

# Global Atlantic Supplemental Disclosures

May 31, 2023

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Non-GAAP Financial Measures. This presentation contains certain non-GAAP financial measures and uses statistical data and other measures, which are not measures of financial condition or profitability. Non-GAAP measures should not be considered as an alternative to GAAP financial measures. The Company's non-GAAP measures may not be calculated or comparable to similarly titled measures used by other companies. Management uses non-GAAP financial measures and has presented them in this presentation because it believes such measures allow investors to better understand the Company's results of operations and the underlying profitability drivers of the Company's business. See Appendix II to this presentation and globalatlantic.com/investor-relations for reconciliations of non-GAAP measures to GAAP.

**Unaudited Interim Financial Information.** Financial information included in this presentation is of Global Atlantic Financial Limited. Interim financial information presented in this presentation is unaudited. The financial information included in this presentation is presented for Successor and Predecessor periods, which relate to the accounting periods starting on, and ending before, February 1, 2021, respectively, the date on which an indirect subsidiary of KKR & Co. Inc. acquired Global Atlantic (the "KKR Transaction"). Upon closing, Global Atlantic Financial Limited established a new accounting basis, applying pushdown accounting to reflect assets and liabilities at fair value as of February 1, 2021, and recognizing goodwill for any excess of the purchase price over the fair value of net assets assumed in the KKR Transaction. Certain financial information for the three months ended March 31, 2021 (principally, sales and new business volume metrics) is not split between Successor and Predecessor periods as such information is not impacted by the change in accounting basis.

The statements contained in this presentation are made as of May 31, 2023, unless another time is specified in relation to them, and access to this presentation at any given time shall not give rise to any implication that there has been a change in the facts set forth in this presentation since that date. Certain information set forth in this presentation has been developed internally or obtained from sources believed by the Company to be reliable; however, the Company does not give any representation or warranty (express or implied) as to the accuracy, adequacy, timeliness or completeness of such information, and assumes no responsibility for independent verification of such information. There can be no assurance that the Company will achieve its objectives. Past performance is not indicative or a guarantee of future performance.

In this presentation, "Ivy II" refers to Ivy Co-Invest Vehicle II LLC and its subsidiaries; "Ivy I" refers to Ivy Co-Invest Vehicle LLC and its subsidiaries; and "Ivy Vehicles" refers to Ivy I and Ivy II.

Credit ratings are not recommendations to purchase, hold, or sell any securities or to make any investment decisions, and do not address the suitability of any security.



### Overview of Global Atlantic

As of March 31, 2023, unless otherwise noted

### We are a U.S. focused insurance company focused on retirement and life insurance markets

- Founded at Goldman Sachs in 2004 and separated as an independent company in 2013
- Acquired by the KKR balance sheet as a majority owned subsidiary in 2021
- ~1,400 employees and a seasoned management team with an average of ~25 years of experience

# Growing & Diversified Business

### Leader in Target Markets

# Disciplined Growth & Strong Earnings Generation

# Strong Financial Profile

\$144bn+ Adjusted Invested Assets<sup>1</sup>

GA: \$122 bn+ lvy: \$22 bn+ **Top 5** Fixed Annuities<sup>2</sup>

**Top 3** Block Reinsurer<sup>3</sup>

**Leading** Flow Reinsurer<sup>3</sup>

**\$1,095 mm** LTM AOE **15%+** AOE ROE<sup>4</sup> **15%+** BV CAGR<sup>5</sup>

A / A2 / A- / A<sup>6</sup> AMB / Moody's / S&P / Fitch (S / S / P / S)<sup>7</sup>

<sup>1. &</sup>quot;Adjusted Invested Assets", as defined in Global Atlantic's Financial Supplement. 2. Fixed annuities based on sales data as reported to LIMRA as of March 31, 2023. 3. Based on publicly available data and company announcements as of March 31, 2023. 4. As of March 31, 2023. AOE ROE or "Adjusted Operating ROE" is a non-GAAP measure that represents annualized adjusted operating earnings divided by net BV. 5. CAGRs are from May 1, 2013, date of separation from Goldman Sachs, to March 31, 2023. Book value is defined as adjusted shareholder's equity, which is calculated as total shareholders' equity, as reported, less (1) accumulated other comprehensive income, as reported, and (2) accumulated change in fair value of reinsurance balances and related assets, net of DAC and tax offsets. Note, Q1'2023 CAGR reflects post-LDTI adjustments. 6. Financial Strength Ratings as of May 31, 2023 7. Stable ("S"); Positive ("P"); Negative ("N")



# **Our History**

### ~20 Years of Experience in Building and Operating Life & Annuity Companies

2004	May 1, 2013	March 31, 2023
Goldman Sachs Balance Sheet	L&A and P&C Reinsurance Strategy	L&A Individual and Institutional Strategy
	120 Employees	~1,400 Employees
Early entrant in L&A block reinsurance market	<ul><li>Top 50 Fixed Annuity Carrier</li><li>10 Distribution Partners</li><li>7 Reinsurance Clients</li></ul>	Top 5 Fixed Annuity Carrier <sup>3</sup> 200+ Distribution Partners ~25 Reinsurance Clients
DIOCK TEITISUTATIOE THATKET	<b>\$1.4 bn</b> Net Book Value <sup>1</sup>	<b>\$6.9 bn</b> Net Book Value
	<b>\$6.1 bn</b> Annual New Business Volume <sup>2</sup>	<b>\$27.0 bn</b> Annual New Business Volume for FY'22
Founded	Independent Company	KKR Majority Stake (Since February 1, 2021)

<sup>1.</sup> Book value is defined as adjusted shareholder's equity, which is calculated as total shareholders' equity, as reported, less (i) accumulated other comprehensive income as reported, and (ii) accumulated change in fair value of reinsurance balances and related assets, net of DAC and tax offsets 2. We refer to new business volume originated through our individual market as "sales." This includes all money paid into new and existing annuity contracts. New business volume from our institutional market is based on the assets assumed, net of any ceding commission. 3. Fixed annuities based on sales data as reported to LIMRA as of March 31, 2023



# **Complementary Business Lines**



### **Individual Markets**

### Institutional Markets

# Annuity and Life Insurance Products for Individuals

Fixed & Indexed Annuities, Select Life Products & Preneed

Top 5 Fixed Annuity Carrier<sup>1</sup>\$3.3bn Q1 New Business Volume\$9.8bn FY22 New Business Volume

200+ Distribution Partners

**# Huntington** 

TRUIST H

The LPL Financial





Morgan Stanley

**RAYMOND JAMES** 

# Reinsurance for Insurance Companies

Block, Flow and PRT Reinsurance, Funding Agreements

Top 3 L&A Block Reinsurer<sup>2</sup>

**Leading** L&A Flow Reinsurer<sup>2</sup>

\$2.5bn Q1 New Business Volume<sup>3</sup>

\$17.3bn FY22 New Business Volume<sup>3</sup>

~25 Reinsurance Clients





















<sup>1.</sup> Fixed annuities based on sales data as reported to LIMRA as of March 31, 2023. 2. Based on publicly available data and company announcements as of March 31, 2023. 3. This includes all money paid into new and existing annuity contracts. New business volume from our institutional market is based on the assets assumed, net of any ceding commission 4. The transaction with MetLife, Inc. was announced on May 25, 2023, and is expected to close in 2023, subject to satisfaction or waiver of customary closing conditions, including the receipt of required regulatory approvals.

