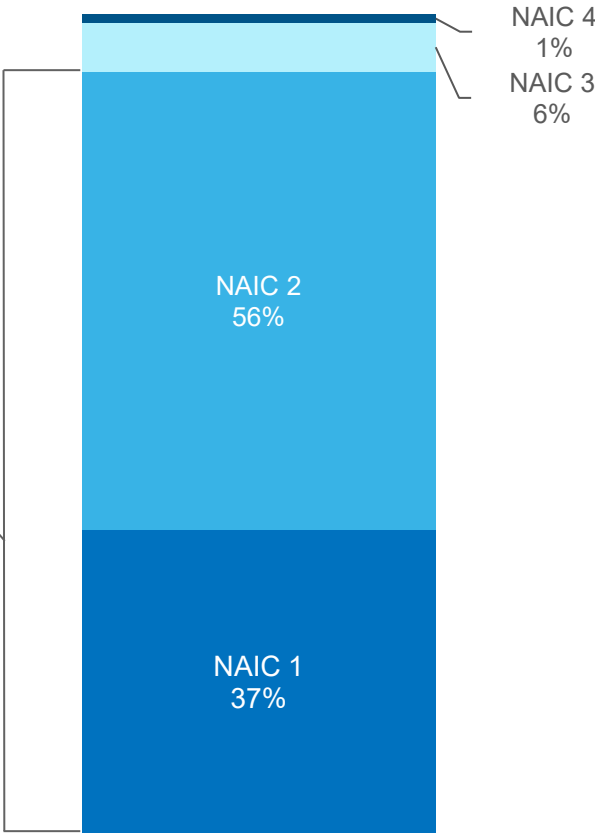
Corporate Securities by Sector



93%

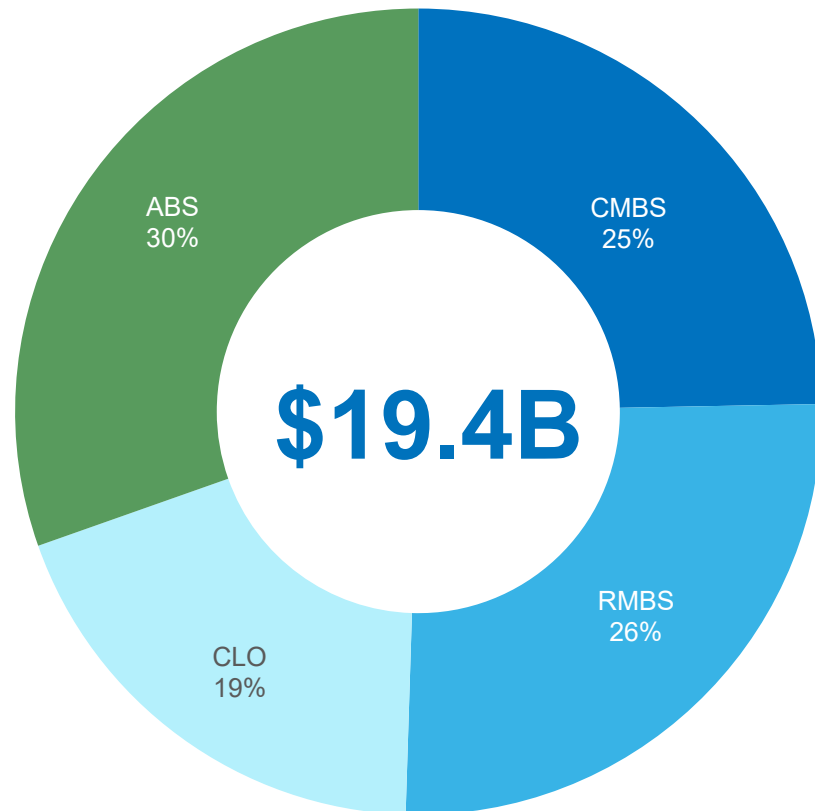
Investment grade securities that are broadly diversified, high quality, and very liquid

