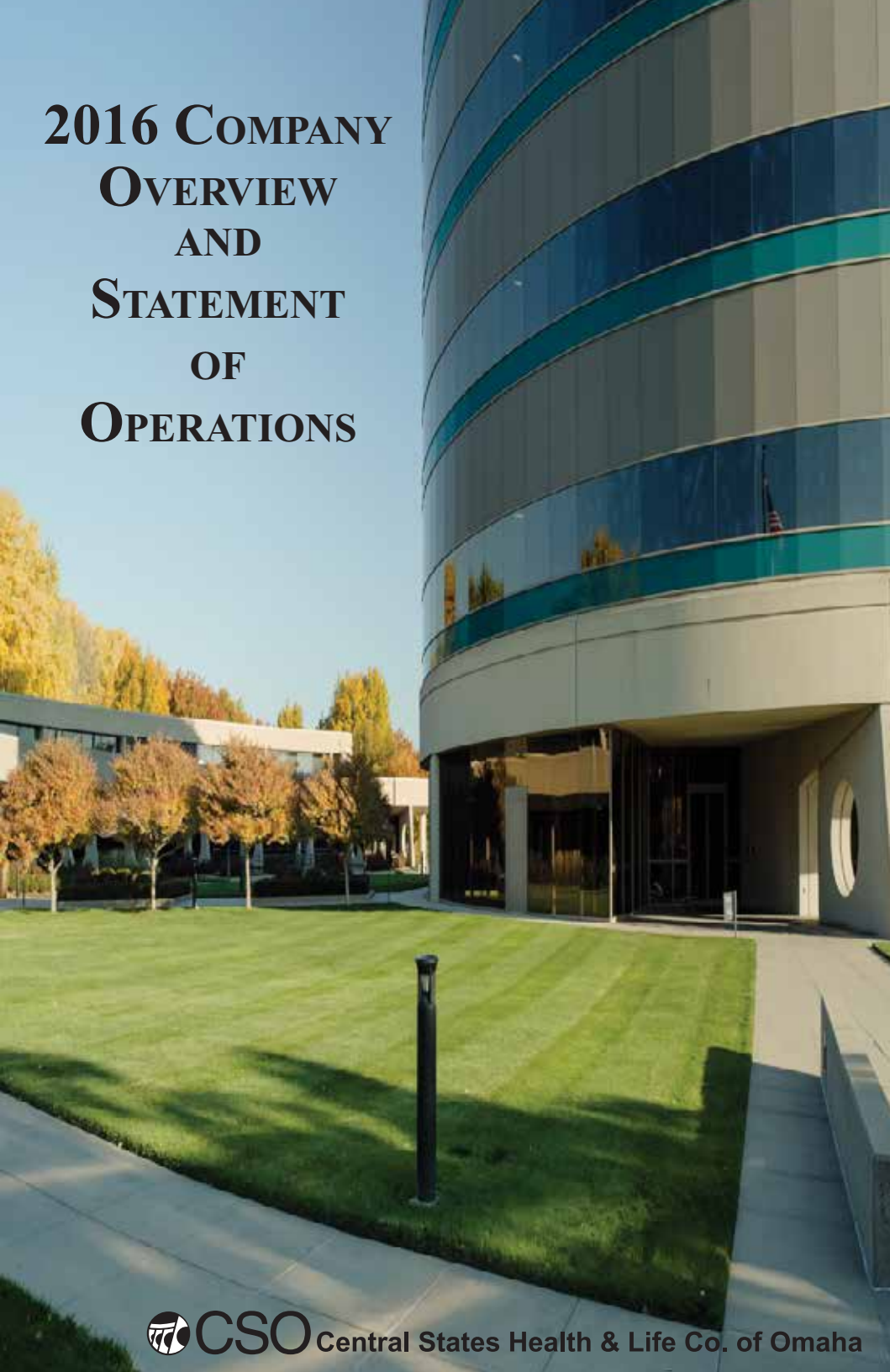


**2016 COMPANY
OVERVIEW
AND
STATEMENT
OF
OPERATIONS**



CSO

Central States Health & Life Co. of Omaha

CHAIRMAN'S AND PRESIDENT'S MESSAGE

Central States Health & Life Co. of Omaha's (CSO) founder, T.L. Kizer, inspired his employees to approach their responsibilities with a sense of compassion and a high degree of integrity. These principals have been paramount to the success of our company.

In 2017, we celebrate our 85th anniversary. We've grown our business by caring for our policyholders, business partners, agents and employees. To Care is to Grow is the guiding philosophy behind how we operate our company; an approach which has prevailed since our beginning in 1932.

Today, our core business revolves around protecting consumer debt. The products we underwrite are sold through banks, credit unions and automobile dealerships in conjunction with loans originated throughout the United States. The products we offer are sold prior to loan closings and can help in the repayment of debt due to death and/or disability of the borrower. CSO is committed to maintaining the highest level of customer service and enhancing our product offerings to complement each of the unique markets we serve.

Inspired by the same entrepreneurial spirit of our founder 85 years ago, CSO developed a revolutionary new F&I product designed to assist car buyers that suffer diminished value due to an accident. We are very encouraged by the early, positive reception shown by individuals operating in the automotive market.

