

CITIZENS INC  
Form 10-Q  
August 08, 2011

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UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 10-Q

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- Quarterly Report Pursuant to Section 13 or 15(d)  
of the Securities Exchange Act of 1934

For the quarterly period ended June 30, 2011

or

- Transition Report Pursuant to Section 13 or 15(d)  
of the Securities Exchange Act of 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number: 000-16509

CITIZENS, INC.

(Exact name of registrant as specified in its charter)

Colorado  
(State of other jurisdiction of incorporation or  
organization)

84-0755371  
I.R.S. Employer Identification No.)

400 East Anderson Lane, Austin, TX  
(Address of principal executive offices)

78752  
(Zip Code)

(512) 837-7100  
(Registrant's telephone number, including area code)

N/A  
(Former name, former address and former fiscal year,  
if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.  Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T

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(§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).  Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a small reporting company. (Check one):

Large accelerated filer  Accelerated filer  Non-accelerated filer  Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).  Yes  No

As of August 4, 2011, the Registrant had 48,946,546 shares of Class A common stock, no par value, outstanding and 1,001,714 shares of Class B common stock outstanding.

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## PART I. FINANCIAL INFORMATION

## Item 1. FINANCIAL STATEMENTS

## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

Consolidated Statements of Financial Position  
(In thousands)

| Assets   | June 30,<br>2011<br>(Unaudited) | December<br>31,<br>2010 |
|--|---------------------------------|-------------------------|
| Investments:   |                                 |                         |
| Fixed maturities available-for-sale, at fair value (cost: \$574,094 and \$578,412 in 2011 and 2010, respectively)        | \$583,108                       | 575,737                 |
| Fixed maturities held-to-maturity, at amortized cost (fair value: \$108,608 and \$79,103 in 2011 and 2010, respectively) | 109,744                         | 80,232                  |
| Equity securities available-for-sale, at fair value (cost: \$20,551 and \$19,844 in 2011 and 2010, respectively)         | 24,593                          | 23,304                  |
| Mortgage loans on real estate  | 1,466                           | 1,489                   |
| Policy loans   | 36,919                          | 35,585                  |
| Real estate held for investment (less \$1,082 and \$1,017 accumulated depreciation in 2011 and 2010, respectively)       | 9,152                           | 9,200                   |
| Other long-term investments  | 144                             | 148                     |
| Total investments  | 765,126                         | 725,695                 |
| Cash and cash equivalents  | 58,376                          | 49,723                  |
| Accrued investment income  | 8,615                           | 7,433                   |
| Reinsurance recoverable  | 9,440                           | 9,729                   |
| Deferred policy acquisition costs  | 131,970                         | 125,684                 |
| Cost of customer relationships acquired  | 30,083                          | 31,631                  |
| Goodwill   | 17,160                          | 17,160                  |
| Other intangible assets  | 970                             | 1,019                   |
| Federal income tax receivable  | 847                             | 1,914                   |
| Property and equipment, net  | 7,940                           | 7,101                   |
| Due premiums, net (less \$1,489 and \$1,568 allowance for doubtful accounts in 2011 and 2010, respectively)              | 7,989                           | 8,537                   |
| Prepaid expenses   | 1,463                           | 474                     |
| Other assets   | 689                             | 406                     |
| Total assets   | \$1,040,668                     | 986,506                 |

See accompanying notes to consolidated financial statements.

(Continued)

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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

Consolidated Statements of Financial Position  
(In thousands, except share amounts)

| Liabilities and Stockholders' Equity  | June 30,<br>2011<br>(Unaudited) | December<br>31,<br>2010 |
|---|---------------------------------|-------------------------|
| Liabilities:  |                                 |                         |
| Policy liabilities:   |                                 |                         |
| Future policy benefit reserves:   |                                 |                         |
| Life insurance  | \$661,534                       | 637,140                 |
| Annuities   | 44,241                          | 42,096                  |
| Accident and health   | 5,634                           | 5,910                   |
| Dividend accumulations  | 10,028                          | 9,498                   |
| Premiums paid in advance  | 25,282                          | 23,675                  |
| Policy claims payable   | 9,507                           | 10,540                  |
| Other policyholders' funds  | 8,137                           | 8,191                   |
| Total policy liabilities  | 764,363                         | 737,050                 |
| Commissions payable   | 2,564                           | 2,538                   |
| Deferred federal income tax   | 13,695                          | 9,410                   |
| Payable for securities in process of settlement   | 10,078                          | -                       |
| Warrants outstanding  | 372                             | 1,587                   |
| Other liabilities   | 9,047                           | 8,287                   |
| Total liabilities   | 800,119                         | 758,872                 |
| Commitments and contingencies (Note 8)  |                                 |                         |
| Stockholders' equity:   |                                 |                         |
| Common stock:   |                                 |                         |
| Class A, no par value, 100,000,000 shares authorized, 51,825,079 shares issued in 2011 and 51,822,497 shares issued in 2010, including shares in treasury of 3,135,738 in 2011 and 2010 | 256,720                         | 256,703                 |
| Class B, no par value, 2,000,000 shares authorized, 1,001,714 shares issued and outstanding in 2011 and 2010  | 3,184                           | 3,184                   |
| Accumulated deficit   | (17,558 )                       | (22,581 )               |
| Accumulated other comprehensive income:   |                                 |                         |
| Unrealized gains on securities, net of tax  | 9,214                           | 1,339                   |
| Treasury stock, at cost   | (11,011 )                       | (11,011 )               |
| Total stockholders' equity  | 240,549                         | 227,634                 |
| Total liabilities and stockholders' equity  | \$1,040,668                     | 986,506                 |

See accompanying notes to consolidated financial statements.

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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

Consolidated Statements of Operations  
 Three Months Ended June 30,  
 (In thousands, except share amounts)  
 (Unaudited)

|   | 2011     | 2010     |
|---|----------|----------|
| Revenues:   |          |          |
| Premiums:   |          |          |
| Life insurance  | \$38,231 | 35,085   |
| Accident and health insurance                           | 396      | 409      |
| Property insurance                                      | 1,259    | 1,182    |
| Net investment income                                   | 7,717    | 8,275    |
| Realized investment gains (losses), net                 | (13 )    | 692      |
| Decrease in fair value of warrants                      | 816      | 366      |
| Other income  | 104      | 151      |
| Total revenues  | 48,510   | 46,160   |
| Benefits and expenses:                                  |          |          |
| Insurance benefits paid or provided:                    |          |          |
| Claims and surrenders                                   | 14,905   | 15,094   |
| Increase in future policy benefit reserves              | 13,000   | 9,783    |
| Policyholders' dividends                                | 1,920    | 1,777    |
| Total insurance benefits paid or provided               | 29,825   | 26,654   |
| Commissions   | 9,930    | 9,028    |
| Other general expenses                                  | 6,919    | 7,122    |
| Capitalization of deferred policy acquisition costs     | (7,884 ) | (6,978 ) |
| Amortization of deferred policy acquisition costs       | 4,229    | 5,218    |
| Amortization of cost of customer relationships acquired | 751      | 754      |
| Total benefits and expenses                             | 43,770   | 41,798   |
| Income before federal income tax                        | 4,740    | 4,362    |
| Federal income tax expense (benefit)                    | 1,497    | 1,177    |
| Net income (loss)                                       | \$3,243  | 3,185    |
| Per Share Amounts:                                      |          |          |
| Basic earnings per share of Class A common stock        | \$0.07   | 0.07     |
| Basic earnings per share of Class B common stock        | 0.03     | 0.03     |
| Diluted earnings per share of Class A common stock      | 0.07     | 0.07     |
| Diluted earnings per share of Class B common stock      | 0.03     | 0.03     |

See accompanying notes to consolidated financial statements.

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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

Consolidated Statements of Operations  
Six Months Ended June 30,  
(In thousands, except per share amounts)  
(Unaudited)

|   | 2011      | 2010      |
|---|-----------|-----------|
| Revenues:   |           |           |
| Premiums:   |           |           |
| Life insurance  | \$73,842  | 68,681    |
| Accident and health insurance                           | 768       | 823       |
| Property insurance                                      | 2,504     | 2,362     |
| Net investment income                                   | 15,231    | 16,624    |
| Realized investment gains (losses), net                 | 6         | 751       |
| Decrease in fair value of warrants                      | 1,215     | 252       |
| Other income  | 227       | 499       |
| Total revenues  | 93,793    | 89,992    |
| Benefits and expenses:                                  |           |           |
| Insurance benefits paid or provided:                    |           |           |
| Claims and surrenders                                   | 29,784    | 30,671    |
| Increase in future policy benefit reserves              | 25,318    | 19,328    |
| Policyholders' dividends                                | 3,582     | 3,347     |
| Total insurance benefits paid or provided               | 58,684    | 53,346    |
| Commissions   | 19,002    | 17,156    |
| Other general expenses                                  | 13,529    | 13,975    |
| Capitalization of deferred policy acquisition costs     | (15,049 ) | (12,973 ) |
| Amortization of deferred policy acquisition costs       | 8,749     | 10,162    |
| Amortization of cost of customer relationships acquired | 1,405     | 1,592     |
| Total benefits and expenses                             | 86,320    | 83,258    |
| Income before federal income tax                        | 7,473     | 6,734     |
| Federal income tax expense (benefit)                    | 2,450     | 1,944     |
| Net income (loss)                                       | \$5,023   | 4,790     |
| Per Share Amounts:                                      |           |           |
| Basic earnings per share of Class A common stock        | \$0.10    | 0.10      |
| Basic earnings per share of Class B common stock        | 0.05      | 0.05      |
| Diluted earnings per share of Class A common stock      | 0.08      | 0.10      |
| Diluted earnings per share of Class B common stock      | 0.04      | 0.05      |

See accompanying notes to consolidated financial statements.



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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

Consolidated Statements of Cash Flows  
Six Months Ended June 30,  
(In thousands)  
(Unaudited)

|   | 2011      | 2010       |
|---|-----------|------------|
| Cash flows from operating activities:   |           |            |
| Net income  | \$5,023   | 4,790      |
| Adjustments to reconcile net income to net cash provided by (used in) operating activities: |           |            |
| Realized (gains) losses on sale of investments and other assets                             | (6 )      | (751 )     |
| Net deferred policy acquisition costs   | (6,300 )  | (2,811 )   |
| Amortization of cost of customer relationships acquired                                     | 1,405     | 1,592      |
| Increase (decrease) in fair value of warrants   | (1,215 )  | (252 )     |
| Depreciation  | 451       | 524        |
| Amortization of premiums and discounts on fixed maturities and short-term investments       | 2,243     | 1,377      |
| Deferred federal income tax expense (benefit)   | 45        | 27         |
| Change in:  |           |            |
| Accrued investment income   | (1,182 )  | 276        |
| Reinsurance recoverable   | 289       | 1,185      |
| Due premiums and other receivables  | 548       | 1,037      |
| Future policy benefit reserves  | 24,942    | 18,903     |
| Other policyholders' liabilities  | 1,050     | 2,833      |
| Federal income tax receivable   | 1,067     | 746        |
| Commissions payable and other liabilities   | 786       | (3,492 )   |
| Other, net  | (1,101 )  | (1,945 )   |
| Net cash provided by (used in) operating activities   | 28,045    | 24,039     |
| Cash flows from investing activities:   |           |            |
| Sale of fixed maturities, available-for-sale  | -         | 6,866      |
| Maturity and calls of fixed maturities, available-for-sale                                  | 61,186    | 86,600     |
| Maturity and calls of fixed maturities, held-to-maturity                                    | 27,000    | 51,250     |
| Purchase of fixed maturities, available-for-sale  | (51,507 ) | (105,524 ) |
| Purchase of fixed maturities, held-to-maturity  | (54,174 ) | (31,140 )  |
| Sale of equity securities, available-for-sale   | -         | 591        |
| Calls of equity securities, available-for-sale  | 432       | 50         |
| Purchase of equity securities, available-for-sale   | (1,000 )  | (136 )     |
| Principal payments on mortgage loans  | 23        | 24         |
| Increase in policy loans  | (1,334 )  | (1,877 )   |
| Sale of other long-term investments   | 3         | -          |
| Purchase of other long-term investments   | (17 )     | (261 )     |
| Purchase of property and equipment  | (1,342 )  | (1,071 )   |
| Maturity of short-term investments  | -         | 2,500      |
| Net cash provided by (used in) investing activities   | (20,730 ) | 7,872      |

See accompanying notes to consolidated financial statements.

