



Invested in Middle-Income America

CNO Financial Group is a holding company that provides health and life insurance, as well as retirement solutions, to middle-income Americans through its family of brands: Bankers Life, Colonial Penn and Washington National.

TICKER CNO Financial Group, Inc. is a publicly traded company under the ticker CNO on the New York Stock Exchange (NYSE).

LOCATIONS We are headquartered in Carmel, Indiana, with other corporate locations in Chicago and Philadelphia.

EMPLOYEES We employ more than 3,000 full-time associates. More than 1,200 work in Indiana, the home of our headquarters.

CUSTOMERS CNO Financial's insurance subsidiaries provide more than 3.2 million policies to middle-income working Americans and retirees.

FINANCIAL POSITION CNO Financial is one of the 10 largest public companies in Indiana,¹ with a market capitalization of \$1.8 billion (as of 3/31/2020). The company is financially strong and well positioned for continued growth. In 2019, CNO Financial reported:

- \$4 billion in revenue and \$290 million in net operating income
- \$1.85 of net operating income per diluted share
- Strong capital position, including \$187 million in holding company liquidity, allowing CNO Financial to withstand periods of market stress

¹Indiana Business Journal, June 27, 2019.

LEADERSHIP CEO Gary C. Bhojwani and his leadership team bring extensive insurance industry experience, knowledge and perspective to CNO Financial.

COMMUNITY In 2019, our associates volunteered more than 10,400 hours of service to help community organizations across the country.

RECOGNITION In 2020, CNO Financial was named among the Best Employers for Diversity by Forbes magazine. And in 2019, Forbes named us among America's Best Employers.

We were also ranked number one in the Healthiest 100 Workplaces in America, an award program administered by Springbuk®.

THE BRANDS CNO Financial Group provides insurance solutions to middle-income working Americans and retirees through its family of established insurance brands: Bankers Life, Colonial Penn and Washington National.



Bankers Life offers a broad selection of life and health insurance products designed especially for Americans who are near or in retirement. With a history dating back to 1879, Bankers Life's dedicated agents meet customers in their homes and present products and services "across the kitchen table." There are approximately 4,200 Bankers Life insurance agents at over 260 offices across the country.



Colonial Penn is a pioneer in designing life insurance products for mature Americans. For nearly 60 years, customers have turned to Colonial Penn through mail, online and by phone to buy simple, affordable term and wholelife insurance.



Washington National has helped protect working Americans from the financial hardship of critical illnesses, accidents and loss of life for more than 100 years. Customers can purchase supplemental health and life insurance products from the comfort of their home or at the worksite through nearly 2,000 producing agents across the country.

Designing a strong future

At CNO Financial Group, we're always looking forward—to the security and stability we help create for our insurance brands' customers, and the growth we create within our own company.

Named one of "America's Best Mid-Size Employers" by *Forbes* in 2019.

For more information, visit CNOinc.com.

Nothing in this material is intended to be a solicitation of insurance in any jurisdiction. Its purpose is the promotion of interest in CNO Financial, its subsidiaries, and insurance in general. It is for informational use only. The financial condition and contractual obligations of CNO Financial Group are separate from its subsidiaries.