

# Who Helps Middle-Income Families Achieve Financial Security?



For 45 years, we've helped middle-income families learn the principles of personal finance, reduce their consumer debt, and plan for the unexpected. The access we provide to essential financial services and products has helped millions protect their families and save for the future.

## Who We Are

- **Founded in 1977** as an insurance and financial services company.
- **Listed on** the NYSE and a component of the S&P MidCap 400 and the FORTUNE 1000.
- **Named** one of America's best insurance companies by Forbes in 2022.<sup>1</sup>
- **Rated A+** or Superior by A.M. Best, one of the most respected rating agencies in the life insurance industry.
- **\$903 billion** of term life insurance in force.<sup>2</sup>
- **\$97 billion** in client asset values held in investment accounts.<sup>2</sup>
- **~\$70,000** is the average household income of our clients.<sup>3</sup>

## What We Do

- **We provide financial education** in everyday language on important financial principles – whether or not a family buys something from us.
- **We protect families' financial futures** by offering affordable term life insurance.
- **We help families save** for emergencies, retirement, education and other important goals through straightforward financial products from industry-leading companies.



# Middle-Income Families Count On Us To Strengthen Their Financial Futures

Our 129,000+ licensed and trained representatives are located in every state, Canada and Puerto Rico. They assess client needs, provide education and offer access to straightforward solutions like term life insurance, as well as mutual funds, annuities and other financial products from our strategic partners.

**5.5 Million+**

Lives covered by term life insurance<sup>2</sup>

**\$5.8 Million**

Average life insurance benefits paid every day, full-year 2021<sup>2</sup>

**\$251,500**

Average face amount of our clients' life insurance policies, full-year 2021<sup>2</sup>

**2.5 Million+**

Client investment accounts<sup>2</sup>

**\$25**

Among the lowest minimum investment thresholds in the industry<sup>4</sup>

**74%**

Client assets held in retirement or education accounts (e.g., IRAs, ESAs, etc.)<sup>2</sup>

## Meet The People We Protect

Angelina & Rafael Hernandez,  
Dementia Care Nurse & Grocer  
San Jose, CA



Hagan Harrison,  
United States Air Force  
Warner Robins, GA



Thomas Reason,  
Teacher and Coach  
Wixam, MI



Erik & Buffy Edberg,  
Retirees  
Hartford, SD



Natasha Nelson,  
After-school Child-care Director  
Monroe, LA

1. Recognition presented by Forbes and Statista. Insurance companies were identified through an independent survey of more than 16,000 U.S. consumers with at least one insurance policy. The survey considered customers' overall recommendations, their general satisfaction and ratings in five specific areas. In the U.S. term life insurance is underwritten by Primerica Life Insurance Company. Executive Offices Duluth, GA except New York, and National Benefit Life Insurance Company, Home Office: Long Island, City, NY in New York State.
2. Numbers reflect the combined totals or averages, as indicated above, as of, or for the year ended, December 31, 2021, for the following affiliated companies: Life Insurance: National Benefit Life Insurance Company (Home Office: Long Island City, NY) in New York; Primerica Life Insurance Company (Executive Offices: Duluth, GA) in all other U.S. jurisdictions; Primerica Life Insurance Company of Canada (Head Office: Mississauga, ON) in Canada. Securities: In the United States, securities are offered by PFS Investments Inc. (PFSI), 1 Primerica Parkway, Duluth, Georgia 30099-0001; In Canada, mutual funds are offered by PFS Investments Canada Ltd., mutual fund dealer, and segregated funds are offered by Primerica Life Insurance Company of Canada, Head Office: Mississauga, Ontario. Each company is responsible for its own financial obligations.
3. Primerica Financial Needs Analysis Clients as of December 31, 2021.
4. In any account if it's an investment of \$25 or more established on a monthly basis.



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