

## **Quarterly Financial Supplement**

Second Quarter 2023

All financial information in this document is unaudited. This supplement should be read in conjunction with the following:

- (a) Jackson Financial Inc.'s Annual Report on Form 10-K for the year ended December 31, 2022 (the "Form 10-K"), which was filed on March 1, 2023 with the U.S. Securities and Exchange Commission (the "SEC"),
- (b) Jackson Financial Inc.'s Current Report on Form 8-K, which was filed on May 10, 2023 with the SEC to recast the financial statements contained in the Form 10-K to reflect the adoption of the accounting standard relating to "Targeted improvements to the Accounting for Long Duration Contracts," and
- (c) Jackson Financial Inc.'s Quarterly Report on Form 10-Q for the guarter ended June 30, 2023, which will be filed with the SEC.

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Note: Unless noted, financial information is rounded to millions. As such, some financial information may not sum to totals.

**Quarterly Financial Supplement - Second Quarter 2023** 

#### Forward-Looking Statements

The information in this document contains forward-looking statements about future events and circumstances and their effects upon revenues, expenses and business opportunities. Generally speaking, any statement in this document not based upon historical fact is a forward-looking statement. Forward-looking statements can also be identified by the use of forward-looking or conditional words, such as "could," "should," "can," "continue," "estimate," "forecast," "intend," "look," "may," "will," "expect," "believe," "anticipate," "plan," "remain," "confident" and "commit" or similar expressions. In particular, statements regarding plans, strategies, prospects, targets and expectations regarding the business and industry are forward-looking statements. They reflect expectations, are not guarantees of performance and speak only as of the dates the statements are made. We caution investors that these forward-looking statements are subject to known and unknown risks and uncertainties that may cause actual results to differ materially from those projected, expressed, or implied. Factors that could cause actual results to differ materially from those in the forward-looking statements include those reflected in Part I, Item 1A. Risk Factors and Part II, Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations in our Annual Report on Form 10-K for the year ended December 31, 2022, as filed with the SEC on March 1, 2023, (the "2022 Annual Report"), as Part II, Item 7 was recast to reflect the adoption of the Long Duration Targeted Improvements accounting principle in our Current Report on Form 8-K filed May 10, 2023, and elsewhere in the Company's reports filed with the U.S. Securities and Exchange Commission. Except as required by law, Jackson Financial Inc. does not undertake to update such forward-looking statements. You should not rely unduly on forward-looking statements.

Certain financial data included in this document consists of non-GAAP ("Generally Accepted Accounting Principles") financial measures. These non-GAAP financial measures may not be comparable to similarly titled measures presented by other entities, nor should they be construed as an alternative to other financial measures determined in accordance with U.S. GAAP. Although the Company believes these non-GAAP financial measures provide useful information to investors in measuring the financial performance and condition of its business, investors are cautioned not to place undue reliance on any non-GAAP financial measures and ratios included in this document. A reconciliation of the non-GAAP financial measures to the most directly comparable U.S. GAAP financial measure can be found in the "Select U.S. GAAP to Non-GAAP Reconciliations" section of this document.

Certain financial data included in this document consists of statutory accounting principles ("statutory") financial measures, including "total adjusted capital" and "statutory admitted assets." These statutory financial measures are included in or derived from the Jackson National Life Insurance Company annual and/or quarterly statements filed with the Michigan Department of Insurance and Financial Services and available in the investor relations section of the Company's website at https://investors.jackson.com/financials/statutory-filings.

## Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions, except per share and shares outstanding data)

#### **Key Metrics** For the Six Months Ended For the Three Months Ended 6/30/22 9/30/22 12/31/22 3/31/23 6/30/23 6/30/22 6/30/23 Net Income (Loss) 3.294 Ś 1.868 \$ (1.158) \$ (1,496) \$ 1,220 Ś 5.519 Ś (276) Net income (loss) attributable to noncontrolling interests 31 (11)(8)1 3 62 4 Net Income (Loss) Attributable to Jackson Financial Inc. 3,263 1,879 (1,150)(1,497)1,217 5,457 (280)Less: Dividends on preferred stock 13 13 Net Income (Loss) Attributable to Jackson Financial Inc. Common Shareholders 3,263 1,879 \$ (1,150) \$ (1,497) \$ 1,204 5,457 (293)Ś Ś **Total Shareholders' Equity** 9.706 \$ 10.219 \$ 8.646 \$ 8.638 \$ 8.652 9.706 8.652 Less: Preferred Equity 533 533 533 \$ 8,119 8,119 **Total Common Shareholders' Equity** 9,706 \$ 10,219 \$ 8,646 \$ 8,105 9,706 \$ **Average Common Shareholders' Equity** 8,950 \$ 9,963 \$ 9.433 \$ 8,376 \$ 8.112 Ś 8,514 \$ 8,290 **Total ROE Attributable to Common Shareholders** 145.8% 59.4 % 128.2% 75.4% (48.8)%(71.5)% (7.1)%Ś Adjusted Operating Earnings<sup>1</sup> 407 376 Ś 294 Ś 271 283 784 \$ 554 10.3 % Effective tax rate on adjusted operating earnings<sup>1</sup> 12.3% 9.2% 8.1 % 3.0 % 13.8% 6.6 % Adjusted Book Value Attributable to Common Shareholders<sup>1</sup> 9.768 \$ 10,935 \$ 9,918 \$ 8.581 \$ 9.554 9.768 Ś 9.554 Average Adjusted Book Value Attributable to Common Shareholders<sup>1</sup> Ś 8,698 \$ 10,352 \$ 10,427 \$ 9,250 \$ 9.068 7.988 \$ 9.351 Adjusted Operating ROE Attributable to Common Shareholders<sup>1</sup> 18.7% 14.5% 11.3 % 11.7 % 12.5 % 19.6% 11.8 % Per Share Data (Common Shareholders) Net income (loss) (basic) \$ 37.96 22.08 \$ (13.74) \$ (18.11) \$ 14.58 62.98 (3.55)Net income (loss) (diluted)<sup>2</sup> 36.59 Ś 21.38 \$ (13.74) \$ (18.11) \$ 14.21 Ś 60.60 Ś (3.55)Ś Ś \$ Ś Adjusted operating earnings per common share (diluted)<sup>1</sup> 4.56 Ś 4.28 \$ 3.39 3.15 3.34 8.71 6.49 Book value per common share (diluted) \$ 110.90 \$ 117.95 \$ 100.56 \$ 95.70 \$ 98.27 Ś 110.90 Ś 98.27 \$ Adjusted book value per common share (diluted)<sup>1</sup> \$ 111.61 \$ 126.21 \$ 115.36 \$ 101.32 \$ 115.63 111.61 \$ 115.63 **Shares Outstanding** Weighted average number of common shares (basic) 85,968,564 85,098,192 83,695,001 82,646,113 82,595,287 86,649,493 82,620,558 Weighted average number of common shares (diluted) 89,168,775 87,895,919 86,807,053 86,082,970 84,754,611 90.052.111 85,415,120 End of period common shares (basic) 84,864,727 83,666,942 82,690,098 81,044,318 81,910,831 81,910,831 84,864,727 End of period common shares (diluted) 87,520,892 86,640,003 85,976,078 84,690,303 82,622,875 87,520,892 82,622,875 Balances as of 6/30/23 **Total Company AUM** 6/30/22 9/30/22 12/31/22 3/31/23 6/30/23 6/30/22 \$ 46,267 \$ 45,349 \$ 44,486 \$ 44,476 Ś 46,267 Ś 43,096 Jackson invested assets \$ 43,096 Third party invested assets (including CLOs)<sup>3</sup> 24,719 26,993 27,689 26,751 27,175 26,751 27,175 Total PPM AUM 73,018 70,068 71,479 72,165 70,271 73,018 70,271 Total JNAM AUM 221,634 208,046 219,070 227,764 236,131 221,634 236,131 \$294.652 \$278.114 \$290,549 \$299.929 294.652 Total AUM \$306,402 306,402

<sup>&</sup>lt;sup>1</sup>See explanation of Non-GAAP Financial Measures at the end of this Financial Supplement.

<sup>&</sup>lt;sup>2</sup> In a quarter in which we reported a net loss attributable to Jackson Financial Inc., all common stock equivalents are anti-dilutive and are therefore excluded from the calculation of diluted shares and diluted per share amounts. The shares excluded from the diluted EPS calculation were 3,436,857, 3,112,052 and 2,794,562 shares for the three months ended March 31, 2023, December 31, 2022 and for the six months ended June 30, 2023, respectively.

<sup>&</sup>lt;sup>3</sup>Assets under management include Prudential affiliates in Asia.

## Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions)

### Consolidated Income Statements

				For the	Thre	e Month	s End	led			Г	For the Six M	lont	onths Ended		
	6/	30/22	9/	30/22	12,	/31/22	3/3	31/23	6/	/30/23	_	6/30/22		6/30/23		
Revenues																
Fee income	\$	1,934	\$	1,908	\$	1,868	\$	1,888	\$	1,913	\$	3,946	\$	3,801		
Premiums		32		36		27		25		52		69		77		
Net investment income:																
Net investment income excluding funds withheld assets		328		327		422		415		420		758		835		
Net investment income on funds withheld assets		364		313		317		307		252		624		559		
Total net investment income		692		640		739		722		672		1,382		1,394		
Net gains (losses) on derivatives and investments:																
Net gains (losses) on derivatives and investments		2,938		(196)		(4,199)		(2,726)		(2,112)		1,372		(4,838)		
Net gains (losses) on funds withheld reinsurance treaties		1,077		555		(474)		(673)		(134)		2,105		(807)		
Total net gains (losses) on derivatives and investments		4,015		359		(4,673)		(3,399)		(2,246)		3,477		(5,645)		
Other income		21		19		25		15		19		41		34		
Total revenues		6,694		2,962		(2,014)		(749)		410		8,915		(339)		
Benefits and Expenses																
Death, other policy benefits and change in policy reserves, net of deferrals		274		237		251		228		241		574		469		
(Gain) loss from updating future policy benefits cash flow assumptions, net		14		(37)		(26)		14		10		29		24		
Market risk benefits (gains) losses, net		1,184		(913)		(1,900)		(174)		(2,570)		(723)		(2,744)		
Interest credited on other contract holder funds, net of deferrals and amortization		209		224		236		285		295		406		580		
Interest expense		24		29		40		43		58		44		101		
Operating costs and other expenses, net of deferrals		543		592		631		616		620		1,209		1,236		
Amortization of deferred acquisition costs		307		305		297		293		291		624		584		
Total benefits and expenses		2,555		437		(471)		1,305		(1,055)		2,163		250		
Pretax income (loss)		4,139		2,525		(1,543)		(2,054)		1,465		6,752		(589)		
Income tax expense (benefit)		845		657		(385)		(558)		245		1,233		(313)		
Net income (loss)		3,294		1,868		(1,158)		(1,496)		1,220		5,519		(276)		
Less: net income (loss) attributable to noncontrolling interests		31		(11)		(8)		1		3		62		4		
Net income (loss) attributable to Jackson Financial Inc.	\$	3,263	\$	1,879	\$	(1,150)	\$	(1,497)	\$	1,217	\$	5,457	\$	(280)		
Less: Dividends on preferred stock		_		_				_		13		_		13		
Net income (loss) attributable to Jackson Financial Inc. common shareholders	\$	3,263	\$	1,879	\$	(1,150)	\$	(1,497)	\$	1,204	\$	5,457	\$	(293)		