Note: Includes select distribution partners and recent reinsurance transactions



# Straightforward Business Model

### **Uniform Approach To Driving Returns Across Business Lines**

1

Originate low-cost, stable liabilities

2

Match liabilities with low-risk, fixed income assets

3

Manage expense margins with discipline

Allocate capital to deliver long-term value



# **Diversified Sources of Capital**

### **Global Atlantic Balance Sheet**

### **Other Strategic Sources**

### **Non-Equity Sources**





**Majority Owner** 

Other **Equity Investors** 

**Public** Company

Institutional Investors, Family Offices, HNW, **Employees** 

63% of B/S

37% of B/S

Additional \$500mm Invested in Q4'22 to Support Growth

Additional \$250mm Invested at Closing of KKR Transaction in Q1'21



Ivv **Vehicles** 



Vehicles

Reinsurers /

Strategic

**Partners** 

Broad mix of sophisticated investors and partners

~\$3bn+ and Growing

Final Close for Ivy II **Expected 6/30/23** 



Capital Markets, Debt Facilities and Other

Global Atlantic B/S Senior & **Subordinated Debt** (~\$2bn outstanding)

Ivy Vehicle Debt Facilities up to Additional ~\$1bn as Vehicles Grow

"Structured" Reinsurance Surplus Relief

Reinsurance Letters of Credit

**Excess Reserve Financing** 





# **Financial Foundation**

# **Robust Capitalization & Liquidity Profile**

1 We are very well capitalized
assets, liabilities, and risk supported by capital
in each relevant entity across jurisdictions

~427%

Group Capital Calculation Ratio<sup>1</sup>

~\$12 bn

Regulatory Capital including investor commitments<sup>1</sup>

We are highly liquid

we believe cash and incoming principal and
interest far exceed expected liability outflows,
even in stress cases

~\$4 bn

Cash and Cash Equivalents<sup>2</sup> ~\$19 bn

Last Twelve Months ("LTM") Principal & Interest Received<sup>3</sup>

3 Our portfolio is extremely high quality and well matched

investment grade fixed income asset portfolio, with no investments in public equities, funds<sup>6</sup>, etc.

96%4

NAIC 1 or NAIC 2

Asset Duration:

~6 years (~10 WAL5)

Liability Duration:

~6 years (~11 WAL<sup>5</sup>)

<sup>1.</sup> As of December 31, 2022. Group Capital Calculation Ratio is a National Association Insurance Commissioners ("NAIC") defined measure of consolidated capital across different regulatory jurisdictions. 2. Includes cash and liquid short-term investments, such as money market instruments and commercial paper 3. Includes net investment income, proceeds from maturities of fixed maturity securities and proceeds from mortgages matured or collected for the last twelve months ended March 31, 2023. 4. Reflects total AFS fixed maturity securities that are included in Adjusted Invested Assets as of March 31, 2023. 5. WAL represents undiscounted weighted average life as of March 31, 2023. 6. Funds includes hedge funds and private equity funds.

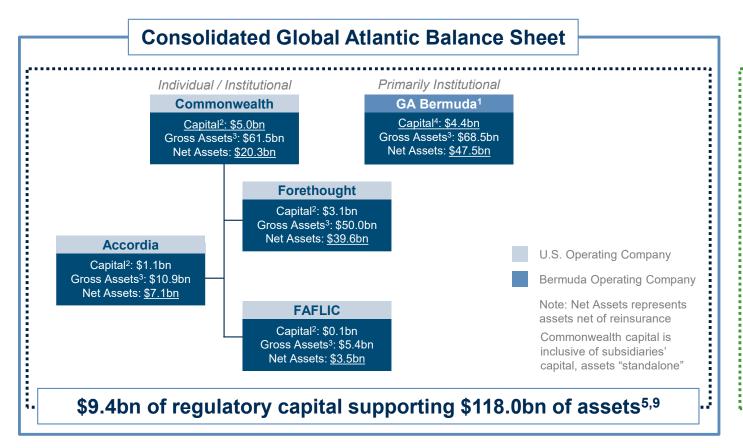




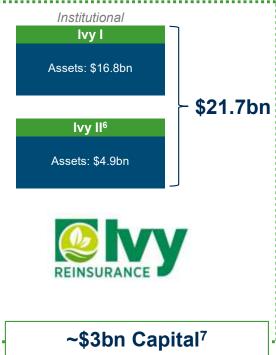
# 1 We Are Very Well Capitalized

# Global Atlantic Regulatory Capital Resources

As of December 31, 2022, unless otherwise noted



### Not Consolidated to GAFG



Estimated Additional Debt Capacity: ~\$1.4bn8

Ivy II Final Close Mid-'23

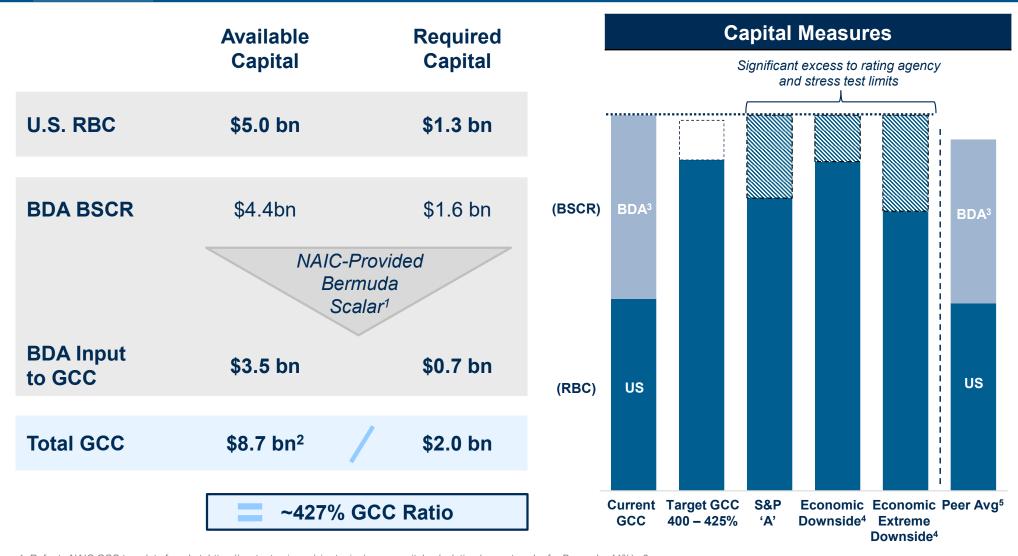
GA Bermuda combines Global Atlantic Re Limited and Global Atlantic Assurance Limited. 2. Capital represents U.S. statutory total adjusted capital. 3. Gross assets represents cash and invested assets for each operating entity on a standalone basis. 4. Capital represents economic balance sheet capital. 5. Sum of Net Assets for consolidated Global Atlantic entities. 6. Ivy II has begun participating in qualifying reinsurance transactions sourced by Global Atlantic. 7. Capital accepted by Ivy I and Ivy II as of March 31, 2023. Amount includes debt capital sourced by the Ivy Vehicles and previously deployed by the Ivy Vehicles. 8. Assumes 25% adjusted debt-to-capitalization, with a combination of senior and hybrid debt. Note that this includes estimates post LDTI adjustments on adjusted shareholders' equity for December 31, 2022. 9. See reconciliation to Net Book Value in Appendix.

