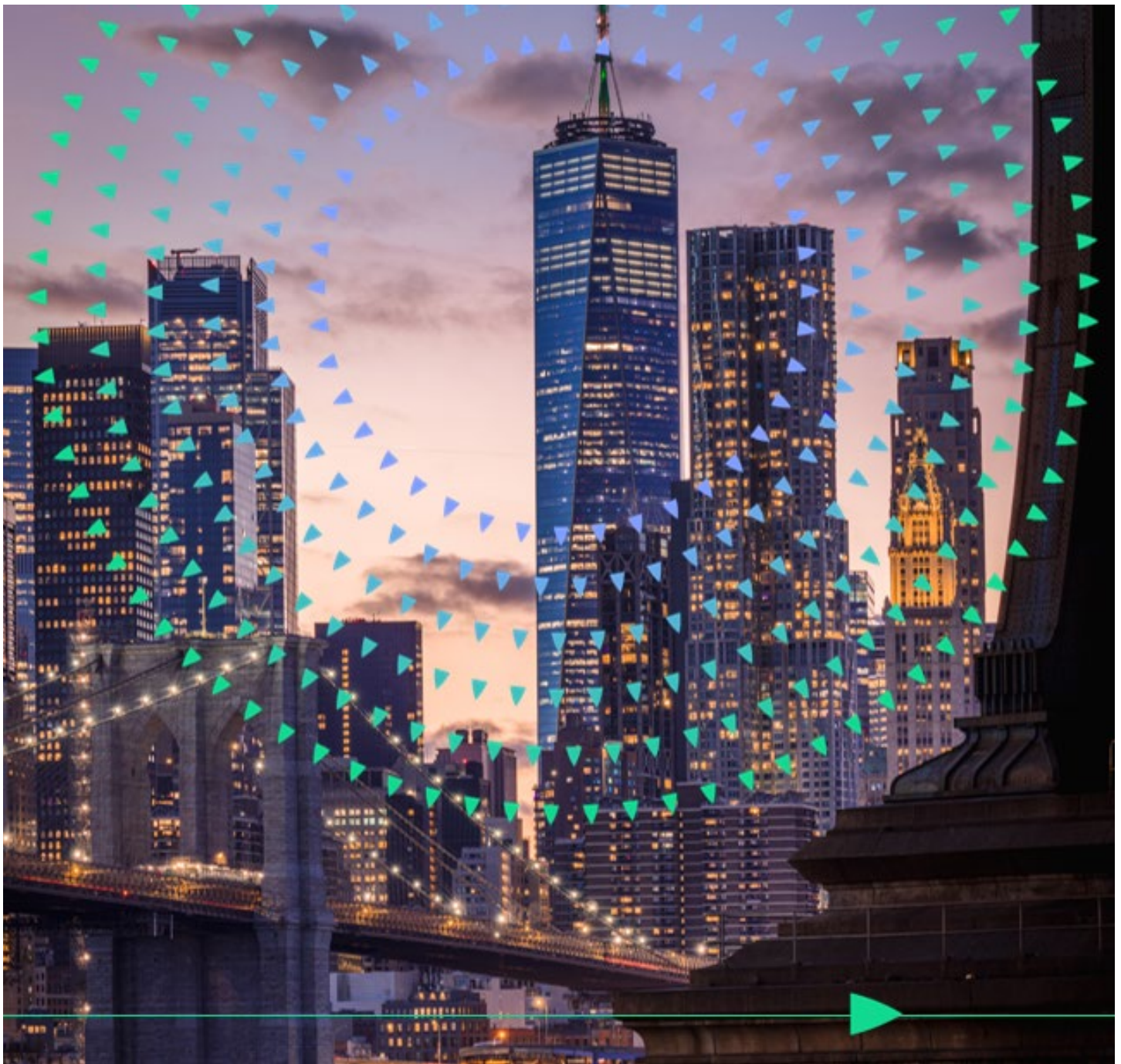




IGNITE PARTNERS COMPETITOR QUARTERLY REPORT

Q1 2025 LIFE AND ANNUITY INDUSTRY EARNINGS

Introduction

This report provides a quarterly snapshot of the current competitive landscape, highlighting key players in the life insurance and annuities space. It includes a comparative overview of financial performance, market activity, and strategic positioning of selected competitors. The objective is to inform, benchmark performance, and identify emerging trends within the industry.

Meet/Miss Expectations Tracker

Met or Beat EPS Expectations  Prudential   JACKSON 	Missed EPS Expectations  
Met or Beat Revenue Expectations  JACKSON	Missed Revenue Expectations     

Life/Annuity Carrier earnings results

	EPS	Net Income/Loss (\$M)	Revenue (\$B)	Revenue Beat/Miss (\$M)	Adjusted ROE	BV Per Share	AUM (\$B)	RBC
Brighthouse	\$4.17	(\$294)	\$2.16	(\$142.75)	20.4%	\$61.17	NA	420-440%
Corebridge	\$1.16	(\$664)	\$4.74	(\$543.98)	11.8%	\$21.66	\$404	426%
F&G	\$0.72	(\$21)	\$0.91	(\$565.00)	9.7%	\$30.47	\$55	400%+
Jackson	\$5.10	(\$18)	\$3.75	\$1.97	13.6%	\$135.43	NA	585%
Lincoln	\$1.60	(\$722)	\$4.69	(\$4.36)	9.0%	\$41.96	NA	425%-435%
Prudential	\$3.29	\$707	\$13.41	(\$1.15)	9.8%	\$83.59	\$1,703	NA

Key Storylines

Below are shared key storylines from this quarter's earnings calls. These include themes that were identified across several carriers and topics of interest that were specific to one carrier.

Corebridge Early Retirement Program

Corebridge recently conducted a voluntary early retirement program for eligible colleagues in the US. With the goal of further reducing their expense base and to create capacity to invest in new skills and capabilities and reshape the workforce. The expectation is that a portion of the savings out of the early retirement program will drop to the bottom line and a portion will be used to fund investments in new capabilities. Corebridge currently estimates this will have a one-time cost of \$85 million. Life Annuity Specialist reported the buyouts were offered to workers 50-55 years old who had worked at the carrier for 10 years, and those aged 55 and over with at least five years of service, and that Corebridge was targeting just under 500 employees, which would be a little under 10% the 5,200-5,700 total employees of the company reported by various sources.

Annuity Sales Q1 2025 to Q1 2024 Comps

Brighthouse: Total annuity sales were down 21% compared with the first quarter of 2024, primarily driven by lower sales of fixed annuities. Sequentially, annuity sales increased 1%. FIA sales were \$26 million in Q1, down from \$191M in Q1 2024, FA was \$103M down from \$637M.

F&G: Saw a decline in MYGA, attributed to the volatility that was going on in the markets, which caused challenges to F&G and their reinsurance partners. However, they stated they've done more MYGA business in the month of April than the entire first quarter. Total annuity sales were down 27% compared to Q1 2024, MYGA were down 58% and Indexed annuities (they combine FIA and RILA) were up 2%.

Jackson: Overall sales increase by 8% compared to January 2024. FA and FIA sales were up 74% to \$174M but that accounts for 3% of total annuity sales. RILA sales were up 3% and traditional VA up 9%.

Lincoln: Saw a poor sales quarter in 1q 2024, so 2025 showed a 33% increase in overall annuity sales, though sales of MYGA were down 11%.

Prudential: Total annuity sales were up 5% compared to Q1 2024, but fixed annuity sales were down 29%.

Market Uncertainty

Corebridge: "Market uncertainty actually further increases the demand for our products, sometimes in the income benefits and sometimes in the accumulation areas. Of our various products, fixed

annuities are the most sort of immediately sensitive. And in the fourth quarter and the first quarter, there were a few periods of lower sales in the face of some of the market changes.

We previously commented on the fourth quarter 2024 earnings call that 2025 EPS growth would be below our long-term expectations of 10% to 15% due to the drag from the earn-in of Fed rate actions. These projections assume annual equity market returns of 8%, alternatives improving over the course of the year to achieve our 8% to 9% target return by the end of 2025, and 50 basis points of Fed rate cuts in 2025. Given recent increased volatility, we are providing updated sensitivities to equity markets and interest rates.

F&G: “During the first quarter, we conducted a comprehensive analysis across the portfolio to assess direct tariff exposure and broader economic implications. Our analysis confirmed that the portfolio is resilient and largely insulated from tariff related impacts due to our focus on credit and the robust structural protections that we have in place.”

Lincoln: “Ending account balances, net of reinsurance, were 3 percentage points lower versus the prior quarter, driven by the equity market decline and continued variable annuity net outflows. Volatility has continued in the second quarter. And if this volatility persists, we anticipate additional pressure on fee income beyond the initial headwinds resulting from lower starting account balances. As a rule of thumb, we expect roughly a \$15 million impact to annualized earnings for every 1% change in annuity AUM due to markets.”

Number of policies coming out of surrender period likely to increase through 2025

Corebridge expects higher levels of fixed annuity and index annuity volumes to be exiting their surrender charge period in the second half of this year, which they see as natural given the significant growth in their portfolio over the last few years particular, since 2022. Expectations for surrenders are not outside of their expectations.

Brighthouse said Q1 outflows were modestly lower than the fourth quarter and up over the first quarter of last year driven by VA and Shield outflows. They stated they have a substantial amount of fixed rate annuities, particularly the three- and five- year coming out of surrender in the second half of 2025. They see this as a natural progression due to the increase in Shield RILA sales.

Jackson stated that in Q1 the all in surrender and benefit rate, including partial withdrawals and death benefits, declined 60 basis points from the fourth quarter of 2024. Despite growth in annuity sales, net flows in variable annuities were pressured by aging policies exiting their surrender periods.

F&G attributed giving up some spread in Q1 to a variety of factors, including seeing lower surrender income as there was a noticeable pause in refinancing of old policies by agents.

