



KANSAS CITY LIFE

KANSAS CITY LIFE INSURANCE COMPANY

A Missouri Corporation

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Kansas City, MO 64111-2565
Telephone: (816) 753-7000
www.kclife.com

SIC Code: 6311

QUARTERLY REPORT

For the Period Ending March 31, 2021
(the "Reporting Period")

The number of shares outstanding of our Common Stock was 9,683,414 as of March 31, 2021 (the end of reporting period)

The number of shares outstanding of our Common Stock was 9,683,414 as of December 31, 2020 (the end of previous reporting period)

Indicate by check mark whether the company is a shell company (as defined in Rule 405 of the Securities Act of 1933 and Rule 12b-2 of the Exchange Act of 1934):

Yes: No:

Indicate by check mark whether the company's shell status has changed since the previous reporting period:

Yes: No:

Indicate by check mark whether a change in control of the company has occurred over this reporting period:

Yes: No:

KANSAS CITY LIFE INSURANCE COMPANY
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Statement on Forward-Looking Information

This report reviews the consolidated financial condition and results of operations of Kansas City Life Insurance Company. Historical information is presented and discussed. Where appropriate, factors that may affect future financial performance are also identified and discussed. Certain statements made in this report include “forward-looking statements.” Forward-looking statements include any statement that may predict, forecast, indicate or imply future results, performance, or achievements rather than historical facts and may contain words like “believe,” “expect,” “estimate,” “project,” “forecast,” “anticipate,” “plan,” “will,” “shall,” and other words, phrases, or expressions with similar meaning.

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 future results to differ materially from expected results include, but are not limited to:

- Changes in economic conditions, including the performance of financial markets and interest rates;
- Increasing competition and changes in consumer behavior, which may affect our ability to sell our products and retain business;
- Increasing competition in the recruitment and retention of general agents and agents;
- Customer and agent response to new products, distribution channels, and marketing initiatives;
- Fluctuations in experience regarding current mortality, morbidity, persistency, and interest rates relative to expected amounts used in pricing our products;
- Changes in assumptions related to deferred acquisition costs (DAC), value of business acquired (VOBA), and deferred revenue liability (DRL);
- Regulatory, accounting, or tax changes that may affect the cost of, or the demand for, our products or services;
- Unanticipated changes in industry trends and ratings assigned by nationally recognized rating organizations;
- The ability to integrate acquisitions and achieve anticipated operating efficiencies and the ability to preserve goodwill that results from acquisitions;
- Results of litigation we may be involved in; and
- The extent of the impacts resulting from catastrophic events such as natural disasters, pandemics, including COVID-19, and terrorist attacks.

No assurances can be given that such statements will prove to be correct. Given these risks and uncertainties, investors should not place undue reliance on forward-looking statements as a prediction of actual results.

Item 1. The Exact Name of the Issuer and Address and Telephone Number of Issuer's Principal Office

Issuer's Exact Name: Kansas City Life Insurance Company

Issuer's Address: 3520 Broadway
Kansas City, Missouri 64111

Issuer's Telephone: Telephone: (816) 753-7000
Fax: (816) 753-4902

Issuer's Website: www.kclife.com

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Item 2. Shares Outstanding

Common Stock

| | <u>March 31, 2021</u> |
|--|-----------------------|
| Number of Shares Authorized | 36,000,000 |
| Number of Shares Outstanding | 9,683,414 |
| Freely Tradable Shares (Public Float) | 2,569,517 |
| Total Number of Shareholders of Record | 133 |

We have more than 100 beneficial shareholders owning at least 100 shares.

Item 3. Interim Consolidated Financial Statements

The interim consolidated financial statements of Kansas City Life Insurance Company as of and for the period ending March 31, 2021 are attached hereto as Exhibit 3.1 and are hereby incorporated by reference into this Quarterly Report, including:

- Consolidated Balance Sheets
- Consolidated Statements of Comprehensive Income
- Consolidated Statements of Cash Flows
- Notes to Consolidated Financial Statements

The interim consolidated financial statements and the accompanying notes have been prepared in accordance with accounting principles generally accepted in the United States of America (GAAP). The interim consolidated financial statements reflect all adjustments that are, in the opinion of management, necessary for a fair presentation of the results. As permitted under GAAP, certain footnotes or other financial disclosures are condensed or omitted in the interim consolidated financial statements. These interim consolidated financial statements should be read in conjunction with the consolidated financial statements and related notes included in our 2020 Annual Report, which is available on the OTCQX website (www.otcmarkets.com/stock/KCLI/flings). The interim consolidated financial statements and the accompanying notes for the quarters ended March 31, 2021 and 2020 are unaudited. Operating results for the interim period are not necessarily indicative of the results that may be expected or achieved for the year ending December 31, 2021.

Item 4. Management's Discussion and Analysis of Financial Condition and Results of Operations

Amounts are stated in thousands, except share data, or as otherwise noted.

Management's Discussion and Analysis of Financial Condition and Results of Operations provides, in narrative form, the perspective of Kansas City Life Insurance Company management on its financial condition, results of operations, liquidity, and certain other factors that may affect its future results. The terms "the Company," "we," "us," and "our" are used to refer to Kansas City Life Insurance Company and its subsidiaries. Kansas City Life Insurance Company (Kansas City Life) is the parent company. Sunset Life Insurance Company of America (Sunset Life), Old American Insurance Company (Old American), and Grange Life Insurance Company (Grange Life) are wholly-owned insurance subsidiaries. We also have non-insurance subsidiaries that individually and collectively are not material.

The following is a discussion and analysis of the results of operations for the quarters ended March 31, 2021 and 2020 and our financial condition at March 31, 2021. This discussion should be read in conjunction with the consolidated financial statements and accompanying notes included in this document, as well as our 2020 Annual Report.

Overview

Our profitability depends on many factors, which include but are not limited to:

- The sale of traditional and interest sensitive life, annuity, and accident and health products;
- The rate of mortality, lapse, and surrender of future policy benefits and policyholder account balances;
- The rate of morbidity, disability, and incurrence of other policyholder benefits;
- Interest rates credited to policyholders;
- The availability of reinsurance opportunities and the effectiveness of reinsurance programs;
- The amount of investment assets under management;
- The ability to maximize investment returns and manage risks such as interest rate risk, credit risk, and equity risk;
- Timely and cost-effective access to liquidity;
- Management of distribution costs and operating expenses;
- Management of the operations of our affiliates;
- Management of blocks of business associated with reinsurance transactions; and
- The ability to integrate acquisitions and to achieve anticipated operating efficiencies.

General economic conditions may affect future results. Financial market volatility can significantly impact our investments, revenues, and policyholder benefits. The sustained low interest rate environment and volatile equity markets have presented significant challenges to the financial markets as a whole and specifically to companies invested in fixed maturity securities and other fixed income investments. In addition, the COVID-19 pandemic has caused increased economic uncertainty, financial market volatility, significant stress to businesses, decreased consumer confidence, and increased unemployment. These conditions may persist into the future, affecting our financial position and financial statements. However, future conditions are highly uncertain and difficult to predict.