# Jackson Financial Inc. Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions)

## **Consolidated Balance Sheets**

	Balances as of									
	6/	30/22	9	/30/22	12	2/31/22	3	/31/23	6	5/30/23
Assets										
Investments:										
Debt securities, available-for-sale, net of allowance for credit losses	\$	43,478	\$	41,681	\$	42,489	\$	43,774	\$	42,063
Debt securities, at fair value under fair value option		2,005		2,124		2,173		2,255		2,210
Debt securities, trading, at fair value		103		102		100		101		101
Equity securities, at fair value		260		234		393		225		267
Mortgage loans, net of allowance for credit losses		11,574		11,223		10,967		10,911		10,303
Mortgage loans, at fair value under fair value option		357		508		582		480		509
Policy loans		4,459		4,446		4,377		4,377		4,381
Freestanding derivative instruments		1,243		1,950		1,270		1,051		946
Other invested assets		3,648		3,622		3,595		3,711		3,503
Total investments		67,127		65,890		65,946		66,885		64,283
Cash and cash equivalents		5,258		5,331		4,298		1,779		2,100
Accrued investment income		504		509		514		497		528
Deferred acquisition costs		13,249		13,090		12,923		12,760		12,599
Reinsurance recoverable, net of allowance for credit losses		31,028		30,059		29,046		28,078		27,069
Reinsurance recoverable on market risk benefits, at fair value		306		261		221		238		194
Market risk benefit assets, at fair value		2,329		3,032		4,865		5,204		5,957
Deferred income taxes, net		900		386		320		755		681
Other assets		1,447		1,845		944		902		850
Separate account assets	:	196,184		185,042		195,906		204,366		212,719
Total assets	\$ 3	318,332	\$	305,445	\$	314,983	\$	321,464	\$	326,980
Liabilities and Equity										
Liabilities										
Reserves for future policy benefits and claims payable	\$	13,064	Ś	12,227	Ś	12,318	Ś	12,369	Ś	12.003
Other contract holder funds	Ψ	58,604	Ψ.	58,169	Ψ.	58,190	Ψ.	57,094	Ψ.	56,477
Market risk benefit liabilities, at fair value		5,945		5,138		5,662		5,560		4,463
Funds withheld payable under reinsurance treaties		25,506		23,900		22,957		22,254		21,170
Long-term debt		2,634		2,634		2,635		2,632		2,633
Repurchase agreements and securities lending payable		32		27		1,048		1,124		1,678
Collateral payable for derivative instruments		621		1,038		689		545		498
Freestanding derivative instruments		1,217		2,225		2,065		1,510		1,816
Notes issued by consolidated variable interest entities, at fair value under fair value option		1,757		1,745		1,732		2,016		1,996
Other liabilities		2,315		2,352		2,403		2,527		2,104
Separate account liabilities		196,184		185,042		195,906		204,366		212,719
Total liabilities		307,879		294,497		305,605		311,997		317,557
Equity										
Preferred stock		_		_		_		533		533
Common stock		1		1		1		333 1		1
Additional paid-in capital		6,020		6,036		6,063		6,070		5,997
Treasury stock, at cost		(371)		(410)		(443)		(510)		(466)
Accumulated other comprehensive income (loss), net of tax expense (benefit)		(1,739)		(3,032)		(3,378)		(2,308)		(3,365)
Retained earnings (deficit)		5,795		7,624		6,403		4,852		5,952
Total shareholders' equity		9,706		10,219		8,646		8,638		8,652
Noncontrolling interest		747		729		732		829		8,652 771
		10,453				9,378		9,467		9,423
Total equity	_		_	10,948	_		_		_	· ·
Total liabilities and equity	\$ 3	318,332	\$	305,445	\$	314,983	\$	321,464	\$	326,980

Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions, except per share and shares data)

### **Consolidated Capital Structure**

	Balances as of											For the Six N	/lont	hs Ended
	6	/30/22	9	/30/22	1	2/31/22	3	/31/23	6	5/30/23		6/30/22		6/30/23
Debt														
Senior notes	\$	2,321	\$	2,322	\$	2,323	\$	2,324	\$	2,325	\$	2,321	\$	2,325
Surplus notes		250		250		250		250		250		250		250
FHLBI bank loans		63		62		62		58		58		63		58
Total debt	\$	2,634	\$	2,634	\$	2,635	\$	2,632	\$	2,633	\$	2,634	\$	2,633
Equity														
Preferred stock	\$	_	\$	_	\$	_	\$	533	\$	533	\$	_	\$	533
Common stock		1		1		1		1		1		1		1
Additional paid-in capital		6,020		6,036		6,063		6,070		5,997		6,020		5,997
Treasury stock, at cost		(371)		(410)		(443)		(510)		(466)		(371)		(466)
Accumulated other comprehensive income (loss), net of tax expense (benefit)		(1,739)		(3,032)		(3,378)		(2,308)		(3,365)		(1,739)		(3,365)
Retained earnings		5,795		7,624		6,403		4,852		5,952		5,795		5,952
Total shareholders' equity		9,706	_	10,219		8,646		8,638		8,652		9,706		8,652
Total common shareholders' equity		9,706		10,219		8,646		8,105		8,119		9,706		8,119
Non-controlling interest		747		729		732		829		771		747		771
Total equity	\$	10,453	\$	10,948	\$	9,378	\$	9,467	\$	9,423	\$	10,453	\$	9,423
Adjusted Book Value Attributable to Common Shareholders <sup>1</sup>	\$	9,768	\$	10,935	\$	9,918	\$	8,581	\$	9,554	\$	9,768	\$	9,554
Capital Returned to Common Stock Shareholders														
Dividends per common share	\$	0.55	\$	0.55	\$	0.55	\$	0.62	\$	0.62	\$	1.10	\$	1.24
Total dividends on common stock	\$	50	\$	49	\$	48	\$	54	\$	53	\$	102	\$	107
Total amount of common shares repurchased	\$	66	\$	39	\$	38	\$	70	\$	47	\$	206	\$	117
Number of common shares repurchased	1,8	370,854	1,2	200,000	1,	142,105	1,	721,737	1,	394,797		5,304,464		3,116,534

<sup>&</sup>lt;sup>1</sup>See explanation of Non-GAAP Financial Measures at the end of this Financial Supplement.

## Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions)

Pretax Adjusted Operating Earnings <sup>1</sup>														
				For the	Thre	e Month	s End	ed				For the Six M	lont	hs Ended
	6/3	30/22	9	/30/22		/31/22		1/23	6/	/30/23	_	6/30/22		6/30/23
Operating Revenue				-										
Fee income	\$	1,167	\$	1,133	\$	1,089	\$	1,105	\$	1,131	\$	2,412	\$	2,236
Premiums		35		39		30		27		55		75		82
Net investment income		361		340		384		437		435		762		872
Income (loss) on operating derivatives		24		3		(22)		(36)		(43)		59		(79)
Other income		21		19		25		15		19		41		34
Total operating revenue		1,608		1,534		1,506		1,548		1,597		3,349		3,145
Operating Benefits and Expenses														
Death, other policy benefits and change in policy reserves, net of deferrals		210		170		158		148		166		467		314
(Gain) loss from updating future policy benefits cash flow assumptions, net		15		(37)		(21)		14		11		30		25
Interest credited on other contract holder funds, net of deferrals and amortization		209		224		236		285		295		406		580
Interest expense		24		29		40		43		58		44		101
Operating costs and other expenses, net of deferrals		542		592		633		616		620		1,207		1,236
Amortization of deferred acquisition costs		144		142		140		140		142		286		282
Total operating benefits and expenses		1,144		1,120	_	1,186		1,246		1,292	_	2,440		2,538
Pretax adjusted operating earnings <sup>1</sup>	\$	464	\$	414	\$	320	\$	302	\$	305	\$	909	\$	607
	$\Box$			For the	Thre	e Month	s End	ed				For the Six M	lont	hs Ended
	6/3	30/22	9	/30/22		/31/22		1/23	6/	/30/23	_	6/30/22		6/30/23
Operating costs and other expenses			_											
Asset-based commission expenses	\$	250	\$	242	\$	243	\$	250	\$	255	\$	525	\$	505
Other commission expenses		229		195		182		174		177		469		351
Sub-advisor expenses		82		81		76		77		77		172		154
General and administrative expenses		152		220		263		236		238		392		474
Deferral of acquisition costs		(171)		(146)		(131)		(121)		(127)		(351)		(248)
Total operating costs and other expenses	\$	542	\$	592	\$	633	\$	616	\$	620	\$	1,207	\$	1,236
	Г				Thre	e Month	s End	ed			Г	For the Six M	lont	hs Ended
	6/	30/22	9,	/30/22	12	/31/22	3/3	1/23	6/	/30/23		6/30/22		6/30/23
Pretax Adjusted Operating Earnings by Segment <sup>1</sup>														
Retail annuities	\$	425	\$	330	\$	327	\$	356	\$	328	\$	850	\$	684
Institutional products		19		20		17		9		17		42		26
Closed life and annuity blocks		12		76		38		(20)		7		3		(13)
Corporate and other		8		(12)		(62)		(43)		(47)		14		(90)
Total pretax adjusted operating earnings	\$	464	\$	414	\$	320	\$	302	\$	305	\$	909	\$	607

<sup>&</sup>lt;sup>1</sup>See explanation of Non-GAAP Financial Measures at the end of this Financial Supplement.

#### **Retail Annuities**

Pretax Adjusted Operating Earnings, Sales, and Key Metrics

	For the Three Months Ended										For the Six Months Ended			
	6/30/	22	9	/30/22	12	2/31/22	3	3/31/23	6	/30/23		6/30/22		6/30/23
Operating Revenue														
Fee income	\$ 1,0	34	\$	1,002	\$	964	\$	975	\$	1,002	\$	2,142	\$	1,977
Premiums		_		3		4		4		6		3		10
Net investment income	1	13		72		104		136		130		227		266
Income (loss) on operating derivatives		7		2		(3)		(10)		(12)		18		(22)
Other income		11		11		9		9		10		22		19
Total operating revenue	1,1	65		1,090		1,078		1,114		1,136		2,412		2,250
Operating Benefits and Expenses														
Death, other policy benefits and change in policy reserves, net of deferrals		16		2		11		(15)		12		48		(3)
(Gain) loss from updating future policy benefits cash flow assumptions, net		1		(1)		(1)		(2)		_		(2)		(2)
Interest credited on other contract holder funds, net of deferrals and amortization		61		72		63		98		96		118		194
Interest expense		6		8		13		17		32		11		49
Operating costs and other expenses, net of deferrals	5	15		540		527		522		529		1,107		1,051
Amortization of deferred acquisition costs	1	41		139		138		138		139		280		277
Total operating benefits and expenses		40		760		751		758		808		1,562		1,566
Pretax adjusted operating earnings <sup>1</sup>	\$ 4	25	\$	330	\$	327	\$	356	\$	328	\$	850	\$	684
Sales														
By Product														
VA with lifetime benefits guarantees	\$ 2,5		\$	2,092	\$	1,854	\$	1,806	\$	1,777	\$	5,788	\$	3,583
VA without lifetime benefits guarantees (incl. investment-only products)	1,0	64 90		794 562		690 560		668 533		671		2,420		1,339
Registered Index-Linked Annuities (RILA)				562						541		689		1,074
FA/FIA <sup>2</sup>		19	_	112	_	134	_	133		115	_	42		248
Total	\$ 4,1	42	\$	3,560	\$	3,238	\$	3,140	\$	3,104	\$	8,939	\$	6,244
Variable Annuity By Rider Type	Ċ 4	C.F.	_	242	ċ	224	ć	262	<u>,</u>	207	ć	1,068	ċ	559
None (investment-only) GMDB only	•	65 33	\$	343 397	\$	331 303	\$	343	\$	297 330	\$	1,068	\$	559 673
GMWB - without lifetime benefits guarantees		66		54		56		63		44		152		107
GMWB - with lifetime benefits guarantees	2,5			2,092		1,854		1,806		1,777		5,788		3,583
Total	\$ 3,6		\$	2,886	\$	2,544	\$	2,474	Ś	2,448	\$	8,208	\$	4,922
Total Sales % By Channel	ψ 5,0		Ť	2,000	Ť	_,5	Ť		Ť		Ť	5,200	<u> </u>	.,522
Independent broker-dealers		68 %		68 %		68 %		70 %		69%		65 %		69 %
Banks and other financial institutions		13 %		12 %		11 %		11 %		13%		13 %		12 %
Wirehouses and regional broker-dealers		13 %		15 %		15 %		13 %		13%		12 %		13 %
IPA channel <sup>3</sup>		6 %		5 %		6 %		6 %		5%		10 %		6 %
Total	1	00 %		100 %		100 %		100 %		100%		100 %		100 %
Key Metrics														
Total variable annuity fee margin <sup>4</sup>	3	3.2 %		3.5 %		3.5 %		3.3 %		3.3%		3.1 %		3.3 %
Variable annuity gross separate account return <sup>5</sup>	(14	1.0)%		(4.5)%		7.5 %		6.0 %		5.7%		(19.4)%		12.0 %
Operating income margin <sup>6</sup>	36	5.5 %		30.3 %		30.3 %		32.0 %		28.9%		35.2 %		30.4 %

<sup>&</sup>lt;sup>1</sup>See explanation of Non-GAAP Financial Measures at the end of this Financial Supplement.

<sup>&</sup>lt;sup>2</sup>Net of premiums ceded to Athene.

<sup>&</sup>lt;sup>3</sup>The IPA Channel includes the distribution of Jackson products through non-traditional distribution intermediaries such as Independent Registered Investment Advisors, Platforms (e.g., AllianceBernstein Lifetime Income Strategy/defined contribution plans), and insurance professionals and agents.

