

# Global Atlantic Investor Presentation

November 7, 2024

Global Atlantic Financial Group is the marketing name for The Global Atlantic Financial Group LLC and its subsidiaries. Each subsidiary is responsible for its own financial and contractual obligations. Note: Refer to Global Atlantic's financial supplement published on the Company's website for reconciliation of non-GAAP financial metrics prepared in accordance with GAAP.

### **Important Information**

This presentation is not, and shall not be construed as, an offer, or a solicitation of an offer, to buy or sell securities in any jurisdiction.

This presentation has been prepared by The Global Atlantic Financial Group LLC and its subsidiaries (together, "Global Atlantic", "GAFG", the "Company", "we", "us" or "our"). Nothing in this presentation constitutes the provision of any tax, accounting, financial, investment, regulatory, legal or other advice by the Company or its advisors. This presentation may not be referenced, quoted or linked by website, in whole or in part, except as agreed to in writing by the Company. The information in this presentation reflects the views of the Company's management as of November 7, 2024, and is subject to change.

Cautionary Statement Regarding Forward-Looking Statements and Projections. This presentation may include certain forward-looking statements and such statements are not to be viewed as facts. Forward-looking statements and projections reflect various estimates and assumptions by the Company and are subject to risks, trends and uncertainties that could cause actual results and achievements to differ materially from those expressed in such statements or projections. Whether or not any such forward-looking statements or projections are in fact achieved will depend upon future events some of which are not within the control of the Company. The Company undertakes no obligation to update any such statements, illustrations or projections, whether as a result of new information, future events or otherwise. The words "believe," "expect," "anticipate," "estimate," "could," "should," "intend," "may," "plan," "seek," "illustrations," "will," "designed," "assume," "implied" and similar expressions generally identify forward-looking statements or projections. Forward-looking statements include, but are not limited to: Global Atlantic's growth opportunities and opportunities in the life and annuity market, including the pipeline of available reinsurance opportunities and statements relating to sources of capital, expected inflows and outflows, liquidity, capital ratios and capitalization, expected capital in downside or extreme downside scenarios, cash flows, surrenders, expected investment outcomes, realization of any losses, expenses or profits, market share and rankings, and demographic trends; and Global Atlantic's ability to manage its growth and successfully execute and close reinsurance and other transactions.

**Non-GAAP Financial Measures.** This presentation contains certain non-GAAP financial measures and uses statistical data and other measures, which are not measures of financial condition or profitability. Non-GAAP measures should not be considered as an alternative to GAAP financial measures. The Company's non-GAAP measures may not be calculated or comparable to similarly titled measures used by other companies. Management uses non-GAAP financial measures and has presented them in this presentation because it believes such measures allow investors to better understand the Company's results of operations and the underlying profitability drivers of the Company's business.

**Unaudited Interim Financial Information.** Financial information included in this presentation is of Global Atlantic Limited (Delaware). Interim financial information presented in this presentation is unaudited.

The statements contained in this presentation are made as of November 7, 2024, unless another time is specified in relation to them, and access to this presentation at any given time shall not give rise to any implication that there has been a change in the facts set forth in this presentation since that date. Certain information set forth in this presentation has been developed internally or obtained from sources believed by the Company to be reliable; however, the Company does not give any representation or warranty (express or implied) as to the accuracy, adequacy, timeliness or completeness of such information, and assumes no responsibility for independent verification of such information. There can be no assurance that the Company will achieve its objectives. Past performance is not indicative or a guarantee of future performance.

Credit ratings are not recommendations to purchase, hold, or sell any securities or to make any investment decisions, and do not address the suitability of any security.

As used in this presentation, "KKR" refers to KKR & Co. Inc. and its subsidiaries other than Global Atlantic (unless the context requires otherwise).