Consolidated Results of Operations

Summary of Results

We incurred a net loss of \$0.7 million in the first quarter of 2021 compared to net income of \$0.2 million in the first quarter of 2020. Net loss per share was \$0.07 in the first quarter of 2021 compared to net income per share of \$0.02 in the same period in the prior year.

The following table presents condensed consolidated results of operations for the quarters ended March 31, 2021 and 2020.

| | Quarter Ended March 31, | | |
|--|-------------------------|---------------|----------|
| | 2021 | 2020 | % Change |
| Revenues: | | | |
| Insurance and other revenues | \$ 84,654 | \$ 89,677 | (6)% |
| Net investment income | 35,905 | 36,656 | (2)% |
| Net investment gains (losses) | 1,772 | (3,298) | (154)% |
| Benefits and expenses: | | | |
| Policyholder benefits and interest credited to policyholder account balances | 88,272 | 85,363 | 3 % |
| Amortization of deferred acquisition costs | 8,139 | 11,627 | (30)% |
| Operating expenses | 26,563 | 26,456 | — % |
| Income tax expense (benefit) | 25 | (561) | (104)% |
| Net income (loss) | <u>\$ (668)</u> | <u>\$ 150</u> | (545)% |

Insurance Revenues

Insurance revenues consist of premiums, net of reinsurance, from the sale of traditional individual and group life insurance products, immediate annuities, and accident and health products, as well as contract charges from interest sensitive and deposit-type products. Insurance revenues are impacted by the level of new sales, the type of products sold, the persistency of policies, general economic conditions, and competitive forces.

The Company uses a sales approach which generally involves personal interaction with our clients. The COVID-19 pandemic has resulted in many challenges for our sales approach. These challenges include meeting with customers in person and obtaining medical or other evidence of insurability in a socially distanced setting. This environment has evolved over the last year during the pandemic and has still not returned to historical levels. We continue to make strides to minimize the effects of this challenging environment by implementing more remote styles of client interaction, creating electronic applications, and streamlining medical examination requirements for underwriting.

The following table presents gross premiums on new and renewal business, less reinsurance ceded. New premiums are also detailed by product.

| | Quarter Ended March 31, | | |
|-------------------------------------|-------------------------|------------------|----------|
| | 2021 | 2020 | % Change |
| New premiums: | | | |
| Traditional life insurance | \$ 5,315 | \$ 6,709 | (21)% |
| Immediate annuities | 2,833 | 7,080 | (60)% |
| Group life insurance | 665 | 682 | (3)% |
| Group accident and health insurance | 1,946 | 2,484 | (22)% |
| Total new premiums | 10,759 | 16,955 | (37)% |
| Renewal premiums | 67,624 | 66,110 | 2 % |
| Total premiums | 78,383 | 83,065 | (6)% |
| Reinsurance ceded | (25,863) | (25,884) | — % |
| Net premiums | <u>\$ 52,520</u> | <u>\$ 57,181</u> | (8)% |

Consolidated total premiums decreased \$4.7 million or 6% in the first quarter of 2021 compared with the first quarter of 2020 as a \$6.2 million or 37% decline in new premiums was partially offset by a \$1.5 million or 2% increase in renewal premiums. The decline in new premiums included a \$1.4 million or 21% decrease in new traditional life insurance premiums and a \$4.2 million or 60% decrease in new immediate annuity premiums. Immediate annuity receipts can have sizeable fluctuations, as receipts from policyholders largely result from one-time premiums. In addition, new group accident and health insurance premiums decreased \$0.5 million or 22%, primarily from the dental and disability lines. Small and medium-sized businesses continue to be negatively impacted by the COVID-19 pandemic. Sales to these businesses have become more difficult, resulting in lower sales of our group accident and health products. The increase in renewal premiums primarily resulted from a \$1.6 million or 3% increase in renewal traditional life insurance premiums, reflecting increases for both the Individual Insurance and Old American segments.

Deposits related to interest sensitive life (universal life, indexed universal life, and variable universal life), fixed annuity contracts, and variable annuities are not recorded as revenue. Revenues from such contracts consist of amounts assessed on policyholder account balances for mortality, policy administration, and surrender charges, and are recognized as contract charges in the Consolidated Statements of Comprehensive Income. The following table provides detail by new and renewal deposits. New deposits are also detailed by product.

| | Quarter Ended March 31, | | |
|-------------------------|-------------------------|-----------|----------|
| | 2021 | 2020 | % Change |
| New deposits: | | | |
| Interest sensitive life | \$ 3,208 | \$ 2,689 | 19 % |
| Fixed annuities | 7,403 | 12,450 | (41)% |
| Variable annuities | 3,176 | 2,469 | 29 % |
| Total new deposits | 13,787 | 17,608 | (22)% |
| Renewal deposits | 37,567 | 36,423 | 3 % |
| Total deposits | \$ 51,354 | \$ 54,031 | (5)% |

General economic conditions and interest rates available in the marketplace influence new deposits on interest sensitive products. In addition, fluctuations in the equity markets influence the variable life and annuity products. Generally, low interest rate environments present significant challenges to products such as these, and potential sizeable fluctuations in new sales can result between periods. Further, as described above, the COVID-19 pandemic and the related economic impacts have affected both new and renewal deposits.

Total new deposits decreased \$3.8 million or 22% in the first quarter of 2021 compared with the first quarter of 2020, reflecting a \$5.0 million or 41% decline in new fixed annuity deposits. Partially offsetting this, new variable annuity deposits increased \$0.7 million or 29% and new interest sensitive deposits increased \$0.5 million or 19%. Total renewal deposits increased \$1.1 million or 3% in the first quarter of 2021 compared to the prior year, largely due to a \$0.8 million or 20% increase in renewal fixed annuity deposits and a \$0.8 million or 46% increase in renewal variable annuity deposits.

Contract charges result from charges and fees on interest-sensitive and deposit-type products. Contract charges consist of cost of insurance, expense loads, the amortization of unearned revenues, and surrender charges assessed on policyholder account balance withdrawals. We maintain both open blocks and closed blocks of business. The closed blocks of business reflect products and entities that have been purchased and for which we are not actively pursuing marketing efforts to generate new sales. We continue to service these policies to support customers and to meet long-term profit objectives as these blocks of business decline over time.

Total contract charges decreased \$0.5 million or 1% in the first quarter of 2021 compared to one year earlier. Contract charges on open blocks decreased \$0.1 million or less than 1%, largely reflecting reduced charges from lower surrenders and lower deferred revenue. Contract charges on closed blocks decreased \$0.4 million or 3% in the first quarter of 2021 compared to the prior year, reflecting the runoff of the closed blocks of business. Total contract charges on closed blocks equaled 42% of total consolidated contract charges during the first quarter of 2021, down from 43% during the first quarter of 2020.

