

STATEMENT OF FINANCIAL AND FRATERNAL POSITION

By Julie Jagoda, National Treasurer

Our mission at Woman's Life is to prepare women and their families for a secure financial future through the sale of life insurance and annuity products and to support their community outreach. Woman's Life delivers on this mission through our financial products, and it is ultimately fulfilled with the payment of certificate benefits. In 2023, Woman's Life is proud to have paid benefits of more than \$24.9 million to our members and their beneficiaries.

FINANCIAL STRENGTH

Assets of \$197,733,255 are largely made up of bonds. Woman's Life reported bonds of \$189,221,712 at year-end, which were 95.7% of total assets. Woman's Life continues its history of maintaining a conservative portfolio, with 99.7% of the bonds rated as investment grade. We maintain these conservative investment practices for the protection of our members. The second-largest asset held at year-end was contract loans. Contract loans were reported at \$3,742,617 and made up approximately 1.9% of the total assets at year-end.

Liabilities of \$185,203,198 are largely made up of the reserves being held to pay future policyholder claims. These reserves are established when a member purchases a financial product. They are adjusted annually



Woman's Life Chapter 836 Port Huron, Michigan

based on mortality tables and the present value of the expected future payments based on the contracts. The established reserves were \$172,208,253 at the end of the year and made up 93.0% of total liabilities.

Woman's Life reported a net loss of \$1,310,752 for 2023. While we saw an overall increase in premium revenue, we were challenged by the increase in annuity surrenders impacting the insurance industry as a whole. Life premiums remained steady while annuity premiums increased \$2,497,915, or 26.6%. Annuity surrenders, at \$16,104,127 for the



Woman's Life Chapter 817 Southfield, Michigan

MUCH TO BE PROUD OF

- ▶ More than \$24.9 million paid in certificate benefits
- ▶ Increase in net investment income of \$280,000
- ▶ Reduction in general-expense-to-premium ratio from 38% to 32%
- ▶ Members' community outreach impact valued at more than \$2 million

year, increased 188.1%. Through an internal annuity replacement program during the third and fourth quarters, Woman's Life was able to retain \$6,928,779 of those annuity surrenders, helping our members obtain higher interest rates and maintain their membership benefits with Woman's Life.

Woman's Life saw an improvement in net investment income for the first time since 2017 of \$279,996, or 3.4%. This comes as a result of investments Woman's Life was able to make in our bond portfolio during 2022. Further, rising interest rates have shown an improvement in our yield from 4.21% to 4.46%.

Woman's Life was also able to reduce the ratio of general expenses to premiums from 38% to 32%. Continuing to lower this ratio by gaining economies of scale will help to improve our future profitability.

Woman's Life's surplus decreased by \$1,199,732, primarily due to the reported net loss, partially offset by improvement in the liability for our retiree health care plan.



Woman's Life's financial position remains strong when compared to our peers and other leading life insurance companies. Our surplus represents the amount of assets in excess of liabilities as of the balance sheet date. As of December 31, 2023, Woman's Life reported total surplus of \$12,530,057. That number by itself may not mean much; our position of strength is more clearly demonstrated when using key ratios to compare our financials to the average of 25 of the leading life insurance companies. For example, Woman's Life's solvency ratio, which represents the amount of assets for each \$100 of liabilities, as of December 31, 2023, was \$106.77, compared to the average for those 25 leading companies for 2023 of



\$107.71. Our liquid invested assets ratio, which measures the ability to meet obligations, was \$102.58 as of December 31, 2023, compared to \$51.08 for the average of the 25 leading companies.

It is indications of our financial strength that reassure members at the time they purchase a life insurance or annuity product from us that we will be here to pay the proceeds and provide financial security when the time comes.

COMMUNITY OUTREACH AND IMPACT

Woman's Life has always been committed to assisting members as they build financial security while also supporting their community outreach efforts. It is through the sale of our financial products and our continued financial strength that we are able to partner with our members and provide the financial support programs that are available to Woman's Life chapters. In 2023, our active members, working together through their Woman's Life chapters, contributed \$472,195 and devoted 43,746 hours to support charitable causes and individuals in need in communities across the United States. Based on the value of volunteer time according to Independent Sector's report, *Value of Volunteer Time*, the total value of Woman's Life active members' community impact in 2023 was \$2,300,536.

Overall, Woman's Life was challenged in the annuity market during 2023, while seeing steady life revenue and an increase in net investment income. Woman's Life will continue to strive to reach our vision that all women have a secure financial future and opportunities to enrich the lives of others in their communities. **WL**

Statement of Financial Position

As of December 31, 2023 and 2022

ASSETS:	2023	2022
Bonds	\$ 189,221,712	\$ 193,839,354
Real estate	201,218	206,701
Certificate loans	3,742,617	3,896,962
Cash and short-term investments	764,647	1,560,424
Other assets	3,803,061	4,008,309
TOTAL ASSETS	<u>\$ 197,733,255</u>	<u>\$ 203,511,750</u>
LIABILITIES:		
Certificate reserves	\$ 172,208,253	\$ 177,038,757
Liability for deposit-type contracts	3,959,576	3,844,322
Claims in process of payment	1,526,416	974,998
Dividends payable next year	322,582	312,450
Interest maintenance reserve	1,013,953	1,205,281
General expenses due or accrued	319,408	278,795
Asset valuation reserve	1,438,338	1,354,632
Other liabilities	4,414,672	4,772,727
TOTAL LIABILITIES	<u>\$ 185,203,198</u>	<u>\$ 189,781,962</u>
SURPLUS:		
Unassigned funds	\$ 12,530,057	\$ 13,729,788
TOTAL SURPLUS	<u>\$ 12,530,057</u>	<u>\$ 13,729,788</u>
TOTAL LIABILITIES AND SURPLUS	<u>\$ 197,733,255</u>	<u>\$ 203,511,750</u>

Securities are valued in accordance with the rules and regulations of the National Association of Insurance Commissioners.