(Continued)



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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

Consolidated Statements of Cash Flows, Continued  
Six Months Ended June 30,  
(In thousands)  
(Unaudited)

|  | 2011     | 2010     |
|--|----------|----------|
| Cash flows from financing activities:                |          |          |
| Warrants exercised                                   | \$17     | -        |
| Annuity deposits                                     | 3,162    | 2,458    |
| Annuity withdrawals                                  | (1,841 ) | (1,669 ) |
| Net cash provided by (used in) financing activities  | 1,338    | 789      |
| Net increase (decrease) in cash and cash equivalents | 8,653    | 32,700   |
| Cash and cash equivalents at beginning of year       | 49,723   | 48,625   |
| Cash and cash equivalents at end of period           | \$58,376 | 81,325   |
| Supplemental disclosures of operating activities:    |          |          |
| Cash paid during the period for income taxes         | \$1,338  | 1,171    |

## Supplemental Disclosures of Non-Cash Investing Activities:

In 2010, the Company sold a parcel of real estate and issued a mortgage loan for \$102,000.

See accompanying notes to consolidated financial statements.

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CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

Notes to Consolidated Financial Statements

June 30, 2011

(Unaudited)

(1) Financial Statements

Basis of Presentation and Consolidation

The accompanying consolidated financial statements of Citizens, Inc. and its wholly-owned subsidiaries have been prepared in conformity with U.S. generally accepted accounting principles ("U.S. GAAP").

The consolidated financial statements include the accounts and operations of Citizens, Inc. ("Citizens"), a Colorado corporation, and its wholly-owned subsidiaries, CICA Life Insurance Company of America ("CICA"), Computing Technology, Inc. ("CTI"), Insurance Investors, Inc. ("III"), Citizens National Life Insurance Company ("CNLIC"), Security Plan Life Insurance Company ("SPLIC"), and Security Plan Fire Insurance Company ("SPFIC"). Integrity Capital Corporation and Integrity Capital Life Insurance Company were merged into CICA effective April 1, 2011. All significant inter-company accounts and transactions have been eliminated. Citizens and its wholly-owned subsidiaries are collectively referred to as "the Company," "we," or "our."

The consolidated statements of financial position for June 30, 2011, the consolidated statements of operations for the three and six-month periods ended June 30, 2011 and 2010, and the consolidated statements of cash flows for the six-month period then ended have been prepared by the Company without audit. In the opinion of management, all adjustments to present fairly the financial position, results of operations, and changes in cash flows at June 30, 2011, and for comparative periods have been made.

We provide primarily life insurance policies through three of our subsidiaries - CICA, SPLIC, and CNLIC, as well as a small amount of health insurance policies through CICA and CNLIC. CICA and CNLIC issue ordinary whole-life policies, burial insurance, pre-need policies, and accident and health related policies, throughout the Midwest and southern United States. CICA also issues ordinary whole-life policies to non-U.S. residents. SPLIC offers final expense and home service life insurance in Louisiana, Arkansas and Mississippi and SPFIC, a wholly-owned subsidiary of SPLIC, writes a limited amount of property insurance in Louisiana.

CTI provides data processing systems and services, as well as furniture and equipment, to the Company. III provides aviation transportation to the Company.

The Company recorded adjustments in the first quarter of 2011 related to the reserve calculation of certain SPLIC policies as of December 31, 2010, that resulted in a pre-tax decrease in reserves of \$0.2 million. In addition, the Company utilized system-generated information to refine estimates from December 31, 2010, which resulted in a decrease of deferred acquisition costs of \$0.3 million and a reserve decrease of \$0.1 million reflected in the first quarter reporting period. The resulting net income impact totaled \$50,237 in the first three months of 2011.

Use of Estimates

The preparation of financial statements, in conformity with U.S. GAAP, requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

The most significant estimates include those used in the evaluation of other-than-temporary impairments on debt and equity securities and valuation allowances on investments, actuarially determined liabilities and assumptions, goodwill impairment, valuation allowance on deferred tax assets, and contingencies relating to litigation and regulatory matters. Certain of these estimates are particularly sensitive to market conditions, and deterioration and/or volatility in the worldwide debt or equity markets could have a material impact on the Consolidated Financial Statements.

#### Reclassification

Reclassifications have been made in the current year related to certain prior year reported amounts to provide consistent presentation. The Company recorded reclassifications related to DAC amounts capitalized and amortized to properly reflect the amount used to develop the DAC asset balance and to provide consistent presentation with the current year. We recorded increases to DAC capitalized of \$1.1 million and \$1.7 million and an increase in amortization for the same amounts for the three months ended and the first six months of 2010.

#### Significant Accounting Policies

For a description of significant accounting policies, see Note 1 of the Notes to Consolidated Financial Statements included in our 2010 Form 10-K Annual Report, which should be read in conjunction with these accompanying Consolidated Financial Statements.

#### (2) Accounting Pronouncements

##### Accounting Standards Not Yet Adopted

In October 2010, the FASB issued guidance modifying the definition of the types of costs incurred by insurance entities that can be capitalized in the acquisition of new and renewal contracts. The guidance specifies that the costs must be based on successful efforts. The guidance also specifies that advertising costs should be included as deferred acquisition costs only when the direct-response advertising accounting criteria are met. If application of the guidance would result in the capitalization of acquisition costs that had not been capitalized prior to adoption, the entity may elect not to capitalize those additional costs. The new guidance is effective for reporting periods beginning after December 15, 2011, and should be applied prospectively, with retrospective application permitted. The Company is in the process of evaluating the impact of adoption of the guidance on the results of operations and financial position.

##### Accounting Standards Recently Adopted

In December 2010, the FASB issued disclosure guidance for entities that enter into business combinations that are material. The guidance specifies that if an entity presents comparative financial statements, the entity should disclose pro forma revenue and earnings of the combined entity as though the business combination that occurred during the current year had occurred as of the beginning of the comparable prior annual reporting period only. The guidance expands the supplemental pro forma disclosures to include a description of the nature and amount of material, nonrecurring pro forma adjustments directly attributable to the business combination. The Company will apply the guidance to any business combinations entered into on or after January 1, 2011.

ASU 2011-04, "Fair Value Measurement (Topic 820) – Amendments to Achieve Common Fair Value Measurements and Disclosure Requirements in U.S. GAAP and IFRSs." ASU 2011-04 amends Topic 820, "Fair Value Measurements and Disclosures," to converge the fair value measurement guidance in U.S. generally accepted accounting principles and International Financial Reporting Standards. ASU 2011-04 clarifies the application of existing fair value measurement requirements, changes certain principles in Topic 820 and requires additional fair value disclosures. ASU 2011-04 is effective for annual periods beginning after December 15, 2011, and is not expected to have a significant impact on the Company's financial statements.

## (3) Segment Information

The Company has three reportable segments: Life Insurance, Home Service Insurance, and Other Non-Insurance enterprises. The accounting policies of the segments are in accordance with U.S. GAAP and are the same as those used in the preparation of the consolidated financial statements. The Company evaluates profit and loss performance based on U.S. GAAP income before federal income taxes for its three reportable segments.

The Company has no reportable differences between segments and consolidated operations.

|   | Three Months Ended June 30, 2011 |                        |                                 | Consolidated |
|---|----------------------------------|------------------------|---------------------------------|--------------|
|   | Life Insurance                   | Home Service Insurance | Other Non-Insurance Enterprises |              |
|   | (In thousands)                   |                        |                                 |              |
| Revenues:   |                                  |                        |                                 |              |
| Premiums  | \$29,016                         | 10,870                 | -                               | 39,886       |
| Net investment income                                   | 4,272                            | 3,275                  | 170                             | 7,717        |
| Realized investment gains (losses), net                 | 4                                | (17)                   | -                               | (13)         |
| Decrease in fair value of warrants                      | -                                | -                      | 816                             | 816          |
| Other income  | 77                               | 6                      | 21                              | 104          |
| Total revenue   | 33,369                           | 14,134                 | 1,007                           | 48,510       |
| Benefits and expenses:                                  |                                  |                        |                                 |              |
| Insurance benefits paid or provided:                    |                                  |                        |                                 |              |
| Claims and surrenders                                   | 10,456                           | 4,449                  | -                               | 14,905       |
| Increase in future policy benefit reserves              | 12,015                           | 985                    | -                               | 13,000       |
| Policyholders' dividends                                | 1,901                            | 19                     | -                               | 1,920        |
| Total insurance benefits paid or provided               | 24,372                           | 5,453                  | -                               | 29,825       |
| Commissions   | 6,058                            | 3,872                  | -                               | 9,930        |
| Other general expenses                                  | 2,999                            | 3,173                  | 747                             | 6,919        |
| Capitalization of deferred policy acquisition costs     | (6,060)                          | (1,824)                | -                               | (7,884)      |
| Amortization of deferred policy acquisition costs       | 3,772                            | 457                    | -                               | 4,229        |
| Amortization of cost of customer relationships acquired | 276                              | 475                    | -                               | 751          |
| Total benefits and expenses                             | 31,417                           | 11,606                 | 747                             | 43,770       |
| Income (loss) before income tax expense                 | \$1,952                          | 2,528                  | 260                             | 4,740        |

|   | Six Months Ended June 30, 2011 |                        |                                 | Consolidated |
|---|--------------------------------|------------------------|---------------------------------|--------------|
|   | Life Insurance                 | Home Service Insurance | Other Non-Insurance Enterprises |              |
|   | (In thousands)                 |                        |                                 |              |
| Revenues:                               |                                |                        |                                 |              |
| Premiums                                | \$55,536                       | 21,578                 | -                               | 77,114       |
| Net investment income                   | 8,353                          | 6,512                  | 366                             | 15,231       |
| Realized investment gains (losses), net | 4                              | 2                      | -                               | 6            |
| Decrease in fair value of warrants      | -                              | -                      | 1,215                           | 1,215        |
| Other income                            | 164                            | 14                     | 49                              | 227          |
| Total revenue                           | 64,057                         | 28,106                 | 1,630                           | 93,793       |

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Benefits and expenses:

| Insurance benefits paid or provided:                    |           |          |       |           |
|---|-----------|----------|-------|-----------|
| Claims and surrenders                                   | 19,857    | 9,927    | -     | 29,784    |
| Increase in future policy benefit reserves              | 23,824    | 1,494    | -     | 25,318    |
| Policyholders' dividends                                | 3,544     | 38       | -     | 3,582     |
| Total insurance benefits paid or provided               | 47,225    | 11,459   | -     | 58,684    |
| Commissions   | 11,400    | 7,602    | -     | 19,002    |
| Other general expenses                                  | 5,953     | 6,255    | 1,321 | 13,529    |
| Capitalization of deferred policy acquisition costs     | (11,487 ) | (3,562 ) | -     | (15,049 ) |
| Amortization of deferred policy acquisition costs       | 7,610     | 1,139    | -     | 8,749     |
| Amortization of cost of customer relationships acquired | 499       | 906      | -     | 1,405     |
| Total benefits and expenses                             | 61,200    | 23,799   | 1,321 | 86,320    |
| Income (loss) before income tax expense                 | \$2,857   | 4,307    | 309   | 7,473     |

Three Months Ended June 30, 2010

|   | Life<br>Insurance | Home<br>Service<br>Insurance | Other<br>Non-Insurance<br>Enterprises | Consolidated |
|---|-------------------|------------------------------|---------------------------------------|--------------|
| (In thousands)                          |                   |                              |                                       |              |
| Revenues:                               |                   |                              |                                       |              |
| Premiums                                | \$26,081          | 10,595                       | -                                     | 36,676       |
| Net investment income                   | 4,635             | 3,475                        | 165                                   | 8,275        |
| Realized investment gains (losses), net | 144               | 548                          | -                                     | 692          |
| Decrease in fair value of warrants      | -                 | -                            | 366                                   | 366          |
| Other income                            | 132               | 4                            | 15                                    | 151          |
| Total revenue                           | 30,992            | 14,622                       | 546                                   | 46,160       |