Athene saw full year out of surrender charge plan outflows (planned) drop from 2.4% in 2024 to 1.2% in 2025. Unplanned in-surrender charge period outflows dropped from 1.3% to 1.1% in 2025

Alternative investments pressured during volatile Q1

Prudential: “The current quarter also included alternative investment income that was below our expectations by \$90 million, driven by lower private equity and real estate returns. I would say that predicting near-term performance in the current environment is challenging due to the heightened uncertainty and volatility. However, it is likely that the decline that we have experienced so far this quarter in equity markets will result in returns below our expected levels at the beginning of the year. If we experience an equity market decline of 10% followed by a 1.25% quarterly recovery, returns on our alternatives would still be positive, but we could see anywhere between a 200 to 250 basis point decline to our intermediate-term expectations of 7% to 9% over a four-quarter period.

Corebridge: “Given the lack of deal activity because of current market uncertainty, we expect alternative investment returns to fall short of our long-term return expectations of 8% to 9% in 2025. For the second quarter, we expect alternative investment returns will be approximately half the level in the first quarter.”

Brighthouse: “Alternative investment income was \$39 million, or approximately \$0.66, below our quarterly average run rate expectation. The alternative investment portfolio yield in the quarter was 1.4%. As a reminder, we continue to expect a yield on this portfolio of 9% to 11% annually over the long term.”

Lincoln: “Our alternative investment portfolio, utilized mostly on the life side of our business, delivered a 1.9% return in the quarter, modestly below our 2.5% target. Given the current market backdrop, near-term results could continue to be volatile. Looking ahead to the second quarter, while continued market volatility could create additional near-term pressure on returns, over time we anticipate these returns will converge toward our historical averages.

Lincoln outlines their funding agreement with Bain Capital

Bain Capital will be taking a 9.9% common equity stake in Lincoln at \$44 per share, a 25% premium to the 30-day volume weighted average price as of April 8, with total cash consideration of roughly \$825 million. Those shares carry a three-year lockup, after which Bain may sell one-third at each subsequent anniversary after the third year.

Lincoln and Bain will enter into a non-exclusive investment management agreement focused on targeted asset classes that include private and structured credit, residential mortgage loans and private equity, among others. Lincoln will commit \$1.4 billion of AUM shortly following the close of the transaction, growing to at least \$20 billion by the end of year six. The agreement is a 10-year contract, though with the expectation of a much longer partnership.

Lincoln's rationale for the agreement:

- Strategic priority of growing spread-based products (RILA, fixed annuities) Finding a strategic partner to help scale the asset sourcing needed to be successful in a bigger way there was critical, with Bain's ownership stake then providing the appropriate alignment to support shared success.
- The equity capital provided will allow Lincoln to accelerate growth over the next few years while maintaining the flexibility around deployment in other areas, such as optimizing the legacy life portfolio or future capital returns to shareholders.
- Industry-wide alternative investment firms have been able to add considerable value to the insurance universe in general account investing, in product development, in distribution, and in capital sourcing. With this transaction, Lincoln and Bain Capital have committed to working together to grow existing products and explore the development of new ones.

Prudential CEO expresses disappointment

"Our recent results do not meet our expectations, and we will do better."

CARRIER EARNINGS CALL SUMMARIES

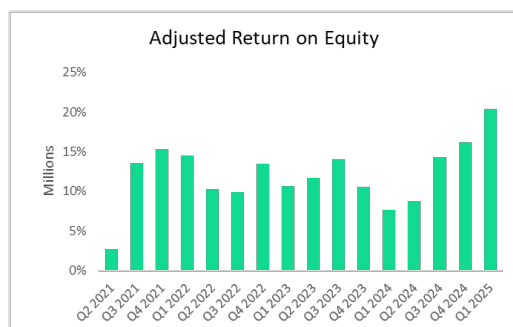
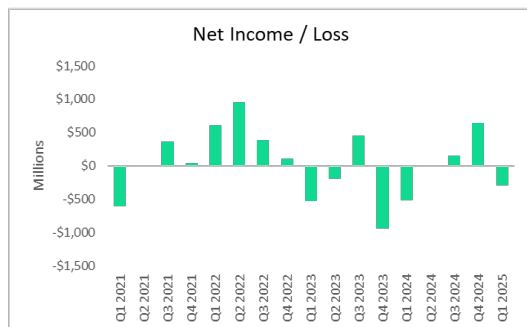
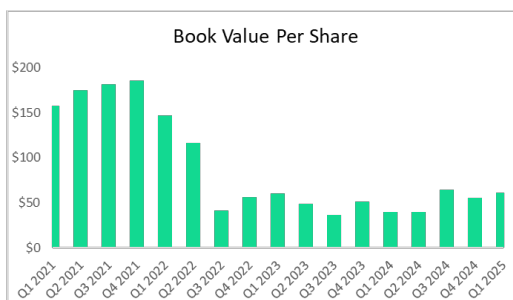
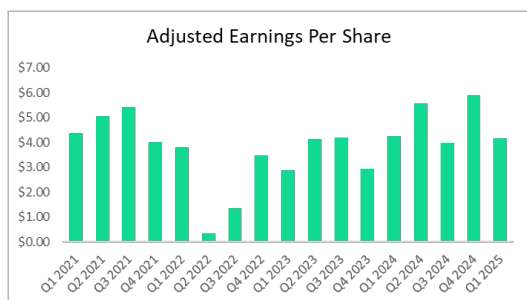
The next section includes summaries of the earnings calls for seven of our competitors. Each summary includes sections for financial results, corporate strategic initiatives, annuities segment performance and sales, investment portfolio performance, commentary on the impact of recent market volatility, and forward-looking guidance.

Brighthouse, Corebridge, F&G, Jackson, Lincoln, and Prudential are the six publicly traded competitors included. Athene, which is owned by Apollo, conducts a call similar to an earnings report which they call a Fixed Income Investor Call. They do not provide the same level of data and detail the others are required to provide. A brief summary of their Investor Call is included at the end of this report.

		Net	Revenue	Revenue	Adjusted	BV Per	AUM (\$B)	RBC
	EPS	Income/Loss (\$B)	(\$B)	Beat/Miss (\$M)	ROE	Share		
Current Quarter	\$ 4.17	\$ (294.00)	\$2.160	(\$142.8)	20.4%	\$ 61.17	NA	420-440%
Vs Q1 2024	↓	↑	↑	↓	↑	↑	NA	↑

Brighthouse Financial reported adjusted earnings of \$235 million for Q1 2025, which includes a \$10 million unfavorable notable item due to an actuarial model refinement. Excluding this item, adjusted earnings were \$245 million, down from both the prior quarter (\$352 million) and the prior year (\$268 million). Despite continued competitive annuity sales and solid net investment income, earnings were \$15 million below run-rate expectations, largely driven by lower alternative investment returns and declining fixed annuity sales.

The RBC ratio remained within the target range of 400% to 450%, ending the quarter between 420% and 440%. Management emphasized its commitment to disciplined pricing, refined hedging, and statutory balance sheet protection amid ongoing market volatility.

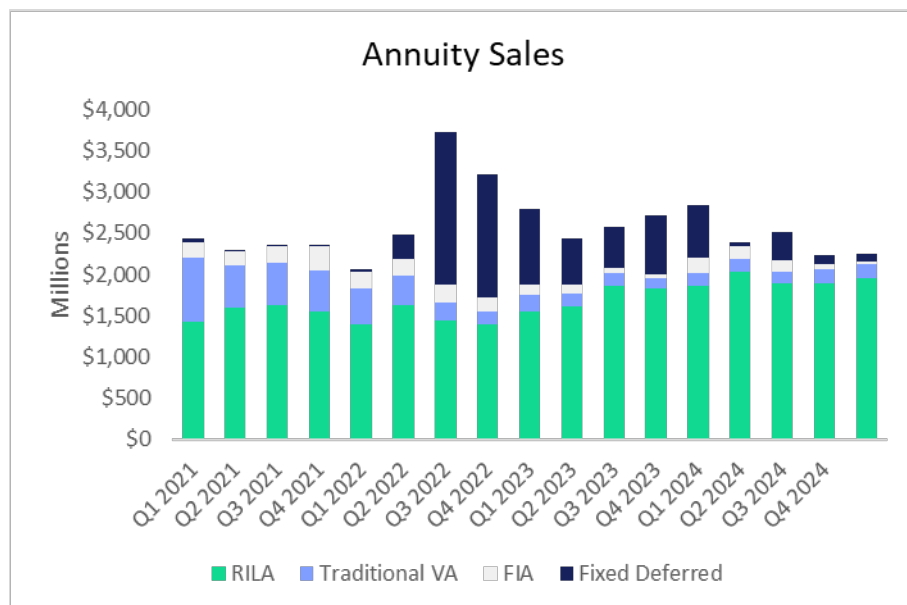


Business Strategy

From a strategic standpoint, Brighthouse has made key progress in hedging, having fully transitioned its Shield annuity new business to a standalone hedging approach. The company is also in the process of refining its strategies for its in-force variable annuity and legacy Shield products to better manage exposure in adverse market conditions. Management reiterated its focus on protecting statutory capital, exploring reinsurance opportunities, and improving risk-adjusted returns. Additionally, the company expects to benefit from new inflows in 2025 tied to BlackRock's LifePath Paycheck product, which has been adopted by six employer-sponsored retirement plans.