Investment Revenues

Gross investment income decreased \$1.0 million or 2% in the first quarter of 2021 compared with the first quarter of 2020. This result reflected higher average invested assets that were offset by lower overall yields earned and available on certain investments.

Fixed maturity securities provide a majority of our investment income. Fixed maturity securities comprised 76% of total investments at both March 31, 2021 and December 31, 2020. Income from these investments decreased \$0.8 million or 3% in the first quarter of 2021 compared to the prior year as higher average invested assets were offset by lower yields earned.

Investment income from commercial mortgage loans increased \$0.8 million or 12% in the first quarter of 2021 versus one year earlier, reflecting an increase in prepayment fees. There were no new deferrals or forbearance agreements granted on our mortgage loan portfolio during the first quarter of 2021 related to the COVID-19 pandemic and the associated economic impacts. However, we granted deferrals on certain mortgage loans in the second quarter of 2020. These mortgage loan deferrals have concluded. The repayments on these deferrals remain on schedule and are expected to be fully repaid in 2021. We continue to closely monitor our mortgage loan portfolio and work closely with borrowers who are negatively impacted by the COVID-19 pandemic.

Investment income from real estate declined \$0.5 million or 9% in the first quarter of 2021 compared to the prior year. This largely resulted from the loss of revenue from a real estate property that was sold in 2020. There were no new forbearance agreements granted to tenants during the first quarter of 2021 related to the COVID-19 pandemic. However, forbearance agreements were granted to certain tenants in the second, third, and fourth quarters of 2020. The modified terms did not result in any defaults. We expect that these tenants will be brought current within the agreed-upon terms and will be returned to the original payment schedules during 2021. We continue to closely monitor our real estate portfolio and work closely with tenants who are negatively impacted by the COVID-19 pandemic.

Investment Gains (Losses)

Net investment gains for the first quarter of 2021 totaled \$1.8 million compared to net investment losses of \$3.3 million for the first quarter of 2020. The largest factor in the increase in 2021 was the change in fair value of derivative instruments, which resulted in a gain of \$1.0 million in the first quarter of 2021 compared to a loss of \$3.5 million in the first quarter of 2020. This improvement resulted from an increase in market values at March 31, 2021. In addition, we increased our allowance for mortgage loan losses \$1.0 million in the first quarter of 2020 with no similar increase during the first quarter of 2021. The increase in 2020 was primarily due to the outlook for the effect of the COVID-19 pandemic on the market. Subsequently, we reduced the allowance in the fourth quarter of 2020. Partially offsetting the items contributing to the increase in net investment gains, investment securities sales and calls generated a net gain of \$0.6 million in the first quarter of 2021 down from a net gain of \$1.5 million in the first quarter of 2020.

We recognized impairments on mortgage-backed securities of less than \$0.1 million during both the quarters ended March 31, 2021 and 2020. We will continue to monitor and evaluate this portfolio for potential strain in the individual holdings and sectors due to the added stress in the current economic environment.

Policyholder Benefits

Policyholder benefits, net of reinsurance, consist of death benefits, immediate annuity benefits, accident and health benefits, surrenders, other benefits, and the associated increase or decrease in reserves for future policy benefits and policyholder account balances. The largest component of policyholder benefits was death benefits for the periods presented. Death benefits reflect mortality results, after consideration of the impact of reinsurance.

Policyholder benefits increased \$2.9 million or 4% in the first quarter of 2021 compared to the prior year. This increase was largely due to an \$11.3 million or 30% increase in death benefits, net of reinsurance. Partially offsetting this, surrenders decreased \$0.7 million or 23% and benefit and contract reserves decreased \$8.4 million or 114% compared to the prior year. The increase in net death benefits was in part due to the COVID-19 pandemic. Mortality cost resulting from the COVID-19 pandemic was 13% of the total mortality cost for the first quarter of 2021. Mortality cost is defined as death benefits net of reinsurance and reserves released. The largest factor in the decrease in benefit and contract reserves was the decline in the fair value of the guaranteed minimum withdrawal benefits (GMWB) rider in the first quarter of 2021 compared with the first quarter of 2020. This reflected an increase in longer-term interest rates and favorable capital market returns. In addition, lower considerations on annuities and supplementary contracts resulted in a decrease in benefit and contract reserves compared to the prior year. Partially offsetting these, decreased annuity payments and the change in the fair value of derivative instruments increased benefit and contract reserves.

Amortization of DAC

The amortization of DAC decreased \$3.5 million or 30% in the first quarter of 2021 compared to the prior year. This decline was primarily due to improved investment performance in the separate accounts.

Operating Expenses

Operating expenses consist of incurred commission expense from the sale of insurance products, net of the deferral of certain commissions and certain expenses directly associated with the successful acquisition of new business, expenses from our operations, the amortization of VOBA and intangibles, and other expenses. Operating expenses increased \$0.1 million or less than 1% in the first quarter of 2021 compared to the first quarter of 2020. Employee compensation expenses increased, including a rise in the market value of our deferred compensation plans compared to the prior year. The COVID-19 pandemic continued to impact our expenses in the first quarter of 2021. We canceled agent conferences for 2021, which reduced operating expenses, net of capitalization of deferrable expenses. In addition, travel and legal expenses declined compared to the prior year.

Income Taxes

We recorded income tax expense of less than \$0.1 million in the first quarter of 2021 compared to an income tax benefit of \$0.6 million in the first quarter of 2020. The income tax expense in the first quarter of 2021 primarily reflected a benefit from the net loss incurred that was more than offset by the tax expense that resulted from the variance in actual versus assumed results. The increase in income tax expense in the first quarter of 2021 compared to the prior year primarily occurred because the Coronavirus Aid, Relief and Economic Security Act (CARES Act) lowered income tax expense in 2020. The first quarter 2021 statutory rate versus effective rate differences were larger than usual due to the variance in actual versus assumed results that impacted taxes for the quarter ended March 31, 2021.

The effective income tax rate was lower than the prevailing corporate federal income tax rate of 21% for the first quarter of 2021. The lower effective income tax rate was primarily due to tax credits from affordable housing investments, research and development credits, and permanent differences, which includes the dividend-received deduction. The effective income tax rate was higher than the prevailing corporate federal income tax rate of 21% for the first quarter of 2020. The higher effective tax rate was primarily due to the impact of the CARES Act.

The CARES Act was intended to provide immediate economic assistance to both businesses and individuals. The CARES Act provided the opportunity to carry back net operating losses, accelerate the recoverability of any remaining Alternative Minimum Tax (AMT) credits, and provided more specific impacts associated with small business loans, payroll taxes, and other items. We were able to take advantage of certain aspects of the CARES Act in 2020, while many aspects did not apply to us. The aspects of the CARES Act that were beneficial to us in 2020 are no longer applicable in 2021. For additional information, please see Note 10 - Income Taxes.