<sup>&</sup>lt;sup>4</sup>Total annualized VA fee income (including guarantee fees) as a percentage of average VA account value.

<sup>&</sup>lt;sup>5</sup>Separate account returns are calculated from the change in net asset value (NAV) and are gross of all fees.

<sup>&</sup>lt;sup>6</sup>Operating income as a percentage of operating revenue.

## Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions, except percentages)

### **Retail Annuities**

Select Operating Metrics - (1/5)

		For the	Three Month	s Ended		For the Six Months Ended				
	6/30/22	9/30/22	12/31/22	3/31/23	6/30/23	6/30/22	6/30/23			
Account Value										
Variable Annuity - General Account										
Balance as of beginning of periods, net of reinsurance	\$ 9,793	\$ 10,469	\$ 10,434	\$ 10,259	\$ 9,927	\$ 9,456	\$ 10,259			
Premiums and deposits	375	315	301	316	272	734	588			
Surrenders, withdrawals and benefits	(380)	(362)	(381)	(457)	(454)	(749)	(911)			
Net flows	(5)	(47)	(80)	(141)	(182)	(15)	(323)			
Net transfer to variable funds	666	(8)	(114)	(242)	(408)	992	(650)			
Interest credited	41	44	43	73	71	81	144			
Policy charges and other	(26)	(24)	(24)	(22)	(24)	(45)	(46)			
Balance as of end of periods, net of reinsurance	\$ 10,469	\$ 10,434	\$ 10,259	\$ 9,927	\$ 9,384	\$ 10,469	\$ 9,384			
Variable Annuity - Separate Account										
Balance as of beginning of periods, net of reinsurance	\$ 230,762	\$ 195,830	\$ 184,705	\$ 195,550	\$ 203,990	\$ 248,467	\$ 195,550			
Premiums and deposits	3,258	2,571	2,243	2,158	2,176	7,474	4,334			
Surrenders, withdrawals and benefits	(3,553)	(3,190)	(3,606)	(3,791)	(4,039)	(7,757)	(7,830)			
Net flows	(295)	(619)	(1,363)	(1,633)	(1,863)	(283)	(3,496)			
Net transfer to fixed option	(666)	8	114	242	408	(992)	650			
Investment performance	(33,310)	(9,853)	12,741	10,528	10,483	(50,037)	21,011			
Policy charges and other	(661)	(661)	(647)	(697)	(690)	(1,325)	(1,387)			
Balance as of end of periods, net of reinsurance	\$ 195,830	\$ 184,705	\$ 195,550	\$ 203,990	\$ 212,328	\$ 195,830	\$ 212,328			
Variable Annuity - Total										
Balance as of beginning of periods, net of reinsurance	\$ 240,555	\$ 206,299	\$ 195,139	\$ 205,809	\$ 213,917	\$ 257,923	\$ 205,809			
Premiums and deposits	3,633	2,886	2,544	2,474	2,448	8,208	4,922			
Surrenders, withdrawals and benefits	(3,933)	(3,552)	(3,987)	(4,248)	(4,493)	(8,506)	(8,741)			
Net flows	(300)	(666)	(1,443)	(1,774)	(2,045)	(298)	(3,819)			
Investment performance	(33,310)	(9,853)	12,741	10,528	10,483	(50,037)	21,011			
Interest credited	41	44	43	73	71	81	144			
Policy charges and other	(687)	(685)	(671)	(719)	(714)	(1,370)	(1,433)			
Balance as of end of periods, net of reinsurance	206,299	195,139	205,809	213,917	221,712	206,299	221,712			
Reinsured account value - balance as of end of periods	_	_	_	_	_	_	_			
Balance as of end of periods, gross of reinsurance	\$ 206,299	\$ 195,139	\$ 205,809	\$ 213,917	\$ 221,712	\$ 206,299	\$ 221,712			
Average VA account value	\$ 223,427	\$ 200,719	\$ 200,474	\$ 209,863	\$ 217,815	\$ 234,926	\$ 213,813			
Annualized surrenders and withdrawals as percentage of VA account value	7.0%	7.1%	8.0%	8.1%	8.3%	7.2%	8.29			
Variable Annuity Allocation										
By Fund Type										
Equity	\$ 131,212	\$ 123,536	\$ 132,547	\$ 139,455	\$ 147,040	\$ 131,212	\$ 147,040			
Bond	20,122	18,905	19,155	19,553	19,503	20,122	19,503			
Balanced	41,498	39,075	40,797	42,033	42,953	41,498	42,953			
Money market	2,998	3,189	3,051	2,949	2,832	2,998	2,832			
Total separate account	195,830	184,705	195,550	203,990	212,328	195,830	212,328			
Fixed (general account)	10,469	10,434	10,259	9,927	9,384	10,469	9,384			
Total variable annuity account value	\$ 206,299	\$ 195,139	\$ 205,809	\$ 213,917	\$ 221,712	\$ 206,299	\$ 221,712			

Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions, except percentages)

### **Retail Annuities**

Select Operating Metrics - (2/5)

		For the	Three Month		For the Six Months Ended				
	6/30/22	9/30/22	12/31/22	3/31/23	6/30/23	6/30/22	6/30/23		
Account Value	_								
Fixed and Fixed Index Annuity									
Balance as of beginning of periods, net of reinsurance	\$ 1,407	\$ 1,423	\$ 1,527	\$ 1,634	\$ 1,697	\$ 1,390	\$ 1,634		
Premiums and deposits	59	138	155	165	131	113	296		
Surrenders, withdrawals and benefits	(49)	(42)	(57)	(106)	(76)	(93)	(182)		
Net flows	10	96	98	59	55	20	114		
Change in value of equity option	(4)	(1)	2	_	_	(5)	_		
Interest credited	14	17	14	19	18	26	37		
Policy charges and other	(4)	(8)	(7)	(15)	(6)	(8)	(21)		
Balance as of end of periods, net of reinsurance	1,423	1,527	1,634	1,697	1,764	1,423	1,764		
Reinsured account value - balance as of end of periods	23,762	22,909	21,849	20,760	19,886	23,762	19,886		
Balance as of end of periods, gross of reinsurance	\$ 25,185	\$ 24,436	\$ 23,483	\$ 22,457	\$ 21,650	\$ 25,185	\$ 21,650		
Average FA and FIA account value	\$ 1,415	\$ 1,475	\$ 1,581	\$ 1,666	\$ 1,731	\$ 1,407	\$ 1,698		
Annualized surrenders, withdrawals as % of FA and FIA account value <sup>1</sup>	13.9 %		14.4 %	25.5 %	17.6%	13.2 %	21.4%		
RILA									
Balance as of beginning of periods, net of reinsurance	\$ 305	\$ 735	\$ 1,235	\$ 1,875	\$ 2,501	\$ 110	\$ 1,875		
Premiums and deposits	490	562	560	533	541	689	1,074		
Surrenders, withdrawals and benefits	(1)	(1)	(5)	(17)	(17)	(2)	(34)		
Net flows	489	561	555	516	524	687	1,040		
Change in value of equity option	(59)	(59)	84	108	117	(62)	225		
Interest credited	_	1	1	2	3	_	5		
Policy charges and other	_	(3)	_	_	(1)	_	(1)		
Balance as of end of periods, net of reinsurance	735	1,235	1,875	2,501	3,144	735	3,144		
Reinsured account value - balance as of end of periods	_	_	_	_	_	_	_		
Balance as of end of periods, gross of reinsurance	\$ 735	\$ 1,235	\$ 1,875	\$ 2,501	\$ 3,144	\$ 735	\$ 3,144		
Average RILA account value	\$ 520	\$ 985	\$ 1,555	\$ 2,188	\$ 2,823	\$ 383	\$ 2,507		
Annualized surrenders, withdrawals as % of RILA account value <sup>1</sup>	0.8 %	0.4 %	. ,	3.1 %	2.4%	•	2.7%		

 $<sup>^{1}\!\</sup>text{Represents}$  net of reinsurance annualized surrender, with drawals as % of net account value.

Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions, except percentages)

## **Retail Annuities**

Select Operating Metrics - (3/5)

		For the Three Months Ended										For the Six Months Ended			
	6/	30/22	9/3	30/22	12/3	1/22	3/31	/23	6/3	0/23		6/30/22	-	6/30/23	
Payout Annuity														_	
Balance as of beginning of periods, net of reinsurance	\$	684	\$	674	\$	655	\$	649	\$	655	\$	712	\$	649	
Premiums and deposits		28		27		27		25		34		52		59	
Withdrawals and benefits		(43)		(49)		(40)		(51)		(45)		(96)		(96)	
Net flows		(15)		(22)		(13)		(26)		(11)		(44)		(37)	
Change in value of equity option		_		_		_		_		_		_		_	
Interest credited		5		4		4		5		4		9		9	
Policy charges and other		_		(1)		3		27		(2)		(3)		25	
Balance as of end of periods, net of reinsurance		674		655		649		655		646		674		646	
Reinsured account value - balance as of end of periods		159		172		188		192		207		159		207	
Balance as of end of periods, gross of reinsurance	\$	833	\$	827	\$	837	\$	847	\$	853	\$	833	\$	853	
Total Retail Annuity <sup>2</sup>															
•	4.0.		4.00		4.00		4000		40	. ==.	_	200 10=			
Balance as of beginning of periods, net of reinsurance Premiums and deposits	•	12,951 4,210	•	9,131 3,613	\$198,	,286	\$209,	197	•	3,770	\$	260,135 9,062	\$	209,967 6,351	
Surrenders, withdrawals and benefits		(4,026)		3,644)		,280 ,089)	,	422)		3,154 4,631)		(8,697)		(9,053)	
Net flows		184		(31)		(803)		225)		1,477)		365	. —	(2,702)	
Investment performance	(3	33,310)	1	9,853)	•	,741	10,	-	-	),483		(50,037)		21,011	
Change in value of equity option	(5	(63)	,	(60)	12,	86	,	108	10	117		(67)		225	
Interest credited		60		66		62		99		96		116		195	
Policy charges and other		(691)		(697)	(	(675)	ľ	707)		(723)		(1,381)		(1,430)	
Balance as of end of periods, net of reinsurance	20	9,131	19	8,556	209,		218,	<u> </u>	227	7,266		209,131		227,266	
Reinsured account value - balance as of end of periods		3,921		3,081		,037	20,			0,093		23,921		20,093	
Balance as of end of periods, gross of reinsurance		3,052		1,637	\$232,		\$239,			7,359	\$	233,052	Ś	247,359	
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Average total retail annuity account value	\$22	26,041	\$20	3,844	\$204,	,262	\$214,	369	\$223	3,018	\$	237,406	\$	218,668	
Annualized surrenders, withdrawals as % of account value <sup>1</sup>		7.1%		7.2%		8.0%		8.3%		8.3%		7.3%		8.3%	

<sup>&</sup>lt;sup>1</sup>Represents net of reinsurance annualized surrender, withdrawals as % of net account value.

<sup>&</sup>lt;sup>2</sup>Account value excludes reserves for future policy benefits.

Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions)

### **Retail Annuities**

Select Operating Metrics - (4/5)

Balances as of						
6/30/22	9/30/22	12/31/22	3/31/23	6/30/23		
\$ 196,114	\$ 184,976	\$ 195,835	\$ 204,294	\$ 212,644		
1,069	1,018	1,042	1,067	1,054		
37,222	36,932	36,454	35,732	35,031		
3,609	2,099	789	350	(1,500)		
\$ 238,014	\$ 225,025	\$ 234,120	\$ 241,443	\$ 247,229		
\$ 144,576	\$ 136,338	\$ 144,629	\$ 151,196	\$ 157,599		
51,538	48,638	51,206	53,098	55,046		
14,332	12,787	11,313	10,547	8,160		
210,446	197,763	207,148	214,841	220,805		
738	1,240	1,879	2,505	3,147		
12,728	12,313	11,698	11,083	10,602		
12,487	12,137	11,804	11,402	11,073		
1,615	1,572	1,591	1,612	1,602		
\$ 238,014	\$ 225,025	\$ 234,120	\$ 241,443	\$ 247,229		
	\$ 196,114 1,069 37,222 3,609 \$ 238,014 \$ 144,576 51,538 14,332 210,446 738 12,728 12,487 1,615	\$ 196,114 \$ 184,976 1,069 1,018 37,222 36,932 3,609 2,099 \$ 238,014 \$ 225,025 \$ 144,576 \$ 136,338 51,538 48,638 14,332 12,787 210,446 197,763 738 1,240 12,728 12,313 12,487 12,137 1,615 1,572	\$ 196,114 \$ 184,976 \$ 195,835 1,069 1,018 1,042 37,222 36,932 36,454 3,609 2,099 789 \$ 238,014 \$ 225,025 \$ 234,120 \$ 144,576 \$ 136,338 \$ 144,629 51,538 48,638 51,206 14,332 12,787 11,313 210,446 197,763 207,148 738 1,240 1,879 12,728 12,313 11,698 12,487 12,137 11,804 1,615 1,572 1,591	6/30/22       9/30/22       12/31/22       3/31/23         \$ 196,114       \$ 184,976       \$ 195,835       \$ 204,294         1,069       1,018       1,042       1,067         37,222       36,932       36,454       35,732         3,609       2,099       789       350         \$ 238,014       \$ 225,025       \$ 234,120       \$ 241,443         \$ 144,576       \$ 136,338       \$ 144,629       \$ 151,196         51,538       48,638       51,206       53,098         14,332       12,787       11,313       10,547         210,446       197,763       207,148       214,841         738       1,240       1,879       2,505         12,728       12,313       11,698       11,083         12,487       12,137       11,804       11,402         1,615       1,572       1,591       1,612		

<sup>&</sup>lt;sup>1</sup> Gross of reinsurance.

## Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions)

## **Retail Annuities**

**Select Operating Metrics - (5/5)** 

	Balances as of							
	6/30/22	9/30/22	12/31/22	3/31/23	6/30/23			
Variable Annuity Account Value (before reinsurance)								
No Living Benefits								
w/ No GMDB (return of AV)	\$ 23,680	\$ 22,399	\$ 23,507	\$ 24,208	\$ 24,889			
w/ ROP GMDB	14,650	13,939	14,580	15,062	15,568			
w/ Enhanced GMDB	11,060	10,481	10,986	11,388	11,770			
GMWB								
w/ No GMDB (return of AV)	42	41	47	54	57			
w/ ROP GMDB	4,753	4,469	4,674	4,826	4,958			
w/ Enhanced GMDB	983	919	953	969	989			
GMWB for Life								
w/ No GMDB (return of AV)	1,393	1,363	1,496	1,617	1,730			
w/ ROP GMDB	137,083	129,657	137,113	142,960	148,546			
w/ Enhanced GMDB	11,254	10,568	11,097	11,469	11,839			
GMIB								
w/ ROP GMDB	1,006	934	972	977	983			
w/ Enhanced GMDB	395	369	384	387	383			
Total	\$ 206,299	\$ 195,139	\$ 205,809	\$ 213,917	\$ 221,712			
Net Amount at Risk (before reinsurance) <sup>1</sup>	\$ 14,815	\$ 19,900	\$ 15,592	\$ 12,459	\$ 10,106			

<sup>&</sup>lt;sup>1</sup> Net amount at risk (NAR) is defined as of the valuation date for each contract as the greater of Death Benefit NAR (DBNAR) and Living Benefit NAR (LBNAR), as applicable, where DBNAR is the GMDB benefit base in excess of the account value, and the LBNAR is the actuarial present value of guaranteed living benefits in excess of the account value.

## Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions)

### **Institutional Products**

Pretax Ad	justed Op	erating	Earnings,	Sales,	and Key	/ Metrics
	,			,		

Pretax Adjusted Operating Earnings, Sales, and Key Metrics	For the Three Months Ended										For the Six Months Ended				
	6/	30/22	9/30/2	2	12/3	31/22	3/3	31/23	6/	/30/23	_	6/30/22	-	5/30/23	
Operating Revenue		-								-	_				
Net investment income	\$	72	\$	30	\$	96	\$	102	\$	119	\$	136	\$	221	
Income (loss) on operating derivatives		(4)		(8)		(9)		(12)		(13)		(5)		(25)	
Total operating revenue		68		72		87		90		106		131		196	
Operating Benefits and Expenses															
Interest credited on other contract holder funds, net of deferrals and															
amortization		47		51		64		76		84		86		160	
Interest expense <sup>1</sup>		_		_		5		4		4		_		8	
Operating costs and other expenses, net of deferrals		2		<u>1</u>		1		1		1	_	3		2	
Total operating benefits and expenses		49		52		70		81		89	_	89		170	
Pretax adjusted operating earnings <sup>2</sup>	\$	19	\$	20	\$	17	\$	9	\$	17	\$	42	\$	26	
Sales															
By Product															
Traditional guaranteed investment contracts (GICs)	\$	201	\$	64	\$	58	\$	_	\$	5	\$	376	\$	5	
FHLBI funding agreements		_	2	50		_		150		_		50		150	
Medium-Term Note funding agreements		_		_		850		499		299		750		798	
Total	\$	201	\$ 3	14	\$	908	\$	649	\$	304	\$	1,176	\$	953	
		<u> </u>													
			For	he T	hree	Month	s Fnd	led			г	For the Six M	onth	s Ended	
	6/	30/22	_	_		Month 31/22			6/	/30/23		For the Six M			
Account Value	6/	30/22	For 9/30/2	_		Month 31/22		led 31/23	6/	/30/23		For the Six M 6/30/22		s Ended 5/30/23	
Account Value General Account	6/	30/22	_	_					6/	/30/23					
General Account	<b>6/</b>	-	_	2	12/3	31/22	3/3			·	_ - \$	6/30/22	- (	5/30/23	
		9,173 201	<b>9/30/2</b> \$ 8,4	2	12/3			31/23	\$	<b>8,691</b>	\$		- (		
General Account  Balance as of beginning of periods		9,173	<b>9/30/2</b> \$ 8,4	<b>2</b>	12/3	8,358	<b>3/</b> 3	9,019		8,691	\$	<b>6/30/22</b> 8,830	- (	9,019	
General Account  Balance as of beginning of periods  Premiums and deposits		9,173 201	\$ 8,4 3 (4	<b>2</b> 83 14	12/3	8,358 908	<b>3/</b> 3	9,019 649		8,691 304	\$	8,830 1,176	- (	9,019 953	
General Account  Balance as of beginning of periods  Premiums and deposits  Surrenders, withdrawals and benefits		9,173 201 (868)	\$ 8,4 3 (4	33 14 28)	12/3	8,358 908 (403)	<b>3/</b> 3	9,019 649 (1,040)		8,691 304 (204)	\$	8,830 1,176 (1,527)	- (	9,019 953 (1,244)	
General Account  Balance as of beginning of periods  Premiums and deposits  Surrenders, withdrawals and benefits  Net flows		9,173 201 (868) (667)	\$ 8,4 3 (4	83 14 28)	12/3	8,358 908 (403) 505	<b>3/</b> 3	9,019 649 (1,040) (391)		8,691 304 (204) 100	\$	8,830 1,176 (1,527) (351)	- (	9,019 953 (1,244) (291)	
General Account  Balance as of beginning of periods  Premiums and deposits  Surrenders, withdrawals and benefits  Net flows  Interest credited		9,173 201 (868) (667) 47	\$ 8,4 3 (4	83 14 28) 14) 51 62)	<b>12/3</b>	8,358 908 (403) 505 64	<b>3/</b> 3	9,019 649 (1,040) (391) 76		8,691 304 (204) 100 84	\$	8,830 1,176 (1,527) (351) 86	- (	9,019 953 (1,244) (291) 160	
General Account  Balance as of beginning of periods  Premiums and deposits  Surrenders, withdrawals and benefits  Net flows  Interest credited  Policy charges and other  Balance as of end of periods		9,173 201 (868) (667) 47 (70)	\$ 8,4 3 (4	83 14 28) 14) 51 62)	<b>12/3</b>	8,358 908 (403) 505 64 92	\$	9,019 649 (1,040) (391) 76 (13) 8,691	\$	8,691 304 (204) 100 84 12 8,887	_	8,830 1,176 (1,527) (351) 86 (82)	\$	9,019 953 (1,244) (291) 160 (1)	
General Account  Balance as of beginning of periods  Premiums and deposits  Surrenders, withdrawals and benefits  Net flows  Interest credited  Policy charges and other	\$	9,173 201 (868) (667) 47 (70) 8,483	\$ 8,4 3 (4 (1 \$ 8,3	83 14 28) 14) 51 62)	\$	8,358 908 (403) 505 64 92 9,019	\$ \$	9,019 649 (1,040) (391) 76 (13) 8,691	\$ \$	8,691 304 (204) 100 84 12 8,887	_	8,830 1,176 (1,527) (351) 86 (82) 8,483	\$	9,019 953 (1,244) (291) 160 (1) 8,887	
General Account  Balance as of beginning of periods Premiums and deposits Surrenders, withdrawals and benefits Net flows Interest credited Policy charges and other Balance as of end of periods  U.S. GAAP Reserves	\$	9,173 201 (868) (667) 47 (70)	\$ 8,4 3 (4	83 14 28) 14) 51 62)	\$	8,358 908 (403) 505 64 92	\$ \$	9,019 649 (1,040) (391) 76 (13) 8,691	\$ \$	8,691 304 (204) 100 84 12 8,887	_	8,830 1,176 (1,527) (351) 86 (82)	\$	9,019 953 (1,244) (291) 160 (1)	
General Account  Balance as of beginning of periods Premiums and deposits Surrenders, withdrawals and benefits Net flows Interest credited Policy charges and other Balance as of end of periods  U.S. GAAP Reserves  By Product	\$	9,173 201 (868) (667) 47 (70) 8,483	\$ 8,4 3 (4 (1 \$ 8,3	383 14 228) 144) 551 552) = =	\$	8,358 908 (403) 505 64 92 9,019	\$ \$ 3/3	9,019 649 (1,040) (391) 76 (13) 8,691 Balance a	\$ sas of 6/	8,691 304 (204) 100 84 12 8,887	\$	8,830 1,176 (1,527) (351) 86 (82) 8,483	\$	9,019 953 (1,244) (291) 160 (1) 8,887	
General Account  Balance as of beginning of periods Premiums and deposits Surrenders, withdrawals and benefits Net flows Interest credited Policy charges and other Balance as of end of periods  U.S. GAAP Reserves  By Product Traditional guaranteed investment contracts (GICs)	\$	9,173 201 (868) (667) 47 (70) 8,483 <b>30/22</b>	\$ 8,4 3 (4 (1 \$ 8,3 9/30/2 \$ 1,1	383 14 28) 14) 51 52) 2	\$ \$ 12/3	8,358 908 (403) 505 64 92 9,019 31/22	\$ \$	9,019 649 (1,040) (391) 76 (13) 8,691 3alance 3 31/23	\$ \$	8,691 304 (204) 100 84 12 8,887	_	8,830 1,176 (1,527) (351) 86 (82) 8,483 6/30/22	\$	9,019 953 (1,244) (291) 160 (1) 8,887	
General Account  Balance as of beginning of periods Premiums and deposits Surrenders, withdrawals and benefits Net flows Interest credited Policy charges and other Balance as of end of periods  U.S. GAAP Reserves  By Product Traditional guaranteed investment contracts (GICs) FHLBI funding agreements	\$	9,173 201 (868) (667) 47 (70) 8,483 30/22 1,181 2,001	\$ 8,4 3 (4 (1 \$ 8,3 \$ 1,1 2,2	333 344 228) 551 552 52 52	\$ \$ <b>12/3</b> \$	8,358 908 (403) 505 64 92 9,019 31/22 1,128 2,004	\$ \$ 3/3	9,019 649 (1,040) (391) 76 (13) 8,691  Balance 3 31/23  989 2,105	\$ sas of 6/	8,691 304 (204) 100 84 12 8,887 730/23	\$	8,830 1,176 (1,527) (351) 86 (82) 8,483 6/30/22 1,181 2,001	\$	9,019 953 (1,244) (291) 160 (1) 8,887 6/30/23	
General Account  Balance as of beginning of periods Premiums and deposits Surrenders, withdrawals and benefits Net flows Interest credited Policy charges and other Balance as of end of periods  U.S. GAAP Reserves  By Product Traditional guaranteed investment contracts (GICs)	\$	9,173 201 (868) (667) 47 (70) 8,483 <b>30/22</b>	\$ 8,4 3 (4 (1 \$ 8,3 \$ 1,1 2,2 4,9	333 114 228) 114) 551 552 2 52 52 44	\$\$	8,358 908 (403) 505 64 92 9,019 31/22	\$ \$ B 3/3 \$	9,019 649 (1,040) (391) 76 (13) 8,691 3alance 3 31/23	\$ sas of 6/	8,691 304 (204) 100 84 12 8,887	\$	8,830 1,176 (1,527) (351) 86 (82) 8,483 6/30/22	\$ \$	9,019 953 (1,244) (291) 160 (1) 8,887	

<sup>&</sup>lt;sup>1</sup>This represented the interest expense for the repurchase agreement on guaranteed investment contracts.