Annuity Segment

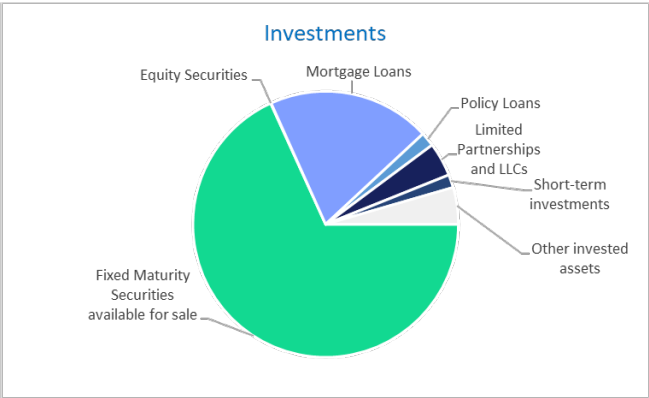
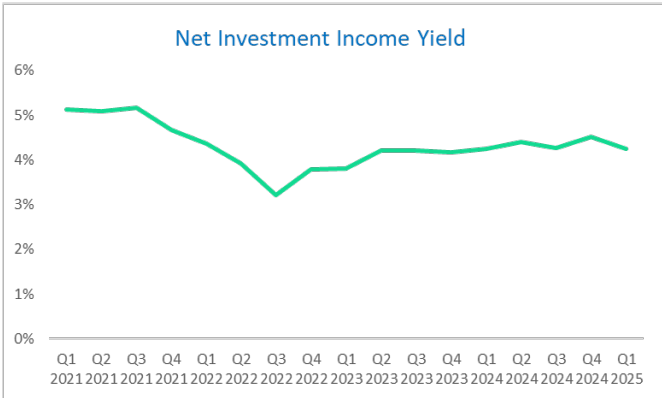
The annuity segment delivered adjusted earnings of \$324 million, relatively flat quarter-over-quarter, supported by higher net investment income. Annuity sales remained solid at approximately \$2.3 billion, including \$2 billion in Shield sales, which grew 3% sequentially and 5% year-over-year. However, overall annuity sales were down 21% compared to Q1 2024, primarily due to a decline in fixed annuity sales amid competitive pressure and rate sensitivity. The company emphasized that it continues to monitor the competitive landscape and interest rate environment closely, with a goal of maintaining pricing discipline while seeking to build sales momentum, particularly in the fixed space, through the second half of 2025. The firm also reported an increase in annuity outflows, largely due to surrender activity in both the variable annuity and Shield blocks, which is expected to continue as a large number of products exit their surrender periods over the course of the year.



Investments

On the investment front, Brighthouse reported total invested assets of \$124 billion, including \$87 billion in fixed maturity securities, 97% of which are investment grade. The company has made significant strides in de-risking its portfolio, reducing exposure to below-investment-grade (BIG) credit by 40% and cutting B-rated credit by 71% since Q4 2021. However, alternative investment income was a weak spot in the quarter, coming in at \$39 million with a yield of just 1.4%, well below the long-

term target range of 9% to 11%. Despite near-term volatility, Brighthouse reaffirmed its confidence in the long-term performance of its alternatives portfolio.



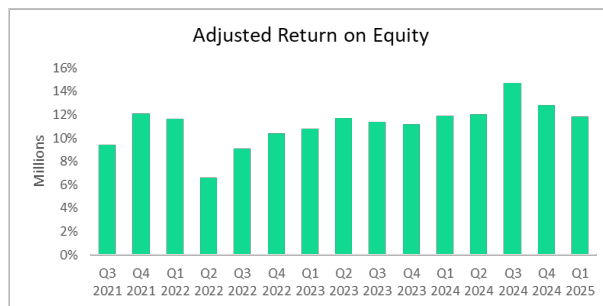
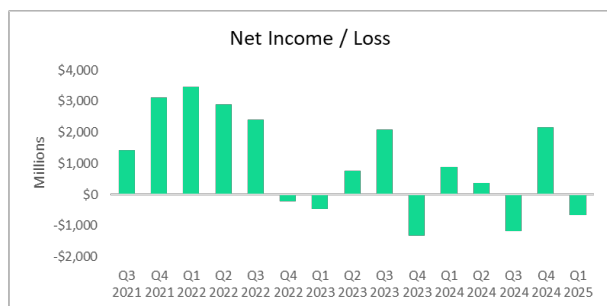
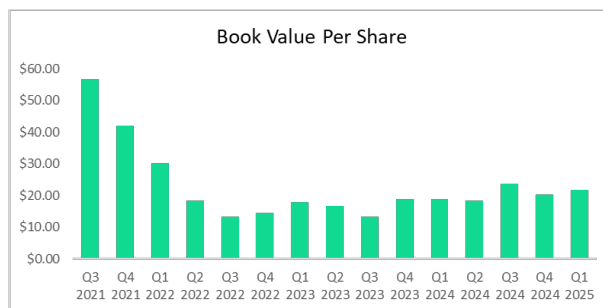
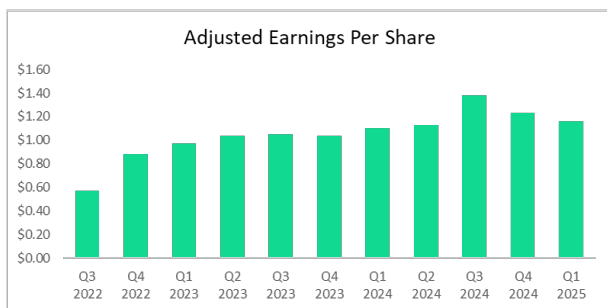
		Net	Revenue	Revenue	Adjusted	BV Per	AUM (\$B)	RBC
	EPS	Income/Loss (\$B)	(\$B)	Beat/Miss (\$M)	ROE	Share		
Current Quarter	\$ 1.16	(\$664)	\$4.7	(\$544.0)	11.8%	\$21.66	\$404	426%
Vs Q1 2024	↗	↘	↘	↘	↘	↗	↗	NA

Results Overview

Corebridge reported Q1 operating EPS of \$1.16, a 5% year-over-year increase on a per-share basis. Return on equity (ROE) came in at 11.8%, with a run rate ROE of 12.3%, in line with the company's long-term target range of 12% to 14%. Adjusted pre-tax operating income totaled \$810 million for the quarter.

The company ended the quarter with \$1.4 billion in cash at the holding company, after setting aside \$1 billion for the April 2025 debt maturity. Liquidity is well in excess of operational needs for the next 12 months, with no significant debt maturities until 2027. Corebridge's year-end RBC ratio was 426%, indicating continued strong capitalization.

Total premiums and deposits for the quarter reached \$9.3 billion, including \$4.7 billion from the Individual Retirement segment. While overall volumes were below the elevated levels seen in the prior year, results remain robust and reflect healthy demand.



Business Strategy

Corebridge continues to execute against its four strategic pillars:

- **Organic Growth**

The company is prioritizing profitable growth by enhancing its digital infrastructure, expanding its product suite, and deepening distributor relationships. The recent launch of the RILA product (Oct 2024) is progressing well, with \$260 million in Q1 sales and near-national market coverage. The product is also being integrated into out-of-plan offerings, contributing \$50 million in additional sales this quarter.

- **Balance Sheet Optimization**

The Bermuda capital management strategy remains a core component of the balance sheet approach. In Q1, Corebridge ceded \$2 billion in reserves to its affiliated reinsurer, bringing the total to \$14 billion ceded since the program began. The company is in early stages of execution and continues to explore both internal and external reinsurance opportunities that are accretive on a risk-adjusted basis.

- **Operating Efficiency**

The voluntary early retirement program was implemented during the quarter, with a \$85 million one-time cost. This initiative is expected to reduce structural expenses and reallocate resources toward skillsets that support digital transformation and automation. Cost savings are expected to partially flow through to earnings, while the remainder will be reinvested. The company is actively evaluating the use of AI, automation, and digitized processes to improve scalability and efficiency.

- **Capital Management**

Over the past 12 months, Corebridge has reduced its outstanding share count by more than 10% through its buyback program. The company maintains a balanced approach, returning capital to shareholders while preserving flexibility to fund growth opportunities.

Annuities Segment

Despite a 10% YoY decline in adjusted pre-tax operating income for the Individual Retirement segment, net inflows totaled \$1.1 billion, driven by strong distribution support and steady customer demand. The business continues to benefit from favorable market and demographic trends. The RILA product launch is tracking ahead of expectations, and the advisory/brokerage business achieved 5% AUMA growth YoY, even in a weaker equity market environment.

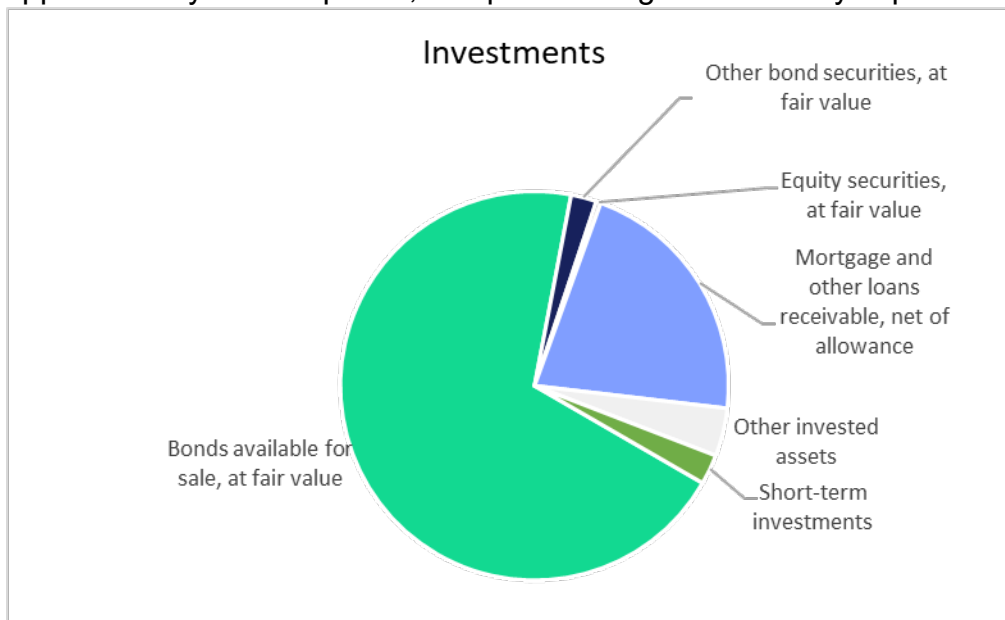
Corebridge is seeing continued demand for indexed annuities, and fixed annuity pricing conditions remain favorable. The company expects increased surrenders in 2H 2025 due to a wave of contracts exiting surrender charge periods, particularly those sold in the 2022–2023 window when interest rates rose. However, this is viewed as a portfolio normalization trend, and margins on new business remain attractive.