Summary of Operations

For the years ended December 31, 2023 and 2022

REVENUES:	2023	2022
Premiums	\$ 15,071,148	\$ 12,612,142
Net investment income	8,446,187	8,166,191
Other income	227,100	301,829
TOTAL REVENUES	<u>\$ 23,744,435</u>	<u>\$ 21,080,162</u>
BENEFITS AND EXPENSES:		
Death benefits	\$ 2,871,056	\$ 3,269,457
Annuity benefits	3,129,041	2,417,577
Other insurance benefits	18,022,758	7,409,661
Increase (Decrease) in certificate reserves	(4,830,505)	1,600,341
Insurance expenses and taxes	4,579,588	4,721,928
Fraternal expenses	959,134	965,779
TOTAL BENEFITS AND EXPENSES	<u>\$ 24,731,072</u>	<u>\$ 20,384,743</u>
NET LOSS FROM OPERATIONS BEFORE DIVIDENDS TO MEMBERS	(\$986,637)	\$695,420
Dividends to members	\$316,252	\$311,454
NET LOSS FROM OPERATIONS BEFORE NET REALIZED CAPITAL LOSSES	<u>(\$1,302,889)</u>	<u>\$383,966</u>
NET REALIZED CAPITAL (LOSSES) GAINS	(\$7,863)	(\$77)
NET (LOSS)	<u>(\$1,310,752)</u>	<u>\$383,889</u>

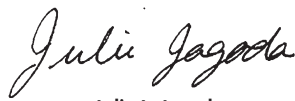
Valuation Report

As of December 31, 2023 and 2022

	2023	2022
ADMITTED ASSETS:		
Assets available for payment of		
all legal liabilities	\$ 185,203,198	\$ 189,781,962
Unassigned funds	12,530,057	13,729,788
TOTAL ADMITTED ASSETS	<u>\$ 197,733,255</u>	<u>\$ 203,511,750</u>
LIABILITIES:		
Certificate reserves for all benefits	\$ 172,208,253	\$ 177,038,757
Claim reserves	1,526,416	974,998
All other liabilities	11,468,529	11,768,207
TOTAL LIABILITIES	<u>\$ 185,203,198</u>	<u>\$ 189,781,962</u>
RATIO OF SOLVENCY	107%	107%

**STATE OF MICHIGAN)
COUNTY OF ST. CLAIR)**

Julie L. Jagoda, being duly sworn, deposes and says that she is the National Treasurer who prepared the foregoing financial statements concerning the financial condition of Woman's Life Insurance Society as of December 31, 2023 and 2022, and that the same is correct and true to the best of her information, knowledge, and belief,



Julie L. Jagoda

Subscribed and sworn to
before me this 28th day of March, 2024



Melissa LaPrairie

Notary Public, St. Clair County

My commission expires September 20, 2029

Privacy Notice

Woman's Life Insurance Society values your business. We also value the trust that you have placed in us. We strongly believe in protecting the confidentiality and the security of the information that we collect about you. The following is an outline of our privacy policy.

WE DO NOT:

- Disclose personal, non-public information about you to anyone, except as permitted or required by law.
- Share medical information or motor vehicle reports for marketing purposes.
- Sell customer lists or information.

WE DO:

- Restrict access to non-public personal information about you to employees who have a need for such information to provide products or service to you.
- Use physical, electronic, and procedural safeguards that comply with state and federal laws to protect all the private information we receive.

We collect information about a person who applies for or obtains products or services from

us. We also collect this information to: help us serve that person's financial needs; provide customer service; offer new products or services; and fulfill any legal and regulatory requirements we must meet.

The type of information we collect varies according to the products or services you request. It may include information that is:

- On your application for membership or a product or service and on any related forms (items such as your name, address, social security number, assets, and income).
- About your relationship with us (such as products or services that are purchased, account balances, and payment history).
- From non-affiliated third parties with which you have dealt (third parties such as other insurers).
- From other outside sources (such as consumer reports, motor vehicle reports, medical information, and demographic information).
- From visitors to the Woman's Life websites (such as information provided by you through email, online forms, and site visitor data).

We use this information for business purposes only. These purposes include: assessing requests that are made for insurance and other services we offer; the administration of our products; and the processing of transactions and claims.

Woman's Life makes disclosures to affiliated and non-affiliated third parties only as permitted by law. This includes disclosures that are needed to underwrite, issue, or maintain your policy or for customer service. We may make disclosures to other financial institutions with which we have joint marketing agreements. We do that in order to provide a better range of benefits to our members. We provide information regarding your membership status to your local Woman's Life chapter.

When non-public personal information is no longer required, under our record retention procedures, it is destroyed in a secure manner. This includes information in hard copy or electronic media format.

Our goal is to keep the information you have on file with us accurate and up-to-date. Please contact our home office should there be an address change or other information that requires revision.

Please refer to our website: [WomansLife.org/legal/privacy-policy/](https://www.WomansLife.org/legal/privacy-policy/) for further information and complete details including information relating to privacy notices required by law in specific states in which Woman's Life conducts business. Please review the online privacy policy routinely as it may change, at any time, at the sole discretion of Woman's Life.

(Effective date April 21, 2024)