Note: Organization structure is simplified and does not include all subsidiaries of Global Atlantic, additional information can be found in our Schedule Y filings as of December 31, 2022



# **Global Atlantic Capital Position**

Group Capital Calculation ("GCC") & Capital Measures



<sup>1.</sup> Refer to NAIC GCC template found at: <a href="https://content.naic.org/cipr-topics/group-capital-calculation">https://content.naic.org/cipr-topics/group-capital-calculation</a> (current scalar for Bermuda: 44%). 2. Includes holding company adjustments primarily related to debt financing and intangible assets. 3. Represents Bermuda entities available capital under GCC. 4. See next page for more information on downside ("DS") and extreme downside ("EDS"). 5. US Peers: AEL, ATH, CNO, CRBG, GL, GNW, LNC, MET, PRU, RGA; Bermuda Peers include ATH, Fortitude, Resolution. The selected peer set is determined by available information. 6. The excess to target limit is based on management views of company capital position.

Note: As of December 31, 2022



Excess To Target Limit<sup>6</sup>



# Scenario-Based Approach to Capital Planning

	For comparison	į.	Exam	risk scenarios	
	Average	i	"Dowr	nside"	"Extreme
	Historical Year	į	Rates Down	Rates Up	Downside"
10yr US Treasury	-	 	(100 bps)	100 bps	(150 bps)
S&P 500 Index	~8%1	I I	(20%)	(10%)	(40%)
Housing Prices	~5%²	I I	(8%)	(4%)	(30%)
Downgrades: A- Corporates	~5% <sup>3</sup>	I I I	18%	15%	26%
Downgrades: BBB- Corporates	~4%3	i I	16%	12%	23%
Impairments (Fixed Income Portfolio)	~6bps <sup>4</sup>	I I	~75 bps	~45 bps	~150 bps
		i I I		Stress test m solven	
		I I	350	%+ <sup>5</sup>	<b>250%</b> + <sup>5</sup>

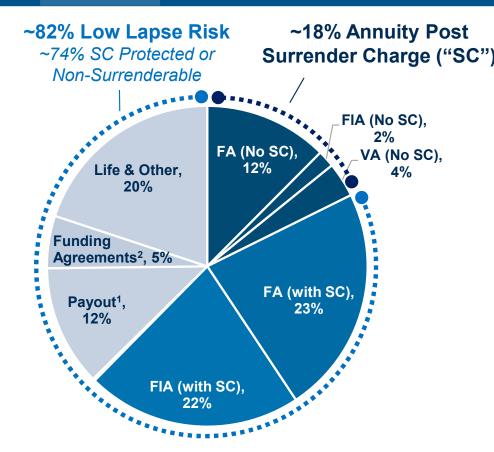
<sup>1.</sup> Reflects historical average annual price change over the last 20 years as of December 31, 2022. 2. Housing prices based on S&P Case-Shiller US National HPI index going back to 1992, seasonally adjusted. 3. Average one-year rating migration rates, 1970-2022 (Moody's Investor Service). 4. Annual credit loss rate for investment grade bonds, 1983-2022 (Moody's Investor Service) 5. Our downside and extreme downside stress test minimum solvency ratios are shown on an RBC basis



2 We Are Highly Liquid

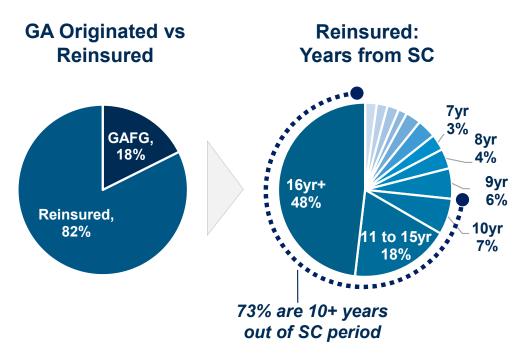
# 2 GAFG Liability Overview

As of March 31, 2023



- Diversified mix of stable and predictable liabilities
- No long-term care and de-minimis living benefit VA
- Significant majority of liabilities non-surrenderable or protected by surrender charges
- Average surrender charge: 5%

### For annuities out of surrender charge period...



- Of policies <u>not</u> protected by surrender charge, a significant majority is highly seasoned, having exited surrender charge period 10+ years ago
- Originated via reinsurance and associated with 15+ consumer-facing brands

Avg Issue Year: 2000

Avg Age <sup>3</sup>: 74

Avg
Crediting Rate:
~3%





# **GAFG Liability Origination**

As of March 31, 2023

	Individual Markets	Institutional Markets
Origination	<ul> <li>Customer advised by financial professional (90%+ of Global Atlantic business originated via banks / broker- dealers)</li> </ul>	<ul> <li>Often highly-seasoned liabilities; customer may no longer be advised by original professional</li> </ul>
Customer Profile	<ul> <li>Recent sale / active customer</li> </ul>	<ul> <li>Customers tend to be less active</li> </ul>
Interaction	■ Direct privity with customer	<ul> <li>Product brand / relationship remains that of our reinsurance client</li> </ul>
Underwriting	<ul> <li>Products often designed for specific "maturity" (end of surrender charge period)</li> </ul>	<ul> <li>Underwriting reflects significant wealth of historical data</li> </ul>
Pricing / ALM	<ul> <li>Pricing and ALM reflects expectation of outflow at or around expected "maturity"</li> </ul>	<ul> <li>Economics reflect higher uncertainty over timing of outflow</li> </ul>

# 2 Significant Liquidity

As of March 31, 2023

Cash & Cash Equivalents<sup>1</sup>

~\$4 bn

Significant cash balance can absorb uncertainty notwithstanding stability of liabilities

LTM Principal & Interest ("P&I")<sup>2</sup>

~\$19 bn

 Illustrative of further asset liability-matching cash inflows that exceed expected liability outflows

Cash and LTM P&I Inflows

~\$23 bn

compared to ...