Analysis of Investments

This analysis of investments should be read in conjunction with Note 3 - Investments.

The following table provides asset class detail of the investment portfolio.

| | March 31, 2021 | % of Total | December 31, 2020 | % of Total |
|---------------------------|---------------------|---------------|----------------------|---------------|
| Fixed maturity securities | \$ 3,014,800 | 76 % | \$ 3,118,980 | 76 % |
| Equity securities | 6,652 | — % | 6,647 | — % |
| Mortgage loans | 599,326 | 15 % | 601,607 | 15 % |
| Real estate | 164,456 | 4 % | 165,403 | 4 % |
| Policy loans | 83,480 | 2 % | 84,447 | 2 % |
| Short-term investments | 77,469 | 2 % | 119,116 | 3 % |
| Other investments | 11,231 | 1 % | 10,838 | — |
| Total | <u>\$ 3,957,414</u> | <u>100 %</u> | <u>\$ 4,107,038</u> | <u>100 %</u> |

Fixed maturity securities were the largest component of total investments at both March 31, 2021 and December 31, 2020. The largest categories of fixed maturity securities at March 31, 2021 consisted of 78% in corporate obligations, 8% in municipal securities, and 6% in U.S. Treasury securities and obligations of the U.S. Government.

We use actual or equivalent Standard & Poor's ratings to determine the investment grading of fixed maturity securities. Our fixed maturity securities that were rated investment grade represented 98% of total securities at both March 31, 2021 and December 31, 2020.

The fair value of fixed maturity securities with unrealized losses was \$334.5 million at March 31, 2021 compared with \$89.3 million at December 31, 2020. This increase primarily reflected higher interest rates at March 31, 2021. At March 31, 2021, 99% of security investments with an unrealized loss were investment grade and accounted for 96% of the total unrealized losses. At December 31, 2020, 95% of securities with an unrealized loss were investment grade and accounted for 77% of the total unrealized losses.

At March 31, 2021, we had \$217.9 million in gross unrealized gains on fixed maturity securities that offset gross unrealized losses of \$18.6 million. At December 31, 2020, we had \$323.9 million in gross unrealized gains on fixed maturity securities that offset \$3.0 million in gross unrealized losses. At March 31, 2021, 89% of the fixed maturity securities portfolio had unrealized gains, a decrease from 97% at December 31, 2020. We had an increase in gross unrealized losses in corporate obligations from December 31, 2020 to March 31, 2021, primarily due to changes in interest rates. Gross unrealized losses on fixed maturity securities for less than 12 months accounted for \$15.6 million or 80% of the security values in a gross unrealized loss position at March 31, 2021. Gross unrealized losses on fixed maturity securities for less than 12 months totaled \$1.4 million and accounted for 76% of the security values in a gross unrealized loss position at December 31, 2020. Gross unrealized losses on fixed maturity security investments of 12 months or longer increased from \$1.6 million at December 31, 2020 to \$3.0 million at March 31, 2021.

Residential mortgage-backed securities, commercial mortgage-backed securities, and asset-backed securities that were rated below investment grade were 7% of the total mortgage-backed and asset-backed securities at both March 31, 2021 and December 31, 2020.

We have written down certain investments in previous periods. Fixed maturity securities written down and still owned at March 31, 2021 had a fair value of \$12.9 million and net unrealized gains of \$1.3 million, compared to the December 31, 2020 fair value of \$13.6 million and net unrealized gains of \$1.6 million. Additional information identified or further deterioration could result in impairments in future periods.

We evaluated the current status of all investments previously written down to determine whether we believe that these investments remained credit-impaired to the extent previously recorded. Our evaluation process is similar to our impairment evaluation process. If evidence exists that we will receive the contractual cash flows from securities previously written down, the accretion of income is adjusted. We did not change our evaluation of any investments under this process during 2021 or 2020.

Investments in mortgage loans totaled \$599.3 million at March 31, 2021, down from \$601.6 million at December 31, 2020. The commercial mortgage loan portfolio decreased \$2.3 million during the first quarter of 2021, as prepaid loans and regularly scheduled payments exceeded new loan originations. Our mortgage loans are secured by commercial real estate. These loans are stated at the outstanding principal balance, adjusted for amortization of premium and accretion of discount, less an allowance for loan losses. We believe this allowance is at a level adequate to absorb estimated credit losses and was \$2.9 million at both March 31, 2021 and December 31, 2020. As previously mentioned, we granted deferrals of principal and interest payments on certain mortgage loans during 2020. These mortgage loan deferrals have concluded and the repayments of these deferred amounts are expected to be fully repaid in 2021.

Investments in real estate totaled \$164.5 million at March 31, 2021, down from \$165.4 million at December 31, 2020. As previously mentioned, certain tenants were granted real estate rent deferrals during 2020. We expect that these tenants will be brought current within the agreed-upon terms and will be returned to the original payment schedules during 2021.

Liquidity and Capital Resources

Liquidity

We meet liquidity requirements primarily through positive cash flows from operations. Management believes that the Company has sufficient sources of liquidity and capital resources to satisfy operational requirements and to finance expansion plans and strategic initiatives as they may occur. Primary sources of cash flow are premiums, other insurance considerations and deposits, receipts for policyholder accounts, investment sales and maturities, and investment income. In addition, we have credit facilities that are available for additional working capital needs or investment opportunities. The principal uses of cash are for the insurance operations, including the purchase of investments, payment of insurance benefits, operating expenses, policyholder dividends, withdrawals from policyholder accounts, and costs related to acquiring new business. In addition, we use cash for other purposes, including the payment of stockholder dividends and income taxes. There can be no assurance that we will continue to generate cash flows at or above current levels or that our ability to borrow under the current credit facilities will be maintained.

We perform cash flow testing and add various levels of stress testing to potential surrender and policy loan levels in order to assess current and near-term cash and liquidity needs. In the event of increased surrenders and other cash needs, we have several sources of cash flow available to meet our needs.

Net cash used from operating activities was \$20.5 million for the quarter ended March 31, 2021. Net cash provided by investing activities was \$9.8 million for the quarter ended March 31, 2021. The primary sources of cash provided by investing activities were sales, maturities, calls, and principal paydowns of investments totaling \$108.6 million. Investment purchases, including new fixed maturities and mortgage loans, totaled \$140.3 million. Net cash provided by financing activities for the quarter ended March 31, 2021 was \$10.0 million, including \$5.2 million of deposits, net of withdrawals, on policyholder account balances, \$2.5 million of net transfers from separate accounts, and a \$4.9 million change in other deposits. These were partially offset by the payment of \$2.6 million of stockholder dividends.