Corporate Securities by Rating



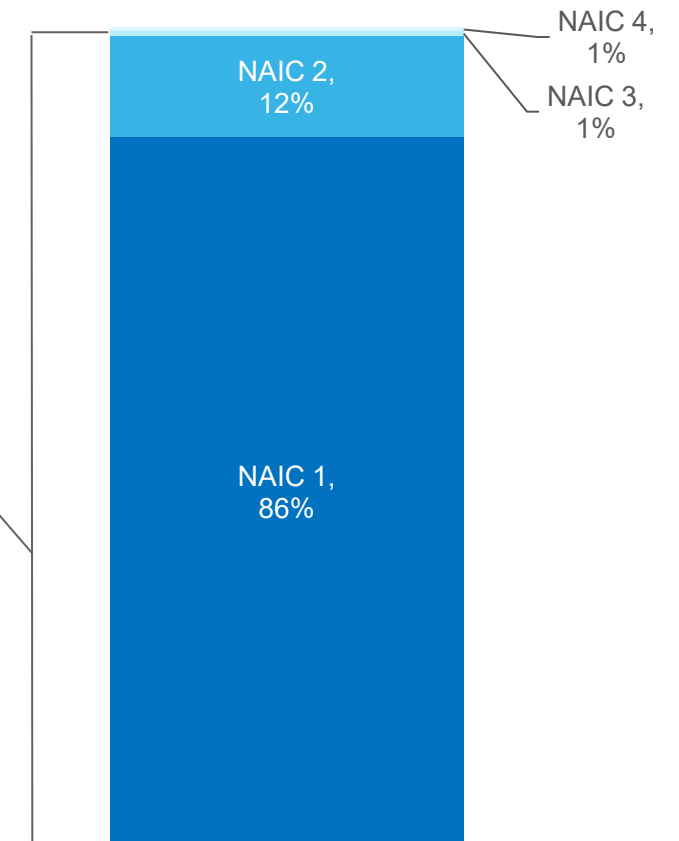
W&SFG Securitized Assets

Securitized Assets by Type



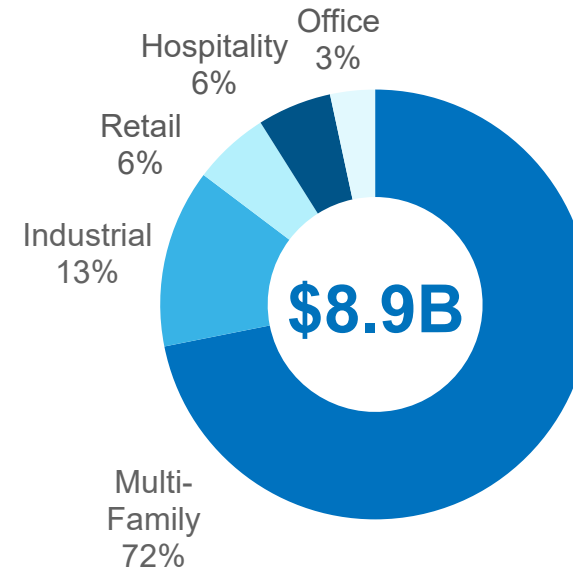
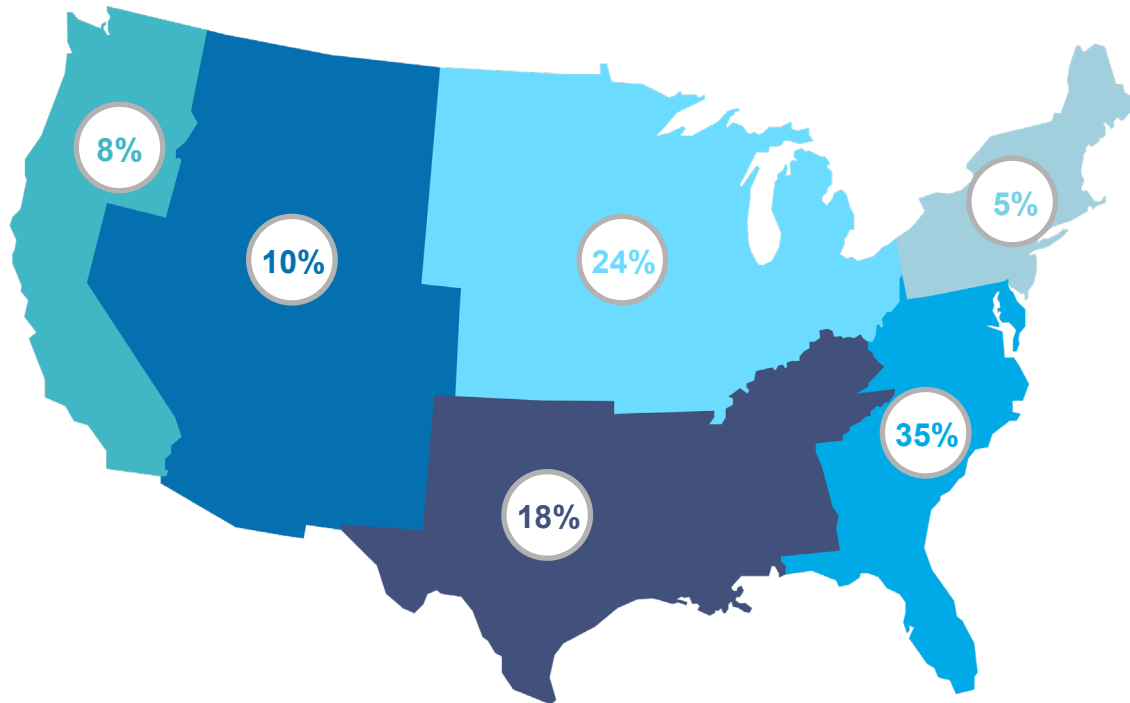
Securitized Assets by Rating