#### **Overview of Global Atlantic**

We are a leading U.S. L&A insurance company with a 20-year track record of serving the retirement & life insurance needs of individuals & institutions



#### **Global Atlantic Key Metrics**

Growing & Diversified Business

Leader in Target
Markets

Disciplined Growth & Strong Earnings Generation

Strong Financial Profile

\$184bn

Adj. Invested Assets<sup>1</sup>

GA: \$140bn

Co-invest: \$44bn

Top 5 Fixed Annuities<sup>2</sup>

Top 3 Block Reinsurer<sup>3</sup>

Leading Flow Reinsurer<sup>3</sup>

Top 5 Preneed Life<sup>4</sup>

\$1.1bn LTM AOE

Mid-Teens Average ROE<sup>5</sup>

A / A2 / A- / A<sup>6</sup> AMB / Moody's / S&P / Fitch (S / S / P / S)<sup>7</sup>

<sup>1. &</sup>quot;Adjusted Invested Assets", as defined in Global Atlantic's Financial Supplement. "Co-invest" are GA-sponsored reinsurance vehicles. 2. Fixed annuities based on sales data as reported by LIMRA for the three months ended June 30, 2024. 3. Management estimate based on 2023 statutory filings, the most recent filings containing relevant information used for such estimates; market position based on direct statutory premium. 5. Average ROE is the average from March 31, 2021 to June 30, 2024. ROE represents pre-tax operating earnings divided by the average adjusted book value for the year. 6. Financial Strength Ratings as of November 7, 2024. 7. As of November 7, 2024. Stable ("S"); Positive ("P"); Negative ("N")

Note: Global Atlantic key metrics as of June 30, 2024, unless otherwise noted

## **Straightforward Business Model**

#### Global Atlantic seeks to apply a uniform approach to driving returns across business lines

1

Originate predictable, low-cost liabilities

2

Match liability cash flows with high-quality assets

3

Earn a spread between asset yield and cost of liability



Serve GA clients with a range of tailored solutions to address financial security needs, while remaining focused on fixed and predictable liabilities



Utilize KKR's investment capabilities to source high-quality, resilient assets that we believe perform consistently across market cycles



Generate an investment yield exceeding liability costs while remaining committed to meeting GA policyholder obligations

Robust risk management and asset liability matching principles driving business decisions

# **Complementary Business Lines**



#### **Individual Markets**

**Annuities &** Life Insurance for Individuals

Fixed & Indexed Annuities

**Preneed Insurance** 

**Institutional Markets** Block Reinsurance for -Flow Insurance Pension Risk Transfer (PRT) **Companies Funding Agreements** 