LTM FA / FIA Surrenders<sup>3</sup>

~\$7 bn

# LTM Other Policyholder Benefits Paid<sup>4</sup>

~\$6 bn

- Total liquidity & LTM inflows are a significant multiple of LTM outflows and do not consider:
  - Access to FHLB
  - Repo / Bank Lines
  - Sale of liquid, short-duration assets
- FA / FIA surrenders driven by "expected" outflows around contractual dates
- Almost half of outflows unrelated to FA / FIA surrenders

Note: LTM inflows and outflows are for illustrative purposes

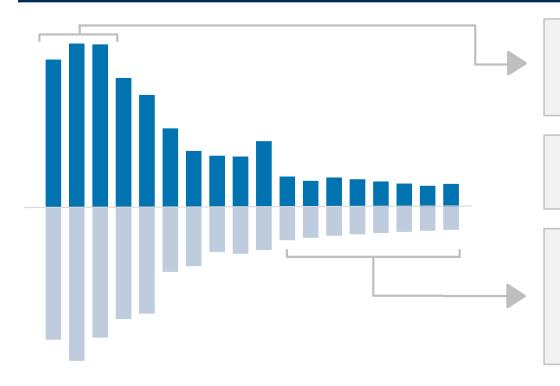


<sup>1.</sup> Includes cash and liquid short-term investments, such as money market instruments and commercial paper. 2. Last Twelve Months. Includes net investment income, proceeds from maturities of fixed maturity securities and proceeds from mortgages matured or collected. 3. Represents last 12 months fixed annuity and fixed-indexed annuities surrenders and partial withdrawals 4. Includes death benefits and other benefits paid to policyholders.

# **Asset / Liability Management Approach**

Information as of March 31, 2023

### **Projected Illustrative Cash Flows**



### Years 0 to 3:

- ~20% of Cashflows, ~8% of URL<sup>1,2</sup>
- Key Products: Fixed Annuities, FABN

### **Years 3 to 10:**

■ ~40% of Cashflows, ~27% of URL<sup>1,2</sup>

### **Years 10+:**

- ~40% of Cashflows, ~65% of URL<sup>1,2</sup>
- Key Products are least lapse sensitive: Income FIA, Payout Annuities, PRT Re, Life Insurance
- We operate a highly liability-driven investing approach
- As a result, we expect our assets and liabilities to be matched at a cashflow level over 20+ years
- Because of rising rates, our long-dated assets have seen declines in market value
  - Majority of our URL¹ positions are associated with least lapse-sensitive liabilities
  - Greatest probability we hold to maturity, subject to credit and other considerations





3 Our Portfolio Is Extremely High Quality

### Consistent Strategy Focused on High-Quality Assets

### **Select Highlights**

# Diversified, High Quality, Fixed Income Profile Assets

We do not invest in emerging markets, public equities, or hedge funds; we have no private equity commitments

### KKR Expands our Access to Opportunities

No change to investment risk appetite or portfolio allocation

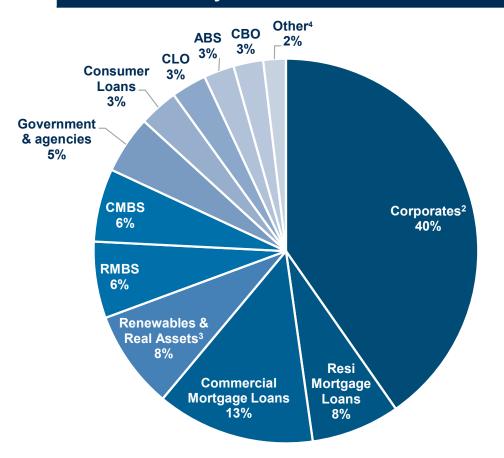
# Global Atlantic prior to KKR

**95%** NAIC 1&2<sup>5</sup>

# Global Atlantic with KKR

**96%** NAIC 1&2<sup>5</sup>

### 1Q'23 Total Adj. Invested Assets: \$122.7bn<sup>1</sup>



- 99% CLOs NAIC 1 / 2; 100% CBOs NAIC 1; 94% CMBS NAIC 1 / 2
- 5 Year Average Impairment Rate: 6 bps vs 14 bps Industry Average<sup>6</sup>

<sup>1.</sup> Reported at cost. 2. Corporates include bonds and loans. 3. Renewables and Real Assets includes investments in renewable energy, transportation, other leased assets, real estate and investment partnerships. We hold Renewable and Real Estate assets on an unlevered basis. 4. "Other" includes primarily funds withheld embedded derivatives, policy loans, allowances on mortgages & other loans, equity securities and Federal Home Loan Bank ("FHLB") common stock. 5. Prior to KKR reflects AFS fixed maturity securities that are included in Adjusted Invested Assets as of December 31, 2020. Post-KKR merger the same methodology as of March 31, 2023. 6. Peer U.S. statutory impairments per SNL Financial. Industry average includes AEL, CRBG, AMP, BHF, F&G, LNC, MET, PFG, PRU, VOYA and Transamerica from January 1, 2018 to December 31, 2022. The selected peer set is determined by available information.

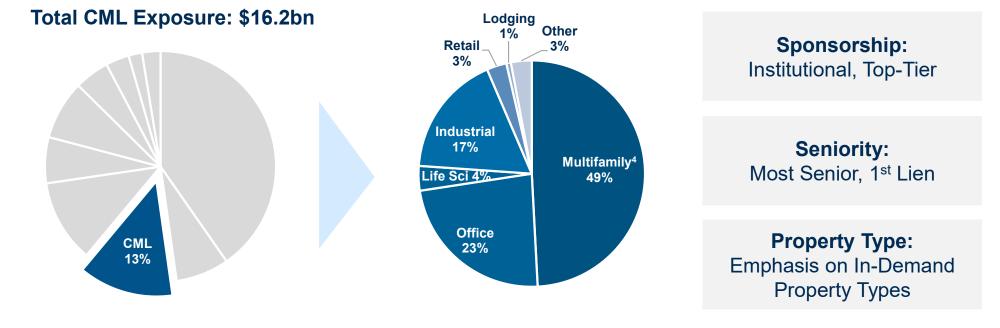
Note: All investment-related disclosures are based on Adjusted Invested Assets. which excludes Ivy Vehicles.



# 3 High Quality Commercial Mortgage Loan Portfolio



### **Portfolio Composition**



<sup>1.</sup> GAAP Weighted Average Loan-to-Value; the Value is based on the most recent available valuation. 2. Weighted Average Debt Service Coverage Ratio. Based on most recent information. 3. Definitions can be found in Regulatory Financial Statements. 4. Multi-Family is the equivalent of "Apartment" as defined in Global Atlantic Financial Limited's financial statements.

