



## Securing the future of middle-income America

CNO Financial Group provides life and health insurance, annuities, financial services, and workforce benefits solutions through our family of brands, including 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 3,400 full-time associates. About 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,<sup>1</sup> with a market capitalization of \$3.49 billion (as of 3/17/2021). The company is financially strong and well positioned for continued growth. In 2020, CNO Financial reported:

- \$3.8 billion in revenue and \$362 million in net operating income
- \$2.53 of net operating income per diluted share
- Strong capital position, including \$388 million in holding company liquidity, allowing CNO Financial to withstand periods of market stress

<sup>1</sup>Indiana Business Journal, June 12, 2020.

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

**COMMUNITY** In 2020, our associates volunteered more than 5,500 hours of service to help community organizations across the country.

**RECOGNITION** In 2020, CNO Financial was certified as a Great Place to Work®. The certification process measured more than 60 elements of employees' experience on the job, as collected by the Great Place to Work Trust Index® survey.

We were also recognized for the seventh year as one of the Healthiest 100 Workplaces in America, and we were named among the 2020 Best Employers for Diversity by *Forbes* magazine.

**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 life and health insurance products, annuities and investments that are designed for Americans who are near or in retirement. More than 5,000 Bankers Life exclusive insurance agents, including more than 600 financial representatives, offer advice and help consumers safeguard against unexpected health costs, generate guaranteed income, protect loved ones and promote an enduring legacy.



**Colonial Penn** has made buying life insurance simple for more than 60 years, with easy-to-understand, affordable term and whole life insurance products designed for middle-income retirees.



**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.

## Securing the future of middle-income America

Our customers work hard to save for the future, and we help protect their health, income and retirement needs, guiding individuals, families and businesses through a lifetime of financial decisions.

Certified as a Great Place to Work® in 2020.

**For more information, visit [CNOinc.com](http://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.