Top 5

Top 5

\$4.0bn \$8.3bn

42%

**Fixed Annuity** Carrier<sup>1</sup>

Preneed Life<sup>2</sup>

2Q24 | YTD24 **New Business** Volumes

Global Atlantic Reserves Top 3

Leading

\$6.3bn \$20.0bn

58%<sup>5</sup>

Life & Annuity Block Reinsurer<sup>3</sup>

Life & Annuity Flow Reinsurer<sup>3</sup>

2Q24 | YTD24 **New Business** Volume<sup>4</sup>

Global Atlantic Reserves

200+ Banks & Broker-Dealers



TRUIST HH

**T**LPL Financial





Morgan Stanley

**RAYMOND JAMES** 

#### ~25 Reinsurance Clients





















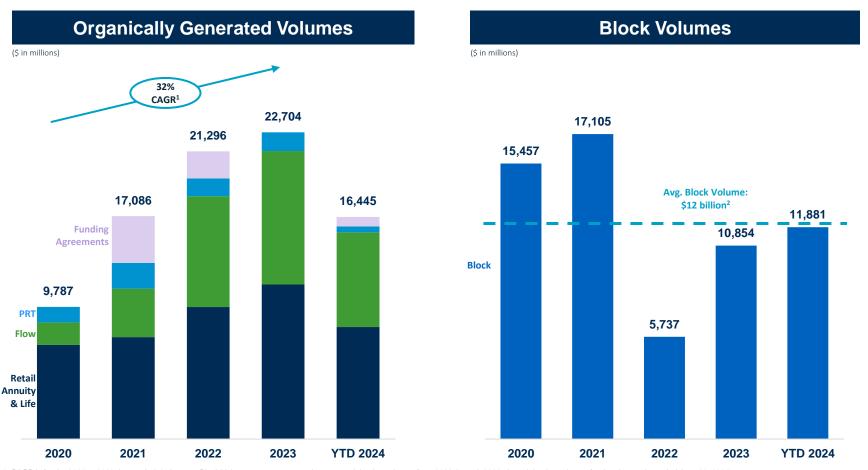


<sup>1.</sup> Fixed annuities based on sales data as reported by LIMRA for the three months ended June 30, 2024. 2. Management estimate based on 2023 statutory filings; market position based on direct statutory premium. 3. Management estimate based on publicly available data and company announcements as of June 30, 2024. 4. This includes all money paid into new and existing annuity contracts. New business volume from our institutional market is based on the assets assumed, net of any ceding commission 5. Institutional reserves includes Closed Block & Other which represents ~1% of reserves and is related to closed block of participating whole life policies that have been ceded to a third party. Note: Global Atlantic management view as of the date hereof; subject to change



# Organic and Inorganic Origination Volumes

#### Organic products are growing, while the block backdrop is strong







#### **GA – KKR Overview**

#### **Shared Vision and Long-term Objectives**

#### Global Atlantic is now a 100% Owned Subsidiary of KKR<sup>1</sup>







#### **Strategic Benefits for GA**

# Asset Management Platform, Scale & Expertise

700+ investment professionals<sup>2</sup>

# Significant Capital Raising Resources

Capital markets, structuring & fundraising expertise

# Platform to Expand Commercial Opportunities

Accelerate Individual
Markets product
convergence

# Thought Leadership & Macro Perspectives

Expert opinions inform market positioning

# **Cross-border Opportunities**

Enhance application of core business to new markets

<sup>1.</sup> On January 2nd, KKR acquired the remaining Global Atlantic non-voting shares it did not already own, increasing KKR's ownership of Global Atlantic to 100% 2. As of December 31, 2023



# **Transaction Details**

#### GA & KKR – Investment Case Studies

Global Atlantic and KKR have collaborated on investment opportunities that would not have been possible without the interconnectivity provided under the 100% ownership model

**Transaction Details** 



Overview: KKR Capital Markets, alongside Morgan Stanley and TD securities, lead a \$7.9bn revolving warehouse credit facility for Cyrus One, a leading global data center owner/operator, and GA anchored the \$3bn institutional tranche of the facility

Closing Date: July 8, 2024

Investment Size: \$1.25bn commitment

**Structure:** Floating commercial mortgage loan with quarterly interest payments

**GA / KKR Collaboration:** KKR capital markets execution provided an attractive credit investment for Global Atlantic

#### **Additional Detail:**

- High-quality data center financing at attractive terms and strong relative value
- Loan is collateralized by a diversified portfolio of high quality, data center properties across the US
- Warehouse credit facility will primarily fund the development and construction of CyrusOne data center properties



#### **Labrador Island Link**

Overview: Newly-built, transmission line that brings renewable energy to eastern Canada. KKR advised pools of capital, including GA acquiring Emera Inc's indirect minority equity interest

Closing Date: June 4, 2024

Investment Size: \$1.19bn CAD (~\$870mm)

**Structure:** GA expects to receive quarterly distributions over the 50vr life

**GA / KKR Collaboration:** KKR infrastructure team sourced the asset and GA supported the execution, represents the first GA / KKR infrastructure collaboration

#### **Additional Detail:**

- Downside-protected payment stream guaranteed by an investment grade counterparty
- Swapped back to USD