Investments

The total investment portfolio stands at \$223 billion, with 97% allocated to fixed income and short-term investments. Approximately 95% of fixed maturities are rated investment-grade, and the average portfolio rating has improved to single-A over the last two years. The asset mix is diversified across public, private, and structured products, supporting Corebridge's liability-driven asset management (ALM) strategy.

Alternative investment returns came in below expectations, underperforming by \$0.06 per share in the quarter, largely due to weak real estate equity performance. Management expects Q2 alternative returns to be roughly 50% lower than Q1 levels due to reduced market activity.

The company has reduced exposure to floating-rate instruments over the past two quarters. As a result, SOFR sensitivity has decreased, with each 25 bps change now affecting portfolio income by approximately 2 basis points, compared to higher sensitivity in previous quarters.



Market Environment and Forward Guidance

Given increased equity and rate volatility, Corebridge updated its earnings sensitivities. A 10% move in the S&P 500 Index is expected to affect net income by ~\$85 million over 12 months, driven by fee-based business impacts. Additionally, as noted in the prior earnings call, 2025 EPS growth is expected to be below the long-term 10–15% range, due to delayed benefit realization from recent Fed rate actions. The current outlook assumes modest rate cuts and an 8% equity market return.



		Net	Revenue	Revenue	Adjusted	BV Per	AUM (\$B)	RBC
	EPS	Income/Loss (\$B)	(\$B)	Beat/Miss (\$M)	ROE	Share		
Current Quarter	\$ 0.72	(\$21)	\$0.9	(\$565.0)	9.7%	\$30.47	\$54.5	400%+
Vs Q1 2024	↓	↓	↓	↓	↑	↑	↑	

Results Overview

F&G reported adjusted net earnings of \$91 million, or \$0.72 per share, for the first quarter of 2025. This compares to \$108 million, or \$0.86 per share, in the prior-year quarter. While earnings declined year-over-year, the company attributes this to short-term headwinds—primarily tied to market volatility, alternative investment performance, and lower near-term spread income—which are not expected to impact the long-term trajectory of the business.

Despite the earnings pressure, F&G continues to deliver strong business fundamentals, underpinned by high-quality investment execution, solid growth in fee-based businesses, and robust capital management, with the RBC ratio maintained at or above 400%. The company also achieved record AUM of \$67.4 billion, a 169% increase over Q1 2024, driven by continued strong net flows and business diversification.

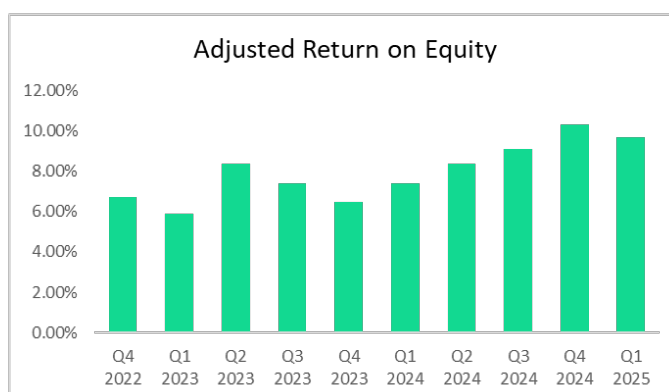
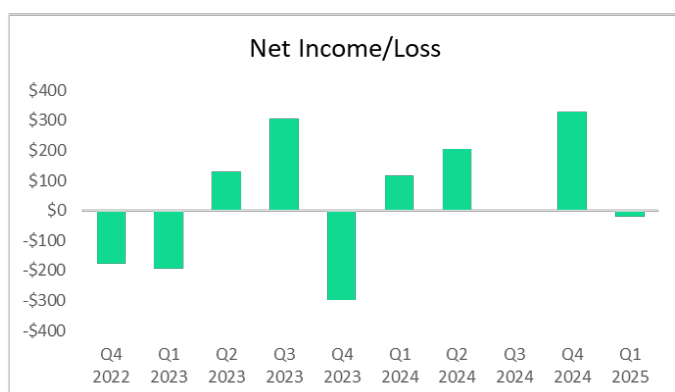
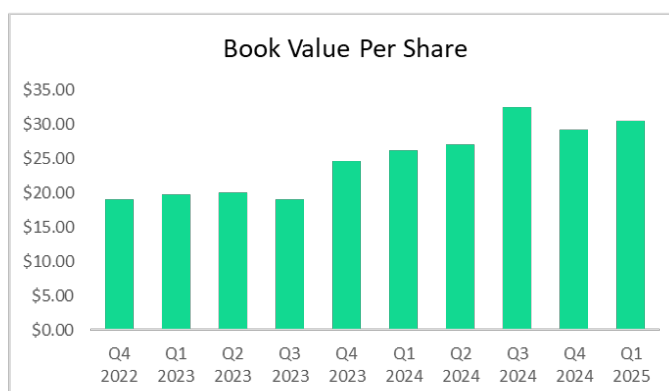
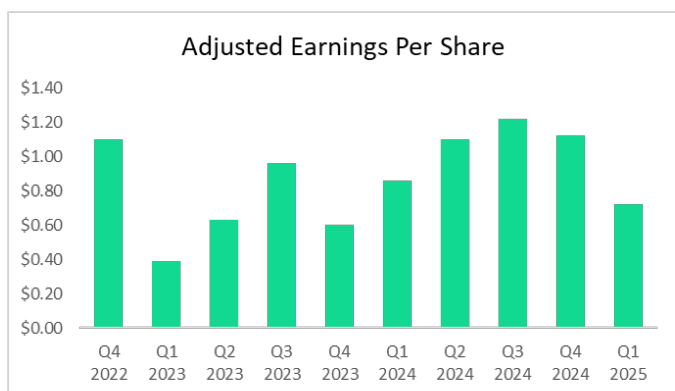
Financial Performance and Return Metrics

F&G's return on assets (ROA) was impacted by market headwinds, declining to 100 basis points on a trailing twelve-month basis, down from 106 bps in Q4 2024. However, adjusted return on equity (ROE) (excluding AOCI) improved to 9.7%, up 2.3% year-over-year, indicating solid equity deployment even amid top-line pressures.

Key headwinds in Q1 included:

- Temporary spread compression due to CLO prepayments and falling cash rates.
- A slowdown in surrender income linked to paused policy refinancing.
- Weaker performance in owned distribution due to broader market softening and one-time investments.
- Timing effects from interest rate volatility impacting in-force repricing.

Management anticipates that these pressures will **ease over the course of 2025**, reinforcing confidence in achieving long-term investor day targets.



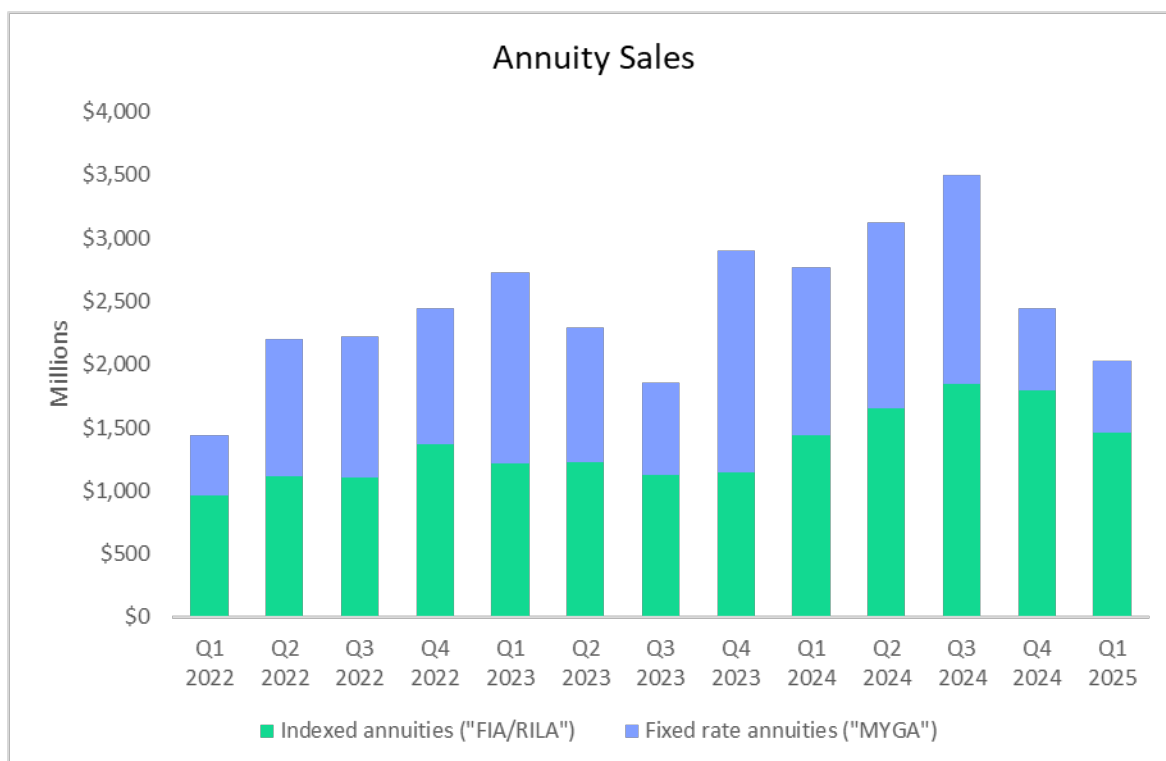
Business Strategy

F&G is executing a multi-pronged strategy to diversify earnings, moving toward a more balanced mix of spread-based and fee-based income. A key component of this strategy is its ownership in distribution, which now totals \$680 million across two majority and two minority stakes held under the Peak Altitude entity. These relationships provide:

- Broader market reach and product diversification.
- Greater margin control and alignment with growth markets.
- Structural long-term value through equity participation in rising distribution platforms.
- This model is expected to enhance earnings resiliency and long-term profitability.