Note: All investment-related disclosures are based on Adjusted Invested Assets, which excludes Ivy Vehicles.

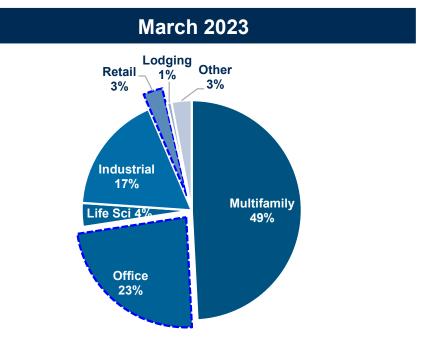


Positioning the CML Portfolio into High Growth Property Types

### **Origination Strategy**

- ✓ Since the start of the COVID-19 pandemic, 76% of new originations¹ have been in Multifamily and Industrial property types
- ✓ Exposure to Office and Retail reduced by approximately half since the start of the pandemic

# March 2020 Other Lodging 5% 3% Retail 10% Multifamily 24% Life Sci 19%





<sup>1.</sup> Based on new originations since March 31, 2020 as a percentage of carrying value.

Note: All investment-related disclosures are based on Adjusted Invested Assets, which excludes Ivy Vehicles.

### Office CMLs Primarily Consist of Low Leverage 3 **First Mortgages**

### **Key Portfolio Metrics – Office Only**

1.7x

97%

58%

First Mortgage

DSCR<sup>2</sup> LTV<sup>1</sup>

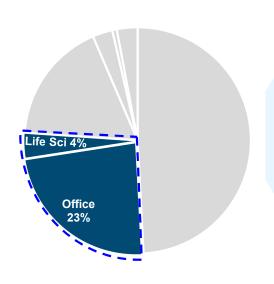
91%

CM1 / CM2

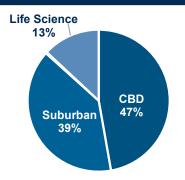
7% | 0%

NYC3 | SF3

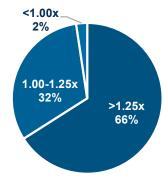
### **Total Office Exposure: \$4.4bn**



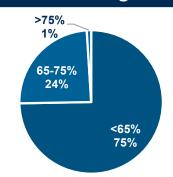
### **Property Subtype**



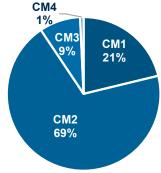
### **DSCR Range<sup>2</sup>**



### LTV Range



### **Ratings**



<sup>1.</sup> GAAP Weighted Average Loan-To-Value; the Value is based on the most recent available valuation. 2. Weighted Average Debt Service Coverage Ratio. Based on most recent information. 3. NYC includes the five boroughs of New York City; SF includes the central business district of San Francisco

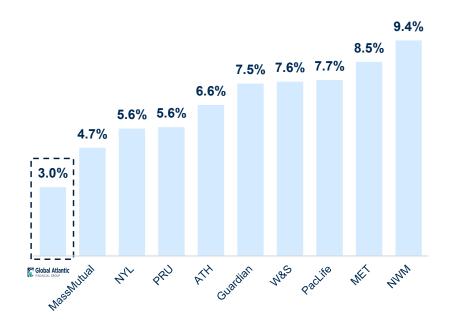


# 3 Schedule BA Assets

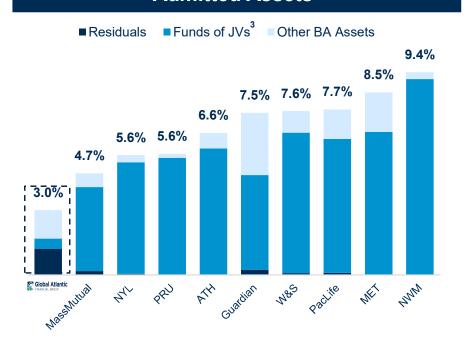
### NAIC disclosure has changed, but GAFG's "Schedule BA" investments remain lowest in the industry

- GAFG maintains an investment grade fixed income profile portfolio, with no private fund commitments
- Schedule BA investments are primarily residual tranches of our own structured finance origination

# Schedule BA Assets<sup>1</sup> as a % of Net Admitted Assets



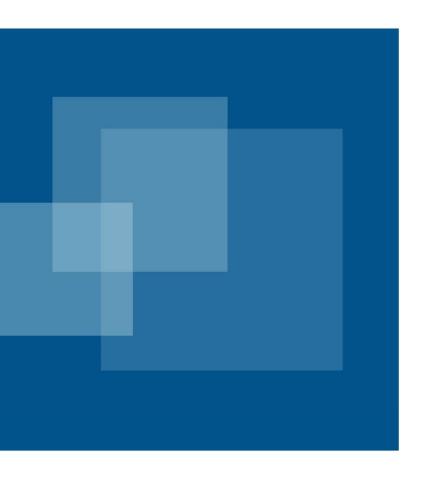
# Breakdown of Schedule BA as a % of Net Admitted Assets<sup>2</sup>



<sup>1.</sup> Schedule BA includes 'Other Long-Term Assets' (i.e. Non-registered private funds, joint venture interests, residual tranches, etc.) 2. Percentages represent total of Residual, JV LLCs, and other schedule BA assets as a % of Net Admitted Assets. 3. Global Atlantic's Funds of JVs includes renewable energy investments, including recurring contractual cashflows.

Note: Data is sourced from SNL CaplQ data as of December 31, 2022. Information presented is for US operating entities and represents statutory carrying values. The selected peer set is determined by available information.





# **Summary**

### Global Atlantic Remains Well Positioned For Growth



### 1 We are very well capitalized

- Strong capital position across entities and jurisdictions
- Group capital significantly in excess of rating agency and internal scenario-based stress tests

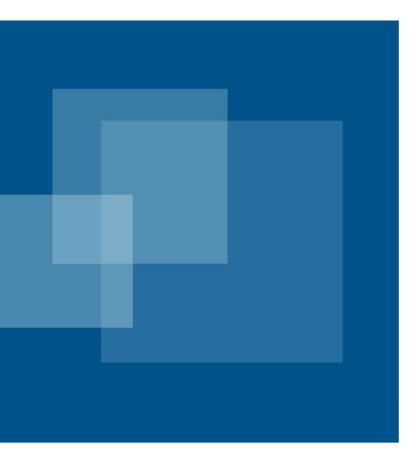
### 2 We are highly liquid

- Our liabilities are well-protected and performance has been stable
- We maintain liquidity and other resources at a high multiple of our expected outflows
- Our long-dated assets are held against our longest liabilities, which we believe have the lowest surrender risk