# **Asset Portfolio Deep Dive**

# **Consistent Strategy Focused on High-Quality Assets**

As of June 30, 2024, unless otherwise noted

#### **Select Highlights**

# Diversified, High Quality, Fixed Income Profile Assets

We do not directly invest in emerging markets, public equities, or hedge funds

#### KKR Expands our Access to Opportunities

No change to investment risk appetite or portfolio allocation strategy

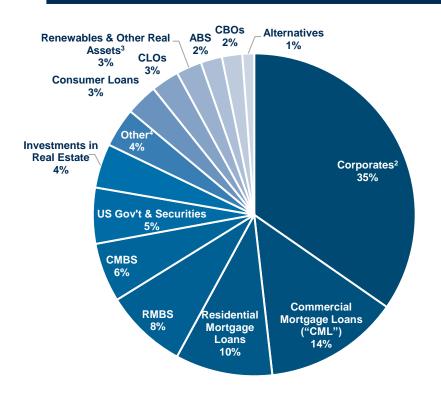
# Global Atlantic prior to KKR

**95%+** NAIC 1&2<sup>5</sup>

# Global Atlantic with KKR

**95%+** NAIC 1&2<sup>6</sup>

#### 2Q'24 GA Adj. Invested Assets: \$139.6bn1



99% CLOs NAIC 1/2; 100% CBOs NAIC 1; 95% CMBS NAIC 1/2

<sup>1.</sup> GA Adjusted Invested Assets, which excludes Co-Invest Vehicles. 2. Corporates include bonds and loans. 3. Renewables and Real Assets includes investments in renewable energy, transportation, and other leased assets. We hold Renewable assets on an unlevered basis. 4. "Other" includes policy loans, funds withheld receivable at interest, cash and cash equivalents and other invested assets. 5. "Prior to KKR" reflects AFS fixed maturity securities as of December 31, 2020. 6. "With KKR" reflects AFS fixed maturity securities as of June 30, 2024.



#### **Investment Process Overview**

Our investment approach combines GA's risk management and ALM expertise with KKR's investment sourcing, underwriting, and structuring capabilities

#### **Key Roles & Responsibilities**



- Retains ultimate control over all investment decisions, including strategy and asset allocation for GA's balance sheet and sponsored third-party vehicles
- Asset allocation, asset-liability management and portfolio construction
- Leverages third parties for origination and execution
- Validates that investments fit GA risk appetite and cashflow requirements
- Evaluates returns and capital required across market environments
- Compares returns with other investment opportunities

### KKR

- Originates public structured products and opportunistic public credit assets, as well as private investment grade-type assets that are well suited for insurance company balance sheets
- Projects cashflows and risk profiles across different macro environments
- Initial evaluation of investments by KKR deal teams, prior to sharing with GA

#### **Third Party Asset Managers**

- Under the direction of GA, KKR has engaged third party asset managers to help manage certain GA assets, including liquid corporates and municipal bonds
- GA maintains active oversight and coordination on these assets



#### **Commercial Real Estate**

Global Atlantic invests in Commercial Real Estate across the capital stack, but seeks to maintain consistent underwriting principles regardless of the investment type



Target high-quality properties in stable and resilient sectors



Concentrate on properties located in high-growth regions



Focus on properties with strong underlying fundamentals

# **Commercial Mortgage Loan Portfolio**

As of June 30, 2024, unless otherwise noted

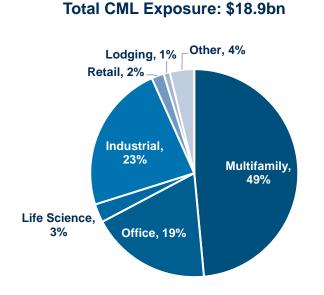
CMLs have a fixed income cash profile, which we believe are well suited for an insurance company's balance sheet

- Global Atlantic has extensive experience investing in CMLs
- Global Atlantic has a diversified portfolio of commercial mortgage loans to institutional sponsors on high-quality assets located in major markets

**Portfolio Composition** 

# GA's CML portfolio has strong underlying

**fundamentals** 











<sup>1.</sup> GAAP Weighted Average Loan-to-Value; the Value is based on the most recent available valuation appraisal, prior to publication. 2. Weighted Average Debt Service Coverage Ratio. Based on most recent information prior to publication. 3. Definitions can be found in Statutory Financial Statements, https://www.globalatlantic.com/investor-relations

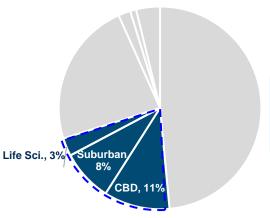




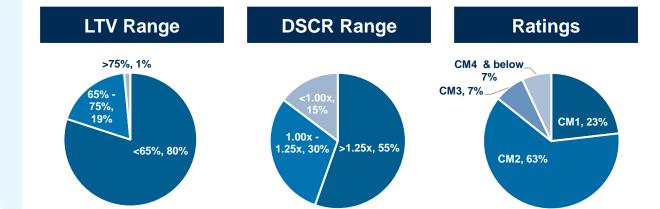
# Office CMLs Primarily Consist of Low Leverage First Mortgages