Annuity/Retail Segment

The company continued to emphasize capital efficiency by shifting focus from lower-return MYGA products to higher-return fixed indexed annuities (FIA) and pension risk transfer (PRT) solutions. As a result, total annuity sales were \$2.9 billion in the quarter, down 17% year-over-year due to the MYGA pullback. However, indexed annuity sales held steady at \$1.5 billion, and RILA (registered index-linked annuity) sales showed building momentum as the product gained broader platform access. MYGA activity also rebounded strongly in April, already surpassing total first-quarter sales. Excluding MYGA, gross annuity sales rose 5% year-over-year.



Investments

F&G's investment portfolio remains conservatively managed, with a focus on:

- High credit quality, with 96% of fixed maturities rated investment grade.
- Minimal office exposure (1.6%) and diversified real estate allocation.
- A continued bias toward defensive sectors and high liquidity.
- Low credit impairments, averaging just 2 bps in Q1 and 6 bps over the past five years.

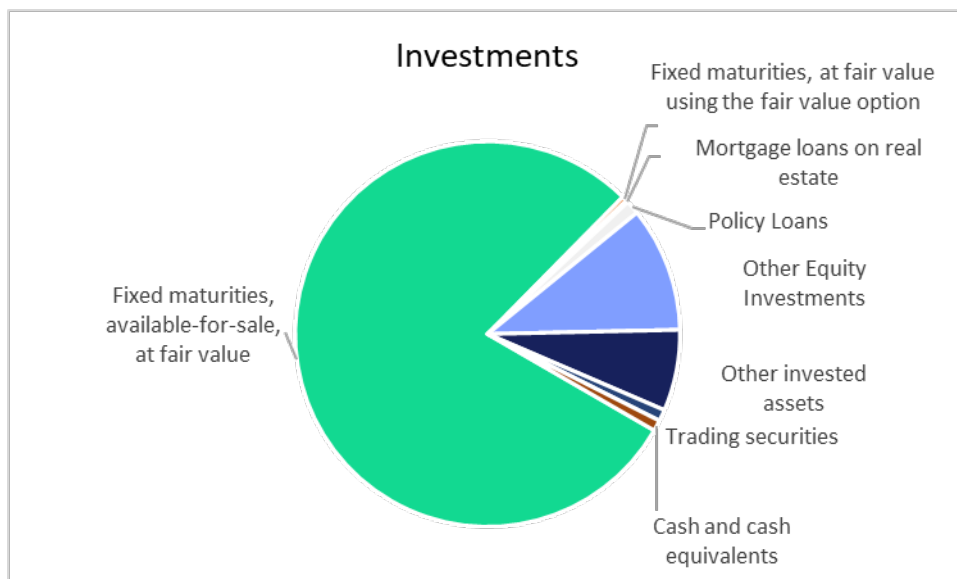
The company increased its hedge ratio to 75% on floating rate assets, reducing exposure to interest rate volatility. These assets now represent just 5% of the total portfolio post-hedging.

Alternative Investments and Limited Partnership (LP) Portfolio

Investment income from alternatives underperformed expectations by \$63 million in Q1, driven by short-term fluctuation in limited partnership returns. The LP portfolio, which comprises 6% of total assets, remains well diversified:

- 57% private equity, with concentrations in financials and technology.
- 27% real estate, skewed toward industrial and residential sectors.
- 16% private credit exposure.

While there is a delay in PE realizations, management believes the intrinsic value of holdings is intact, and the portfolio, still relatively young, should yield long-term upside.



Market Environment and Forward Guidance

In response to economic uncertainty, F&G conducted a comprehensive portfolio review to assess tariff and macroeconomic risks. The analysis confirmed that the portfolio is largely insulated from tariff-related impacts due to its credit-centric construction and strong structural protections.

Management emphasized that while near-term earnings were impacted by volatility, the fundamentals of the business model remain strong, and the spread compression experienced in Q1 is not indicative of systemic challenges.

F&G enters the remainder of 2025 with solid momentum in its core businesses, despite Q1's short-term earnings headwinds. The company remains on track with its long-term strategic targets, buoyed by:

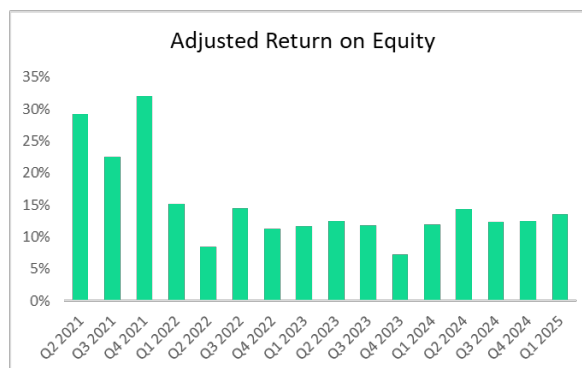
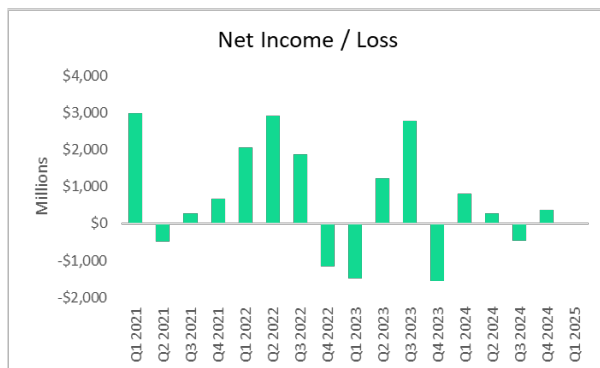
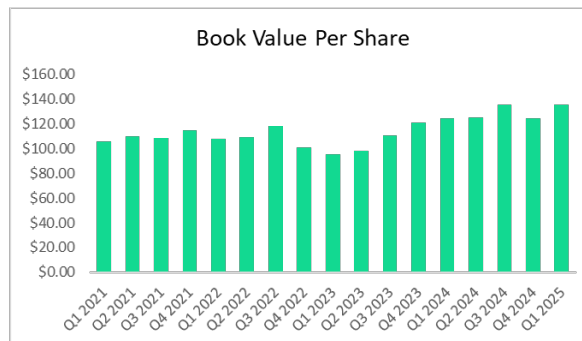
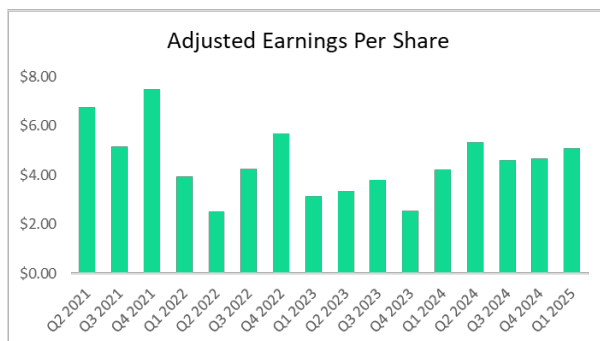
- Growing fee-based earnings from distribution stakes.
- Continued strength in indexed annuities and pension risk transfers.
- A high-quality, well-hedged investment portfolio.
- The potential for MYGA and RILA acceleration in the near and medium term.

Looking ahead, leadership remains focused on disciplined capital deployment, operational efficiency, and continued strategic investment.

		Net	Revenue	Revenue	Adjusted	BV Per	AUM (\$B)	RBC
	EPS	Income/Loss (\$B)	(\$B)	Beat/Miss (\$M)	ROE	Share		
Current Quarter	\$ 5.10	(\$18)	\$3.75	\$2.0	13.6%	\$135.43	NA	585%
Vs Q1 2024	↗	↘	↗	↘	↗	↗	NA	↘

Results Overview

Jackson Financial reported adjusted operating earnings of \$376 million, or \$5.10 per diluted share in the first quarter of 2025, reflecting a 13% increase from the prior year. This growth was driven largely by higher spread income, which benefited from an increase in registered index-linked annuity (RILA) assets under management (AUM), as well as improved yields on the bond portfolio. Despite these strong core earnings, the company reported a net loss of \$35 million, or \$0.48 per diluted share, primarily due to losses on reinsured business and modest hedging results. Adjusted return on equity rose to 13.6%, up 160 basis points year-over-year. Notably, the company continues to generate substantial excess capital, with total adjusted capital at over \$5.2 billion and a robust risk-based capital (RBC) ratio of 585%, well above its 425% minimum target.



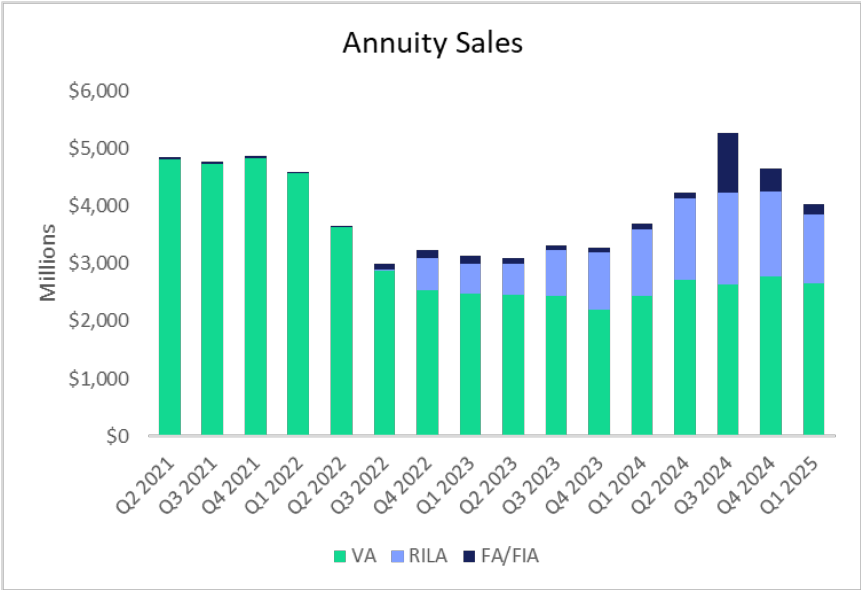
Business Strategy

Jackson remains committed to returning capital to shareholders, with \$231 million returned in the first quarter alone—part of a broader \$700–\$800 million capital return target for 2025. Holding company liquidity stood at over \$600 million at the end of the quarter, well above the \$250 million minimum liquidity buffer. The company continues to emphasize disciplined risk management, product diversification, and capital efficiency, all of which contributed to its strong operating results and resilient capital position despite modest non-operating losses.