 $<sup>^{2}\</sup>mbox{See}$  explanation of Non-GAAP Financial Measures at the end of this Financial Supplement.

## Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions)

## Closed Life and Annuity Blocks

### **Pretax Adjusted Operating Earnings and Key Metrics**

Per la comme   Per
Sample   S
Premiums   S
Premiums         35         36         26         23         49         72         72           Net investment income         167         166         184         177         175         356         352           Other income         9         8         10         4         6         17         10           Total operating revenue         343         335         332         311         332         713         643           Operating Benefits and Expenses           Death, other policy benefits and change in policy reserves, net of deferrals         194         168         147         163         154         419         317           (Gain) loss from updating future policy benefits cash flow assumptions, net         194         168         147         163         154         419         317           (Gain) loss from updating future policy benefits cash flow assumptions, net         194         368         120         16         11         32         27           Interest credited on other contract holder funds, net of deferrals and amortization         101         101         109         111         115         202         226           Operating costs and other expenses, net of deferrals and sign of deferred acquisition costs         3
Net investment income (loss) on operating derivatives         167         166         184         177         175         356         352           Income (loss) on operating derivatives         13         7         (4)         (10)         (14)         28         (24)           Other income         9         8         10         4         6         17         10           Total operating revenue         343         335         332         311         332         713         643           Operating Benefits and Expenses           Death, other policy benefits and change in policy reserves, net of deferrals and degrals and sumptions, net         194         168         147         163         154         419         317           (Gain) loss from updating future policy benefits cash flow assumptions, net         14         (36)         (20)         16         11         32         27           Interest credited on other contract holder funds, net of deferrals and amortization         101         101         109         111         115         202         226           Amortization of deferred acquisition costs         3         3         2         2         3         6         5           Total operating benefits and expenses         331
Income (loss) on operating derivatives
Other income         9         8         10         4         6         17         10           Total operating revenue         343         335         332         311         332         713         643           Operating Benefits and Expenses         8         8         10         4         6         17         10           Death, other policy benefits and change in policy reserves, net of deferrals         194         168         147         163         154         419         317           (Gain) loss from updating future policy benefits cash flow assumptions, net         14         (36)         (20)         16         11         32         27           Interest credited on other contract holder funds, net of deferrals and amortization         101         101         109         111         115         202         226           Operating costs and other expenses, net of deferrals         19         23         56         39         42         51         81           Amortization of deferred acquisition costs         33         25         29         294         331         325         710         656           Pretax adjusted operating earnings¹         512         576         38         200         37         33
Total operating revenue         343         335         332         311         332         713         643           Operating Benefits and Expenses         Use ath, other policy benefits and change in policy reserves, net of deferrals         194         168         147         163         154         419         317           (Gain) loss from updating future policy benefits cash flow assumptions, net         14         (36)         (20)         16         11         32         27           Interest credited on other contract holder funds, net of deferrals and amortization         101         101         109         111         115         202         226           Operating costs and other expenses, net of deferrals         19         23         56         39         42         51         81           Amortization of deferred acquisition costs         331         259         294         331         325         710         656           Pretax adjusted operating benefits and expenses         331         259         294         331         325         710         656           Pretax adjusted operating earnings¹         \$12         \$76         \$38         \$(20)         \$7         \$3         \$(13)           Account Value²         \$0/30/22         \$9/30/22
Operating Benefits and Expenses         Jeath, other policy benefits and change in policy reserves, net of deferrals         194         168         147         163         154         419         317           (Gain) loss from updating future policy benefits cash flow assumptions, net         14         (36)         (20)         16         11         32         27           Interest credited on other contract holder funds, net of deferrals and amortization         101         101         109         111         115         202         226           Operating costs and other expenses, net of deferrals         19         23         56         39         42         51         81           Amortization of deferred acquisition costs         3         3         2         2         3         6         5           Total operating benefits and expenses         331         259         294         331         325         710         656           Pretax adjusted operating earnings¹         \$12         \$76         38         \$(20)         \$7         \$3         \$(13)           Account Value²         6/30/22         9/30/22         12/31/22         331/23         6/30/23         For the Six Months Ended
Death, other policy benefits and change in policy reserves, net of deferrals (Gain) loss from updating future policy benefits cash flow assumptions, net (Interest credited on other contract holder funds, net of deferrals and amortization 101 101 109 111 115 202 226 Operating costs and other expenses, net of deferrals 19 23 56 39 42 51 81 Amortization of deferred acquisition costs 3 3 3 2 2 2 3 6 55 Total operating benefits and expenses 331 259 294 331 325 710 656 Pretax adjusted operating earnings
194   168   147   163   154   419   317
(Gain) loss from updating future policy benefits cash flow assumptions, net net
14   (36)   (20)   16   11   32   27
Interest credited on other contract holder funds, net of deferrals and amortization  101 101 109 111 115 202 226  Operating costs and other expenses, net of deferrals  19 23 56 39 42 51 81  Amortization of deferred acquisition costs  3 3 2 2 2 3 6 55  Total operating benefits and expenses  Pretax adjusted operating earnings¹  \$\frac{1}{2}
amortization  Operating costs and other expenses, net of deferrals  Amortization of deferred acquisition costs  Total operating benefits and expenses  Pretax adjusted operating earnings¹     101   101   109   111   115   202   226     19   23   56   39   42   51   81     202   25   81     203   26   81     203   26   81     203   26   81     203   26   81     203   26   81     203   26   81     203   26   81     203   26   81     203   26     204   31   325   710   656     205   294   331   325   710   656     206   207   207   207     207   207   207     208   209   209   209   209     208   209   209   209   209     209   209   209   209     209   209   209   209     209   209   209   209     2
Operating costs and other expenses, net of deferrals       19       23       56       39       42       51       81         Amortization of deferred acquisition costs       3       3       2       2       3       6       5         Total operating benefits and expenses       331       259       294       331       325       710       656         Pretax adjusted operating earnings¹       \$ 12       \$ 76       \$ 38       \$ (20)       \$ 7       \$ 3       \$ (13)         For the Three Months Ended         6/30/22       9/30/22       12/31/22       3/31/23       6/30/23       6/30/22       6/30/23         Account Value²         General Account       \$ 8,532       \$ 8,449       \$ 8,372       \$ 8,288       \$ 8,272       \$ 8,637       \$ 8,288
Amortization of deferred acquisition costs  Total operating benefits and expenses  Pretax adjusted operating earnings¹    Solution
Total operating benefits and expenses Pretax adjusted operating earnings¹    331   259   294   331   325   710   656     5   12   5   76   5   38   5   (20)   5   7   5   3   5   (13)     For the Three Months Ended   6/30/22   9/30/22   12/31/22   3/31/23   6/30/23   6/30/22   6/30/23     Account Value²   General Account   Balance as of beginning of periods, net of reinsurance   \$8,532   \$8,449   \$8,372   \$8,288   \$8,272   \$8,637   \$8,288   \$8,288   \$8,272   \$8,637   \$8,288
Pretax adjusted operating earnings¹  \$ 12 \$ 76 \$ 38 \$ (20) \$ 7 \$ 3 \$ (13)    For the Three Months Ended   For the Six Months Ended
For the Three Months Ended   For the Six Months Ended   For the Six Months Ended   For the Six Months Ended
6/30/22 9/30/22 12/31/22 3/31/23 6/30/23 6/30/23 6/30/23  Account Value <sup>2</sup> General Account Balance as of beginning of periods, net of reinsurance \$ 8,532 \$ 8,449 \$ 8,372 \$ 8,288 \$ 8,272 \$ 8,637 \$ 8,288
6/30/22 9/30/22 12/31/22 3/31/23 6/30/23 6/30/23 6/30/23  Account Value <sup>2</sup> General Account Balance as of beginning of periods, net of reinsurance \$ 8,532 \$ 8,449 \$ 8,372 \$ 8,288 \$ 8,272 \$ 8,637 \$ 8,288
Account Value <sup>2</sup> General Account Balance as of beginning of periods, net of reinsurance  \$ 8,532 \$ 8,449 \$ 8,372 \$ 8,288 \$ 8,272 \$ 8,637 \$ 8,288
General Account         \$ 8,532         \$ 8,449         \$ 8,372         \$ 8,288         \$ 8,272         \$ 8,637         \$ 8,288
Premiums and deposits 76 76 75 78 68 158 146
Surrenders, withdrawals and benefits (135) (132) (150) (125) (153) (297) (278)
Net flows (59) (56) (75) (47) (85) (139) (132)
Interest credited 99 99 107 95 95 198 190
Policy charges and other (123) (120) (116) (64) (95) (247) (159)
Balance as of end of periods, net of reinsurance 8,449 8,372 8,288 8,272 8,187 8,449 8,187
Reinsured account value - balance as of end of periods 4,269 4,320 4,246 4,223 4,197 4,269 4,197
Balance as of end of periods, gross of reinsurance 12,718 12,692 12,534 12,495 12,384 12,718 12,384
Delawer or of
Balance as of
GAAP Reserves 6/30/22 9/30/22 12/31/22 3/31/23 6/30/23 6/30/23 6/30/23
By Financial Statement Line Separate account liabilities \$ 70 \$ 66 \$ 71 \$ 72 \$ 75 \$ 70 \$ 75
Separate account liabilities         \$ 70 \$ 66 \$ 71 \$ 72 \$ 75 \$ 70 \$ 75           Reserves for future policy benefits         \$ 10,565 9,849 9,726 9,737 9,436 10,565 9,436
Other contract holder funds 12,718 12,692 12,534 12,495 12,384 12,718 12,384
Market risk benefits 7 7 8 6 6 7 6
Total \$ 23,360 \$ 22,614 \$ 22,339 \$ 22,310 \$ 21,901 \$ 23,360 \$ 21,901

<sup>&</sup>lt;sup>1</sup>See explanation of Non-GAAP Financial Measures at the end of this Financial Supplement.

<sup>&</sup>lt;sup>2</sup>Account value excludes reserve for future policy benefits.

Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions)

## Corporate and Other<sup>1</sup>

#### **Pretax Adjusted Operating Earnings**

		For the	For the Six Months Ended				
	6/30/22	9/30/22	12/31/22	3/31/23	6/30/23	6/30/22	6/30/23
Operating Revenue							
Fee income	\$ 14	\$ 13	\$ 9	\$ 13	\$ 13	\$ 30	\$ 26
Net investment income (loss)	9	22	_	22	11	43	33
Income (loss) on operating derivatives	8	2	(6)	(4)	(4)	18	(8)
Other income (expense)	1	_	6	2	3	2	5
Total operating revenue	32	37	9	33	23	93	56
Operating Benefits and Expenses							
Interest expense	18	21	22	22	22	33	44
Operating costs and other expenses, net of deferrals	6	28	49	54	48	46	102
Total operating benefits and expenses	24	49	71	76	70	79	146
Pretax adjusted operating earnings <sup>2</sup>	\$ 8	\$ (12)	\$ (62)	\$ (43)	\$ (47)	\$ 14	\$ (90)

 $<sup>^{1}\!\</sup>text{Corporate}$  and Other includes the intersegment eliminations.

 $<sup>^{2}\</sup>mbox{See}$  explanation of Non-GAAP Financial Measures at the end of this Financial Supplement.

Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions, except percentages)

Invested Asset Reconciliation         \$ 67,127         \$ 65,890         \$ 66,885         \$ 66,885         \$ 63,127         \$ 65,890         \$ 66,885         \$ 66,885         \$ 67,127         \$ 65,890         \$ 66,885         \$ 66,885         \$ 67,127         \$ 65,890         \$ 66,885         \$ 67,127         \$ 67,127         \$ 67,127         \$ 67,127	
Invested Asset Reconciliation	
Total investments       \$ 67,127       \$ 65,890       \$ 65,946       \$ 66,885       \$         Cash and cash equivalents       5,258       5,331       4,298       1,779         Total investments and cash and cash equivalents         Breakdown of Invested Assets         By Asset Class Excluding Funds Withheld Assets         Debt securities         U.S. government securities       \$ 2,839       \$ 3,906       \$ 5,034       \$ 4,739       \$	6/30/23
Cash and cash equivalents  Total investments and cash and cash equivalents  Solve the securities  U.S. government securities  Solve the securities the se	
Total investments and cash and cash equivalents  \$\frac{\\$72,385}{\\$71,221} \frac{\\$70,244}{\\$68,664} \frac{\\$}{\\$}}\$  Breakdown of Invested Assets  By Asset Class Excluding Funds Withheld Assets  Debt securities  U.S. government securities  \$\\$2,839 \\$3,906 \\$5,034 \\$4,739 \\$	64,283
Breakdown of Invested Assets By Asset Class Excluding Funds Withheld Assets Debt securities U.S. government securities \$ 2,839 \$ 3,906 \$ 5,034 \$ 4,739 \$	2,100
By Asset Class Excluding Funds Withheld Assets  Debt securities  U.S. government securities  \$ 2,839 \$ 3,906 \$ 5,034 \$ 4,739 \$	66,383
Debt securities U.S. government securities \$ 2,839 \$ 3,906 \$ 5,034 \$ 4,739 \$	
U.S. government securities \$ 2,839 \$ 3,906 \$ 5,034 \$ 4,739 \$	
1 / 1 -/ 1 / 1	
Other government securities 914 855 850 871	4,516
	852
Corporate securities 23,181 21,930 21,837 23,567	23,324
Residential mortgage-backed 223 228 250 249	242
Commercial mortgage-backed 1,165 1,211 1,220 1,243	1,143
Other asset-backed securities 1,656 1,700 1,790 2,035	2,052
Total debt securities 29,978 29,830 30,981 32,704	32,129
Equity securities 172 150 316 152	119
Mortgage loans 6,935 6,877 6,840 6,907	7,001
Policy loans 959 946 942 936	930
Freestanding derivative instruments 1,133 1,767 1,173 972	887
Other invested assets 2,759 2,753 2,802 2,890	2,866
Subtotal 41,936 42,323 43,054 44,561	43,932
Funds withheld assets 25,191 23,567 22,892 22,324	20,351
Total investments \$ 67,127 \$ 65,890 \$ 65,946 \$ 66,885 \$	64,283
Debt securities by Rating Excluding Funds Withheld Assets	
AAA 17.0% 20.8% 23.9% 19.8%	19.6%
AA 8.0% 8.0% 7.7% 10.7%	10.5%
A 30.3% 29.5% 29.3% 30.0%	30.1%
BBB 36.1% 33.3% 30.9% 31.5%	31.7%
Investment grade 91.4% 91.6% 91.8% 92.0%	91.9%
BB 3.6% 3.4% 3.5% 3.4%	3.5%
B and below 5.0% 5.0% 4.7% 4.6%	4.6%
Below investment grade 8.6% 8.4% 8.2% 8.0%	8.1%
Total debt securities 100.0% 100.0% 100.0% 100.0%	100.0%

Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions)

### Consolidated Composition of Debt Securities Excluding Funds Withheld Assets

					Balan	ces as o	f			
	6/30/	22	9/	30/22	12/	/31/22	3/	31/23	6/30/	23
Debt Securities Excluding Funds Withheld Assets										
U.S. government securities	\$ 2,8	339	\$	3,906	\$	5,034	\$	4,739	\$ 4,	516
Other government securities	g	914		855		850		871		852
Corporate securities:										
Utilities	4,3	L55		3,847		3,958		4,174	4,	,097
Energy	1,8	358		1,748		1,735		1,888	1,	,904
Banking	1,2	232		1,267		1,235		1,479	1,	,490
Healthcare	2,0	061		1,939		1,864		2,146	2,	,135
Finance/insurance	2,9	915		2,834		2,811		2,946	2,	,914
Technology/telecom	1,6	591		1,565		1,545		1,636	1,	,612
Consumer goods	1,5	69		1,498		1,557		1,668	1,	,695
Industrial	1,3	L27		991		955		1,059	1,	,063
Capital goods	1,4	146		1,337		1,293		1,441	1,	,406
Real estate	1,0	)39		949		985		1,033		972
Media	7	750		737		706		735		726
Transportation	7	783		798		797		850		852
Retail	8	366		825		806		823		806
Other	1,6	589		1,595		1,590		1,689	1,	,652
Total corporate securities	23,2	L81		21,930		21,837		23,567	23,	324
Residential mortgage-backed		223		228		250		249		242
Commercial mortgage-backed	1,3	L65		1,211		1,220		1,243	1,	143
Other asset-backed securities	1,6	556		1,700		1,790		2,035	2,	.052
Total debt securities excluding funds withheld assets	\$ 29,9	78	\$	29,830	\$	30,981	\$	32,704	\$ 32,	.129

#### **Quarterly Financial Supplement - Second Quarter 2023** (unaudited, in millions, except percentages)

## Consolidated Net Investment Income<sup>1</sup>

	For the Three Months Ended										For the	Six Mont	ns Ended or As of			
	6/30,	/22	9/30,	/22	12/31	1/22	3/31	/23	6/30/	23	6/30/	22	6/30/	23		
	Income Pct.	Amount	Income Pct.	Amount	Income Pct.	Amount	Income Pct.	Amount	Income Pct.	Amount	Income Pct.	Amount	Income Pct.	Amount		
<b>Debt Securities</b> Income (loss) Ending assets - income pct. value <sup>2</sup> Ending assets - carrying value	2.6 %	\$ 213 32,650 29,978	3.7 %	\$ 306 34,117 29,830	3.3 %	\$ 284 34,416 30,981	4.4 %	\$ 382 35,678 32,704	3.8 % \$	338 35,582 32,129	3.0%	\$ 486 32,650 29,978	4.1 %	\$ 720 35,582 32,129		
Equity Securities Income (loss) Ending assets - carrying value	14.4 %	6 172	(62.1)%	(25) 150	3.4 %	2 316	(17.1)%	(10) 152	26.6 %	9 119	8.5%	7 172	(1.0)%	(1) 119		
Mortgage Loans Income (loss) Ending assets - income pct. value <sup>2</sup> Ending assets - carrying value	3.9 %	68 7,002 6,935	4.0 %	70 6,947 6,877	4.3 %	74 6,925 6,840	4.4 %	76 7,040 6,907	4.4 %	78 7,147 7,001	4.1%	141 7,002 6,935	4.4 %	154 7,147 7,001		
Policy Loans Income (loss) Ending assets - carrying value	7.0 %	17 959	7.6 %	18 946	7.2 %	17 942	7.2 %	17 936	6.9 %	16 930	7.0%	34 959	7.1 %	33 930		
Limited Partnerships Income (loss) Ending assets - carrying value	8.7 %	50 2,372	(1.2)%	(7) 2,369	(1.2)%	(7) 2,419	6.0 %	37 2,509	(6.1)%	(38) 2,485	14.1%	158 2,372	-0.1 %	(1) 2,485		
Other Invested Assets (ex. Limited Partnerships) Income (loss) Ending assets - carrying value	1.0 %	1 387	2.1 %	2 384	4.2 %	4 383	5.2 %	5 381	3.2 %	3 380	1.0%	2 387	4.2 %	8 380		
Total Invested Assets (ex. Derivative <sup>3</sup> ) Income (loss) Ending assets - income pct. value <sup>2</sup> Ending assets - carrying value	3.3 %	\$ 355 43,542 40,803	3.3 %	\$ 364 44,913 40,556	3.3 %	\$ 374 45,401 41,881	4.4 %	\$ 507 46,696 43,589	3.5 % \$	406 46,643 43,044	3.8%	\$ 828 43,542 40,803	3.9 %	\$ 913 46,643 43,044		
Cash and Short-Term Investments Income (loss) Ending assets - carrying value	1.0 %	9 4,934	1.0 %	12 4,822	1.8 %	20 4,038	3.2 %	23 1,673	5.5 %	19 1,113	0.6%	9 4,934	3.7 %	42 1,113		
Funds Withheld Assets Income (loss) Ending assets - income pct. value <sup>2,4</sup> Ending assets - carrying value <sup>4</sup>	5.3 %	364 27,608 25,405	4.6 %	313 26,908 23,893	4.8 %	317 25,792 23,055	4.9 %	307 24,744 22,351	4.2 %	252 23,790 21,281	4.5%	624 27,608 25,405	4.5 %	559 23,790 21,281		
Total Net Investment Income Investment income Less: investment fees Investment income, net	-	\$ 728 (36) \$ 692	:	\$ 689 (49) \$ 640	_	\$ 711 28 \$ 739	- -	\$ 837 (115) \$ 722	5	677 (5)		\$ 1,461 (79) \$ 1,382		\$ 1,514 (120) \$ 1,394		
Total Operating Net Investment Income Investment income, net Less: investment income on funds withheld assets Less: investment income related to noncontrolling interests Less: investment income due to consolidation Operating investment income, net		\$ 692 (364) (31) 64 \$ 361	-	\$ 640 (313) 11 2 \$ 340	- -	\$ 739 (317) 9 (47) \$ 384	- -	\$ 722 (307) (1) 23 \$ 437	Ş	6 672 (252) (3) 18 6 435		\$ 1,382 (624) (62) 66 \$ 762		\$ 1,394 (559) (4) 41 \$ 872		

	Income Pct. Value	Carrying Value
Debt Securities	\$ 14,730	\$ 12,246
Equity Securities	148	148
Mortgage Loans	3,836	3,811
Policy Loans	3,451	3,451
Limited Partnerships	638	638
Cash and Short-Term Investments	987_	987
Total	\$ 23,790	\$ 21,281

<sup>&</sup>lt;sup>1</sup>Income percentages are annualized.
<sup>2</sup>Ending assets - Income Pct. Value is amortized cost for debt securities and amortized cost excluding loss allowance for mortgage loans.
<sup>3</sup>Results of derivatives are not included in Net Investment Income and the asset value has been excluded from Ending Assets.
<sup>4</sup>Details of the Income Pct. Value and Carrying Value for the Funds Withheld Assets as of the current period (6/30/23) are as follows:

## Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions)

#### **Market Risk Benefits**

(Assets) Liabilities for Variable Annuities, Net

		For the		For the Six M	onths Ended		
	6/30/22	9/30/22	12/31/22	3/31/23	6/30/23	6/30/22	6/30/23
Net MRB balance, beginning of periods	\$ 3,405	\$ 3,576	\$ 2,081	\$ 767	\$ 318	\$ 6,281	\$ 767
Beginning of periods cumulative effect of changes in non-performance risk <sup>1</sup>	1,254	2,262	2,809	2,185	2,466	326	2,185
Net MRB balance, beginning of periods, before effect of changes in non- performance risk	4,659	5,838	4,890	2,952	2,784	6,607	2,952
Effect of changes in interest rates	(4,866)	(4,071)	(680)	1,824	(1,309)	(9,386)	515
Effect of fund performance	5,112	1,954	(2,272)	(1,881)	(1,735)	6,750	(3,616)
Effect of changes in equity index volatility	618	707	(235)	(747)	(322)	1,104	(1,069)
Effect of expected policyholder behavior	224	222	9	89	120	301	209
Effect of actual policyholder behavior different from expected	(242)	(84)	113	167	121	(259)	288
Effect of time	333	324	662	380	518	721	898
Effect of changes in assumptions	_	_	465	_	_	_	_
Net MRB balance, end of periods, before effect of changes in non-performance risk	5,838	4,890	2,952	2,784	177	5,838	177
End of periods cumulative effect of changes in non-performance risk <sup>1</sup>	(2,262)	(2,809)	(2,185)	(2,466)	(1,705)	(2,262)	(1,705)
Net MRB balance, end of periods, gross	3,576	2,081	767	318	(1,528)	3,576	(1,528)
Reinsurance recoverable on market risk benefits at fair value, end of periods	(257)	(228)	(183)	(192)	(151)	(257)	(151)
Net MRB balance, end of periods, net of reinsurance	\$ 3,319	\$ 1,853	\$ 584	\$ 126	\$ (1,679)	\$ 3,319	\$ (1,679)

 $<sup>^{1}</sup>$  Changes in non-performance risk are reported in AOCI, rather than the Income Statement.