### 3 Our investment portfolio is extremely high quality and well matched

- We employ a disciplined "cashflow matching" ALM approach; we expect outflows will be more than offset by predictable inflows
- We own a diversified mix of investment grade fixed income assets
- Our CML portfolio has been conservatively underwritten
- We have avoided exposure to higher-risk asset classes





# **Appendix**

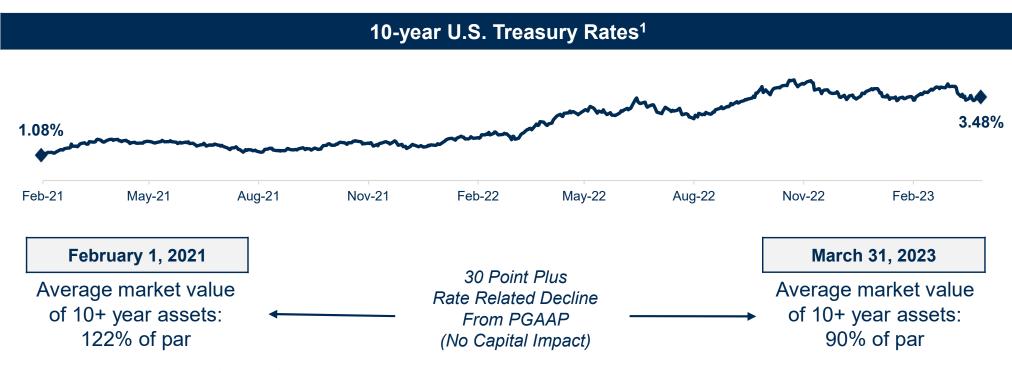
# **Understanding PGAAP**

### What "Unrealized Loss" Usually Means

- Change in value from price at which investment was made
- Impact to investor's capital if sold at current price
- Economic measure, may have real-life implications

### **What it Means for Global Atlantic Today**

- Unrealized losses are currently elevated because we implemented PGAAP at historically low yields
- Unrelated to GAFG capital (regulatory value not subject to PGAAP)
- Non-economic measure



<sup>1. 10-</sup>year UST increase between 02/01/2021 and 03/31/2023

# Shareholder's Equity to Regulatory Capital Walk

(\$ in billions)	2022
Adjusted GAFL Common Shareholder's Equity	6.9
Add: Senior Debt Proceeds (Incl. RCF1)	1.6
Add: Subordinated Debt Proceeds	8.0
Cumulative Accounting Differences <sup>2</sup>	0.1
Total Global Atlantic Regulatory Capital	9.4

<sup>1.</sup> RCF means revolving credit facility. 2. GAAP vs. Regulatory accounting differences driven by GAAP vs. Statutory ("STAT") reserves, GAAP vs STAT investments, Deferred Acquisition Costs/Value of Business Acquired, Taxes and other accounting methodology differences.





# **Appendix II**

Select Q1 Exhibits – Global Atlantic Financials and Supplement

### Non-GAAP reconciliation: Adjusted Invested Assets

(\$ in millions)

	_				Bala	nces as of				
	3/	31/2023	12,	/31/2022	9/:	50/2022	6/3	0/2022	3/31/202	22 YoY Change
Total investments	\$	132,110	\$	126,635	\$	121,401	\$	122,130	\$ 124,8	65 6
Adjustments to reconcile total investments and adjusted invested assets:										
Cash, cash equivalents, and restricted cash		3,989		6,425		4,517		5,481	5,	114 (22)
Accrued investment income		1,069		1,174		1,094		949	9	05 18
Exclude:										
Unrealized losses (gains) on fixed maturity and equity securities		12,922		14,619		14,773		11,224	5,9	52 117
Funds withheld payable at interest		(22,996)		(22,739)		(21,064)		(22,090)	(21,7	82) (6)
Derivative collateral		(645)		(466)		(430)		(336)	(8	95) 28
Funds withheld on embedded derivatives		(3,040)		(3,501)		(3,398)		(2,558)	(1,2	28) (148)
Securities sold under repurchase agreements		(314)		(805)		(779)		(805)	(	811) 61
Non-controlling interests in consolidated investment entities		(99)		(189)		(216)		(236)	(2	96) 67
Redeemable non-controlling interests in consolidated investment entities		(79)		(83)		(82)		(81)	(	82) 4
Net investment receivable (payable)		(260)		17		(380)		(125)	1	26 (306)
Adjusted invested assets	\$	122,657	\$	121,087	\$	115,436	\$	113,553	\$ 111,8	68 10

### **Adjusted Invested Assets Definition:**

Adjusted invested assets represent the investments that back our policy liabilities as well as surplus assets. Adjusted invested assets is used in the computation of net investment earned rate, which allows us to analyze the performance of our investment portfolio. Adjusted invested assets includes (1) total investments on the consolidated balance sheets with available-for-sale securities at cost or amortized cost, (2) cash, cash equivalents and restricted cash, and (3) accrued investment income. Adjusted invested assets excludes the following items that are included in total investments but do not produce net investment income reflective of ongoing operations: (1) assets associated with funds withheld at interest liabilities related to business exited through reinsurance agreements, (2) embedded derivatives associated with funds withheld at interest receivables, (3) securities sold under repurchase agreements, (4) investment related receivables and payables, (5) redeemable and non-redeemable non-controlling interests in consolidated renewable energy partnerships, and (6) strategic equity investments. We include the underlying investments supporting our assumed funds withheld at interest and modified co-insurance agreements in our adjusted invested assets calculation in order to match the assets with the income received.

### **New Business Volume by Origination Channel and Product**

(\$ in millions)

	Three Months Ended													
ndividual channel <sup>(1)</sup> :	3/31/2023		12/31/2022		9/30/2022		6/30/2022		31/2022	YoY Change				
Fixed-Rate Annuities	\$ 2,146		\$ 1,517	\$	1,206	\$	1,481	\$	1,039	107				
Fixed-Indexed Annuities	1,065		897		1,261		1,117		904	18				
Variable Annuities			8		12		11		11	(64)				
Total retirement products	\$ 3,215		\$ 2,422	\$	2,479	\$	2,609	\$	1,954	65				
Life insurance products	\$		\$ 9	\$	7	\$	12	\$	7	(43)				
Preneed Life	\$ 75		\$ 67	\$	72	\$	73	\$	65	15				
Institutional channel <sup>(2)</sup> :														
Block <sup>(3)</sup>	\$ 79		\$ 2,955	5	200	\$	5	\$	2,777	(97)				
Flow & pension risk transfer	2,430		3,107		2,571		2,143		1,699	43				
Funding agreement-backed notes <sup>(4)</sup>	_		_		-		900		1,100	(100)				

<sup>(1)</sup> New business volumes in individual markets are referred to as sales. In Company's individual market channel, sales of annuities include all money paid into new and existing contracts. Individual market channel sales of life insurance products are based on commissionable premium and individual market channel sales for preneed life are based on the face amount of insurance. Life insurance product sales do not include the recurring premiums that policyholders may pay over time.