98%
Investment grade securities,
including 97% of CLOs



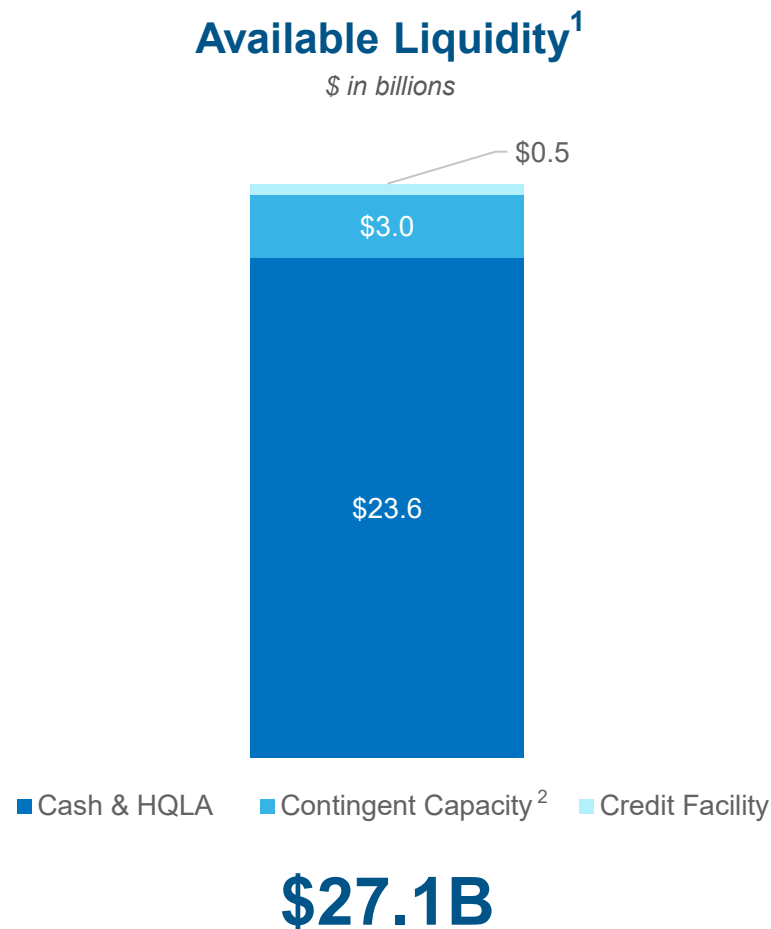
W&SFG Commercial Mortgage Loans

Mortgage Loans by Region and Type



- Our commercial mortgage loan portfolio is **96% investment grade** with effectively zero cumulative default loss experience
- We remain **highly diversified** across the United States with **limited office exposure**
- **Loan to value of 54%** demonstrates our conservative approach to this asset class

W&SFG Available Liquidity



- High Quality Liquid Assets (HQLA) includes an **expertly managed** mix of AAA securitized assets, corporate bonds, and equities **conservatively evaluated** under a diverse range of economic conditions
- W&S maintains **strong surplus liquidity with continuous liquidity planning** as a pillar of our Enterprise Risk Management (ERM) framework
- Strong risk management ensures **continuous monitoring of emerging risk exposures**
- Best in class culture continues to drive **industry leading ERM and Asset and Liability Management (ALM)**
- Available liquidity is **~38%** of the Enterprise liabilities

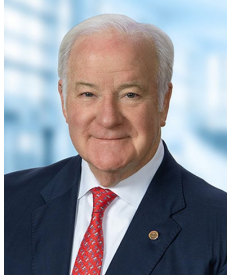
¹ Management's internal measure of liquidity

² Includes estimated borrowing capacity through the Federal Home Loan Bank and repo agreements

Leadership Team & Organizational Structure

Western & Southern Leadership Team

Average Tenure 23 Years



John F. Barrett
*Chairman, President and
Chief Executive Officer*
42 Years at W&S



James J. Fitzgerald
*Senior Vice President and
Chief Information Officer*
4 Years at W&S



D. Todd Henderson
*Senior Vice President and Chief Actuary,
Risk and Data Officer*
40 Years at W&S



Bradley J. Hunkler
*Senior Vice President and
Chief Financial Officer*
25 Years at W&S



Jill T. McGruder
*Senior Vice President and
Chief Marketing Officer*
34 Years at W&S