# Key Portfolio Metrics – Office Only 98% 56% 1.6x 86% 7% | 0% First Mortgage LTV1 DSCR2 CM1 / CM23 NYC4 | SF4





# We Believe Global Atlantic's Office CML Exposure is Conservatively Underwritten



<sup>1.</sup> GAAP Weighted Average Loan-To-Value; the Value is based on the most recent available valuation appraisal, prior to publication. 2. Weighted Average Debt Service Coverage Ratio. Based on most recent information, prior to publication. 3. Definitions can be found in Statutory Financial Statements. 4. NYC includes the five boroughs of New York City; SF includes the central business district of San Francisco. 5. Office includes Life Science Note: Investment-related disclosures on this slide are based on Adjusted Invested Assets, which excludes GA-sponsored reinsurance vehicles.



# **Liabilities & Capital**

### Diversified, Low-risk, Stable Liabilities

GAAP Reserves by Product (2Q'24)

#### **Surrender Charge Protection**

- ~80% of fixed annuities are protected by surrender charge, with an average surrender charge of ~5%¹
- Of our reserves outside surrender charge period, the majority are highly seasoned
- Advanced experience data monitoring, including annuity surrender models that predict shocks and surrender rates in a rising rate environment

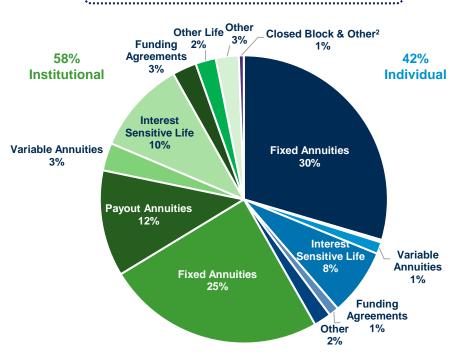
#### **Diverse Set of Simple Products**

- ~42% Individual and ~58% Institutional by reserves
- Concentrated in MYGAs<sup>3</sup>, a simple fixed savings product
  - MYGA diversified across 3, 5 & 7 year term products

#### **Well-priced Liabilities**

- Common pricing assumptions across channels
- Blocks acquired through reinsurance or acquisition repriced using then-current market and policyholder assumptions
- Lapse experience in-line with expectations<sup>4</sup>





Total GAAP Reserves: \$182bn
Total General Account: \$178bn (98%)
Total Separate Account: \$4bn (2%)

<sup>1.</sup> For much of the business that does not have a surrender charge, the liabilities were reinsured from clients in block reinsurance transactions, which we believe are a part of very seasoned, stable liabilities that we believe present lower lapse risk. 2. Majority of these relate to closed blocks of participating whole life policies that have been ceded to a third party. 3. Multi-year guaranteed annuity ("MYGA") 4. As of June 30, 2024.



# **Individual Channel Fixed Annuity Liability Outflows**

Analysis compares individual channel fixed annuity outflows to individual channel adjusted invested assets

Global Atlantic's policyholder-driven outflows have remained stable, with the rise of outflows primarily driven by policies in the shock lapse period, which is expected given the increase in annuity sales over the past several years

Historical Annualized Outflows <sup>1</sup>										
	2022			2023			2024			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Outflows from Policies in Shock Lapse Period <sup>2</sup>	4.5%	5.1%	5.1%	4.5%	5.2%	6.5%	8.6%	6.9%	8.2%	9.3%
Policyholder-Driven Outflows	1.9%	2.0%	2.3%	2.9%	3.5%	3.0%	2.9%	3.0%	2.9%	2.7%
Income Oriented Withdrawals <sup>3</sup>	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%
From Policies out of the Surrender Charge Period <sup>4</sup>	0.7%	0.9%	1.1%	1.3%	1.6%	1.4%	1.3%	1.1%	1.1%	1.0%
From Policies in the Surrender Charge Period <sup>5</sup>	0.9%	0.8%	0.9%	1.3%	1.5%	1.3%	1.3%	1.6%	1.5%	1.4%
Core Outflows	6.4%	7.1%	7.3%	7.4%	8.6%	9.5%	11.5%	9.9%	11.1%	12.0%

<sup>1.</sup> Outflow rate is calculated as outflows attributable to Global Atlantic's individual channel fixed annuity business divided by GA's individual channel adjusted invested assets. 2. MYGA & FIA surrenders in the shock lapse period, plus MYGA & FIA partial withdraws in the shock lapse period. Shock lapse period is defined as the first year after an annuity's surrender charge period ends. 3. FIA GLWB payments 4. FIA & MYGA surrenders after the shock lapse period, plus FIA & MYGA partial withdraws after the shock lapse period, plus FIA & MYGA partial withdraws in the surrender charge period.