Benefits and expenses:

| Insurance benefits paid or provided:                    |          |          |        |          |
|---|----------|----------|--------|----------|
| Claims and surrenders                                   | 10,247   | 4,847    | -      | 15,094   |
| Increase in future policy benefit reserves              | 8,773    | 1,010    | -      | 9,783    |
| Policyholders' dividends                                | 1,760    | 17       | -      | 1,777    |
| Total insurance benefits paid or provided               | 20,780   | 5,874    | -      | 26,654   |
| Commissions   | 5,239    | 3,789    | -      | 9,028    |
| Other general expenses                                  | 2,654    | 3,794    | 674    | 7,122    |
| Capitalization of deferred policy acquisition costs     | (5,219 ) | (1,759 ) | -      | (6,978 ) |
| Amortization of deferred policy acquisition costs       | 5,001    | 217      | -      | 5,218    |
| Amortization of cost of customer relationships acquired | 275      | 479      | -      | 754      |
| Total benefits and expenses                             | 28,730   | 12,394   | 674    | 41,798   |
| Income (loss) before income tax expense                 | \$2,262  | 2,228    | (128 ) | 4,362    |

Six Months Ended June 30, 2010

|                       | Life<br>Insurance | Home<br>Service<br>Insurance | Other<br>Non-Insurance<br>Enterprises | Consolidated |
|-----------------------|-------------------|------------------------------|---------------------------------------|--------------|
| (In thousands)        |                   |                              |                                       |              |
| Revenues:             |                   |                              |                                       |              |
| Premiums              | \$50,850          | 21,016                       | -                                     | 71,866       |
| Net investment income | 9,346             | 7,007                        | 271                                   | 16,624       |

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|   |          |          |        |           |
|---|----------|----------|--------|-----------|
| Realized investment gains (losses), net                 | 115      | 681      | (45 )  | 751       |
| Decrease in fair value of warrants                      | -        | -        | 252    | 252       |
| Other income  | 409      | 53       | 37     | 499       |
| Total revenue   | 60,720   | 28,757   | 515    | 89,992    |
| Benefits and expenses:                                  |          |          |        |           |
| Insurance benefits paid or provided:                    |          |          |        |           |
| Claims and surrenders                                   | 20,146   | 10,525   | -      | 30,671    |
| Increase in future policy benefit reserves              | 17,435   | 1,893    | -      | 19,328    |
| Policyholders' dividends                                | 3,302    | 45       | -      | 3,347     |
| Total insurance benefits paid or provided               | 40,883   | 12,463   | -      | 53,346    |
| Commissions   | 9,744    | 7,412    | -      | 17,156    |
| Other general expenses                                  | 5,631    | 7,435    | 909    | 13,975    |
| Capitalization of deferred policy acquisition costs     | (9,683 ) | (3,290 ) | -      | (12,973 ) |
| Amortization of deferred policy acquisition costs       | 9,660    | 502      | -      | 10,162    |
| Amortization of cost of customer relationships acquired | 605      | 987      | -      | 1,592     |
| Total benefits and expenses                             | 56,840   | 25,509   | 909    | 83,258    |
| Income (loss) before income tax expense                 | \$3,880  | 3,248    | (394 ) | 6,734     |

(4) Total Comprehensive Income

|   | Three Months Ended June |          | Six Months Ended June |          |
|---|-------------------------|----------|-----------------------|----------|
|   | 30,                     | 30,      | 30,                   | 30,      |
|   | 2011                    | 2010     | 2011                  | 2010     |
|   | (In thousands)          |          |                       |          |
| Net income (loss)   | \$3,243                 | 3,185    | 5,023                 | 4,790    |
| Other comprehensive income (loss) net of effects of deferred acquisition costs and taxes: |                         |          |                       |          |
| Unrealized gains (losses) on available-for-sale securities                                | 10,508                  | 3,815    | 12,115                | 10,266   |
| Tax (expense) benefit   | (3,678 )                | (2,646 ) | (4,240 )              | (4,435 ) |
| Other comprehensive income (loss)   | 6,830                   | 1,169    | 7,875                 | 5,831    |
| Total comprehensive income (loss)   | \$10,073                | 4,354    | 12,898                | 10,621   |



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(Unaudited)

## (5) Earnings Per Share

The following tables set forth the computation of basic and diluted earnings per share.

|  | Three Months Ended June<br>30,              |        |
|--|---|--------|
|  | 2011  | 2010   |
|  | (In thousands,<br>except per share amounts) |        |
| Basic and diluted earnings per share:                              |   |        |
| Numerator:   |   |        |
| Net income   | \$3,243                                     | 3,185  |
| Net income allocated to Class A common stock                       | \$3,210                                     | 3,153  |
| Net income allocated to Class B common stock                       | 33  | 32     |
| Net income available to common stockholders                        | \$3,243                                     | 3,185  |
| Denominator:   |   |        |
| Weighted average shares of Class A outstanding - basic and diluted | 48,689                                      | 48,687 |
| Weighted average shares of Class B outstanding - basic and diluted | 1,002                                       | 1,002  |
| Basic and diluted earnings per share of Class A common stock       | \$0.07                                      | 0.07   |
| Basic and diluted earnings per share of Class B common stock       | 0.03  | 0.03   |
|  |   |        |
|  | Six Months Ended June<br>30,                |        |
|  | 2011  | 2010   |
|  | (In thousands,<br>except per share amounts) |        |
| Basic and diluted earnings per share:                              |   |        |
| Numerator:   |   |        |
| Net income   | \$5,023                                     | 4,790  |
| Net income allocated to Class A common stock                       | \$4,972                                     | 4,741  |
| Net income allocated to Class B common stock                       | 51  | 49     |
| Net income available to common stockholders                        | \$5,023                                     | 4,790  |
| Denominator:   |   |        |
| Weighted average shares of Class A outstanding - basic             | 48,688                                      | 48,687 |
| Weighted average shares of Class A outstanding - diluted           | 48,704                                      | 48,687 |
| Weighted average shares of Class B outstanding - basic and diluted | 1,002                                       | 1,002  |
| Basic earnings per share of Class A common stock                   | \$0.10                                      | 0.10   |
| Basic earnings per share of Class B common stock                   | 0.05  | 0.05   |
| Diluted earnings per share of Class A common stock                 | 0.08  | 0.10   |

|  |      |      |
|--|------|------|
| Diluted earnings per share of Class B common stock | 0.04 | 0.05 |
|--|------|------|

The diluted earnings per share calculation has assumptions regarding the exercise of the warrants issued to investors of the Class A-1 and A-2 preferred stock. For the three months ended June 30, 2011, the calculation assumes the issue of 1,282 additional shares, causing a reduction in net income of \$35,000 as those shares would no longer be outstanding. The calculation produces no change in earnings per share. The calculation for the six months ended June 30, 2011, assumes the issue of 16,173 additional shares with a reduction in net income of \$1.1 million. This calculation results in dilution of \$0.02 per share of Class A common stock and \$0.01 per share of Class B common stock for earnings per share of \$0.08 per share of Class A common stock and \$0.04 per share of Class B common stock.

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## (6) Investments

The Company invests primarily in fixed maturity securities, which totaled 84.1% of total investments and cash and cash equivalents at June 30, 2011.

|  | June 30, 2011                    |                           | December 31, 2010                |                           |
|--|----------------------------------|---------------------------|----------------------------------|---------------------------|
|  | Carrying Value<br>(In thousands) | % of Total Carrying Value | Carrying Value<br>(In thousands) | % of Total Carrying Value |
| Fixed maturity securities                    | \$692,852                        | 84.1                      | \$655,969                        | 84.6                      |
| Equity securities                            | 24,593                           | 3.0                       | 23,304                           | 3.0                       |
| Mortgage loans                               | 1,466                            | 0.2                       | 1,489                            | 0.2                       |
| Policy loans                                 | 36,919                           | 4.5                       | 35,585                           | 4.6                       |
| Real estate                                  | 9,152                            | 1.1                       | 9,200                            | 1.2                       |
| Other long-term investments                  | 144                              | -                         | 148                              | -                         |
| Cash and cash equivalents                    | 58,376                           | 7.1                       | 49,723                           | 6.4                       |
| Total cash, cash equivalents and investments | \$823,502                        | 100.0                     | \$775,418                        | 100.0                     |

Cash balances fluctuate as excess available funds are pending investment into fixed maturity securities.

The following tables represent gross unrealized gains and losses for fixed maturities and equity securities as of the periods indicated.

|  | Cost or Amortized Cost | June 30, 2011          |                         | Fair Value |
|--|------------------------|------------------------|-------------------------|------------|
|  |                        | Gross Unrealized Gains | Gross Unrealized Losses |            |
| (In thousands)   |                        |                        |                         |            |
| Fixed maturities available-for-sale:                                 |                        |                        |                         |            |
| U.S. Treasury securities   | \$10,455               | 2,040                  | -                       | 12,495     |
| U.S. Government-sponsored enterprises                                | 262,470                | 696                    | 2,850                   | 260,316    |
| States of the United States and political subdivisions of the states | 132,740                | 3,104                  | 2,701                   | 133,143    |
| Foreign governments  | 105                    | 28                     | -                       | 133        |
| Corporate  | 158,250                | 8,860                  | 782                     | 166,328    |
| Securities not due at a single maturity date                         | 10,074                 | 632                    | 13                      | 10,693     |
| Total fixed maturities available-for-sale                            | 574,094                | 15,360                 | 6,346                   | 583,108    |
| Fixed maturities held-to-maturity                                    |                        |                        |                         |            |
| U.S. Government-sponsored enterprises                                | 80,734                 | 206                    | 779                     | 80,161     |
|  | 29,010                 | 3                      | 566                     | 28,447     |

| States of the United States and political subdivisions of the states |           |        |       |         |
|--|-----------|--------|-------|---------|
| Total fixed maturities held-to-maturity                              | 109,744   | 209    | 1,345 | 108,608 |
| Total fixed maturities   | \$683,838 | 15,569 | 7,691 | 691,716 |
| Total equity securities  | \$20,551  | 4,042  | -     | 24,593  |

|  | Cost or Amortized Cost | December 31, 2010      |                         | Fair Value |
|--|------------------------|------------------------|-------------------------|------------|
|  |                        | Gross Unrealized Gains | Gross Unrealized Losses |            |
| (In thousands)   |                        |                        |                         |            |
| Fixed maturities available-for-sale:                                 |                        |                        |                         |            |
| U.S. Treasury securities   | \$10,908               | 1,917                  | -                       | 12,825     |
| U.S. Government-sponsored enterprises                                | 290,904                | 441                    | 6,390                   | 284,955    |
| States of the United States and political subdivisions of the states |                        |                        |                         |            |
| Foreign governments  | 107,214                | 539                    | 6,034                   | 101,719    |
| Corporate  | 106                    | 26                     | -                       | 132        |
| Securities not due at a single maturity date                         | 155,277                | 7,237                  | 1,216                   | 161,298    |
| Total fixed maturities available-for-sale                            | 14,003                 | 833                    | 28                      | 14,808     |
|  | 578,412                | 10,993                 | 13,668                  | 575,737    |

|                                       |           |        |        |         |
|---------------------------------------|-----------|--------|--------|---------|
| Fixed maturities held-to-maturity     |           |        |        |         |
| U.S. Government-sponsored enterprises | 80,232    | 272    | 1,401  | 79,103  |
| Total fixed maturities                | \$658,644 | 11,265 | 15,069 | 654,840 |
| Total equity securities               | \$19,844  | 3,460  | -      | 23,304  |

Almost 92% or \$9.2 million of the Company's mortgage-backed security holdings, based on amortized cost, totaling \$10.1 million are residential U.S. Government-sponsored issues. Mortgage-backed securities are also referred to as securities not due at a single maturity date throughout this report. The majority of the Company's equity securities are diversified mutual funds.

#### Valuation of Investments in Fixed Maturity and Equity Securities

The Company monitors all debt and equity securities on an on-going basis relative to changes in credit ratings, market prices, earnings trends and financial performance, in addition to specific region or industry reviews. The assessment of whether impairments have occurred is based on a case-by-case evaluation of underlying reasons for the decline in fair value. The Company determines other-than-temporary impairment by reviewing relevant evidence related to the specific security issuer as well as the Company's intent to sell the security, or if it is more likely than not that the Company would be required to sell a security before recovery of its amortized cost.