Capital Resources

We believe existing capital resources provide adequate support for the current level of business activities, as identified in the following table.

| | March 31, 2021 | December 31, 2020 |
|--|-------------------|----------------------|
| Total assets, excluding separate accounts | \$ 4,866,811 | \$ 4,999,971 |
| Total stockholders' equity | 824,266 | 908,739 |
| Ratio of stockholders' equity to assets, excluding separate accounts | 17% | 18% |

Stockholders' equity decreased \$84.5 million from year-end 2020, primarily due to a decrease in net unrealized gains. This decrease reflected higher interest rates at March 31, 2021. Stockholders' equity per share, or book value, equaled \$85.12 at March 31, 2021, a decrease from \$93.84 at year-end 2020.

Net unrealized gains on available for sale securities, which are included as part of Accumulated Other Comprehensive Income and as a component of Stockholders' Equity (net of unrealized losses on investments, related taxes, policyholder account balances, future policy benefits, DAC, VOBA, and DRL), totaled \$115.9 million at March 31, 2021, an \$81.1 million decrease from net unrealized gains on available securities of \$197.0 million at December 31, 2020.

Our statutory equity exceeds the minimum capital deemed necessary to support our insurance business, as determined by the risk-based capital calculations and guidelines established by the National Association of Insurance Commissioners (NAIC). We believe these statutory limitations impose no practical restrictions on future dividend payment plans.

In January 2021, the Board of Directors authorized the purchase of up to one million of our shares on the open market through January 2022. No shares were purchased under this authorization during the first quarter of 2021.

On April 26, 2021, the Board of Directors declared a quarterly dividend of \$0.27 per share payable on May 12, 2021 to stockholders of record on May 6, 2021.

Item 5. Legal Proceedings

We are, and in the future may be, subject to legal and regulatory actions in the ordinary course of our insurance operations. Pending legal actions include proceedings that have been brought on behalf of various alleged classes of complainants. In certain of these matters, the plaintiffs are seeking large and/or indeterminate amounts, including punitive or exemplary damages. Substantial legal liability in these or future legal or regulatory actions could have a material financial effect or cause significant harm to our reputation, which in turn could materially harm our business prospects. Please see the section titled “Contingent Liabilities” in Note 16 - Commitments, Contingent Liabilities, Guarantees, and Indemnifications of the financial statements in Exhibit 3.1.

Item 6. Defaults upon Senior Securities

None

Item 7. Other Information

None

Item 8. Exhibits

3.1 Interim Consolidated Financial Statements

Item 9. Issuer's Certifications

I, R. Philip Bixby, certify that:

1. I have reviewed this quarterly disclosure statement of Kansas City Life Insurance Company;
2. Based on my knowledge, this disclosure statement does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in the light of the circumstances under which such statements were made, not misleading with respect to the period covered by this disclosure statement; and
3. Based on my knowledge, the financial statements, and other financial information included or incorporated by reference in this disclosure statement, fairly present in all material respects the financial condition, results of operations and cash flows of the issuer as of, and for, the periods presented in this disclosure statement.

Date: April 30, 2021

/s/ R. Philip Bixby

R. Philip Bixby
President, Chief Executive Officer,
and Chairman of the Board

I, Philip A. Williams, certify that:

1. I have reviewed this quarterly disclosure statement of Kansas City Life Insurance Company;
2. Based on my knowledge, this disclosure statement does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in the light of the circumstances under which such statements were made, not misleading with respect to the period covered by this disclosure statement; and
3. Based on my knowledge, the financial statements, and other financial information included or incorporated by reference in this disclosure statement, fairly present in all material respects the financial condition, results of operations and cash flows of the issuer as of, and for, the periods presented in this disclosure statement.

Date: April 30, 2021

/s/ Philip A. Williams

Philip A. Williams
Senior Vice President, Finance

Exhibit 3.1 Interim Consolidated Financial Statements

Amounts in thousands, except share data, security counts, or as otherwise noted.

**Kansas City Life Insurance Company
Consolidated Balance Sheets**

| | March 31, 2021 (Unaudited) | December 31, 2020 |
|---|----------------------------------|----------------------|
| ASSETS | | |
| Investments: | | |
| Fixed maturity securities available for sale, at fair value | \$ 3,014,800 | \$ 3,118,980 |
| Equity securities, at fair value | 6,652 | 6,647 |
| Mortgage loans | 599,326 | 601,607 |
| Real estate | 164,456 | 165,403 |
| Policy loans | 83,480 | 84,447 |
| Short-term investments | 77,469 | 119,116 |
| Other investments | 11,231 | 10,838 |
| Total investments | <u>3,957,414</u> | <u>4,107,038</u> |
| Cash | 6,502 | 7,203 |
| Accrued investment income | 31,475 | 31,413 |
| Deferred acquisition costs | 288,975 | 276,425 |
| Reinsurance recoverables | 395,106 | 391,439 |
| Other assets | 187,339 | 186,453 |
| Separate account assets | 470,237 | 463,041 |
| Total assets | <u>\$ 5,337,048</u> | <u>\$ 5,463,012</u> |
| LIABILITIES | | |
| Future policy benefits | \$ 1,377,785 | \$ 1,383,674 |
| Policyholder account balances | 2,225,844 | 2,231,640 |
| Policy and contract claims | 67,661 | 71,344 |
| Other policyholder funds | 183,794 | 175,131 |
| Other liabilities | 187,461 | 229,443 |
| Separate account liabilities | 470,237 | 463,041 |
| Total liabilities | <u>4,512,782</u> | <u>4,554,273</u> |
| STOCKHOLDERS' EQUITY | | |
| Common stock, par value \$1.25 per share | | |
| Authorized 36,000,000 shares, issued 18,496,680 shares | 23,121 | 23,121 |
| Additional paid in capital | 41,025 | 41,025 |
| Retained earnings | 929,809 | 933,092 |
| Accumulated other comprehensive income | 71,612 | 152,802 |
| Treasury stock, at cost (2021 and 2020 - 8,813,266 shares) | (241,301) | (241,301) |
| Total stockholders' equity | <u>824,266</u> | <u>908,739</u> |
| Total liabilities and stockholders' equity | <u>\$ 5,337,048</u> | <u>\$ 5,463,012</u> |

See accompanying Notes to Consolidated Financial Statements (Unaudited)