#### **Reconciliation of Market Risk Benefits**

	Balance as of													
Variable Annuities	6,	/30/22	9	9/30/22	1	2/31/22	3,	/31/23	6	30/23		6/30/22		6/30/23
Market risk benefit - (assets)	\$	(2,320)	\$	(3,021)	\$	(4,856)	\$	(5,198)	\$	(5,951)	\$	(2,320)	\$	(5,951)
Market risk benefit - liabilities		5,896		5,102		5,623		5,516		4,423		5,896		4,423
Market risk benefit - net	\$	3,576	\$	2,081	\$	767	\$	318	\$	(1,528)	\$	3,576	\$	(1,528)
Other Products														
Market risk benefit - (assets)	\$	(9)	\$	(11)	\$	(9)	\$	(6)	\$	(6)	\$	(9)	\$	(6)
Market risk benefit - liabilities		49		36		39		44		40		49		40
Market risk benefit - net	\$	40	\$	25	\$	30	\$	38	\$	34	\$	40	\$	34
Total Balance Sheet Position														
Market risk benefit - (assets)	\$	(2,329)	\$	(3,032)	\$	(4,865)	\$	(5,204)	\$	(5,957)	\$	(2,329)	\$	(5,957)
Market risk benefit - liabilities		5,945		5,138		5,662		5,560		4,463		5,945		4,463
Market risk benefit - net	\$	3,616	\$	2,106	\$	797	\$	356	\$	(1,494)	\$	3,616	\$	(1,494)
Change in Balance Sheet Position	6.	/30/22		9/30/22	1	2/31/22	3.	/31/23	6	6/30/23		6/30/22		6/30/23
Market risk benefits (gains) losses, net (reported on the Consolidated Income Statement)		1,184	_	(913)		(1,900)		(174)		(2,570)		(723)		(2,744)
Change in non-performance risk on market risk benefits (reported on the Consolidated Statements of Comprehensive Income (Loss))		(1,017)		(552)		631		(284)		764		(1,953)		480
Change in reinsurance recoverable on market risk benefits, at fair value		(20)		(45)		(40)		17		(44)		(77)		(27)
Total change in balance sheet position		147		(1,510)		(1,309)		(441)		(1,850)		(2,753)	_	(2,291)
			_		=		_		_				_	

Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions)

#### **Deferred Acquisition Costs** For the Six Months Ended or As For the Three Months Ended or As of 6/30/22 9/30/22 12/31/22 3/31/23 6/30/23 6/30/22 6/30/23 Consolidated Balance as of beginning of period \$ 13,387 \$ 13,249 \$ 13,090 \$ 12,923 \$ 12,760 \$ 13,525 \$ 12,923 Deferrals 169 146 130 130 130 348 260 Amortization related to: (144)(142)(140)(282)Operating amortization (142)(140)(286)Non-operating amortization<sup>1</sup> (163)(163)(157)(153)(149)(338)(302)Total amortization (expense) benefit (297)(293)(291) (624)(584) (307)(305)

Balance as of end of period, gross

13,249 \$ 13,090 \$ 12,923 \$ 12,760

\$ 12,599

13,249

12,599

<sup>&</sup>lt;sup>1</sup> Amortization of the balance of unamortized deferred acquisition costs at the date of transition to LDTI on January 1, 2021 associated with items excluded from adjusted operating earnings prior to transition

## Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions, except ratio)

Key Statutory Metrics														
	For the Three Months Ended						Г	For the Six M	Ionths Ended					
	6/	30/22	9,	/30/22	12	2/31/22	3/	/31/23	6/	/30/23	_	6/30/22		6/30/23
Statutory Operating Income (Loss)	\$	184	\$	1,036	\$	1,899	\$	1,177	\$	27	\$	1,184	\$	1,204
Statutory Net Income (Loss)	\$	1,773	\$	(1,312)	\$	1,528	\$	(963)	\$	61	\$	3,472	\$	(902)
Dividends paid to parent	\$	_	\$	_	\$	_	\$	(450)	\$	_	\$	_	\$	(450)
Capital contribution received from / (return of capital paid to) parent		_		_		_		(150)		_		(600)		(150)
Dividends Net of Paid-in Capital	\$	_	\$	_	\$	_	\$	(600)	\$	_	\$	(600)	\$	(600)
	_													
								Balances						
	6/	30/22	9,	/30/22	12	2/31/22		Balances /31/23		of /30/23		6/30/22		6/30/23
Capitalization	6/	30/22	9,	/30/22	12	2/31/22						6/30/22		6/30/23
Capitalization Total adjusted capital (TAC)	<b>6/</b>	<b>30/22</b> 8,725	<b>9</b> ,	<b>/30/22</b> 9,496	_	<b>2/31/22</b> 6,989		/31/23			\$	<b>6/30/22</b> 8,725	\$	<b>6/30/23</b> 3,790
•		-	\$	-	\$		3/	/31/23	6/	/30/23	\$		\$	
Total adjusted capital (TAC)		8,725	\$	9,496	\$	6,989	\$	<b>4,745</b>	6/	<b>3,790</b>	\$	8,725	\$	3,790
Total adjusted capital (TAC) RBC - company action level	\$	8,725 n/a	\$	9,496 n/a	\$ \$	6,989 1,286	\$	4,745 n/a	\$	3,790 n/a	•	8,725 n/a		3,790 n/a

NOTE: Statutory metrics reflect values for Jackson National Life Insurance Company.

#### **Quarterly Financial Supplement - Second Quarter 2023**

#### **Non-GAAP Financial Measures**

In addition to presenting our results of operations and financial condition in accordance with U.S. GAAP, we use and report, selected non-GAAP financial measures. Management believes that the use of these non-GAAP financial measures, together with relevant U.S. GAAP financial measures, provides a better understanding of our results of operations, financial condition and the underlying performance drivers of our business. These non-GAAP financial measures should be considered supplementary to our results of operations and financial condition that are presented in accordance with U.S. GAAP and should not be viewed as a substitute for the U.S. GAAP financial measures. Other companies may use similarly titled non-GAAP financial measures that are calculated differently from the way we calculate such measures. Consequently, our non-GAAP financial measures may not be comparable to similar measures used by other companies. These non-GAAP financial measures should not be viewed as substitutes for the most directly comparable financial measures calculated in accordance with U.S. GAAP.

#### **Adjusted Operating Earnings**

Adjusted Operating Earnings is an after-tax non-GAAP financial measure, which we believe should be used to evaluate our financial performance on a consolidated basis by excluding certain items that may be highly variable from period to period due to accounting treatment under U.S. GAAP or that are non-recurring in nature, as well as certain other revenues and expenses that we do not view as driving our underlying performance. Adjusted Operating Earnings should not be used as a substitute for net income as calculated in accordance with U.S. GAAP. However, we believe the adjustments to net income are useful for gaining an understanding of our overall results of operations.

Adjusted Operating Earnings equals our Net income (loss) attributable to Jackson Financial Inc. common shareholders (which excludes income attributable to non-controlling interest and dividends on preferred stock) adjusted to eliminate the impact of the following items:

1) Net Hedging Results: Comprised of: (i) fees attributed to guaranteed benefits; (ii) changes in the fair value of freestanding derivatives used to manage the risk associated with market risk benefits and other guaranteed benefit features; (iii) the movements in reserves, market risk benefits, guaranteed benefit features accounted for as embedded derivative instruments, and related claims and benefit payments; (iv) amortization of the balance of unamortized deferred acquisition costs at the date of transition to current accounting guidance on January 1, 2021 associated with items excluded from adjusted operating earnings prior to transition to LDTI; and (v) the impact on the valuation of Net Hedging Results arising from changes in underlying assumptions. These items are excluded from adjusted operating earnings as they may vary significantly from period to period due to near-term market conditions and therefore are not directly comparable or reflective of the underlying performance of our business. We believe this approach appropriately removes the impact to both revenue and related expenses associated with Net Hedging Results and provides investors a better picture of the drivers of our underlying performance.

2) Net Realized Investment Gains and Losses: Comprised of: (i) realized investment gains and losses associated with the periodic sales or disposals of securities, excluding those held within our trading portfolio; and (ii) impairments of securities, after adjustment for the non-credit component of the impairment charges. These items are excluded from pretax adjusted operating earnings as they may vary significantly from period to period due to near-term market conditions and therefore are not directly comparable or reflective of the underlying performance of our business. We believe this approach provides investors a better picture of the drivers of our underlying performance.

3) Change in Value of Funds Withheld Embedded Derivative and Net investment income on funds withheld assets: Comprised of (i) the change in fair value of funds withheld embedded derivatives; and (ii) net investment income on funds withheld assets related to funds withheld reinsurance transactions. These items are excluded from pretax adjusted operating earnings as they are not reflective of the underlying performance of our business. We believe this approach provides investors a better picture of the drivers of our underlying performance.

4) Other items: Comprised of: (i) the impact of investments that are consolidated in our financial statements due to U.S. GAAP accounting requirements, such as our investments in collateralized loan obligations (CLOs), but for which the consolidation effects are not consistent with our economic interest or exposure to those entities, and (ii) one-time or other non-recurring items, such as costs relating to our separation from Prudential. These items are excluded from adjusted operating earnings as they are not reflective of the underlying performance of our business. We believe this approach provides investors a better picture of the drivers of our underlying performance.

**Operating income taxes** are calculated using the prevailing corporate federal income tax rate of 21% while taking into account any items recognized differently in our financial statements and federal income tax returns, including the dividends received deduction and other tax credits. For interim reporting periods, the Company uses an estimated annual effective tax rate ("ETR") in computing its tax provision including consideration of discrete items.

#### **Quarterly Financial Supplement - Second Quarter 2023**

#### **Non-GAAP Financial Measures**

#### Adjusted Book Value Attributable to Common Shareholders

Adjusted Book Value Attributable to Common Shareholders excludes Preferred Stock and Accumulated Other Comprehensive Income (Loss) ("AOCI") attributable to Jackson Financial Inc ("JFI"). AOCI attributable to JFI excludes AOCI arising from investments held within the funds withheld account related to the Athene Reinsurance Transaction. We exclude AOCI attributable to JFI from Adjusted Book Value Attributable to Common Shareholders because our invested assets are generally invested to closely match the duration of our liabilities, which are longer duration in nature, and therefore we believe period-to-period fair market value fluctuations in AOCI to be inconsistent with this objective. We believe excluding AOCI attributable to JFI is more useful to investors in analyzing trends in our business.

#### Adjusted Operating Return on Equity Attributable to Common Shareholders

We use Adjusted Operating ROE Attributable to Common Shareholders to manage our business and evaluate our financial performance. Adjusted Operating ROE Attributable to Common Shareholders excludes items that vary from period-to-period due to accounting treatment under U.S. GAAP or that are non-recurring in nature, as such items may distort the underlying performance of our business. We calculate Adjusted Operating ROE Attributable to Common Shareholders by dividing our Adjusted Operating Earnings by average Adjusted Book Value Attributable to Common Shareholders.

Adjusted Book Value Attributable to Common Shareholders and Adjusted Operating ROE Attributable to Common Shareholders should not be used as substitutes for total shareholders' equity and ROE Attributable to Common Shareholders as calculated using annualized net income and average equity in accordance with U.S. GAAP. However, we believe the adjustments to equity and earnings are useful to gaining an understanding of our overall results of operations.

Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions, except percentages)

#### **Adjusted Operating Earnings Reconciliation** For the Six Months Ended For the Three Months Ended 12/31/22 3/31/23 6/30/22 9/30/22 6/30/23 6/30/22 6/30/23 Net income (loss) attributable to Jackson Financial Inc. common \$ shareholders \$ 3,263 \$ 1,879 \$ (1,150) \$ (1,497) \$ 1,204 5,457 \$ (293)Add: dividends on preferred stock 13 13 Add: income tax expense (benefit) 845 657 (385)(558)245 1,233 (313)Pretax income (loss) attributable to Jackson Financial Inc. 4,108 2,536 (1,535)(2,055)1,462 6,690 (593)Non-Operating Adjustments (Income) Loss: Guaranteed benefits and hedging results: Fees attributable to guarantee benefit reserves (765)(771)(777)(780)(781)(1,529)(1,561)Net movement in freestanding derivatives (2,847)253 3,862 2,512 1,911 (1,371)4,423 Market risk benefits (gains) losses, net 1,184 (913)(1,900)(174)(2,570)(723)(2,744)Net reserve and embedded derivative movements 7 175 189 194 40 383 Amortization of DAC associated with non-operating items at date of 302 transition to LDTI 166 162 157 153 149 339 803 Total guaranteed benefits and hedging results (2,262)(1,262)1,517 1.900 (1,097)(3,244)6 40 Net realized investment (gains) losses (5) 228 68 125 108 Net realized investment (gains) losses on funds withheld assets (1,077)(555)474 673 134 (2,105)807 Net investment income on funds withheld assets (364)(313)(317)(307)(252)(624)(559)2 Other items 64 (47)23 18 67 41 (2,122)1,855 2,357 1,200 **Total non-operating adjustments** (3,644)(1,157)(5,781)Pre-tax adjusted operating earnings 464 414 320 302 305 909 607 Less: operating income tax expense (benefit) 57 38 26 31 9 125 40 Adjusted operating earnings before dividends on preferred stock 407 376 294 271 296 784 567 Less: dividends on preferred stock 13 13 \$ \$ Adjusted operating earnings 407 376 294 271 \$ 283 784 554 Effective tax rates on adjusted operating earnings 12.3 % 9.2 % 8.1 % 10.3 % 3.0 % 13.8 % 6.6 %