When an other-than-temporary impairment has occurred, the amount of the other-than-temporary impairment recognized in earnings depends on whether the Company intends to sell the security or more likely than not will be required to sell the security before recovery of its amortized cost basis. If the Company intends to sell the security or more likely than not will be required to sell the security before recovery of its amortized cost basis, the other-than-temporary impairment is recognized in earnings equal to the entire difference between the investment's cost and its fair value at the balance sheet date. If the Company does not intend to sell the security and it is not more likely than not that the Company will be required to sell the security before recovery of its amortized cost basis, the other-than-temporary impairment is separated into the following: a) the amount representing the credit loss, and b) the amount related to all other factors. The amount of the total other-than-temporary impairment related to the credit loss is recognized in earnings. The amount of the total other-than-temporary impairment recognized in earnings

becomes the new amortized cost basis of the investment. The new amortized cost basis is not adjusted for subsequent recoveries in fair value.

The Company evaluates whether a credit impairment exists for debt securities by considering primarily the following factors: (a) changes in the financial condition of the security's underlying collateral, (b) whether the issuer is current on contractually obligated interest and principal payments, (c) changes in the financial condition, credit rating and near-term prospects of the issuer, (d) the extent to which the fair value has been less than the amortized cost of the security, and (e) the payment structure of the security. The Company's best estimate of expected future cash flows used to determine the credit loss amount is a quantitative and qualitative process. Quantitative review includes information received from third party sources such as financial statements, pricing and rating changes, liquidity and other statistical information. Qualitative factors include judgments related to business strategies, economic impacts on the issuers and overall judgment related to estimates and industry factors. The Company's best estimate of future cash flows involves assumptions including, but not limited to, various performance indicators, such as historical and projected default and recovery rates, credit ratings, and current delinquency rates. These assumptions require the use of significant management judgment and include the probability of issuer default and estimates regarding timing and amount of expected recoveries, which may include estimating the underlying collateral value. In addition, projections of expected future debt security cash flows may change based upon new information regarding the performance of the issuer.

The primary factors considered in evaluating whether an impairment exists for an equity security include, but are not limited to: (a) the length of time and the extent to which the fair value has been less than the cost of the security, (b) changes in the financial condition, credit rating and near-term prospects of the issuer, (c) whether the issuer is current on contractually obligated payments, and (d) the intent and ability of the Company to retain the investment for a period of time sufficient to allow for recovery.

The Company did not recognize any other-than-temporary impairments ("OTTI") during the six months ended June 30, 2011, and June 30, 2010.

The tables below present the fair values and gross unrealized losses of fixed maturities and equity securities that have remained in a continuous unrealized loss position for the periods indicated.

|  | June 30, 2011                              |                   |                 |                        |                   |                 |            |                   |                 |
|--|--|-------------------|-----------------|------------------------|-------------------|-----------------|------------|-------------------|-----------------|
|  | Less than 12 months                        |                   |                 | Greater than 12 months |                   |                 | Total      |                   |                 |
|  | Fair Value                                 | Unrealized Losses | # of Securities | Fair Value             | Unrealized Losses | # of Securities | Fair Value | Unrealized Losses | # of Securities |
|  | (In thousands, except for # of securities) |                   |                 |                        |                   |                 |            |                   |                 |
| Available-for-sale securities:                         |  |                   |                 |                        |                   |                 |            |                   |                 |
| U.S. Treasury securities                               | \$ -                                       | -                 | -               | -                      | -                 | -               | -          | -                 | -               |
| U.S. Government-sponsored enterprises                  | 183,732                                    | 2,850             | 131             | -                      | -                 | -               | 183,732    | 2,850             | 131             |
| Securities issued by states and political subdivisions | 25,695                                     | 454               | 24              | 10,139                 | 2,247             | 8               | 35,834     | 2,701             | 32              |
| Corporate  | 14,754                                     | 486               | 13              | 6,157                  | 296               | 5               | 20,911     | 782               | 18              |
| Securities not due at a single maturity date           | -  | -                 | -               | 187                    | 13                | 4               | 187        | 13                | 4               |
| Total available-for-sale securities                    | 224,181                                    | 3,790             | 168             | 16,483                 | 2,556             | 17              | 240,664    | 6,346             | 185             |

| Held to-maturity securities:                           |            |       |     |        |       |    |         |       |     |
|--|------------|-------|-----|--------|-------|----|---------|-------|-----|
| U.S.   |            |       |     |        |       |    |         |       |     |
| Government-sponsored enterprises                       | 58,920     | 779   | 28  | -      | -     | -  | 58,920  | 779   | 28  |
| Securities issued by states and political subdivisions | 26,979     | 566   | 22  | -      | -     | -  | 26,979  | 566   | 22  |
| Total held-to-maturity securities                      | 85,899     | 1,345 | 50  | -      | -     | -  | 85,899  | 1,345 | 50  |
| Total fixed maturities                                 | \$ 310,080 | 5,135 | 218 | 16,483 | 2,556 | 17 | 326,563 | 7,691 | 235 |

| December 31, 2010                          |                   |                 |                        |                   |                 |            |                   |                 |  |
|--|-------------------|-----------------|------------------------|-------------------|-----------------|------------|-------------------|-----------------|--|
| Less than 12 months                        |                   |                 | Greater than 12 months |                   |                 | Total      |                   |                 |  |
| Fair Value                                 | Unrealized Losses | # of Securities | Fair Value             | Unrealized Losses | # of Securities | Fair Value | Unrealized Losses | # of Securities |  |
| (In thousands, except for # of securities) |                   |                 |                        |                   |                 |            |                   |                 |  |

| Available-for-sale securities:                         |            |        |     |        |       |    |         |        |     |
|--|------------|--------|-----|--------|-------|----|---------|--------|-----|
| U.S.   |            |        |     |        |       |    |         |        |     |
| Government-sponsored enterprises                       | \$ 234,994 | 6,390  | 170 | -      | -     | -  | 234,994 | 6,390  | 170 |
| Securities issued by states and political subdivisions | 66,836     | 3,270  | 60  | 9,626  | 2,764 | 8  | 76,462  | 6,034  | 68  |
| Corporate  | 28,072     | 1,040  | 21  | 2,443  | 176   | 7  | 30,515  | 1,216  | 28  |
| Securities not due at a single maturity date           | 569        | 8      | 2   | 201    | 20    | 5  | 770     | 28     | 7   |
| Total available-for-sale securities                    | 330,471    | 10,708 | 253 | 12,270 | 2,960 | 20 | 342,741 | 13,668 | 273 |
| Held to-maturity securities:                           |            |        |     |        |       |    |         |        |     |
| U.S.   |            |        |     |        |       |    |         |        |     |
| Government-sponsored enterprises                       | 45,699     | 1,401  | 18  | -      | -     | -  | 45,699  | 1,401  | 18  |
| Total fixed maturities                                 | \$ 376,170 | 12,109 | 271 | 12,270 | 2,960 | 20 | 388,440 | 15,069 | 291 |

As of June 30, 2011 and December 31, 2010, there were no unrealized losses on the Company's equity securities.

As of June 30, 2011, the Company had 17 available-for-sale securities in an unrealized loss position for greater than 12 months, which were municipal, corporate and mortgage-backed securities. The Company has reviewed these securities and determined that no other-than-temporary impairment exists based on our evaluations of the credit worthiness of the issuers and due to the fact that we do not intend to sell the investments, nor is it likely that we would be required to sell these investments before recovery of their amortized cost bases, which may be maturity.

The amortized cost and fair value of fixed maturity securities at June 30, 2011 by contractual maturity are shown below. Actual maturities may differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties. The Company has experienced significant issuer calls over the past two years as a result of the declining interest rate environment.

|  | June 30, 2011  |            |
|--|----------------|------------|
|  | Amortized Cost | Fair Value |
|  | (In thousands) |            |
| Available-for-sale securities:               |                |            |
| Due in one year or less                      | \$4,770        | 4,919      |
| Due after one year through five years        | 34,212         | 36,045     |
| Due after five years through ten years       | 116,642        | 120,342    |
| Due after ten years                          | 408,396        | 411,109    |
| Total available-for-sale securities          | 564,020        | 572,415    |
| Held-to-maturity securities:                 |                |            |
| Due after five years through ten years       | 16,889         | 16,596     |
| Due after ten years                          | 92,855         | 92,012     |
| Total held-to-maturity securities            | 109,744        | 108,608    |
| Securities not due at a single maturity date | 10,074         | 10,693     |
| Total fixed maturities                       | \$683,838      | 691,716    |

The securities not due at a single maturity date are primarily mortgage-backed obligations of U.S. Government-sponsored enterprises and corporate securities.

The Company uses the specific identification method to determine the cost basis used in the calculation of realized gains and losses related to security sales. Proceeds and gross realized gains from sales of securities for the three and six months ended June 30, 2011 and 2010 are summarized as follows.

|                      | Fixed Maturities Available-for-Sale |       |                           |       | Equity Securities           |      |                           |      |
|----------------------|-------------------------------------|-------|---------------------------|-------|-----------------------------|------|---------------------------|------|
|                      | Three Months Ended June 30,         |       | Six Months Ended June 30, |       | Three Months Ended June 30, |      | Six Months Ended June 30, |      |
|                      | 2011                                | 2010  | 2011                      | 2010  | 2011                        | 2010 | 2011                      | 2010 |
|                      | (In thousands)                      |       |                           |       |                             |      |                           |      |
| Proceeds             | \$-                                 | 4,740 | -                         | 6,866 | -                           | 487  | -                         | 591  |
| Gross realized gains | \$-                                 | 615   | -                         | 742   | -                           | 141  | -                         | 166  |

No securities were sold for realized losses for the periods reported and there were no securities sold from the held-to-maturity portfolio during the three and six months ended June 30, 2011 and 2010.

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(7) Fair Value Measurements

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. We hold available-for-sale fixed maturity securities and equity securities, which are carried at fair value.

Fair value measurements are generally based upon observable and unobservable inputs. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect our view of market assumptions in the absence of observable market information. We utilize valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs. All assets and liabilities carried at fair value are required to be classified and disclosed in one of the following three categories:

- Level 1 - Quoted prices for identical instruments in active markets.
- Level 2 - Quoted prices for similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active; and model-derived valuations whose inputs or whose significant value drivers are observable.
- Level 3 - Instruments whose significant value drivers are unobservable.

Level 1 primarily consists of financial instruments whose value is based on quoted market prices such as U.S. Treasury securities and actively traded stock and mutual fund investments.

Level 2 includes those financial instruments that are valued by independent pricing services or broker quotes. These models are primarily industry-standard models that consider various inputs, such as interest rates, credit spreads and foreign exchange rates for the underlying financial instruments. All significant inputs are observable, or derived from observable information in the marketplace or are supported by observable levels at which transactions are executed in the marketplace. Financial instruments in this category primarily include corporate fixed maturity securities, U.S. Government-sponsored enterprise securities, municipal securities and certain mortgage and asset-backed securities.

Level 3 is comprised of financial instruments whose fair value is estimated based on non-binding broker prices utilizing significant inputs not based on or corroborated by readily available market information. This category consists of two private placement mortgage-backed securities where we cannot corroborate the significant valuation inputs with market observable data.

The following tables set forth our assets and liabilities that are measured at fair value on a recurring basis as of the dates indicated.

|                                      | June 30, 2011  |         |         | Total      |
|--------------------------------------|----------------|---------|---------|------------|
|                                      | Level 1        | Level 2 | Level 3 | Fair Value |
|                                      | (In thousands) |         |         |            |
| Financial assets:                    |                |         |         |            |
| Fixed maturities available-for-sale: |                |         |         |            |





|  |        |       |
|--|--------|-------|
| Balance at beginning of period         | \$ 519 | 577   |
| Total realized and unrealized losses:  |        |       |
| Included in net income                 | -      | -     |
| Included in other comprehensive income | -      | (2 )  |
| Principal paydowns                     | (36 )  | (28 ) |
| Transfer in and (out) of Level 3       | -      | -     |
| Balance at end of period               | \$ 483 | 547   |

We review the fair value hierarchy classifications each reporting period. Changes in the observability of the valuation attributes may result in a reclassification of certain financial assets. Such reclassifications are reported as transfers in and out of Level 3 at the beginning fair value for the reporting period in which the changes occur.