Kansas City Life Insurance Company
Consolidated Statements of Comprehensive Income

| | Quarter Ended March 31, | |
|--|----------------------------|--------------------|
| | 2021 | 2020 |
| | (Unaudited) | |
| REVENUES | | |
| Insurance revenues: | | |
| Net premiums | \$ 52,520 | \$ 57,181 |
| Contract charges | 30,611 | 31,065 |
| Total insurance revenues | <u>83,131</u> | <u>88,246</u> |
| Investment revenues: | | |
| Net investment income | 35,905 | 36,656 |
| Net investment gains (losses) | 1,772 | (3,298) |
| Total investment revenues | <u>37,677</u> | <u>33,358</u> |
| Other revenues | 1,523 | 1,431 |
| Total revenues | <u>122,331</u> | <u>123,035</u> |
| BENEFITS AND EXPENSES | | |
| Policyholder benefits | 68,747 | 65,870 |
| Interest credited to policyholder account balances | 19,525 | 19,493 |
| Amortization of deferred acquisition costs | 8,139 | 11,627 |
| Operating expenses | 26,563 | 26,456 |
| Total benefits and expenses | <u>122,974</u> | <u>123,446</u> |
| Loss before income tax expense (benefit) | (643) | (411) |
| Income tax expense (benefit) | 25 | (561) |
| NET INCOME (LOSS) | <u>\$ (668)</u> | <u>\$ 150</u> |
| COMPREHENSIVE LOSS, NET OF TAXES | | |
| Changes in: | | |
| Net unrealized gains (losses) on securities available for sale | \$ (96,331) | \$ (38,316) |
| Effect on deferred acquisition costs, value of business acquired, and deferred revenue liabilities | 6,311 | 3,792 |
| Policyholder liabilities | 8,830 | 5,877 |
| Other comprehensive loss | <u>(81,190)</u> | <u>(28,647)</u> |
| COMPREHENSIVE LOSS | <u>\$ (81,858)</u> | <u>\$ (28,497)</u> |
| Basic and diluted earnings per share: | | |
| Net income (loss) | <u>\$ (0.07)</u> | <u>\$ 0.02</u> |

See accompanying Notes to Consolidated Financial Statements (Unaudited)

Kansas City Life Insurance Company
Consolidated Statements of Cash Flows

| | Quarter Ended March 31, | |
|--|----------------------------|----------|
| | 2021 | 2020 |
| | (Unaudited) | |
| OPERATING ACTIVITIES | | |
| Net income (loss) | \$ (668) | \$ 150 |
| Adjustments to reconcile net income (loss) to net cash provided by (used from) operating activities: | | |
| Amortization of investment premium and discount | 518 | 769 |
| Depreciation and amortization | 1,951 | 2,224 |
| Acquisition costs capitalized | (9,038) | (11,680) |
| Amortization of deferred acquisition costs | 8,139 | 11,627 |
| Net investment losses (gains) | (1,772) | 3,298 |
| Changes in assets and liabilities: | | |
| Reinsurance recoverables | (3,667) | (4,355) |
| Future policy benefits | 4,909 | 10,286 |
| Policyholder account balances | (12,722) | (9,795) |
| Income taxes payable and deferred | (23) | (561) |
| Other, net | (8,128) | (573) |
| Net cash provided (used) | (20,501) | 1,390 |
| INVESTING ACTIVITIES | | |
| Purchases: | | |
| Fixed maturity securities | (116,934) | (93,679) |
| Mortgage loans | (19,925) | (27,218) |
| Real estate | (173) | (1,339) |
| Policy loans | (1,836) | (3,255) |
| Other investments | (1,431) | (901) |
| Property and equipment | (203) | (488) |
| Sales or maturities, calls, and principal paydowns: | | |
| Fixed maturity securities | 81,417 | 97,101 |
| Equity securities | — | 3,000 |
| Mortgage loans | 22,194 | 11,764 |
| Real estate | 150 | — |
| Policy loans | 2,803 | 3,449 |
| Other investments | 2,052 | 894 |
| Property and equipment | 35 | — |
| Net sales of short-term investments | 41,647 | 418 |
| Net cash provided (used) | 9,796 | (10,254) |

Kansas City Life Insurance Company
Consolidated Statements of Cash Flows (Continued)

| | Quarter Ended | |
|--|---------------|-----------|
| | March 31, | |
| | 2021 | 2020 |
| | (Unaudited) | |
| FINANCING ACTIVITIES | | |
| Deposits on policyholder account balances | \$ 51,354 | \$ 54,031 |
| Withdrawals from policyholder account balances | (46,166) | (55,524) |
| Net transfers from separate accounts | 2,549 | 3,078 |
| Change in other deposits | 4,882 | 1,041 |
| Cash dividends to stockholders | (2,615) | (2,604) |
| Net cash provided | 10,004 | 22 |
| Decrease in cash | (701) | (8,842) |
| Cash at beginning of year | 7,203 | 14,234 |
| Cash at end of period | \$ 6,502 | \$ 5,392 |

See accompanying Notes to Consolidated Financial Statements (Unaudited)

Kansas City Life Insurance Company

Notes to Consolidated Financial Statements - (Unaudited)

1. Nature of Operations and Significant Accounting Policies

Basis of Presentation

The interim consolidated financial statements and the accompanying notes include the accounts of the consolidated entity (the Company), which primarily consists of four life insurance companies. Kansas City Life Insurance Company (Kansas City Life) is the parent company. Sunset Life Insurance Company of America (Sunset Life), Old American Insurance Company (Old American), and Grange Life Insurance Company (Grange Life) are wholly-owned insurance subsidiaries. The Company also has non-insurance subsidiaries that individually and collectively are not material. The terms "the Company," "we," "us," and "our" are used in these consolidated financial statements to refer to Kansas City Life Insurance Company and its subsidiaries.

We have three reportable business segments, which are defined based on the nature of the products and services offered: Individual Insurance, Group Insurance, and Old American. For additional information on our segments, please see Note 15 - Segment Information.

The interim consolidated financial statements were prepared on the basis of GAAP for interim financial reporting. Accordingly, they do not include all of the disclosures required by GAAP for complete financial statements. As such, these interim consolidated financial statements should be read in conjunction with our 2020 Annual Report, which is available on the OTCQX website (www.otcmarkets.com/stock/KCLI/filings). The interim consolidated financial statements and the accompanying notes for the quarters ended March 31, 2021 and 2020 are unaudited. Management believes that the disclosures included herein are adequate to make the information presented not misleading, and include all adjustments necessary to present fairly the financial position and the results of operations for all periods presented. The results of operations for any interim period are not necessarily indicative of operating results for a full year. Significant intercompany transactions have been eliminated in consolidation and certain immaterial reclassifications have been made to prior period results to conform with the current period's presentation.

The interim consolidated financial statements include estimates and assumptions relating to the reported amounts of certain assets and liabilities, the disclosure of contingent assets and liabilities at the date of the interim consolidated financial statements, and the reported amounts of certain revenue and expenses during the period. These estimates are inherently subject to change and actual results could differ from these estimates. Amounts are stated in thousands, except share data, security counts, or as otherwise noted.