Note: Excludes Institutional business which is primarily made up of block reinsurance where the liabilities assumed are primarily out of the surrender charge period



# **Strong Capital and Liquidity Profile**

#### We believe we are well capitalized and have significant liquidity...

#### **Select Capital Metrics**

**379%** 2023 Onshore RBC

235% 2023 Combined BSCR<sup>1</sup>

~400% 2023 Adjusted Combined Capital<sup>4</sup>

### Available Liquidity

1 Cash & Cash Equivalents	\$7.7bn
---------------------------	---------

(2)	Revolving Credit Facility	\$1.0bn
	3	*

3 Other Liquidity Sources <sup>2</sup> \$	2.4bn
---	-------

4 Liquid Bond Portfolio <sup>3</sup> \$49.7bi
---

2Q'24 Total: \$60.8bn

<sup>1.</sup> Combined ratio for Global Atlantic Re Limited ("GA Re") and Global Atlantic Assurance Limited ("GAAL") 2. Other liquidity sources include Federal Home Loan Bank capacity and committed/uncommitted repos. 3. Total Liquid Bond Portfolio represents the fair value of GA's Corporates, Munis, and Gov't & Agencies 4. Combined Capital is defined as Global Atlantic's combined adjusted risk-based capital calculation as of December 31, 2023.

Note, not all sources of liquidity may be simultaneously available due to potential restrictions.



## Deep Expertise in Risk Management



# Underwriting Expertise

Experience across both life and retirement liabilities and structuring other complex liabilities

Dedicated in-house underwriting and pricing teams who analyze experience data to underwrite liabilities based on then-current market environment

**Downgrades** 



# Integrated Risk Management

Risk management team is closely integrated with asset management & liability origination functions

Utilize a proprietary, technology-based risk analytics platform to dynamically manage asset & liability cashflows. Conduct robust stress testing process both at pricing and on an ongoing basis



# **Liability-Driven Asset Allocation Approach**

Originate assets with cash inflows that are wellmatched to liability cash outflows

Leverage KKR's industry-leading investment expertise, global platform and differentiated origination capabilities

Expected AOE sensitivity from a 25-basis point move in interest rates is \$30 - \$40 million annually<sup>3</sup>

#### **Illustrative Stress Test Scenarios**

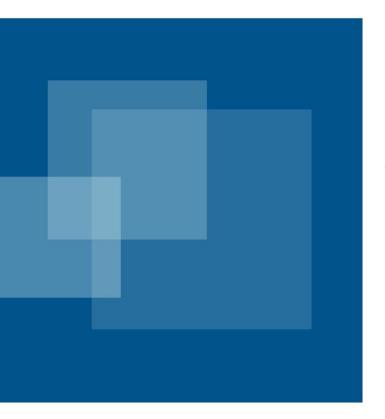
	Downside	Extreme Downside		
Description	Typical Recession	Financial crisis stress		
Rates	(100bps)	(150bps)		
S&P 500 Index	(20%)	(40%)		
IG Spreads	+150bps	+400bps		
Housing Prices <sup>1</sup>	(8%)	(30%)		

Increased downgrades and impairments



Downgrades / defaults more severe than '08/'09 financial crisis<sup>2</sup>

<sup>1.</sup> Based on S&P / Case-Shiller National Home Price Index. Downside represents one standard deviation move, and extreme downside represents peak to trough during the 2008/2009 financial crisis. 2. Reflects weighted average collateral loan defaults of ~36% for CLOs and CBOs 3. Represents the impact over 12 months and excludes the impact of cash and cash equivalents