(Unaudited)

#### Financial Instruments not Carried at Fair Value

Estimates of fair values are made at a specific point in time, based on relevant market prices and information about the financial instruments. The estimated fair values of financial instruments presented below are not necessarily indicative of the amounts the Company might realize in actual market transactions.

The carrying amount and fair value for the financial assets and liabilities on the consolidated balance sheets not otherwise disclosed for the periods indicated are as follows:

|                                    | June 30, 2011  |            | December 31, 2010 |            |
|------------------------------------|----------------|------------|-------------------|------------|
|                                    | Carrying Value | Fair Value | Carrying Value    | Fair Value |
|                                    | (In thousands) |            |                   |            |
| Financial assets:                  |                |            |                   |            |
| Fixed maturities, held-to-maturity | \$ 109,744     | 108,608    | 80,232            | 79,103     |
| Mortgage loans                     | 1,466          | 1,407      | 1,489             | 1,433      |
| Policy loans                       | 36,919         | 36,919     | 35,585            | 35,585     |
| Cash and cash equivalents          | 58,376         | 58,376     | 49,723            | 49,723     |
| Financial liabilities:             |                |            |                   |            |
| Annuities                          | 44,241         | 40,084     | 42,096            | 38,619     |

Fair values for fixed income securities are based on quoted market prices. In cases where quoted market prices are not available, fair values are based on estimates using present value or other assumptions, including the discount rate and estimates of future cash flows.

Mortgage loans are secured principally by residential and commercial properties. Weighted average interest rates for these loans were approximately 6.7% per year as of June 30, 2011 and December 31, 2010, with maturities ranging from one to thirty years. Fair value is estimated using a discount rate of 6.25% applied to current cash flows projected.

Policy loans have a weighted average annual interest rate of 7.7% as of June 30, 2011 and December 31, 2010, respectively, and have no specified maturity dates. The aggregate fair value of policy loans approximates the carrying value reflected on the consolidated balance sheet. These loans typically carry an interest rate that is at or above the crediting rate applied to the related policy and contract reserves. Policy loans are an integral part of the life insurance policies we have in force and cannot be valued separately and are not marketable; therefore, the fair value of policy loans approximates the carrying value.

The fair value of the Company's liabilities under annuity contract policies was estimated at June 30, 2011, using discounted cash flows. The fair value of liabilities under all insurance contracts are taken into consideration in the overall management of interest rate risk, which seeks to minimize exposure to changing interest rates through the matching of investment maturities with amounts due under insurance contracts.

(8) Legal Proceedings

We are a defendant in a lawsuit filed on August 6, 1999, in the Texas District Court, Austin, Texas, now styled *Delia Bolanos Andrade, et al., Plaintiffs, v. Citizens Insurance Company of America, et al., Defendants* in which a class was originally certified by the trial court and reversed by the Texas Supreme Court in 2007 with an order to the trial court to conduct further proceedings consistent with its ruling. The underlying lawsuit alleged that certain life insurance policies CICA made available to non-U.S. residents, when combined with a policy feature that allowed certain cash benefits to be assigned to two non-U.S. trusts for the purpose of accumulating ownership of our Class A common stock, along with allowing the policyholders to make additional contributions to the trusts, were actually offers and sales of securities that occurred in Texas by unregistered dealers in violation of the Texas securities laws. The remedy sought was rescission and return of the insurance premium payments. On December 9, 2009, the trial court denied the recertification of the class after conducting additional proceedings in accordance with the Texas Supreme Court's ruling. The remaining plaintiffs must now proceed individually, and not as a class, if they intend to pursue their cases against us. We intend to maintain a vigorous defense in any remaining proceedings.

SPFIC is vigorously defending a number of matters in various stages of development filed in the aftermath of Hurricane Katrina, including a number of individual lawsuits that are immaterial to the companies financial statements and a statewide putative class action in Louisiana styled *The State of Louisiana v. AAA Insurance, or Road Home Litigation*, ("Road Home Litigation"), which was filed in the Civil District Court for the Parish of Orleans on August 23, 2007. The Louisiana Attorney General filed the Road Home Litigation, in part, as a putative class action lawsuit in state court against SPFIC and approximately 200 other insurers on behalf of Road Home fund recipients alleging that the insurers have failed to pay all damages owed under their policies. The insurers removed the matter to federal court. The district court denied plaintiffs' first motion to remand the matter to state court and the U.S. Court of Appeals for the Fifth Circuit ("Fifth Circuit") affirmed that ruling. The defendants filed a motion to dismiss and the plaintiffs filed a second motion to remand the claims involving a Road Home subrogation agreement. In March 2009, the district court denied the State's second request that its claims be remanded to state court. As for the defendant insurers' motion, the judge granted it in part and denied it in part in April 2009. Dismissal of all of the extra-contractual claims, including the bad faith and breach of fiduciary duty claims, was granted. Dismissal also was granted of all claims based on the Valued Policy Law and all flood loss claims based on the levee breaches finding that the insurers flood exclusions precluded coverage. The dismissal of those claims was not appealed. After these dismissals were granted, the remaining claims were for breach of contract and for declaratory relief on the alleged underpayment of claims by the insurers. Due to these rulings and the strength of SPFIC's defenses to the remaining claims, SPFIC no longer believed an adverse ruling in the Road Home Litigation would have a material impact on its financial statements. We reported this opinion in our 2009 Form 10-K. Consequently, subsequent 10-Q's and the 2010 Form 10-K no longer discussed the Road Home Litigation.

On July 20, 2011, the Fifth Circuit ruled there was no public policy which precludes an anti-assignment clause from applying to post loss assignments, but the language of the anti-assignment language must be evaluated on a policy by policy basis. We now anticipate the State will vigorously pursue the matter in the district court and are uncertain as to the impact a case by case analysis of claims will have on SPFIC. SPFIC intends to maintain a vigorous defense in any remaining proceedings.

In addition to the legal proceeding described above, we may from time to time be subject to a variety of legal and regulatory actions relating to our future, current and past business operations, including, but not limited to:

- disputes over insurance coverage or claims adjudication;

- regulatory compliance with insurance and securities laws in the United States and in foreign countries;
- disputes with our marketing firms, consultants and employee agents over compensation and termination of contracts and related claims;
  - disputes regarding our tax liabilities;
  - disputes relative to reinsurance and coinsurance agreements; and
  - disputes relating to businesses acquired and operated by us.

In the absence of countervailing considerations, we would expect to defend any such claims vigorously. However, in doing so, we could incur significant defense costs, including not only attorneys' fees and other direct litigation costs, but also the expenditure of substantial amounts of management time that otherwise would be devoted to our business. If we suffer an adverse judgment as a result of any claim, it could have a material adverse effect on our business, results of operations and financial condition.

(9) Convertible Preferred Stock

In July 2004, the Company completed a private placement of Series A-1 Convertible Preferred Stock ("Series A-1 Preferred") to four unaffiliated institutional investors. The investors were also issued unit warrants to purchase Series A-2 Convertible Preferred Stock. In 2005, three of the four investors exercised their right to purchase the Series A-2 Convertible Preferred Stock. We also issued to the investors warrants to purchase shares of our Class A common stock at various exercise prices that range from \$6.72 to \$7.93, with most of them striking at \$6.95. The conversion, exercise and redemption prices, along with the number of shares and warrants, were adjusted for stock dividends paid on December 31, 2004 and 2005.

On July 13, 2009, the Company converted all of its outstanding Series A-1 and Series A-2 Convertible Preferred Stock into Class A common shares in accordance with the mandatory redemption provision of the preferred shareholder agreement dated July 12, 2004. The total amount of Class A common shares issued as part of the conversion was 1,706,682, inclusive of pro rata dividends due through the conversion date. Warrants to purchase shares of Class A common stock are still outstanding until July 2011 and 2012.

There are outstanding warrants to purchase the Company's stock at prices ranging from \$6.72 to \$7.93, which were issued to investors of the Class A-1 and A-2 preferred stock.

| Warrants Outstanding | As of June 30, 2011 |              | Fair Value<br>(In thousands) |
|----------------------|---------------------|--------------|------------------------------|
|                      | Expiration Date     | Strike Price |                              |
| 1,022,471            | 7/12/11             | \$ 6.95      | \$ 174                       |
| 63,961               | 7/12/12             | 6.72         | 83                           |
| 55,963               | 9/30/12             | 7.93         | 57                           |
| 56,463               | 10/6/12             | 7.86         | 58                           |
| 1,198,858            |                     |              | \$ 372                       |

The fair value of the warrants is calculated using the Black-Scholes option pricing model and is classified as a liability on the balance sheet in the amount of \$0.4 million and \$1.6 million at June 30, 2011, and December 31, 2010, respectively. The change in fair value of warrants is reported as a component of revenue in the income statement. The change in fair value of warrants for the six months ended June 30 caused an increase in revenues of \$1.2 million and \$0.3 million in 2011 and 2010, respectively.

On July 12, 2011, 255,216 warrant shares were exercised for cash totaling \$1.8 million. The remaining shares were exercised by a cashless provision that resulted in the issuance of 1,989 Class A shares by the Company to the warrant

holders.

(10) Income Taxes

The effective tax rate was 31.6% and 27.0% for the second quarter of 2011 and 2010, respectively, and 32.8% and 28.9% for the six months ended June 30, 2011 and 2010, respectively. In 2011 and 2010, rates were lower than the statutory rate of 35%, primarily due to gains and losses from the change in fair value of outstanding warrants for the purchase of Class A common stock. The change in fair value of outstanding warrants, which is not taxable, resulted in an increase to income, as previously noted, of \$1.2 million and \$252,000 for the six months ended June 30, 2011 and 2010, respectively.

(11) Related Party Transactions

The Company previously filed a plan of merger with the Departments of Insurance of Colorado and Indiana related to the planned merger of Integrity Capital Corporation and the merger of the down-line subsidiary Integrity Capital Insurance Company into CICA. The Company received approval from the respective state insurance departments to merge Integrity Capital Insurance Company into CICA as of April 1, 2011. The capital contribution did not impact the overall consolidated financial position or results of operations of the Company. However, the Company does anticipate the elimination of duplicative overhead and annual regulatory reporting expenses. Integrity Capital Corporation and Integrity Capital Insurance Company were merged into CICA as of April 1, 2011.

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CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

June 30, 2011

Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

FORWARD-LOOKING STATEMENTS

Certain statements contained in this Quarterly Report on Form 10-Q are not statements of historical fact and constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act (the "Act"), including, without limitation, statements specifically identified as forward-looking statements within this document. Many of these statements contain risk factors as well. In addition, certain statements in future filings by the Company with the Securities and Exchange Commission, in press releases, and in oral and written statements made by us or with the approval of the Company, which are not statements of historical fact, constitute forward-looking statements within the meaning of the Act. Examples of forward-looking statements include, but are not limited to: (i) projections of revenues, income or loss, earnings or loss per share, the payment or non-payment of dividends, capital structure, and other financial items, (ii) statements of our plans and objectives by our management or Board of Directors, including those relating to products or services, (iii) statements of future economic performance and (iv) statements of assumptions underlying such statements. Words such as "believes," "anticipates," "assumes," "estimates," "plans," "projects," "could," "expects," "intends," "targeted," "may," "will" and similar expressions are intended to identify forward-looking statements, but are not the exclusive means of identifying such statements.

Forward-looking statements are subject to known and unknown risks, uncertainties and other factors that may cause actual results to differ materially from those contemplated by the forward-looking statements. Factors that could cause the Company's future results to differ materially from expected results include, but are not limited to:

- Changes in foreign and U.S. general economic, market, and political conditions, including the performance of financial markets and interest rates;
- Changes in consumer behavior, which may affect the Company's ability to sell its products and retain business;
- The timely development of and acceptance of new products of the Company and perceived overall value of these products and services by existing and potential customers;
- Fluctuations in experience regarding current mortality, morbidity, persistency and interest rates relative to expected amounts used in pricing the Company's products;
- The performance of our investment portfolio, which may be adversely affected by changes in interest rates, adverse developments and ratings of issuers whose debt securities we may hold, and other adverse macroeconomic events;
  - Results of litigation we may be involved in;
- Changes in assumptions related to deferred acquisition costs and the value of any businesses we may acquire;
- Regulatory, accounting or tax changes that may affect the cost of, or the demand for, the Company's products or services;
  - Our concentration of business from persons residing in Latin America and the Pacific Rim;
    - Our success at managing risks involved in the foregoing;
    - Changes in tax laws;
- Effects of acquisitions and restructuring, including possible difficulties in integrating and realizing the projected results of acquisitions; and
  - Changes in statutory or U.S. GAAP accounting principles, policies or practices.