COVID-19 Pandemic

The global outbreak of COVID-19 was classified as a pandemic during the first quarter of 2020. The impact of the COVID-19 pandemic on our financial condition and results of operations continues to evolve. The duration and the severity depend on certain developments, including the effect of the pandemic on financial markets. Certain financial impacts occurred in 2021 and 2020 as a result of the COVID-19 pandemic, including increased policyholder benefit payments, largely from death benefits; reduced investment income from lower available interest rates; and fluctuations in certain operating expenses. Other negative financial impacts that could occur include, but are not limited to: asset impairments; defaults, delinquencies or deferrals on the Company's mortgage loan and real estate portfolios; a reduction in sales; additional increases in policyholder benefits; and increases in certain operating expenses.

Significant Accounting Policies

Please refer to our 2020 Annual Report for a full discussion of our significant accounting policies. No significant updates or changes to these policies occurred during the quarter ended March 31, 2021.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

2. New Accounting Pronouncements

Accounting Pronouncements Issued, Not Yet Adopted

In June 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2016-13 Measurement of Credit Losses on Financial Instruments. Under this guidance, the incurred loss impairment methodology currently used for loans and other financial instruments will be replaced by a methodology that reflects expected credit losses and requires consideration of a broader range of reasonable and supportable information concerning our credit loss estimates. The measurement of expected credit losses will be based on current, historical, and forecasted information that impacts the collectability of the reported amount. Any credit losses related to available for sale debt securities will be recorded through a valuation allowance that is established and adjusted over time. The valuation allowance will be based on the probability of loss over the life of the instrument. Our assets subject to this guidance include, but are not limited to, fixed maturity securities available for sale, mortgage loans, and reinsurance recoverables. Additional disclosures will be required to provide information regarding significant estimates and judgments used in estimating credit losses, as well as the credit quality and underwriting standards of an organization's portfolio. The original effective date for this guidance, including subsequently issued amendments, for public business entities that are not U.S. Securities and Exchange Commission (SEC) filers was for fiscal years beginning after December 15, 2020 and interim periods within those fiscal years. The FASB deferred the effective date of this guidance for public business entities that do not meet the definition of an SEC filer to fiscal years beginning after December 15, 2022, including interim periods within those fiscal years. We are currently evaluating this guidance.

In August 2018, the FASB issued ASU No. 2018-12 Targeted Improvements to the Accounting for Long-Duration Contracts. This update modifies the existing recognition, measurement, presentation, and disclosure requirements in ASC 944 Financial Services - Insurance (Topic 944). It focuses on improving the timeliness of recognizing changes in the liability for future policy benefits and requires that the discount rate assumption be updated at each reporting date. It simplifies the accounting for certain market-based options or guarantees associated with deposit contracts by requiring insurance entities to measure them at fair value. It also simplifies the amortization of deferred acquisition costs by requiring amortization on a constant level basis over the expected term of the related contracts. The original effective date for this guidance was for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2020. The FASB deferred the effective date of this guidance to fiscal years beginning after December 15, 2024, and interim periods within fiscal years beginning after December 15, 2025. We are currently evaluating this guidance.

All other new accounting standards and updates of existing standards issued through the date of this filing were considered by management and did not relate to accounting policies and procedures pertinent to us at this time or were not expected to have a material impact to the consolidated financial statements.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

3. Investments

Fixed Maturity Securities

Securities by Asset Class

The following table provides amortized cost and fair value of fixed maturity securities by asset class at March 31, 2021.

| | Amortized Cost | Gross Unrealized | | Fair Value |
|---|---------------------|---------------------|------------------|---------------------|
| | | Gains | Losses | |
| U.S. Treasury securities and obligations of U.S. Government | \$ 159,328 | \$ 15,976 | \$ 114 | \$ 175,190 |
| Federal agency issued residential mortgage-backed securities ¹ | 90,913 | 8,283 | — | 99,196 |
| Subtotal | 250,241 | 24,259 | 114 | 274,386 |
| Corporate obligations: | | | | |
| Industrial | 422,214 | 27,618 | 2,813 | 447,019 |
| Energy | 157,702 | 12,522 | 275 | 169,949 |
| Communications and technology | 233,613 | 20,333 | 1,646 | 252,300 |
| Financial | 415,210 | 29,108 | 3,202 | 441,116 |
| Consumer | 651,597 | 42,383 | 5,537 | 688,443 |
| Public utilities | 334,575 | 25,117 | 3,405 | 356,287 |
| Subtotal | 2,214,911 | 157,081 | 16,878 | 2,355,114 |
| Corporate private-labeled residential mortgage-backed securities | 13,737 | 1,481 | 12 | 15,206 |
| Municipal securities | 217,136 | 33,425 | 603 | 249,958 |
| Other | 116,529 | 1,476 | 1,001 | 117,004 |
| Redeemable preferred stocks | 3,000 | 132 | — | 3,132 |
| Total | <u>\$ 2,815,554</u> | <u>\$ 217,854</u> | <u>\$ 18,608</u> | <u>\$ 3,014,800</u> |

¹ Federal agency securities are not backed by the full faith and credit of the U.S. Government.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

The following table provides amortized cost and fair value of fixed maturity securities by asset class at December 31, 2020.

| | Amortized Cost | Gross Unrealized | | Fair Value |
|---|---------------------|---------------------|-----------------|---------------------|
| | | Gains | Losses | |
| U.S. Treasury securities and obligations of U.S. Government | \$ 161,524 | \$ 19,910 | \$ 5 | \$ 181,429 |
| Federal agency issued residential mortgage-backed securities ¹ | 95,934 | 9,976 | — | 105,910 |
| Subtotal | 257,458 | 29,886 | 5 | 287,339 |
| Corporate obligations: | | | | |
| Industrial | 431,133 | 42,211 | 72 | 473,272 |
| Energy | 157,735 | 16,128 | 252 | 173,611 |
| Communications and technology | 221,551 | 28,844 | 16 | 250,379 |
| Financial | 420,577 | 46,226 | 572 | 466,231 |
| Consumer | 641,557 | 66,517 | 528 | 707,546 |
| Public utilities | 327,993 | 44,958 | 174 | 372,777 |
| Subtotal | 2,200,546 | 244,884 | 1,614 | 2,443,816 |
| Corporate private-labeled residential mortgage-backed securities | 14,568 | 1,670 | — | 16,238 |
| Municipal securities | 218,709 | 45,014 | 5 | 263,718 |
| Other | 103,709 | 2,288 | 1,334 | 104,663 |
| Redeemable preferred stocks | 3,000 | 206 | — | 3,206 |
| Total | <u>\$ 2,797,990</u> | <u>\$ 323,948</u> | <u>\$ 2,958</u> | <u>\$ 3,118,980</u> |

¹ Federal agency securities are not backed by the full faith and credit of the U.S. Government.