Annuity Segment

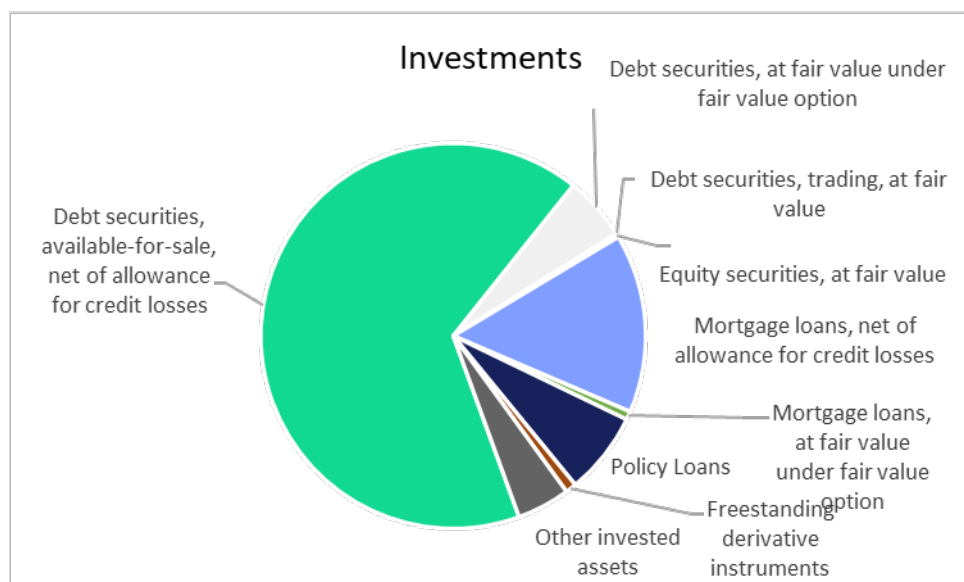
Jackson’s annuity business saw broad-based sales growth, with total retail annuity sales reaching over \$4 billion, up more than 9% from the same quarter last year. Variable annuity (VA) sales grew 9% year-over-year to \$2.7 billion, driven in part by strong demand for Elite Access, particularly with its new Principal Guard feature. Traditional VAs with living benefits now represents just 30% of total VA sales, down significantly from 64% at the time of Jackson’s separation, illustrating progress in diversifying product offerings. RILA sales were stable at \$1.2 billion, up 3% from the prior year, supported by recent product enhancements, broader availability, including in New York—and expanding distribution channels such as JPMorgan Wealth Management. Fixed and fixed indexed annuities also saw growth, with sales rising to \$174 million from \$100 million a year ago. In addition, fee-based advisory channel sales increased 28% year-over-year, putting Jackson on pace for more than \$1 billion in annual advisory sales.

Despite growth in annuity sales, net flows in variable annuities were pressured by aging policies exiting their surrender periods, resulting in modestly higher outflows. Retail Annuities reported pre-tax adjusted operating earnings of \$420 million, up slightly from \$419 million the prior year, as higher spread and fee income offset increases in expenses and policyholder benefits. On a sequential basis, earnings were down from Q4 due to lower AUM driven by equity market declines and reduced limited partnership income.



Investments

On the investment front, Jackson's hedge program continues to evolve, with a shift toward a more economic, capital-efficient approach. Hedging produced a \$1 billion net gain in Q1, primarily from interest rate hedges, as long-term rates declined, and modest equity market losses were offset by gains on hedging assets. Guarantee fees remained stable at \$800 million in the quarter, supported by a fee base that is less sensitive to market fluctuations. Alternative investment income was not called out as a major factor, but capital management and risk mitigation remained key themes. The company continues to refine its strategy, particularly with Brook Re, its reinsurance subsidiary, which has helped insulate Jackson's core capital base from equity market sensitivity. This has allowed the economics of Jackson's insurance operations to more closely resemble an asset management model, with market volatility impacting AUM and capital generation more than statutory capital itself.

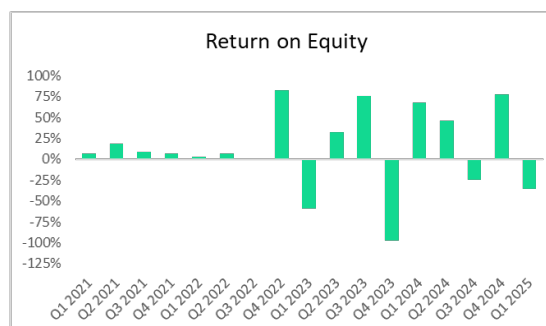
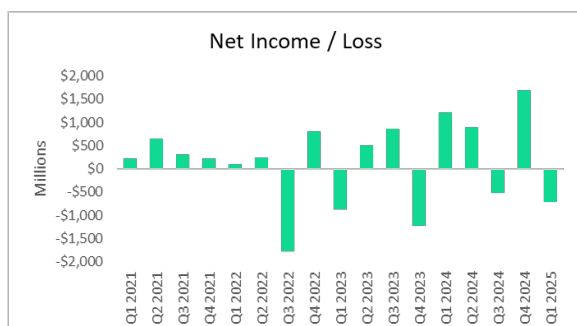
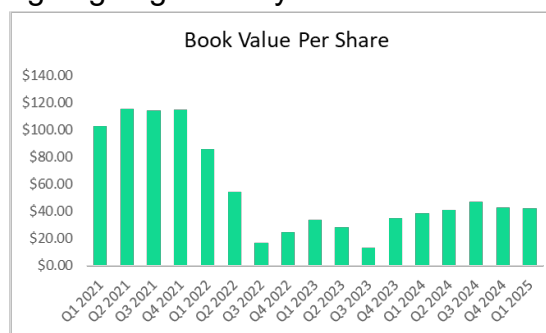
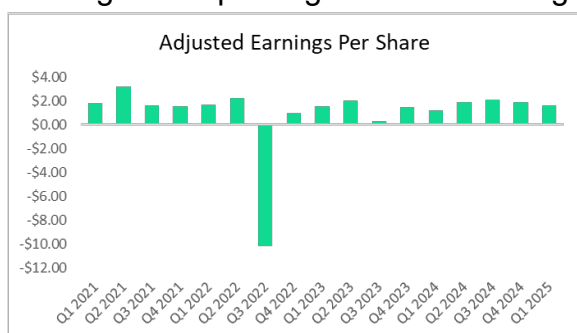


	EPS	Net Income/Loss (\$B)	Revenue (\$B)	Revenue Beat/Miss (\$M)	Adjusted ROE	BV Per Share	AUM (\$B)	RBC
Current Quarter	\$1.60	(\$722)	4.69	(\$4.4)	9.0%	\$41.96	NA	425%-435%
Vs Q1 2024	↗	↘	↗	↗	↗	↗	NA	NA

Results Overview

Lincoln Financial delivered a solid Q1 2025 performance, marking its third consecutive quarter of year-over-year growth in adjusted operating income. The company reported \$280 million in adjusted operating income, or \$1.60 per diluted share. Excluding lower-than-expected returns from alternative investments, normalized earnings would have been \$298 million, or \$1.70 per share. Net income reflected a GAAP loss of \$756 million, driven primarily by unfavorable market risk benefit movements tied to declining interest rates and equity markets. Importantly, Lincoln's hedge program continued to function as intended, protecting capital and distributable earnings.

- Lincoln's RBC ratio remains above 420%, exceeding its 400% target and reinforcing the company's improved balance sheet resilience. Strategic actions over the past two years—including capital strengthening, risk management enhancements, and diversification of earnings—are proving effective in navigating ongoing volatility.



Business Strategy

Lincoln continues to execute a multi-year transformation centered on risk reduction, operational efficiency, and balance sheet optimization. Strategic measures taken since 2022 include:

- Enhanced capital strength, with sustained RBC ratios 20+ points above target.
- Launch of a Bermuda-based reinsurance subsidiary to support capital and growth objectives.
- Reduction of exposure to volatile variable life and annuity products through reinsurance and product repositioning.
- Greater focus on spread-based businesses, including RILA, fixed annuities, and FABNs, which are less sensitive to equity market shifts.

Expense discipline remains a key pillar of Lincoln's strategy, with targeted investments in technology, talent, and infrastructure aimed at improving scalability and customer experience.

Strategic Partnership with Bain Capital

A major strategic milestone in Q1 was the announcement of a long-term partnership with Bain Capital, which includes:

- \$825 million equity investment by Bain, acquiring a 9.9% stake in Lincoln at \$44 per share (a 25% premium).
- A 10-year non-exclusive investment management agreement (IMA) focusing on private and structured credit, RMBS, and private equity.
- Lincoln's commitment to allocate \$1.4 billion AUM initially, growing to at least \$20 billion over six years.

This partnership supports three strategic goals:

1. Accelerated scale in spread-based products through differentiated asset sourcing.
2. Flexible capital deployment, balancing growth initiatives and potential shareholder returns.
3. Access to specialized asset origination, helping Lincoln remain competitive in product design and risk-adjusted returns.

Importantly, Lincoln retains its multi-manager framework and has no exclusivity obligations under the IMA.

