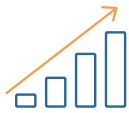


# 2017 FINANCIALS



14 consecutive years of strong earnings



Excellent balance sheet with low-risk and high-quality assets and liabilities



Surplus has more than doubled in 10 years



\$20.9 billion life insurance in-force

## INCOME

DOLLARS IN THOUSANDS

Year Ended December 31

	2017	2016
Premium income	\$196,665	\$188,077
Net investment income	63,166	55,650
Other income	14,369	13,020
<b>TOTAL INCOME</b>	<b>274,200</b>	<b>256,747</b>
<b>POLICYHOLDER BENEFITS AND EXPENSES</b>		
Life insurance benefits	68,194	66,072
Accident & health benefits	18,402	15,475
Other policy benefits	36,397	35,051
Increase in reserves	33,935	36,742
Commissions	40,752	34,125
General expenses	48,966	43,538
Taxes other than federal income taxes	7,851	7,318
Dividends to policyholders	1,443	1,522
<b>TOTAL BENEFITS &amp; EXPENSES</b>	<b>255,940</b>	<b>239,843</b>
<b>GAIN FROM OPERATIONS</b>	<b>\$18,260</b>	<b>\$16,904</b>

## ASSETS

DOLLARS IN THOUSANDS

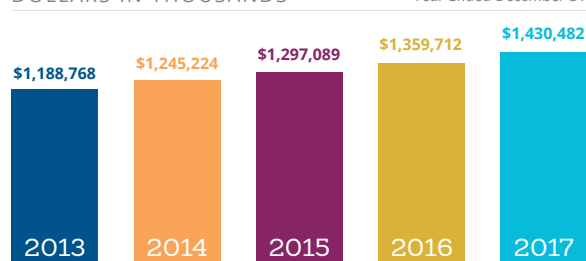
Year Ended December 31

	2017	2016
Bonds	\$829,440	\$807,936
Preferred stocks	0	0
Common stocks	73,317	65,125
Mortgage loans	192,121	183,155
Real estate	10,385	8,695
Policy loans	160,161	154,407
Cash & short term securities	29,649	5,770
Premiums deferred and uncollected	47,191	45,612
Other assets	88,218	89,012
<b>TOTAL ASSETS</b>	<b>\$1,430,482</b>	<b>\$1,359,712</b>

## ASSETS

DOLLARS IN THOUSANDS

Year Ended December 31



## LIABILITIES AND SURPLUS

DOLLARS IN THOUSANDS

Year Ended December 31

	2017	2016
Policy reserves	\$1,086,363	\$1,053,271
Policy & contract claims	19,645	17,047
Deposit-type contracts	16,509	16,426
Other policyholder funds	3,734	3,886
Other liabilities	63,936	60,772
Interest maintenance reserve (IMR)	17,782	17,930
Asset valuation reserve (AVR)	13,146	12,386
<b>TOTAL LIABILITIES</b>	<b>1,221,115</b>	<b>1,181,718</b>
<b>SURPLUS</b>	<b>209,367</b>	<b>177,994</b>
<b>TOTAL LIABILITIES &amp; SURPLUS</b>	<b>\$1,430,482</b>	<b>\$1,359,712</b>