To our agents and customers, we thank you for your business. To all potential customers, we welcome the opportunity to showcase our product offerings and service with the desire to develop long-term partnerships of great value.

Richard T. Kizer
Chairman

J. Edward Kgo
President

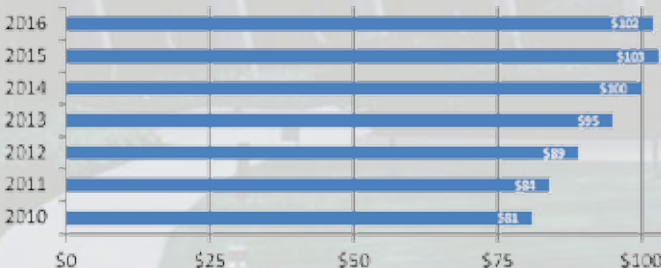
Surplus
in Millions



In 2016, CSO reached a milestone in total surplus: \$218,644,949.

30% growth 2010 - 2016

Earned Premium
in Millions



During the past 7 years, CSO recorded nearly \$654,000,000 in earned premium.

26% growth 2010 - 2016

FINANCIAL SUMMARY AS OF DECEMBER 31, 2016

BASED ON GENERALLY ACCEPTED ACCOUNTING PRINCIPLES

Admitted Assets	2015	2016
Fixed Maturities	\$306,465,275	\$305,875,339
Stocks	20,051,561	22,677,838
Real Estate, EDP and Equipment	7,274,902	6,465,907
Cash, CDs and Commercial Paper	13,404,793	14,457,837
Other Invested Assets	67,581,033	66,714,377
Reinsurance Recoverable	100,414,307	97,729,407
Deferred Policy Acquisition Costs	67,260,201	62,585,443
Other Assets	11,501,951	15,313,537
Total Assets	<u>\$593,954,023</u>	<u>\$591,819,685</u>
Liabilities		
Life Reserves	\$165,246,302	\$155,726,590
Accident & Health Reserves	121,343,771	115,472,480
Unpaid Claims	12,021,053	12,893,170
Other Liabilities	38,091,556	37,959,839
Funds Held Under Reinsurance Treaties	48,335,654	51,122,656
Total Liabilities	<u>\$385,038,336</u>	<u>\$373,174,736</u>
Policyowner Contingency Reserves		
Policyowner Reserves	\$209,691,502	\$218,059,453
Net Unrealized Investment Gain/(Loss)	(775,816)	585,497
Total Policyowner Contingency Reserves - Surplus	<u>\$208,915,687</u>	<u>\$218,644,949</u>
Total Liabilities and Policyowner Contingency Reserves	<u>\$593,954,023</u>	<u>\$591,819,685</u>

ABOUT CSO

Based in Omaha, Nebraska, CSO is a mutually owned insurance company and employs a team of committed individuals dedicated to providing exceptional service to all customers. We utilize both home office sales professionals and a network of independent general agents to develop business in all markets throughout the United States.

CSO holds an A- (Excellent) rating from A.M. Best Company and we have successfully completed annual Service Organizational Control audits since 2012.

CSO conducts business in every state, except New York, as well as in Guam and Saipan.

Elected Officers

Richard T. Kizer
Chairman

T. Edward Kizer
President

Jaime M. Amodeo
Vice President,
Chief Investment Officer

David W. Dibben
Vice President,
Chief Information Officer

William S. Dmytriw
Vice President,
National Sales Director

Patrice A. Honz, CEBS
Vice President,
Human Resources - Marketing Services

Matthew B. Kizer
Vice President,
National Sales Director

Kelly JC Koch
Vice President,
New Business & Product Development

Richard T. Magsam
Vice President,
Treasurer & Controller

Jacquelyn C. McCaslin, FSA, MAAA
Vice President,
Chief Actuary

Rebecca L. Smart, J.D.
Vice President,
General Counsel & Assistant Secretary

Jeffrey J. Wanning
Senior Vice President,
Operations

Ann M. Wenzl, FLMI, ALHC, FLHC,
ACS, HIA, MHP, AIAA, AIRC, ARA
Vice President,
Administration

Sales Managers

John E. Benson
Divisional Vice President

Matthew J. Dinsmore
Regional Manager

Michael J. Dmytriw
Regional Vice President

Peter SG Gault
Regional Assistant Vice President

Dean L. Gristy
Regional Manager

Michael E. Hall
Lead Regional Manager

Christopher F. Harrelson
Regional Manager

Richard E. Kick
Regional Manager

Joseph A. Kush
Divisional Vice President

Mark A. LaMonica
Regional Manager

David E. Okeson
Regional Vice President

Tyge D. Rowen
Regional Vice President

Bryan J. Sacks
Regional Manager

Scott M. Sexson
Divisional Vice President

Steven R. Speciale
Regional Manager

Cory W. Talbott
Regional Manager

Rick R. Tapp
Regional Manager

Stephen B. Wanning
Regional Service Representative



Central States Health & Life Co. of Omaha
1212 North 96th Street Omaha, NE 68114
www.cso.com