Such forward-looking statements speak only as of the date on which such statements are made, and the Company undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date on

which such statement is made.

We make available, free of charge, through our Internet website (<http://www.citizensinc.com>), our Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K, Section 16 Reports filed by officers and directors, news releases, and, if applicable, amendments to those reports filed or furnished pursuant to Section 13(a) or 15(d) of the Securities Exchange Act of 1934, as soon as reasonably practicable after we electronically file such reports with, or furnish such reports to, the Securities and Exchange Commission. We are not including any of the information contained on our website as part of, or incorporating it by reference into, this Quarterly Report on Form 10-Q.

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CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

June 30, 2011

Overview

Citizens, Inc. is an insurance holding company serving the life insurance needs of individuals in the United States since 1969 and internationally since 1975. Through our insurance subsidiaries, we pursue a strategy of offering traditional insurance products in niche markets where we believe we are able to achieve competitive advantages. We had approximately \$1.0 billion of total assets at June 30, 2011 and 2010, and approximately \$5.2 billion of insurance in force. Our core insurance operations include issuing and servicing:

- U.S. Dollar-denominated ordinary whole life insurance and endowment policies predominantly to high net worth, high income foreign residents, principally in Latin America and the Pacific Rim through independent marketing consultants;
- ordinary whole life insurance policies to middle income households concentrated in the Midwest and southern United States through independent marketing consultants; and
- final expense and limited liability property policies to middle and lower income households in Louisiana, Arkansas and Mississippi through employee and independent agents in our home service distribution channel.

We were formed in 1969 by our Chairman, Harold E. Riley. Prior to our formation, Mr. Riley had many years of experience in the international and domestic life insurance business. Our Company has experienced significant growth through acquisitions in the domestic market and through market expansion in the international market. We seek to capitalize on the experience of our management team in marketing and operations as we strive to generate bottom line return using knowledge of our niche markets and our well-established distribution channels. We believe our underwriting processes, policy terms, pricing practices and proprietary administrative systems enable us to be competitive in our current markets, while protecting our shareholders and servicing our policyholders.

Current Financial Highlights

Our assets grew from \$986.5 million as of December 31, 2010, to \$1.0 billion as of June 30, 2011. Total stockholders' equity increased from \$227.6 million at December 31, 2010, to \$240.5 million at June 30, 2011.

Financial highlights for the three and six month periods ended June 30, 2011, compared to the same periods in 2010:

- Insurance revenues rose 8.8% and 7.3% for the three and six month periods from \$36.7 million and \$71.9 million to \$39.9 million and \$77.1 million, primarily from life segment sales which increased \$2.9 million and \$4.7 million from amounts reported in 2010.
- Net investment income decreased 6.7% and 8.4% to \$7.7 million for the three month period and \$15.2 million for the six month period due to lower yielding debt securities in our investment portfolio compared to 2010.
- Claim and surrender expense decreased 1.3% and 2.9% for the comparable three and six month periods as a result of favorable development.



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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

June 30, 2011

## Our Operating Segments

Our business is comprised of three operating business segments, as detailed below.

- Life Insurance
- Home Service Insurance
- Other Non-Insurance Enterprises

Our insurance operations are the primary focus of the Company, as those segments generate the majority of our income. See the discussion under Segment Operations for detailed analysis. The amount of insurance, number of policies, and average face amounts of policies issued during the periods indicated are shown below.

|              | 2011                       |                           | Six Months Ended June 30,         |                            |                           |                                   |
|--------------|----------------------------|---------------------------|-----------------------------------|----------------------------|---------------------------|-----------------------------------|
|              | Amount of Insurance Issued | Number of Policies Issued | Average Policy Face Amount Issued | Amount of Insurance Issued | Number of Policies Issued | Average Policy Face Amount Issued |
| Life         | \$181,852,410              | 2,765                     | \$65,769                          | \$156,427,532              | 2,446                     | \$63,953                          |
| Home Service | 106,882,545                | 14,726                    | 7,258                             | 105,447,173                | 13,932                    | 7,569                             |

Note: All discussions below compare or state 2011 results for the three and six months ended June 30, 2011, compared to 2010 results.

## Consolidated Results of Operations

## Revenues

Revenues are generated primarily by insurance premiums and investment income on invested asset holdings.

|   | Three Months Ended June 30, |        | Six Months Ended June 30, |        |
|---|-----------------------------|--------|---------------------------|--------|
|   | 2011                        | 2010   | 2011                      | 2010   |
|   | (In thousands)              |        |                           |        |
| Revenues:                               |                             |        |                           |        |
| Premiums:                               |                             |        |                           |        |
| Life insurance                          | \$38,231                    | 35,085 | 73,842                    | 68,681 |
| Accident and health insurance           | 396                         | 409    | 768                       | 823    |
| Property insurance                      | 1,259                       | 1,182  | 2,504                     | 2,362  |
| Net investment income                   | 7,717                       | 8,275  | 15,231                    | 16,624 |
| Realized investment gains (losses), net | (13)                        | 692    | 6                         | 751    |
| Decrease in fair value of warrants      | 816                         | 366    | 1,215                     | 252    |
| Other income                            | 104                         | 151    | 227                       | 499    |
| Total revenues                          | 48,510                      | 46,160 | 93,793                    | 89,992 |

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|   |          |        |          |        |
|---|----------|--------|----------|--------|
| Exclude fair value adjustments                  | (816 )   | (366 ) | (1,215 ) | (252 ) |
| Total revenues excluding fair value adjustments | \$47,694 | 45,794 | 92,578   | 89,740 |

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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

June 30, 2011

Net investment income performance is summarized as follows.

|   | Six Months<br>Ended<br>June 30,<br>2011 | Year<br>Ended<br>December<br>31,<br>2010 | Six Months<br>Ended<br>June 30,<br>2010 |
|---|---|--|---|
|   | (In thousands, except for %)            |  |   |
| Net investment income, annualized           | \$30,462                                | 30,077                                   | 33,248                                  |
| Average invested assets, at amortized cost  | 738,490                                 | 696,134                                  | 668,182                                 |
| Annualized yield on average invested assets | 4.13 %                                  | 4.32 %                                   | 4.98 %                                  |

We have traditionally invested in fixed maturity securities with a large percent held in callable issues. We experienced significant call activity related to fixed maturity security holdings due to the historically low interest rate environment over the past few years, and these call proceeds were invested in lower yielding securities resulting in the lowering of 2011 investment results.

Investment income from debt securities accounted for approximately 85.6% of total investment income for the six months ended June 30, 2011. We continue to hold investment in bonds of U.S. Government-sponsored enterprises, such as FNMA and FHLMC, which comprised 50.2% of the total fixed maturity portfolio based on amortized cost at June 30, 2011. We have increased our investment purchases of corporate and municipal securities over the past several quarters, focusing on utility service sectors in these corporate securities.

|                           | Three Months Ended June<br>30,<br>2011 | 2010   | Six Months Ended June<br>30,<br>2011 | 2010   |
|---------------------------|--|--------|--------------------------------------|--------|
|                           | (In thousands)                         |        |                                      |        |
| Gross investment income:  |  |        |                                      |        |
| Fixed maturity securities | \$6,733                                | 7,263  | 13,250                               | 14,649 |
| Equity securities         | 378                                    | 183    | 575                                  | 332    |
| Mortgage loans            | 24                                     | 18     | 51                                   | 36     |
| Policy loans              | 709                                    | 657    | 1,419                                | 1,313  |
| Long-term investments     | 54                                     | 287    | 107                                  | 580    |
| Other investment income   | 8                                      | 180    | 83                                   | 377    |
| Total investment income   | 7,906                                  | 8,588  | 15,485                               | 17,287 |
| Investment expenses       | (189 )                                 | (313 ) | (254 )                               | (663 ) |
| Net investment income     | \$7,717                                | 8,275  | 15,231                               | 16,624 |

The increased call activity of bonds in our portfolio combined with lower yields on reinvested assets is likely to result in lower investment income going forward, despite higher levels of invested assets, unless interest rates increase. The decrease in fixed maturity investment income in 2011 resulted from the declining yields, as previously noted. The increase in the asset balance of policy loans, which represents policyholders utilizing their accumulated policy cash value, has resulted in a correlating increase to investment income.

Realized Gains (Losses), Net. Net realized gains in the portfolio during the first six months of 2011 resulted primarily from issuer calls. The Company realized net gains of \$0.7 million and \$0.8 million for the three and six months ended June 30, 2010. The net realized gains in the second quarter of 2010 were primarily the result of sales of several available-for-sale debt and equity securities, including some securities that had previously been impaired. The Company recorded a valuation allowance of \$45,000 during the first quarter of 2010 on a non-performing mortgage loan.

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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

June 30, 2011

Change in Fair Value of Warrants. The Company adjusts the liability related to its outstanding warrants to purchase shares of Class A common stock at each reporting date to reflect the current fair value of warrants computed based upon the Class A common stock value calculated using the Black-Scholes option pricing model. As the stock value increases and decreases, the change in the warrant liability also increases and decreases in inverse order. The adjustment to fair value is recorded as an increase or decrease in fair value of warrants on the consolidated statement of operations.

See Note 9 of the accompany financial statements for further discussion.

## Benefits and Expenses

|   | Three Months Ended June<br>30, |          | Six Months Ended June<br>30, |           |
|---|--------------------------------|----------|------------------------------|-----------|
|   | 2011                           | 2010     | 2011                         | 2010      |
|   | (In thousands)                 |          |                              |           |
| Benefits and expenses:                                  |                                |          |                              |           |
| Insurance benefits paid or provided:                    |                                |          |                              |           |
| Claims and surrenders                                   | \$14,905                       | 15,094   | 29,784                       | 30,671    |
| Increase in future policy benefit reserves              | 13,000                         | 9,783    | 25,318                       | 19,328    |
| Policyholders' dividends                                | 1,920                          | 1,777    | 3,582                        | 3,347     |
| Total insurance benefits paid or provided               | 29,825                         | 26,654   | 58,684                       | 53,346    |
| Commissions   | 9,930                          | 9,028    | 19,002                       | 17,156    |
| Other general expenses                                  | 6,919                          | 7,122    | 13,529                       | 13,975    |
| Capitalization of deferred policy acquisition costs     | (7,884 )                       | (6,978 ) | (15,049 )                    | (12,973 ) |
| Amortization of deferred policy acquisition costs       | 4,229                          | 5,218    | 8,749                        | 10,162    |
| Amortization of cost of customer relationships acquired | 751                            | 754      | 1,405                        | 1,592     |
| Total benefits and expenses                             | \$43,770                       | 41,798   | 86,320                       | 83,258    |

Claims and Surrenders. A detail of claims and surrender benefits is provided below.

|                              | Three Months Ended June<br>30, |        | Six Months Ended June<br>30, |        |
|------------------------------|--------------------------------|--------|------------------------------|--------|
|                              | 2011                           | 2010   | 2011                         | 2010   |
|                              | (In thousands)                 |        |                              |        |
| Death claims                 | \$4,588                        | 5,800  | 10,614                       | 11,935 |
| Surrender benefits           | 5,387                          | 4,843  | 9,749                        | 9,737  |
| Endowments                   | 3,618                          | 3,539  | 7,019                        | 6,830  |
| Property claims              | 462                            | 307    | 1,015                        | 871    |
| Accident and health benefits | 150                            | 126    | 255                          | 386    |
| Other policy benefits        | 700                            | 479    | 1,132                        | 912    |
| Total claims and surrenders  | \$14,905                       | 15,094 | 29,784                       | 30,671 |

The Company recorded a \$0.5 million decrease in death claims during the three months ended June 30, 2011, due to a decrease related to incurred but not yet reported claims accrual. This liability is estimated using historical claims

experience and is reviewed at each reporting period. Property claims increased in the current quarter of 2011 by \$0.2 million compared to the same period in 2010, as 2010 claims were lower than historical experience.