Quarterly Financial Supplement - Second Quarter 2023 (unaudited, in millions, except percentages and per share and shares outstanding data)

#### Select U.S. GAAP to Non-GAAP Reconciliations

	Г	For the Three Months Ended										For the Six Months Ended				
	E	5/30/22		9/30/22	_1	2/31/22		3/31/23		6/30/23	_	6/30/22		6/30/23		
Net Income (Loss)	\$	3,294	\$	1,868	\$	(1,158)	\$	(1,496)	\$	1,220	\$	5,519	\$	(276)		
Income attributable to non-controlling interest		31		(11)		(8)		1		3		62		4		
Net Income (Loss) Attributable to Jackson Financial Inc. Less: Dividends on preferred stock		3,263 —		1,879 —		(1,150) —		(1,497) —		1,217 13		5,457 —		(280) 13		
Net Income (Loss) Attributable to Jackson Financial Inc. common shareholders [a]	\$	3,263	\$	1,879	\$	(1,150)	\$	(1,497)	\$	1,204	\$	5,457	\$	(293)		
Total Shareholders' Equity	\$	9,706	\$	10,219	\$	8,646	\$	8,638	\$	8,652	\$	9,706	\$	8,652		
Less: Preferred equity		_		_		_		533		533		_		533		
Total common shareholder's equity	\$	9,706	\$	10,219	\$	8,646	\$	8,105	\$	8,119	\$	9,706	\$	8,119		
Average common Shareholders' Equity [b]	\$	8,950	\$	9,963	\$	9,433	\$	8,376	\$	8,112	\$	8,514	\$	8,290		
Total ROE Attributable to Common Shareholders [a]/[b]; Annualized		145.8%		75.4%		(48.8)%		(71.5)%		59.4 %		128.2%		(7.1)%		
Adjusted Operating Earnings [c]	\$	407	\$	376	\$	294	\$	271	\$	283	\$	784	\$	554		
Adjusted Book Value Attributable to Common Shareholders:																
Total common shareholders' equity	\$	9,706	\$	10,219	\$	8,646	\$	8,105	\$	8,119	\$	9,706	\$	8,119		
Exclude AOCI attributable to Jackson Financial Inc.		62	_	716		1,272		476		1,435		62		1,435		
Adjusted Book Value Attributable to Common Shareholders	\$	9,768	\$	10,935	\$	9,918	\$	8,581	\$	9,554	\$	9,768	\$	9,554		
Average Adjusted Book Value Attributable to Common Shareholders [d]	\$	8,698	\$	10,352	\$	10,427	\$	9,250	\$	9,068	\$	7,988	\$	9,351		
Adjusted Operating ROE Attributable to Common Shareholders [c]/[d]; Annualized		18.7%		14.5%		11.3 %		11.7 %		12.5 %		19.6%		11.8 %		
Per Share Data (Common Shareholders)																
Net income (loss) (basic)	\$	37.96	\$	22.08	\$	(13.74)	\$	(18.11)	\$	14.58	\$	62.98	\$	(3.55)		
Net income (loss) (diluted) <sup>1</sup>	\$	36.59	\$	21.38	\$	(13.74)	\$	(18.11)	\$	14.21	\$	60.60	\$	(3.55)		
Adjusted operating earnings per common share (diluted)	\$	4.56	\$	4.28	\$	3.39	\$	3.15	\$	3.34	\$	8.71	\$	6.49		
Book value per common share (diluted)	\$	110.90	\$	117.95	\$	100.56	\$	95.70	\$	98.27	\$	110.90	\$	98.27		
Adjusted book value per common share (diluted)	\$	111.61	\$	126.21	\$	115.36	\$	101.32	\$	115.63	\$	111.61	\$	115.63		
Shares Outstanding																
Weighted average number of common shares (basic)	85	,968,564	85	,098,192	83	,695,001	82	2,646,113	82	,595,287		86,649,493		82,620,558		
Weighted average number of common shares (diluted)	89	,168,775	87	,895,919	86	,807,053	86	5,082,970	84	,754,611		90,052,111		85,415,120		
End of period common shares (basic)		,864,727		,666,942		,690,098		L,044,318		,910,831		84,864,727		81,910,831		
End of period common shares (diluted)	87	,520,892	86	,640,003	85	,976,078	84	1,690,303	82	,622,875		87,520,892		82,622,875		

<sup>&</sup>lt;sup>1</sup> In a quarter in which we reported a net loss attributable to Jackson Financial Inc., all common stock equivalents are anti-dilutive and are therefore excluded from the calculation of diluted shares and diluted per share amounts. The shares excluded from the diluted EPS calculation were 3,436,857, 3,112,052 and 2,794,562 for the three months ended March 31, 2023, December 31, 2022 and for the six months ended June 30, 2023, respectively.

#### **Quarterly Financial Supplement - Second Quarter 2023**

#### **Glossary of Select Financial and Product Terms**

Assets Under Management (AUM) - Investment assets that are managed by one of our subsidiaries and includes: (i) the assets in our investment portfolio managed by PPM America, Inc. ("PPM"), which excludes assets held in funds withheld accounts for reinsurance transactions, (ii) third-party assets managed by PPM, including those for our former parent (Prudential) and its affiliates or third parties, and (iii) the separate account assets of our Retail Annuities segment that Jackson National Asset Management LLC ("JNAM") manages and administers.

**Athene Reinsurance Transaction** - The funds withheld coinsurance agreement with Athene on June 18, 2020, effective June 1, 2020, to reinsure a 100% quota share of a block of our in-force fixed and fixed index annuity liabilities in exchange for approximately \$1.2 billion in ceding commissions.

**Deferred Acquisition Cost (DAC)** - Represent the incremental costs related directly to the successful acquisition of new, and certain renewal, insurance policies and annuity contracts, which are deferred on the balance sheet as an asset.

**Derivative Instruments** - Jackson Financial Inc.'s (JFI) business model includes the acceptance, monitoring and mitigation of risk. Specifically, JFI considers, among other factors, exposures to interest rate and equity market movements, foreign exchange rates and other asset or liability prices. JFI uses derivative instruments to mitigate or reduce these risks in accordance with established policies and goals. JFI's derivative holdings, while effective in managing defined risks, are not structured to meet accounting requirements to be designated as hedging instruments. As a result, freestanding derivatives are carried at fair value with changes each period recorded in net gains or losses on derivatives and investments.

Earnings per Share (EPS) - Basic earnings per share is calculated by dividing net income (loss) attributable to JFI common shareholders by the weighted-average number of common shares outstanding during the period. Diluted earnings per share is calculated by dividing the net income (loss) attributable to JFI common shareholders, by the weighted-average number of shares of common stock outstanding for the period, plus shares representing the dilutive effect of share-based awards.

**Fixed Annuity (FA)** - An annuity that guarantees a set annual rate of return with interest at rates we determine, subject to specified minimums. Credited interest rates are guaranteed not to change for certain limited periods of time.

**Fixed Index Annuity (FIA)** - An annuity with an ability to share in the upside from certain financial markets such as equity indices, and provides downside protection.

**Guaranteed Minimum Accumulation Benefit (GMAB)** - An add-on benefit (enhanced benefits available for an additional cost) which entitles an owner to a minimum payment, typically in lump-sum, after a set period of time, typically referred to as the accumulation period. The minimum payment is based on the benefit base, which could be greater than the underlying account value.

**Guaranteed Minimum Death Benefit (GMDB)** - An add-on benefit (enhanced benefits available for an additional cost) that guarantees an owner's beneficiaries are entitled to a minimum payment based on the benefit base, which could be greater than the underlying account value, upon the death of the owner.

**Guaranteed Minimum Income Benefit (GMIB)** - An add-on benefit (available for an additional cost) where an owner is entitled to annuitize the policy and receive a minimum payment stream based on the benefit base, which could be greater than the payment stream resulting from current annuitization of the underlying account value.

**Guaranteed Minimum Withdrawal Benefit (GMWB)** - An add-on benefit (available for an additional cost) where an owner is entitled to withdraw a maximum amount of their benefit base each year, for which cumulative payments to the owner could be greater than the underlying account value.

**Guaranteed Minimum Withdrawal Benefit for Life (GMWB for Life)** - An add-on benefit (available for an additional cost) where an owner is entitled to withdraw the guaranteed annual withdrawal amount each year, for the duration of the policyholder's life, regardless of account performance.

#### **Quarterly Financial Supplement - Second Quarter 2023**

#### **Glossary of Select Financial and Product Terms**

**LDTI** - Accounting Standards Update 2018-12, "Targeted Improvements to the Accounting for Long-Duration Contracts," effective January 1, 2023, with a transition date of January 1, 2021.

**Net Amount at Risk (NAR)** - The greater of Death Benefit NAR (DBNAR) and Living Benefit NAR (LBNAR), as applicable, where DBNAR is the GMDB benefit base in excess of the account value, and the LBNAR is the actuarial present value of guaranteed living benefits in excess of the account value.

**Net Flows** - The net change in customer account balances during a period, including gross premiums, surrenders, withdrawals and benefits. Net flows exclude investment performance, interest credited to customer accounts and policy charges.

**Registered Index-Linked Annuity (RILA)** - A registered index-linked annuity, which offers market index-linked investment options, subject to a cap, and offers a variety of guarantees designed to modify or limit losses.

**Return of Premium (ROP) Death Benefit** - This death benefit pays the greater of the account value at the time of a claim following the owner's death or the total contributions to the contract (subject to adjustment for withdrawals). The charge for this benefit is usually included in the Mortality and Expense fee that is deducted daily from the net assets in each variable investment option. We also refer to this death benefit as the Return of Principal death benefit.

Risk Based Capital (RBC) - Statutory minimum level of capital that is required by regulators for an insurer to support its operations.

#### **Segment - Retail Annuities**

JFI's Retail Annuities segment offers a variety of retirement income and savings products through its diverse suite of products, consisting primarily of variable annuities, fixed index annuities, fixed annuities, payout annuities, and registered index-linked annuities ("RILA"). These products are distributed through various wirehouses, insurance brokers and independent broker-dealers, as well as through banks and financial institutions, primarily to high-networth investors and the mass and affluent markets.

The financial results of the variable annuity business within the Company's Retail Annuities segment are largely dependent on the performance of the contract holder account value, which impacts both the level of fees collected and the benefits paid to the contract holder. The financial results of the Company's fixed annuities, including the fixed option on variable annuities, RILA and fixed index annuities, are largely dependent on the Company's ability to earn a spread between earned investment rates on general account assets and the interest credited to contract holders.

#### **Segment - Institutional Products**

JFI's Institutional Products consist of traditional guaranteed investment contracts ("GICs"), funding agreements (including agreements issued in conjunction with JFI's participation in the U.S. Federal Home Loan Bank ("FHLB") program) and Medium-Term Note funding agreements. JFI's GIC products are marketed to defined contribution pension and profit-sharing retirement plans. Funding agreements are marketed to institutional investors, including corporate cash accounts and securities lending funds, as well as money market funds, and are issued to the FHLB in connection with its program.

The financial results of JFI's Institutional Products business are primarily dependent on the Company's ability to earn a spread between earned investment rates on general account assets and the interest credited on GICs and funding agreements.

#### **Segment - Closed Life and Annuity Blocks**

JFI's Closed Life and Annuity Blocks segment is primarily composed of blocks of business that have been acquired since 2004. The segment includes various protection products, primarily whole life, universal life, variable universal life, and term life insurance products, as well as fixed, fixed index, and payout annuities. The Closed Life and Annuity Blocks segment also includes a block of group payout annuities that we assumed from John Hancock Life Insurance Company (USA) and John Hancock Life Insurance Company of New York through reinsurance transactions in 2018 and 2019, respectively. The Company historically offered traditional and interest-sensitive life insurance products but discontinued new sales of life insurance products in 2012, as we believe opportunistically acquiring mature blocks of life insurance policies is a more efficient means of diversifying our in-force business than selling new life insurance products.

The profitability of JFI's Closed Life and Annuity Blocks segment is largely driven by its historical ability to appropriately price its products and purchase appropriately priced blocks of business, as realized through underwriting, expense and net gains (losses) on derivatives and investments, and the ability to earn an assumed rate of return on the assets supporting that business.

**Variable Annuity (VA)** - An annuity that offers tax-deferred investment into a range of asset classes and a variable return, which offers insurance features related to potential future income payments.