### **New Business Volume Definition:**

In our Individual channel, retirement sales of annuities include all money paid into new and existing contracts. Individual channel sales of traditional life products are based on commissionable premium, a commonly used industry sales metric, and individual channel sales for preneed life are based on the face amount of insurance. Traditional life sales do not include the recurring premiums that policyholders may pay over time. We also refer to new business volume originated through the individual channel as "sales." New business volume from our institutional channel is based on the assets assumed, net of any ceding commission. New business volume should not be used as a substitute for revenue as calculated in accordance with GAAP. However, we believe new business volume statistics are useful to gaining an understanding of our overall results of operations.

<sup>(2)</sup> New business volume from the Company's institutional market channel is based on the assets assumed, net of any ceding commission, and is gross of any retrocessions to investment vehicles that participate in qualifying reinsurance transactions sourced by the Company and to other third party reinsurers.

<sup>(3)</sup> The Company expects block reinsurance transactions to be episodic rather than steady quarter over quarter. Similarly, funding agreements issued in the FABN program are subject to capital markets conditions and not expected to be consistent quarter over quarter.

<sup>(4)</sup> Funding agreement new business volumes represents funding agreements issued in connection with our FABN program only.

# **Surrender Charge Protection by Product**

(\$ in millions)

	Fixed-rate and Fixed-indexed Annuities										
	-		3/31/2023	25	12/31/2022						
Years of Surrender Charge Remaining		Account Values	Percent of total	Average Surrender Charge Percent	Account Values	Percent of total	Average Surrender Charge Percent				
No surrender charge	\$	20,405	25.3 %	- %	\$ 21,087	27.0 %	- %				
Greater than O to less than 3		18,885	23.4 %	5.5 %	18,026	23.1 %	5.4 %				
3 to less than 6		31,394	38.9 %	6.6 %	29,665	38.0 %	7.0 %				
6 to less than 9		7,105	8.8 %	6.9 %	6,451	8.3 %	7.1 %				
9 or greater		2,884	3.6 %	8.6 %	2,852	3.6 %	8.8 %				
Total	\$	80,673	100.0 %	5.0 %	\$ 78,081	100.0 %	5.0 %				

	Indexed and Fixed Universal Life											
	3/31/2023					12/31/2022						
Years of Surrender Charge Remaining		Account Values	Percent of total	Average Surrender Charge Percent	Account Values	Percent of total	Average Surrender Charge Percent					
No surrender charge	\$	6,993	56.0 %	0.4 % \$	6,965	56.4 %	0.4 %					
Greater than 0 to less than 3		1,480	11.8 %	3.0 %	1,460	11.8 %	3.0 %					
3 to less than 6		1,950	15.6 %	6.2 %	2,075	16.8 %	6.3 %					
6 to less than 9		501	4.0 %	10.0 %	450	3.7 %	11.2 %					
9 or greater		1,568	12.6 %	19.2 %	1,391	11.3 %	22.2 %					
Total	\$	12,492	100.0 %	4.3 % \$	12,341	100.0 %	4.5 %					

### Reconciliation of Adjusted Operating Earnings

(\$ in millions)

	Three Months Ended										
	3/3	1/2023	12/	31/2022	9/30	/2022	6/3	0/2022	3/	31/2022	YoY Change
Net income (loss) attributable to Global Atlantic Financial Limited shareholders	\$	(98)	\$	36	\$	412	\$	491	\$	272	(136)%
Adjustments:											
Investment (gains) losses <sup>1</sup>		220		203		36		76		184	20 %
Non-operating changes in policy liabilities and derivatives		168		95		(325)		(408)		(313)	154 %
Transaction, integration and equity-based compensation expenses		62		72		50		31		41	51 %
Income tax adjustments		(73)		(78)		63		62		24	(404)%
Total adjustments		377		292		(176)		(239)		(64)	NM
Adjusted operating earnings, net of tax	\$	279	\$	328	\$	236	\$	252	\$	208	34 %

### **Adjusted Operating Earnings Definition:**

Adjusted operating earnings, net of tax Adjusted operating earnings, net of tax, a commonly used operating measure in the life and annuity insurance industry, is a non-GAAP measure used to evaluate our financial performance by excluding items that tend to be highly variable from period to period, primarily based on market volatility and non-core expenses. These adjustments are reported gross of income tax. Our adjusted operating earnings, net of tax, is equal to reported net income attributable to Global Atlantic Financial Limited shareholders adjusted to eliminate the impact of items in the categories as described below. Adjusted operating earnings, net of tax includes variable investment income (loss) derived from realized gains and losses from the sale of investments not related to asset/ Financial supplement – First Quarter 2023 28 liability matching strategies. Adjusted operating earnings, net of tax should not be used as a substitute for net income attributable to Global Atlantic Financial Limited shareholders as calculated in accordance with GAAP. We adjust for these items as we believe that these items distort the ability to make a meaningful evaluation of our business: • Investment gains (losses) which includes realized gains (losses) related to asset/liability matching investment strategies and unrealized investment gains (losses). • Non-operating changes in policy liabilities and derivatives – primarily consists of adjustments for (1) changes in the fair value of market risk benefits and other policy liabilities measured at fair value and related benefit payments, (2) fees attributable to guaranteed benefits, (3) derivatives used to manage the risks associated with policy liabilities, and (4) losses at contract issuance on payout annuities. • Transaction, integration, equity-based compensation expenses and acquired intangible amortization — primarily consist of equity based compensation and expenses incurred in connection with strategic transactions, such as the acquisition of Global Atlantic by KKR, and implementation of new accounting standards. • Income tax adjustments — calculated by applying the appropriate jurisdiction's tax rate (21% for U.S. operations and our Bermuda entity taxed as U.S. taxpayers and 0% for Bermuda entities not taxed as a U.S. taxpayer) to the adjustments that are subject to income tax. The income tax adjustment for interim periods is calculated using an estimate of the annual adjusted operating tax rate. The adjusted operating tax rate could differ from Global Atlantic's effective tax rate as determined under GAAP.