**Increase in Future Policy Benefit Reserves.** Reserves as of June 30, 2011, were impacted by product sales internationally in endowments that produce a faster reserve build-up than whole life products. The first six months of 2011 includes a reserve decrease of \$0.2 million related to an adjustment in reserve calculation of certain SPLIC policies. In addition, a reserve decrease of \$0.1 million was recorded as certain reserve estimates were refined in the first three months of 2011 related to the home service insurance segment.

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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

June 30, 2011

**Policyholder Dividends.** All of our international policies are participating, and the dividends are factored into the premium rates charged. As policy provisioned dividend rates increase each year that a policy is in force, dividend expense is expected to increase as this block of insurance becomes more seasoned.

**Commissions.** Commission expense is directly related to new and renewal insurance premium fluctuations and production levels by agents and associates. Commission expense increased from the prior year amounts as premium revenues increased. Also, first year premium volume is up, which is associated with higher commission rates than renewal business.

**Capitalized and Amortized Deferred Policy Acquisition Costs.** Costs capitalized under current accounting guidance include certain commissions, policy issuance costs, and underwriting and agency expenses that relate to and vary with the production of new business. The increase for the three and six month periods of 2011 compared to 2010 is the result of increased premium production in the current year. Amortization of deferred policy acquisition costs is lower for the three and six month periods in 2011 compared to 2010 due to improved persistency in the current year.

**Federal Income Tax.** The effective tax rate for the three and six months ended June 30, 2011, was 31.6% and 32.8% versus 27.0% and 28.9% for the same periods in 2010. Tax differences impact the enacted tax rate when they result in differences between taxable income and expense that do not affect both the financial reporting and tax bases of accounting. The rate variance from the statutory rate of 35% occurred because change in fair value of our Class A common stock warrants are not taxable items.

**Segment Operations**

The Company has three reportable segments: Life Insurance, Home Service Insurance and Other Non-Insurance Enterprises. These segments are reported in accordance with U.S. GAAP. The Company evaluates profit and loss performance based on net income before income taxes.

|                                 | Three Months Ended June<br>30, |        | Six Months Ended June<br>30, |        |
|---------------------------------|--------------------------------|--------|------------------------------|--------|
|                                 | 2011                           | 2010   | 2011                         | 2010   |
|                                 | (In thousands)                 |        |                              |        |
| Life Insurance                  | \$1,952                        | 2,262  | 2,857                        | 3,880  |
| Home Service Insurance          | 2,528                          | 2,228  | 4,307                        | 3,248  |
| Other Non-Insurance Enterprises | 260                            | (128 ) | 309                          | (394 ) |
| Total                           | \$4,740                        | 4,362  | 7,473                        | 6,734  |

**Life Insurance**

Our Life Insurance segment issues ordinary whole life insurance domestically and in U.S. Dollar-denominated amounts to foreign residents. These contracts are designed to provide a fixed amount of insurance coverage over the life of the insured. Additionally, the Company issues endowment contracts, which are principally accumulation contracts that incorporate an element of life insurance protection. For the majority of our business, we retain only the first \$100,000 of risk on any one life. We operate this segment through our subsidiaries: CICA Life Insurance Company of America ("CICA"), and Citizens National Life Insurance Company ("CNLIC").





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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

June 30, 2011

## International Sales

We focus our sales of U.S. Dollar-denominated ordinary whole life insurance and endowment policies to high net worth, high income residents in Latin America and the Pacific Rim. We have successfully participated in the foreign marketplace since 1975, and we continue to seek opportunities for expansion of our foreign operations. We believe positive attributes of our international insurance business include:

- larger face amount policies typically issued when compared to our U.S. operations, which results in lower underwriting and administrative costs per unit of coverage;
- premiums typically paid annually rather than monthly or quarterly, which saves us administrative expenses, accelerates cash flow and results in lower policy lapse rates than premiums with more frequently scheduled payments; and
  - favorable persistency levels and mortality rates compared to our U.S. policies.

## International Products

We offer several ordinary whole life insurance and endowment products designed to meet the needs of our non-U.S. policyowners. These policies have been structured to provide:

- U.S. Dollar-denominated cash values that accumulate, beginning in the first policy year, to a policyholder during his or her lifetime;
  - premium rates that are competitive with or better than most foreign local companies;
    - a hedge against local currency inflation;
    - protection against devaluation of foreign currency;
  - capital investment in a more secure economic environment (i.e., the United States); and
    - lifetime income guarantees for an insured or for surviving beneficiaries.

Our international products have living benefit features. Every policy contains guaranteed cash values and is participating (i.e., provides for cash dividends as apportioned by the board of directors). Once a policyowner pays the annual premium and the policy is issued, we immediately pay a cash dividend as well as an annual guaranteed endowment, if elected, to the owner. The policyowner has several options with regard to the dividend, including the right to assign dividends to our stock investment plan, registered under the Securities Act of 1933 (the "Securities Act") and administered in the United States by our unaffiliated transfer agent.

The following table sets forth, by territory, our direct collected premiums from our international life insurance business for the periods indicated. The information is presented in accordance with statutory accounting practices prescribed by the state of Colorado, the state of domicile of CICA, our subsidiary that writes all of our international business.

| Country   | Three Months Ended June |       | Six Months Ended June |        |
|-----------|-------------------------|-------|-----------------------|--------|
|           | 2011                    | 2010  | 2011                  | 2010   |
| Colombia  | \$5,567                 | 5,313 | 10,589                | 10,369 |
| Venezuela | 5,324                   | 3,993 | 9,919                 | 7,435  |

(In thousands)

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|                |          |        |        |        |
|----------------|----------|--------|--------|--------|
| Taiwan         | 3,721    | 3,287  | 8,169  | 7,481  |
| Ecuador        | 3,487    | 3,082  | 6,516  | 5,882  |
| Argentina      | 2,386    | 2,374  | 4,272  | 4,222  |
| Other Non-U.S. | 7,250    | 6,508  | 13,893 | 12,588 |
| Total          | \$27,735 | 24,557 | 53,358 | 47,977 |

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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

June 30, 2011

## Domestic Sales

In the Midwest and the southern United States, we seek to serve middle income households through the sale of cash accumulation ordinary whole life insurance products. The majority of our inforce business results from blocks of business of insurance companies we have acquired over the past 15 years.

## Domestic Products

Our domestic life insurance products focus primarily on living needs and provide benefits focused toward accumulating money for living benefits while providing a modest death benefit for the policyowner. The features of our domestic life insurance products include:

- cash accumulation/living benefits;
- tax-deferred interest earnings;
- guaranteed lifetime income or monthly income options for the policyowner or surviving family members;
- accidental death benefit coverage options; and
- an option to waive premium payments in the event of disability.

Our life insurance products are principally designed to address the insured's concern about outliving his or her monthly income, while at the same time providing death benefits. The primary purpose of our product portfolio is to help the insured create capital for needs such as retirement income, children's higher education funds, business opportunities, emergencies and health care needs.

The following table sets forth our direct collected life insurance premiums by state for the periods indicated, in accordance with statutory accounting practices prescribed by the states of domicile of our insurance company subsidiaries.

| State        | Three Months Ended June |             | Six Months Ended June |             |
|--------------|-------------------------|-------------|-----------------------|-------------|
|              | 30,<br>2011             | 30,<br>2010 | 30,<br>2011           | 30,<br>2010 |
|              | (In thousands)          |             |                       |             |
| Texas        | \$1,584                 | 1,515       | 2,877                 | 3,080       |
| Indiana      | 456                     | 443         | 959                   | 978         |
| Missouri     | 406                     | 447         | 794                   | 882         |
| Kentucky     | 208                     | 255         | 544                   | 668         |
| Mississippi  | 271                     | 300         | 553                   | 635         |
| Other States | 810                     | 873         | 1,648                 | 1,826       |
| Total        | \$3,735                 | 3,833       | 7,375                 | 8,069       |

A number of domestic life insurance companies we acquired had blocks of accident and health insurance policies, which we did not consider to be a core part of our business. We have ceded this business to an unaffiliated insurance company under a coinsurance agreement, under which it assumes substantially all of our accident and health policies. The premium amounts ceded under the coinsurance agreement for the six months ended June 30, 2011 and 2010, were \$2.3 million and \$2.8 million, respectively.



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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

June 30, 2011

The results of operations for the life segment for the periods indicated are as follows.

|   | Three Months Ended June |             | Six Months Ended June |             |
|---|-------------------------|-------------|-----------------------|-------------|
|   | 2011                    | 30,<br>2010 | 2011                  | 30,<br>2010 |
|   | (In thousands)          |             |                       |             |
| Revenue:  |                         |             |                       |             |
| Premiums  | \$29,016                | 26,081      | 55,536                | 50,850      |
| Net investment income                                   | 4,272                   | 4,635       | 8,353                 | 9,346       |
| Realized investment gains (losses), net                 | 4                       | 144         | 4                     | 115         |
| Other income  | 77                      | 132         | 164                   | 409         |
| Total revenue   | 33,369                  | 30,992      | 64,057                | 60,720      |
| Benefits and expenses:                                  |                         |             |                       |             |
| Insurance benefits paid or provided:                    |                         |             |                       |             |
| Claims and surrenders                                   | 10,456                  | 10,247      | 19,857                | 20,146      |
| Increase in future policy benefit reserves              | 12,015                  | 8,773       | 23,824                | 17,435      |
| Policyholders' dividends                                | 1,901                   | 1,760       | 3,544                 | 3,302       |
| Total insurance benefits paid or provided               | 24,372                  | 20,780      | 47,225                | 40,883      |
| Commissions   | 6,058                   | 5,239       | 11,400                | 9,744       |
| Other general expenses                                  | 2,999                   | 2,654       | 5,953                 | 5,631       |
| Capitalization of deferred policy acquisition costs     | (6,060 )                | (5,219 )    | (11,487 )             | (9,683 )    |
| Amortization of deferred policy acquisition costs       | 3,772                   | 5,001       | 7,610                 | 9,660       |
| Amortization of cost of customer relationships acquired | 276                     | 275         | 499                   | 605         |
| Total benefits and expenses                             | 31,417                  | 28,730      | 61,200                | 56,840      |
| Income (loss) before income tax expense                 | \$1,952                 | 2,262       | 2,857                 | 3,880       |

Premiums. Premium revenues increased for the three and six month periods ended June 30, 2011, compared to the same three and six month periods in 2010 due primarily to international renewal business, which experienced strong persistency as this block of insurance matures. In addition, first year premiums increased as a percentage of total premiums in the current year compared to 2010, reflecting improved new business performance.