Annuity Segment

Annuity sales totaled \$3.8 billion, up 33% year-over-year, reflecting strong performance across product categories:

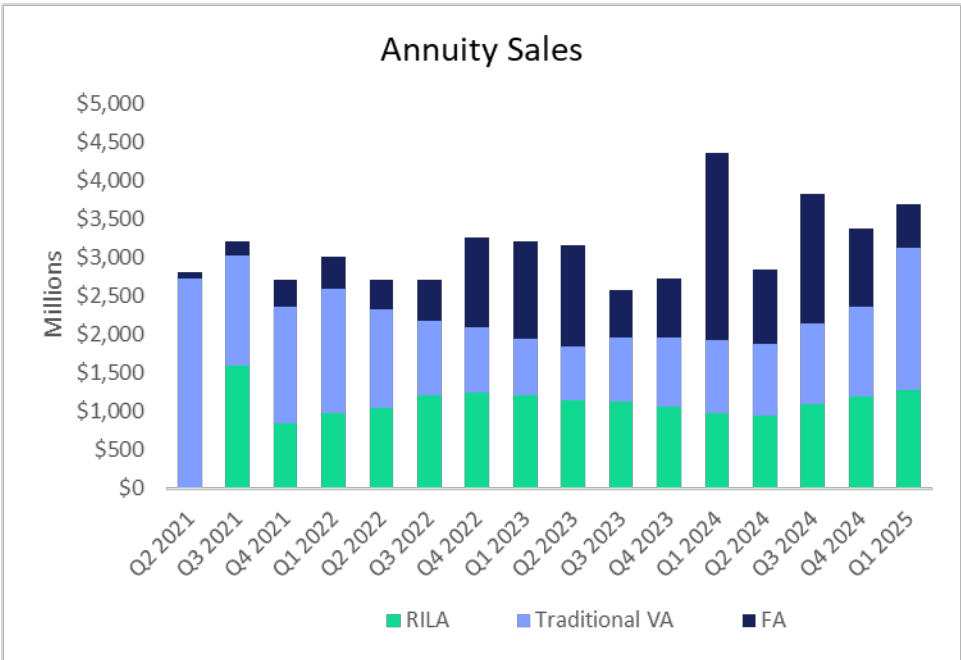
- RILA and fixed annuity sales both saw significant sequential and annual increases.
- Spread-based products made up ~60% of new business, underscoring Lincoln's strategic shift away from fee-sensitive variable products.

Sales momentum was supported by enhanced product features, expanded shelf space, and deep relationships with distribution partners. Growth in fixed annuities was driven by improved crediting strategies and access to exclusive “walled garden” platforms. Meanwhile, second-generation RILA products introduced last year continued to gain traction.

Annuities delivered \$290 million in operating income, flat year-over-year after adjusting for unfavorable significant items in Q1 2024. Sequentially, earnings fell from Q4 due to two fewer trading days and a decline in average account balances, which were impacted by market performance and net outflows in variable annuities.

- RILA balances rose 20% YoY, while overall annuity account balances were 5% higher YoY.
- Spread-based products now comprise 28% of total balances, up 3 points from last year.

Management noted a rule-of-thumb sensitivity of \$15 million in annualized earnings impact per 1% change in annuity AUM.



Investments

Alternative investment returns came in at 1.9%, slightly below the 2.5% target, translating to an earnings shortfall of roughly \$0.10 per share. Over the last five years, the portfolio has delivered 10%+ annualized returns, highlighting the potential for these investments to be a long-term earnings driver despite short-term volatility.

Most alternatives are aligned with the Life business, supporting long-duration liabilities. The Bain Capital partnership is expected to enhance Lincoln’s private asset origination capabilities, adding scale and differentiated opportunities to its general account portfolio.

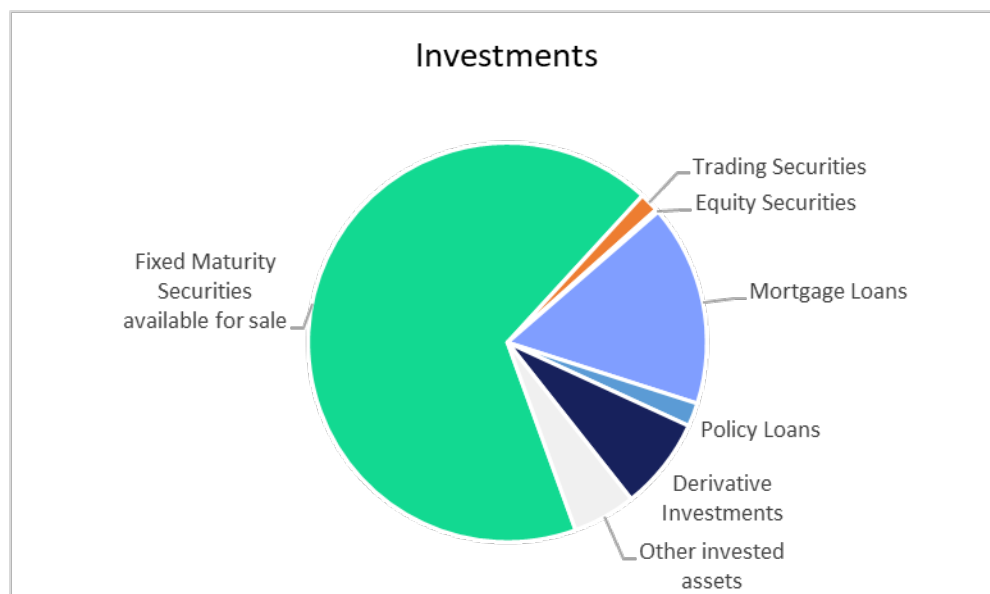
Volatility, Risk Management, and Forward Positioning

Lincoln has taken proactive steps to mitigate the impact of market volatility:

- Enhanced hedge programs now cover certain legacy variable annuity blocks.
- Discontinued variable life products with high capital sensitivity.
- Increased use of risk-sharing features in newer products.

A deliberate push to diversify earnings sources is showing results—Group Protection now contributes over 25% of operating income, up from <10% pre-COVID.

While leadership acknowledged that continued volatility in Q2 may place further pressure on fee income and investment returns, the company believes its capital cushion, product diversification, and improved asset strategy position it to weather economic uncertainty and remain on track for long-term goals.

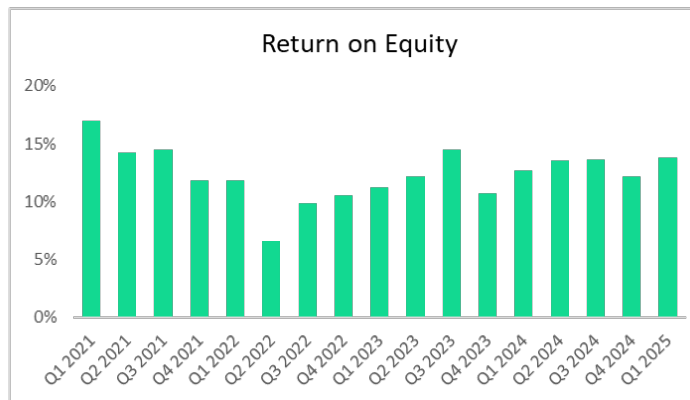
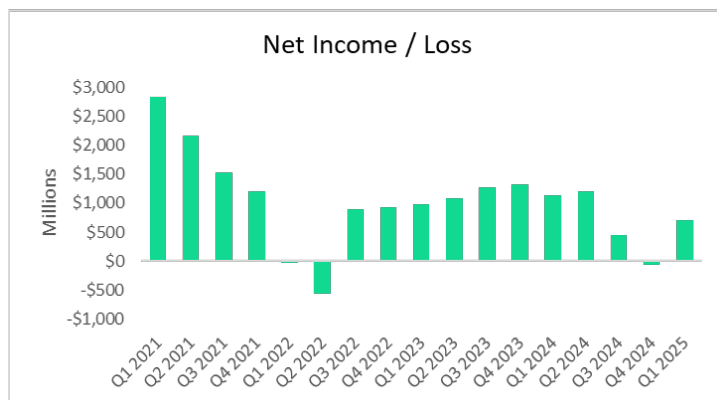
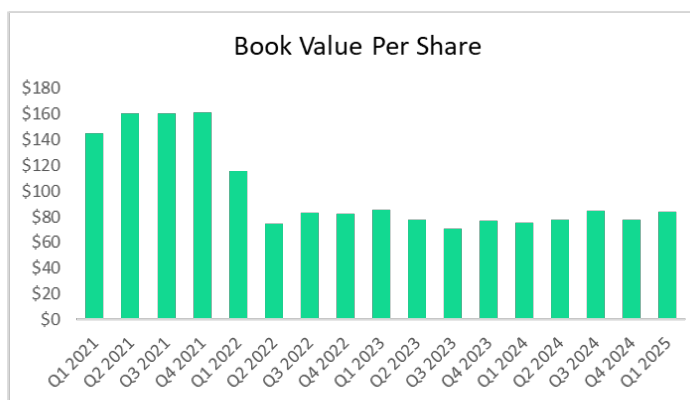
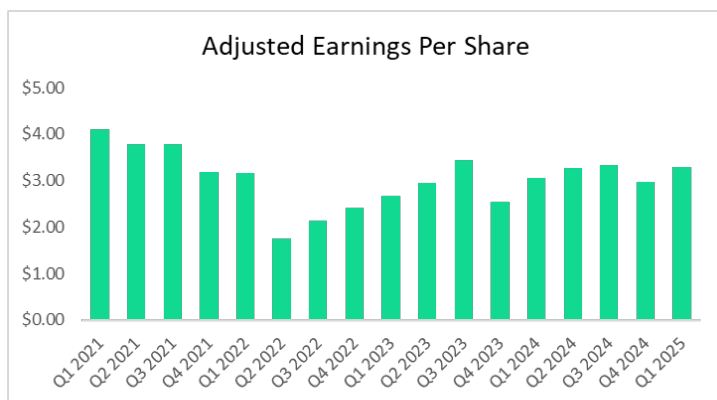


	EPS	Net Income/Loss (\$B)	Revenue (\$B)	Revenue Beat/Miss (\$M)	Adjusted ROE	BV Per Share	AUM (\$B)	RBC
Current Quarter	\$3.29	\$ 707.00	\$13.4	(\$1.2)	9.8%	\$83.59	\$1,703	NA
Vs Q1 2024	↗	↘	↘	↘	↘	↗	↗	NA

Results Overview

Prudential delivered pre-tax adjusted operating income of \$1.5 billion, or \$3.29 per share, in Q1 2025—up 8% year-over-year. While performance was improved over prior-year levels, management acknowledged that results fell short of internal expectations, citing near-term earnings pressures from market volatility, alternative investment underperformance, and Japan-related FX-driven surrenders. Nonetheless, the company's strong capital position, continued de-risking, and diversified investment platform (PGIM) remain strategic anchors.