# Reconciliation of Adjusted Operating ROE & Shareholders' Equity

(\$ in millions)

				Thr	ee	Months En	Three Months Ended							
	3	/31/2023	12	/31/2022	9/	30/2022	6/	30/2022	3,	/31/2022	YoY Change			
Net income (loss) attributable to Global Atlantic Financial Limited shareholders	\$	(98)	\$	36	\$	412	\$	491	\$	272	(136)9			
Adjusted operating earnings, net of tax	\$	279	\$	328	\$	236	\$	252		208	34 9			
Total Global Atlantic Financial Limited shareholders' equity	\$	(203)	\$	(1,098)	\$	(1,408)	\$	226	\$	2,711	(107)9			
Less: AOCI		(7,445)		(8,435)		(8,207)		(6,157)		(3,177)	(134)9			
Less: Accumulated change in fair value of reinsurance balances and related assets		336		401		286		203		11	NN			
Adjusted shareholders' equity	\$	6,906	\$	6,936	\$	6,513	\$	6,180	\$	5,877	18 9			
Average total Global Atlantic Financial Limited shareholders' equity <sup>(1)</sup>	\$	(651)	\$	(1,253)	\$	(591)	\$	1,469	\$	3,981	(116)9			
Average adjusted shareholders' equity <sup>(1)</sup>		6,920		6,724		6,346		6,029		5,760	20 9			
ROE <sup>(2)</sup>		NM		NM		NM		133.7 %		27.3 %	N			
Adjusted ROE <sup>(2)</sup>		(5.7)%		2.1 %		26.0 %		32.6 %		18.9 %	(24.6)9			
Adjusted Operating ROE <sup>(2)</sup>		16.1 %		19.5 %		14.9 %		16.7 %		14.4 %	1.7 9			

### Adjusted ROE and Adjusted Operating ROE definition:

We use adjusted ROE and adjusted operating ROE to evaluate our financial performance by excluding items that tend to be highly variable from period to period based on market volatility and non-core expenses, such as AOCI and accumulated change in fair value of reinsurance balances and related assets. AOCI varies in a manner inconsistent with our underlying profitability drivers, as the majority of such fluctuation is related to the market volatility of the unrealized gains and losses associated with our AFS securities. Accordingly, we believe using measures which exclude the above mentioned items is more effective in analyzing the trends of our operations. Adjusted ROE and adjusted operating ROE should not be used as a substitute for ROE as calculated in accordance with GAAP. However, we believe the adjustments to equity and earnings are useful to gaining an understanding of our results of operations.

# Capitalization

(\$ in millions)

	ie.				Bal	ances as of	V.			40	
	3	/31/2023	12	2/31/2022	9	/30/2022	6/	/30/2022	3	/31/2022	YoY Change
Total debt	\$	2,157	\$	2,128	\$	1,921	\$	1,975	\$	2,030	6 %
50% of subordinated debentures		(375)		(375)		(375)		(375)		(375)	- %
Fair value adjustment to senior notes hedged with interest rate swap <sup>(1)</sup>		169		197		205		152		97	74 %
Adjusted debt	\$	1,951	\$	1,950	\$	1,751	\$	1,752	\$	1,752	11 %
Total Global Atlantic Financial Limited shareholders' equity <sup>(2)</sup>		(203)		(1,098)		(1,408)		226		2,711	(107) %
Less: Accumulated other comprehensive income (AOCI) <sup>(5)</sup>		(7,445)		(8,435)		(8,207)		(6,157)		(3,177)	(134) %
Less: Accumulated change in fair value of reinsurance balances and related											
assets		336		401		286		203		11	NM
Adjusted shareholders' equity	\$	6,906	\$	6,936	\$	6,513	\$	6,180	\$	5,877	18 %
Capitalization <sup>(2)</sup>	\$	1,954	\$	1,030	5	513	\$	2,201	\$	4,741	(59) %
Adjusted capitalization		9,063		9,064		8,434		8,155		7,907	15 %
Adjusted capitalization, excluding debt fair value adjustments		9,232		9,261		8,639		8,307		8,004	15 %
Debt-to-capitalization <sup>(2)</sup>		110.4 %	Q	206.6 %	6	374.5 %		89.7 %	6	42.8 %	67.6 %
Debt-to-adjusted capitalization		23.8 %		23.5 %	6	22.8 %		24.2 %	6	25.7 %	(1.9) %
Adjusted debt-to-adjusted capitalization, excluding debt fair value											
adjustments		21.1 %		21.1 %	á	20.3 %	,	21.1 %	6	21.9 %	(0.8)%

	Capital ratios						
	December 31, 2022	December 31, 2021					
U.S. insurance subsidiaries risk based capital (RBC) ratio <sup>(4)</sup>	380%	401%					
Global Atlantic Re Bermuda Solvency Capital Requirement (BSCR) ratio	221%	257%					
Global Atlantic Assurance Limited Bermuda Solvency Capital Requirement (BSCR) ratio	337%	333%					

<sup>(1)</sup> The Company has designated interest rate swaps to hedge the interest rate risk associated with the Senior Notes issued in October 2019 and due in 2029, and Senior Notes issued June 2021 and due in June 2031.

<sup>(2)</sup> Includes the impact to accumulated other comprehensive income ("AOCI") on available-for-sale securities that the Company does not expect to realize since the Company intends to hold the securities until recovery. As of March 31, 2023, the impact included \$10.5 billion in unrealized losses.

<sup>(3)</sup> Effective February 1, 2021, the date of the closing of the KKR acquisition, the AOCI balance was reduced to zero due to the impacts of pushing down purchase accounting entries and establishing a new accounting basis.

<sup>(4)</sup> Risk-Based Capital, or "RBC", for Commonwealth Annuity and Life Insurance Company, which consolidates all U.S. insurance subsidiaries for RBC.

# **Mortgage Loans – Geography & Property Type**

(\$ in millions)

Mortgage loans - carrying value by geographic region	March :	31,	December 31, 2022	
	 2023			
(\$ in millions)				
Pacific	\$ 7,163	24.1 % \$	7,197	24.4 %
West South Central	3,688	12.4 %	3,583	12.1 %
South Atlantic	8,120	27.3 %	8,052	27.3 %
Middle Atlantic	3,700	12.5 %	3,591	12.2 %
East North Central	1,258	4.2 %	1,240	4.2 %
Mountain	3,142	10.6 %	3,153	10.7 %
New England	1,372	4.6 %	1,415	4.8 %
East South Central	704	2.4 %	713	2.4 %
West North Central	328	1.1 %	349	1.2 %
Other regions	231	0.8 %	227	0.7 %
Total by geographic region	\$ 29,706	100.0 % \$	29,520	100.0 %

Mortgage loans - carrying value by property type	March 31, 2023			December 31,	
				2022	
(\$ in millions)	10.75		9		
Residential	\$	10,702	36.0 % \$	10,689	36.2 %
Office building		4,629	15.6 %	4,594	15.6 %
Apartment		9,695	32.6 %	9,699	32.9 %
Industrial		3,210	10.8 %	3,139	10.6 %
Retail		573	1.9 %	630	2.1 %
Other property types		690	2.3 %	583	2.0 %
Warehouse		207	0.7 %	186	0.6 %
Total by property type	\$	29,706	100.0 % \$	29,520	100.0 %