# **Appendix**

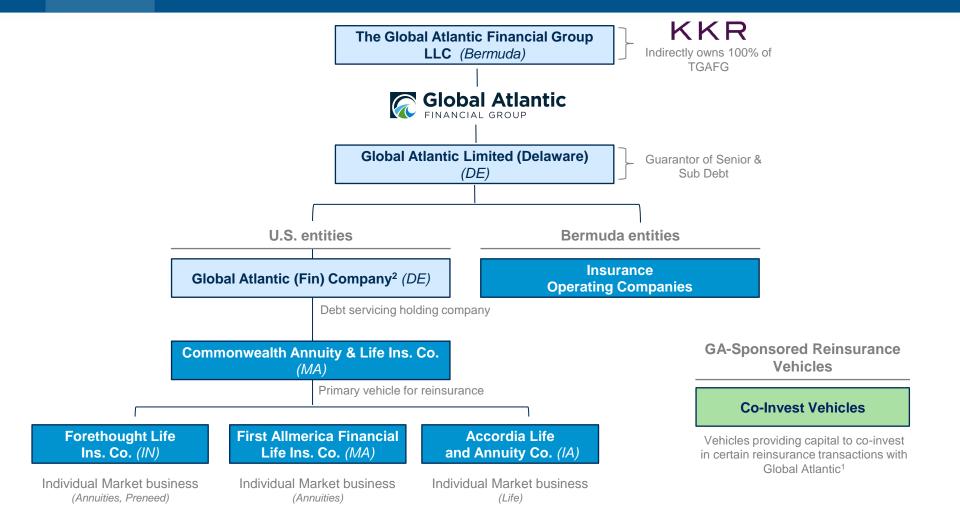
# **Global Atlantic Org Chart**

Simplified

Insurance operating company

Holding company

Co-Invest Vehicle

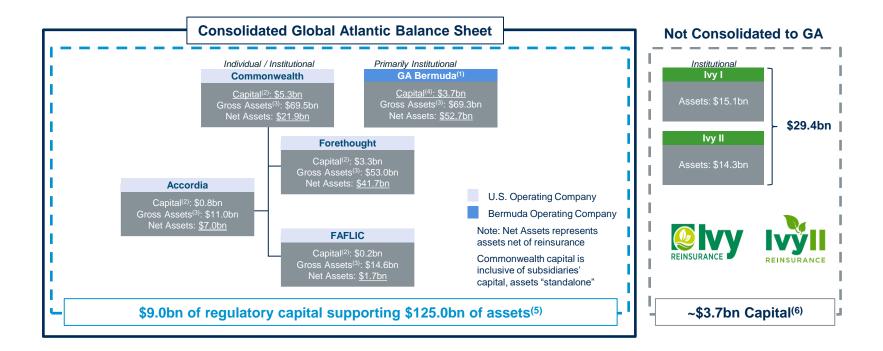


<sup>1.</sup> Includes Ivy Co-Invest Vehicle LLC and Ivy Co-Invest Vehicle II LLC. 2. U.S. holding company Note: Simplified organizational diagram



## Regulatory Capital Resources

As of December 31, 2023, unless otherwise noted



Note: As of December 31, 2023, unless otherwise noted. Organization structure is simplified and does not include all subsidiaries of Global Atlantic, additional information can be found in Global Atlantic Schedule Y filings as of December 31, 2023

- 1. GA Bermuda combines Global Atlantic Re Limited and Global Atlantic Assurance Limited.
- 2. Capital represents U.S. statutory total adjusted capital.
- 3. Gross assets represents cash and invested assets for each operating entity on a standalone basis.
- 4. Capital represents economic balance sheet capital.
- 5. Sum of Net Assets for consolidated Global Atlantic entities.
- 6. Capital accepted by Ivy I and Ivy II as of December 31, 2023. Amount includes debt capital sourced by the Ivy Vehicles and previously deployed capital by the Ivy Vehicles. Does not include capital for single-transaction co-invest vehicles.
- 7. "Ivy II" refers to Ivy Co-Invest Véhicle II LLC and its subsidiaries; "Ivy I" refers to Ivy Co-Invest Vehicle LLC and its subsidiaries; and "Ivy Vehicles" refers to Ivy I and Ivy II.