Life insurance premium breakout is detailed below.

|                | Three Months Ended June |             | Six Months Ended June |             |
|----------------|-------------------------|-------------|-----------------------|-------------|
|                | 2011                    | 30,<br>2010 | 2011                  | 30,<br>2010 |
|                | (In thousands)          |             |                       |             |
| Premiums:      |                         |             |                       |             |
| First year     | \$4,623                 | 4,012       | 8,721                 | 7,224       |
| Renewal        | 24,393                  | 22,069      | 46,815                | 43,626      |
| Total premiums | \$29,016                | 26,081      | 55,536                | 50,850      |

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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

June 30, 2011

Net Investment Income. Net investment income decreased comparing the three and six month periods ended June 30, 2011 to the same three and six month periods of 2010 due to lower prevailing interest rates. The continued call activity and lower yields experienced over the past several years are expected to result in lower investment income in the near term, despite the higher levels of invested assets.

|   | Six Months<br>Ended<br>June 30,<br>2011 | Year<br>Ended<br>December<br>31,<br>2010 | Six Months<br>Ended<br>June 30,<br>2010 |
|---|---|--|---|
|   | (In thousands, except for %)            |  |   |
| Net investment income, annualized           | \$16,706                                | 16,523                                   | 18,692                                  |
| Average invested assets, at amortized cost  | \$426,916                               | 396,360                                  | 375,616                                 |
| Annualized yield on average invested assets | 3.91 %                                  | 4.17 %                                   | 4.98 %                                  |

Claims and Surrenders. These amounts fluctuate from period to period but were within anticipated ranges based upon management's expectations.

|                              | Three Months Ended June<br>30, |        | Six Months Ended June<br>30, |        |
|------------------------------|--------------------------------|--------|------------------------------|--------|
|                              | 2011                           | 2010   | 2011                         | 2010   |
|                              | (In thousands)                 |        |                              |        |
| Death claims                 | \$1,498                        | 2,041  | 3,346                        | 3,784  |
| Surrender benefits           | 4,690                          | 4,243  | 8,436                        | 8,606  |
| Endowment benefits           | 3,619                          | 3,532  | 7,014                        | 6,816  |
| Accident and health benefits | 86                             | 89     | 157                          | 283    |
| Other policy benefits        | 562                            | 342    | 904                          | 657    |
| Total claims and surrenders  | \$10,455                       | 10,247 | 19,857                       | 20,146 |

- Death claims expense includes an incurred but not reported release of liability for claims totaling \$0.2 million related to our claim experience calculation.
- Surrender benefits increased for the three months and decreased for the six months ended June 30, 2011, compared to the same periods in 2010. Surrenders as a percent of ordinary whole life insurance in force decreased from 0.6% in the first six months of 2010, to 0.5% in the first six months of 2011. The majority of policy surrender benefits paid is attributable to our international business and was related to policies that have been in force over fifteen years, where surrender charges are no longer applicable.
- Endowment benefit expense has increased due to the election by policyholders of a product feature that provides an annual benefit. This is a fixed benefit over the life of the contract and as persistency improves this expense will increase.
- Other policy benefits increased in the current year due primarily to interest paid on premium deposits and dividend accumulations, as these policyholder liability accounts have increased.

Increase in Future Policy Benefit Reserves. Policy benefit reserves increased for the three and six months ended June 30, 2011, compared to the same periods in 2010, primarily due to increased sales of endowment products, which build up reserve balances more quickly compared to other life product sales. Endowment sales have become more popular relative to our international sales in the past few years, representing approximately 75% and 63% of total in force for new policies issued through the six months in 2011 and 2010, respectively.

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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

June 30, 2011

**Other General Expenses.** Current year amounts reflect an increase in expenses based upon a study by segment that resulted in a cost increase in the life segment compared to the prior year allocations. The effect of the allocation change is muted because total consolidated expenses were lower in the current year than in 2010.

**Commissions.** Commission expense increased for the three and six months ended June 30, 2011, compared to the same periods in 2010, as premium revenues increased. This expense fluctuates directly with premium revenues.

**Amortization of Deferred Policy Acquisition Costs ("DAC").** Amortization costs decreased for the three and six months ended June 30, 2011, compared to 2010, primarily because of improved persistency. The Company canceled its contract with a newly recruited, high volume producer in the second quarter of 2009 due to poor experience. Policies sold by this organization lapsed at high rates during the first and second quarter of 2010, which resulted in higher DAC amortization in those periods.

## Home Service Insurance

We operate in the Home Service market through our subsidiaries Security Plan Life Insurance Company ("SPLIC") and Security Plan Fire Insurance Company ("SPFIC"), and focus on the life insurance needs of the middle and lower income markets, primarily in Louisiana, Mississippi and Arkansas. Our policies are sold and serviced through a home service marketing distribution system of approximately 330 employee-agents who work full time on a route system and through funeral homes that sell policies, collect premiums and service policyholders.

The following table sets forth our direct collected life insurance premiums by state for the periods indicated, in accordance with statutory accounting practices prescribed by the states of domicile of our insurance company subsidiaries.

| State        | Three Months Ended June 30, |        | Six Months Ended June 30, |        |
|--------------|-----------------------------|--------|---------------------------|--------|
|              | 2011                        | 2010   | 2011                      | 2010   |
|              | (In thousands)              |        |                           |        |
| Louisiana    | \$ 10,249                   | 9,997  | 20,447                    | 19,967 |
| Arkansas     | 1,020                       | 1,229  | 2,037                     | 2,287  |
| Mississippi  | 87                          | 80     | 178                       | 165    |
| Other states | 262                         | 265    | 520                       | 549    |
| Total        | \$ 11,618                   | 11,571 | 23,182                    | 22,968 |

## Home Service Insurance Products

Our home service insurance products consist primarily of small face amount ordinary whole life and pre-need policies, which are designed to fund final expenses for the insured, primarily consisting of funeral and burial costs. To a much lesser extent, our Home Service Insurance segment sells limited-liability, named-peril property policies covering dwellings and contents. We provide \$30,000 maximum coverage on any one dwelling and contents, while content only coverage and dwelling only coverage is limited to \$20,000.



We provide final expense ordinary life insurance and annuity products primarily to middle and lower income individuals in Louisiana, Mississippi and Arkansas. New products were approved for sale in Mississippi during the current year and we expect to increase sales as we expand our marketing force in this state.

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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

June 30, 2011

The results of operations for the home service segment for the periods indicated are as follows.

|   | Three Months Ended June |          | Six Months Ended June |          |
|---|-------------------------|----------|-----------------------|----------|
|   | 2011                    | 2010     | 2011                  | 2010     |
|   | 30,                     |          | 30,                   |          |
|   | (In thousands)          |          |                       |          |
| Revenue:  |                         |          |                       |          |
| Premiums  | \$10,870                | 10,595   | 21,578                | 21,016   |
| Net investment income                                   | 3,275                   | 3,475    | 6,512                 | 7,007    |
| Realized investment gains (losses), net                 | (17 )                   | 548      | 2                     | 681      |
| Other income  | 6                       | 4        | 14                    | 53       |
| Total revenue   | 14,134                  | 14,622   | 28,106                | 28,757   |
| Benefits and expenses:                                  |                         |          |                       |          |
| Insurance benefits paid or provided:                    |                         |          |                       |          |
| Claims and surrenders                                   | 4,450                   | 4,847    | 9,927                 | 10,525   |
| Increase in future policy benefit reserves              | 985                     | 1,010    | 1,494                 | 1,893    |
| Policyholders' dividends                                | 18                      | 17       | 38                    | 45       |
| Total insurance benefits paid or provided               | 5,453                   | 5,874    | 11,459                | 12,463   |
| Commissions   | 3,872                   | 3,789    | 7,602                 | 7,412    |
| Other general expenses                                  | 3,173                   | 3,794    | 6,255                 | 7,435    |
| Capitalization of deferred policy acquisition costs     | (1,824 )                | (1,759 ) | (3,562 )              | (3,290 ) |
| Amortization of deferred policy acquisition costs       | 457                     | 217      | 1,139                 | 502      |
| Amortization of cost of customer relationships acquired | 475                     | 479      | 906                   | 987      |
| Total benefits and expenses                             | 11,606                  | 12,394   | 23,799                | 25,509   |
| Income (loss) before income tax expense                 | \$2,528                 | 2,228    | 4,307                 | 3,248    |

Premiums. The premium increases were due to continued marketing efforts, as well as a SPFIC rate increase of 5.7% for named peril policies that became effective January 1, 2011.

Net Investment Income. Net investment income decreased for the three and six months ended June 30, 2011, compared to the same periods in 2010, as the Company experienced significant call activity over the past two years and reinvested proceeds during a declining interest rate environment, which has depressed our investment income and lowered portfolio yields.

Net investment income is summarized as follows.

|  | Six Months Ended June 30, 2011 | Year                    | Six Months Ended June 30, 2010 |
|--|--------------------------------|-------------------------|--------------------------------|
|  |                                | Ended December 31, 2010 |                                |
|  |                                |                         |                                |
|  | (In thousands, except for %)   |                         |                                |
| Net investment income, annualized          | \$13,024                       | 13,008                  | 14,014                         |
| Average invested assets, at amortized cost | 280,835                        | 279,682                 | 276,111                        |

|   |      |   |      |   |      |   |
|---|------|---|------|---|------|---|
| Annualized yield on average invested assets | 4.61 | % | 4.65 | % | 5.08 | % |
|---|------|---|------|---|------|---|

Realized Gains, Net. Net realized gains of \$0.5 million and \$0.7 million were recognized for the three and six months ended June 30, 2010. Of this amount, \$0.5 million resulted from gross gains from sales of bonds and \$0.2 million from sales of stocks for the six months ended June 30, 2010.

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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

June 30, 2011

Claims and Surrenders. Claims and surrenders decreased for the three and six months ended June 30, 2011, compared to the same periods in 2010, and were within expected ranges.

|                              | Three Months Ended June<br>30, |       | Six Months Ended June<br>30, |        |
|------------------------------|--------------------------------|-------|------------------------------|--------|
|                              | 2011                           | 2010  | 2011                         | 2010   |
|                              | (In thousands)                 |       |                              |        |
| Death claims                 | \$3,090                        | 3,759 | 7,268                        | 8,151  |
| Surrender benefits           | 697                            | 600   | 1,313                        | 1,131  |
| Endowment benefits           | (1 )                           | 7     | 5                            | 14     |
| Property claims              | 462                            | 307   | 1,015                        | 871    |
| Accident and health benefits | 64                             | 38    | 98                           | 104    |
| Other policy benefits        | 138                            | 136   | 228                          | 254    |
| Total claims and surrenders  | \$4,450                        | 4,847 | 9,927                        | 10,525 |

- Death claims expense includes an incurred but not reported release of liability for claims totaling \$0.3 million related to our claim experience calculation.
- Mortality experience is closely monitored by the Company as a key performance indicator and these amounts were within expected levels.
- Surrender benefits have increased in the three and six months ended June 30, 2011, compared to the same periods in 2010, which is consistent with a growing block of business.

Other General Expenses. Other expenses decreased for the three and six months ended June 30, 2011, compared to the same periods in 2010, due to an overall decrease in expenses and a reallocation of expenses that became effective January 1, 2011, which reduced the home service segment allocation and increased the life segment allocation in the current year.

Amortization of Deferred Policy Acquisition Costs. Amortization for the six month period of 2011 includes an adjustment that resulted in an increase of \$0.3 million due to a refinement in an estimate using system generated information related to SPLIC assumptions.

## Other Non-Insurance Enterprises

Overall, other non-insurance operations are relatively immaterial to the consolidated results, except for the fair value adjustment related to the Company's warrants to purchase Class A common stock. These amounts fluctuate due to the movement in the stock price and fair value calculation using the Black-Scholes valuation model.

## Investments

The administration of our investment portfolios is handled by our management, pursuant to board-approved investment guidelines, with all trading activity approved by a committee of the respective boards of directors of our insurance company subsidiaries. The guidelines used require that fixed maturities, both government and corporate, are of high quality and comprise a majority of the investment portfolio. State insurance statutes prescribe the quality

and percentage of the various types of investments that may be made by insurance companies and generally permit investment in qualified state, municipal, federal and foreign government obligations, high quality corporate bonds, preferred and common stock, mortgage loans and real estate within certain specified percentages. The assets are intended to mature in accordance with the average maturity of the insurance products and to provide the cash flow for our insurance company subsidiaries to meet their respective policyholder obligations.

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## CITIZENS, INC. AND CONSOLIDATED SUBSIDIARIES

June 30, 2011

The following table shows the carrying value of our investments by investment category and cash and cash equivalents, and the percentage of each to total invested assets.

|   | June 30, 2011  |                           | December 31, 2010 |                           |
|---|----------------|---------------------------|-------------------|---------------------------|
|   | Carrying Value | % of Total Carrying Value | Carrying Value    | % of Total Carrying Value |
|   | (In thousands) |                           | (In thousands)    |                           |
| Fixed maturity securities:                              |                |                           |                   |                           |
| U.S. Treasury and U.S. Government-sponsored enterprises | \$353,545      | 42.9                      | \$378,012         | 48.8                      |
| Corporate   | 166,328        | 20.2                      | 161,298           | 20.8                      |
| Municipal bonds   | 162,153        | 19.7                      | 101,719           | 13.1                      |
| Mortgage-backed (1)                                     | 10,693         | 1.3                       | 14,808            | 1.9                       |
| Foreign governments                                     | 133            | -                         | 132               | -                         |
| Total fixed maturity securities                         | 692,852        | 84.1                      | 655,969           | 84.6                      |
| Cash and cash equivalents                               | 58,376         | 7.1                       | 49,723            | 6.4                       |
| Other investments:                                      |                |                           |                   |                           |