Paul B. Moore
*Senior Vice President and
Chief Customer Officer*
4 Years at W&S



Jonathan D. Niemeyer
*Senior Vice President, Chief Administrative
Officer and General Counsel*
24 Years at W&S



Christopher D. Shipley
*Senior Vice President and
Co-Chief Investment Officer*
1 Year at W&S

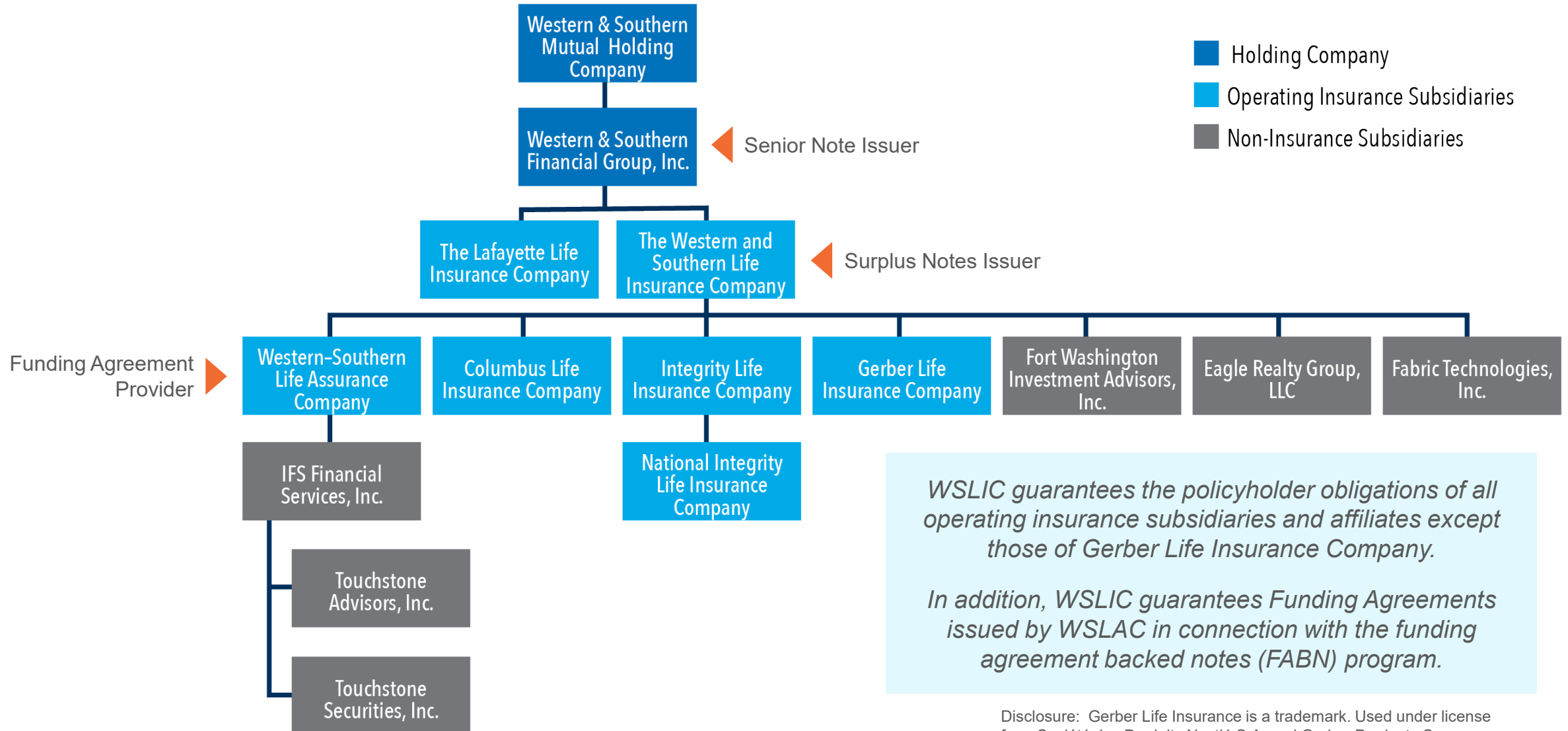


Rodrick L. Snyder
*Vice President and
Chief Audit Officer*
22 Years at W&S



Brendan M. White
*Senior Vice President and
Co-Chief Investment Officer*
32 Years at W&S

Simplified Organizational Structure



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Investor Relations

Delivering on Investor Relations at W&SFG



Our Commitments to Investors

To support our debt financing agenda, Western & Southern has created **a more formal Investor Relations function including:**

- ✓ Semi-annual **debt investor update calls**
- ✓ An **investor relations website** providing easy to access company information including financial statements and investor presentations
- ✓ Participation in **FABN industry marketing conferences**

Contact Information



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