Prudential reiterated confidence in its long-term EPS growth target of 5–8% annually through 2027, despite an expected 3–4 point drag to EPS in 2025 from transitory headwinds.



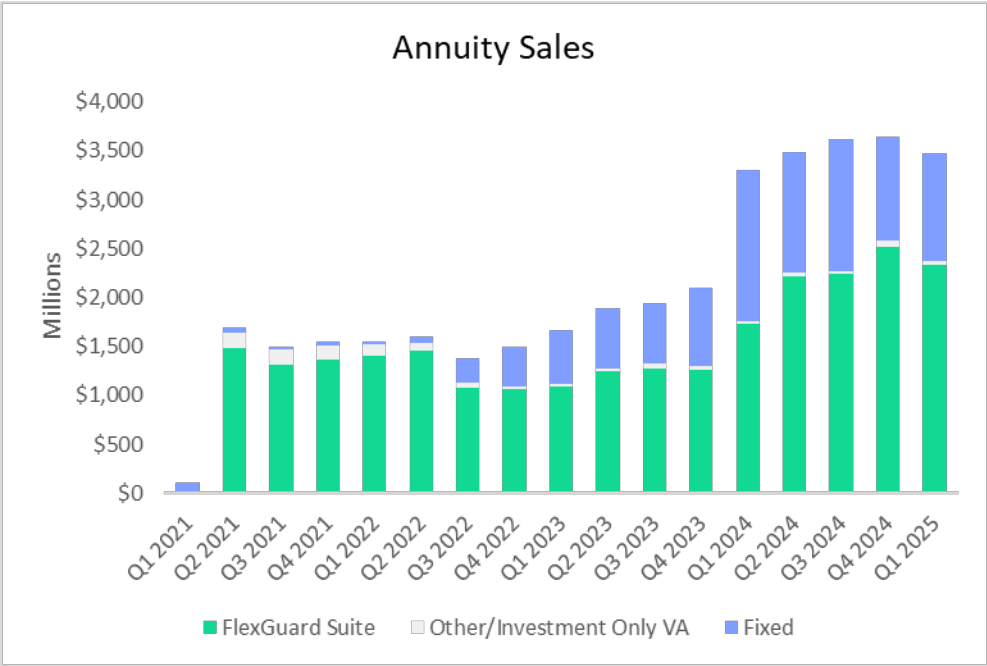
Business Strategy

The company has made significant strides in de-risking its balance sheet over recent years, including reducing exposure to traditional variable annuities and guaranteed universal life products by nearly 60%. These blocks are now in runoff, and the shift in strategy has helped Prudential lower market sensitivity. While this strategic pivot has been effective, it also creates near-term earnings pressure. For example, results in U.S. businesses were partially offset by lower fee income from runoff annuity blocks and lower spread income due to underwhelming alternative investment returns. Nevertheless, core sales remained healthy. Individual retirement strategies generated \$3.5 billion in sales, up 5% from a year ago, with strength in registered index-linked annuities (RILAs) and fixed annuities. Meanwhile, Prudential’s broader retirement business posted over \$10 billion in institutional and individual sales, supported by demographic tailwinds and demand for income and protection solutions.

Annuity Segment

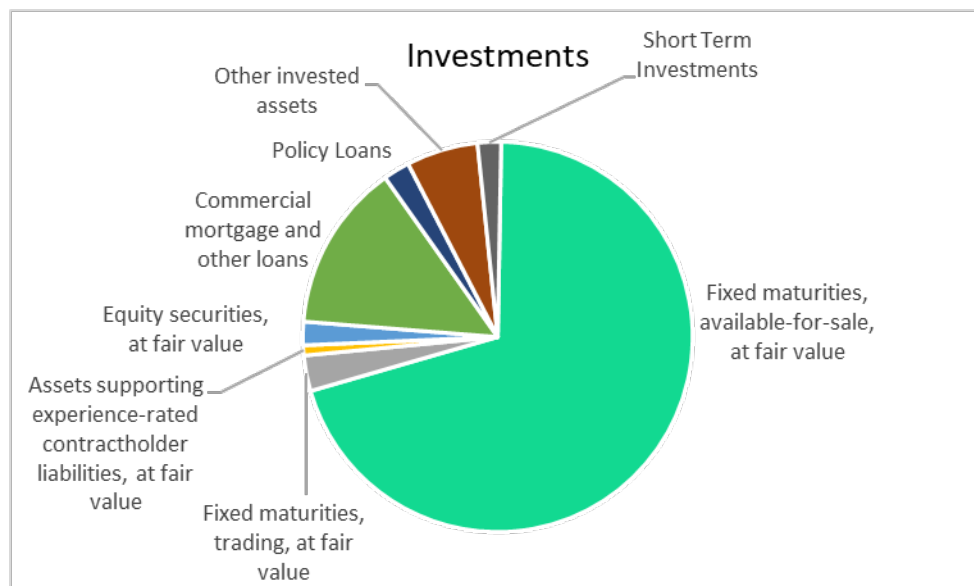
Individual retirement posted \$3.5 billion in sales in the first quarter, up 5% from the year-ago quarter. Prudential continues to reduce market sensitivity by running off the legacy variable annuities business.

Q1 was the record third quarter at \$100 billion in sales. Prudential believes there are significant long-term tailwinds that are driving the annuity business including the aging of the population, and the search for higher yield.



Investments

On the investment side, PGIM, Prudential's asset management arm, posted 3% AUM growth year-over-year to \$1.4 trillion, benefiting from market appreciation, net inflows, and strong long-term performance. However, Q1 margins were below expectations due to lower alternative investment income, especially from private equity and real estate, and seasonally higher incentive compensation costs. PGIM's private alternatives platform deployed over \$10 billion in capital during the quarter—up more than 60% year-over-year—though deployment slowed toward quarter-end amid market uncertainty. Despite current headwinds, Prudential remains committed to its intermediate-term margin target of 25% to 30% for PGIM, with management expressing confidence in its growth trajectory and long-term margin expansion through market recovery, earnings lift from recent investments, and ongoing expense discipline.



Outlook and Guidance

Looking forward, Prudential expects U.S. earnings growth to be dampened in the near term due to the continued runoff of legacy products. Additionally, its Japan operations are experiencing elevated surrenders of U.S. dollar-denominated products, primarily driven by a weaker yen, although signs of stabilization are emerging. These transitory headwinds are projected to result in a 3–4 percentage point drag on EPS growth in 2025, but management reaffirmed its longer-term outlook of 5% to 8% average core adjusted EPS growth through 2027. In a macro environment marked by equity market swings and interest rate shifts, Prudential remains vigilant, citing that a 10% equity drop followed by a slow recovery could reduce AOI by \$0.30 per share annually, while a 50 basis point rate decline could lead to a 20% drop in EPS.



Results Overview

Athene reported a strong first quarter, highlighted by record new business with \$26 billion in gross organic inflows, driven by robust performance across retail, funding agreements, and flow reinsurance. The company generated \$826 million in spread-related earnings, excluding notable items, and noted that adjusting alternative investment returns to a normalized 11% would have contributed an additional \$29 million in investment income.

Business Strategy

Athene's strategy centers on generating consistent mid-teen returns, primarily through a 100 basis point net investment spread. A key driver of this performance is its industry-leading cost structure, with operating expenses at just 20 basis points—roughly 35 basis points lower than the industry average. This cost efficiency is enabled by Athene's streamlined structure, absence of legacy systems, and focused operations, contributing about four percentage points to return on equity. The company continues to invest in technology and artificial intelligence to maintain this edge.

On the funding side, Athene is uniquely positioned with the ability to source over \$70 billion annually across multiple channels and more than 50 products, many of which are non-surrenderable or offer long-term protection features. This flexibility enables the company to optimize liability origination under changing market conditions. Additionally, Athene leverages sidecars—third-party capital partnerships—to scale efficiently. In Q1, approximately 20% of new business was supported by \$350 million in external equity capital.

Annuity Segment

In its retail annuity business, Athene posted \$9.5 billion in inflows. Fixed indexed annuity sales grew 25% quarter-over-quarter to \$3.5 billion, while multi-year guaranteed annuities rose 17% to \$6 billion. RILA sales also reached a new high for the second consecutive quarter. The company continues to expand distribution through major financial institutions, with 80% of retail volume in Q1 coming from these channels—up from 70% a year earlier. Notably, Athene launched on Raymond James in January and quickly became the second-highest selling carrier on the platform by March.

Athene is also advancing operational innovation to improve the customer and advisor experience. Over 90% of annuity applications are now processed electronically, with same-day issuance for completed applications. The firm is working with the Insured Retirement Institute to reduce annuity transfer times between carriers from 18 days to just one, a significant improvement given that transfers represent about 40% of total volume.

Investments

Athene's investment strategy, led by Apollo, focuses on originating high-quality, investment-grade credit that consistently delivers 150+ basis points of spread above comparable public benchmarks. The company maintains a conservative portfolio with 97% of fixed maturity securities rated

investment grade, and a preference for structurally protected investments over high-yield or bank loan exposure.

This report is intended for informational purposes only and does not constitute investment, financial, legal, or other professional advice. All data presented, including financials and earnings for Kuvare and its competitors, are based on publicly available sources believed to be reliable as of end of Q1 2025. While every effort has been made to ensure the accuracy and completeness of the information, we make no guarantees and accept no liability for errors, omissions, or any losses arising from reliance on this report.

The inclusion of companies as competitors is based on market positioning and publicly available comparisons and does not imply any formal relationship or endorsement. All trademarks and brand names are the property of their respective owners.