Contractual Maturities

The following table provides the distribution of maturities for fixed maturity securities available for sale. Expected maturities may differ from these contractual maturities since issuers or borrowers may have the right to call or prepay obligations.

| | March 31, 2021 | | December 31, 2020 | |
|---|---------------------|---------------------|---------------------|---------------------|
| | Amortized Cost | Fair Value | Amortized Cost | Fair Value |
| Due in one year or less | \$ 99,222 | \$ 100,727 | \$ 119,638 | \$ 121,163 |
| Due after one year through five years | 856,946 | 920,025 | 852,605 | 924,353 |
| Due after five years through ten years | 943,516 | 1,011,778 | 930,841 | 1,048,706 |
| Due after ten years | 733,162 | 781,580 | 704,520 | 812,915 |
| Securities with variable principal payments | 179,708 | 197,558 | 187,386 | 208,637 |
| Redeemable preferred stocks | 3,000 | 3,132 | 3,000 | 3,206 |
| Total | <u>\$ 2,815,554</u> | <u>\$ 3,014,800</u> | <u>\$ 2,797,990</u> | <u>\$ 3,118,980</u> |

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

Unrealized Losses on Investments

At the end of each quarter, all fixed maturity securities are reviewed to determine whether impairments exist and whether other-than-temporary impairments should be recorded. This quarterly process includes an assessment of the credit quality of each investment in the entire securities portfolio. Additional reporting and review procedures are conducted for those securities where fair value is less than 90% of amortized cost. A formal review document is prepared no less often than quarterly of all investments where fair value is less than 80% of amortized cost for six months or more and selected investments that have changed significantly from a previous period and that have a decline in fair value greater than 10% of amortized cost. Additional information on our process and considerations, as well as related accounting when other-than-temporary impairments are identified, is provided in Note 3 - Investments of our 2020 Annual Report.

The following table provides information regarding fixed maturity securities available for sale with unrealized losses by asset class and by length of time that individual securities have been in a continuous unrealized loss position at March 31, 2021.

| | Less Than 12 Months | | 12 Months or Longer | | Total | |
|---|---------------------|-------------------|---------------------|-------------------|-------------------|-------------------|
| | Fair Value | Unrealized Losses | Fair Value | Unrealized Losses | Fair Value | Unrealized Losses |
| U.S. Treasury securities and obligations of U.S. Government | \$ 3,914 | \$ 114 | \$ — | \$ — | \$ 3,914 | \$ 114 |
| Federal agency issued residential mortgage-backed securities ¹ | 2 | — | 7 | — | 9 | — |
| Subtotal | 3,916 | 114 | 7 | — | 3,923 | 114 |
| Corporate obligations: | | | | | | |
| Industrial | 38,578 | 2,489 | 7,913 | 324 | 46,491 | 2,813 |
| Energy | 2,006 | 86 | 3,910 | 189 | 5,916 | 275 |
| Communications and technology | 30,161 | 1,591 | 2,939 | 55 | 33,100 | 1,646 |
| Financial | 42,662 | 2,808 | 16,346 | 394 | 59,008 | 3,202 |
| Consumer | 82,472 | 4,713 | 12,096 | 824 | 94,568 | 5,537 |
| Public utilities | 42,819 | 3,119 | 9,055 | 286 | 51,874 | 3,405 |
| Subtotal | 238,698 | 14,806 | 52,259 | 2,072 | 290,957 | 16,878 |
| Corporate private-labeled residential mortgage-backed securities | 1,717 | 12 | — | — | 1,717 | 12 |
| Municipal securities | 13,199 | 585 | 982 | 18 | 14,181 | 603 |
| Other | 9,606 | 63 | 14,101 | 938 | 23,707 | 1,001 |
| Total | <u>\$ 267,136</u> | <u>\$ 15,580</u> | <u>\$ 67,349</u> | <u>\$ 3,028</u> | <u>\$ 334,485</u> | <u>\$ 18,608</u> |

¹ Federal agency securities are not backed by the full faith and credit of the U.S. Government.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

The following table provides information regarding fixed maturity securities available for sale with unrealized losses by asset class and by length of time that individual securities have been in a continuous unrealized loss position at December 31, 2020.

| | Less Than 12 Months | | 12 Months or Longer | | Total | |
|---|---------------------|-------------------|---------------------|-------------------|------------------|-------------------|
| | Fair Value | Unrealized Losses | Fair Value | Unrealized Losses | Fair Value | Unrealized Losses |
| U.S. Treasury securities and obligations of U.S. Government | \$ 1,917 | \$ 5 | \$ — | \$ — | \$ 1,917 | \$ 5 |
| Federal agency issued residential mortgage-backed securities ¹ | — | — | 8 | — | 8 | — |
| Subtotal | 1,917 | 5 | 8 | — | 1,925 | 5 |
| Corporate obligations: | | | | | | |
| Industrial | 10,613 | 72 | — | — | 10,613 | 72 |
| Energy | 4,277 | 252 | — | — | 4,277 | 252 |
| Communications and technology | 2,442 | 16 | — | — | 2,442 | 16 |
| Financial | 15,023 | 324 | 5,643 | 248 | 20,666 | 572 |
| Consumer | 12,819 | 528 | — | — | 12,819 | 528 |
| Public utilities | 12,202 | 174 | — | — | 12,202 | 174 |
| Subtotal | 57,376 | 1,366 | 5,643 | 248 | 63,019 | 1,614 |
| Municipal securities | 1,218 | 5 | — | — | 1,218 | 5 |
| Other | 6,935 | 21 | 16,188 | 1,313 | 23,123 | 1,334 |
| Total | <u>\$ 67,446</u> | <u>\$ 1,397</u> | <u>\$ 21,839</u> | <u>\$ 1,561</u> | <u>\$ 89,285</u> | <u>\$ 2,958</u> |

¹ Federal agency securities are not backed by the full faith and credit of the U.S. Government.

The following table provides information regarding the number of fixed maturity securities with unrealized losses.

| | March 31, 2021 | December 31, 2020 |
|---|-------------------|----------------------|
| Below cost for less than one year | 173 | 41 |
| Below cost for one year or more and less than three years | 39 | 4 |
| Below cost for three years or more | — | — |
| Total | <u>212</u> | <u>45</u> |

We do not consider the unrealized losses related to these securities to be credit-related. The unrealized losses at both March 31, 2021 and December 31, 2020 primarily related to changes in interest rates and market spreads subsequent to purchase. A substantial portion of investment securities that have unrealized losses are either corporate debt issued with investment grade credit ratings or other investment securities. Included in other investment securities are commercial mortgage-backed securities and asset-backed securities.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

The following table summarizes investments in fixed maturity securities available for sale with unrealized losses at March 31, 2021.

| | Amortized Cost | Fair Value | Gross Unrealized Losses |
|---|-------------------|-------------------|-------------------------------|
| Securities owned without realized impairment: | | | |
| Unrealized losses of 10% or less | \$ 320,807 | \$ 306,231 | \$ 14,576 |
| Unrealized losses of 20% or less and greater than 10% | 28,695 | 25,293 | 3,402 |
| Subtotal | <u>349,502</u> | <u>331,524</u> | <u>17,978</u> |
| Unrealized losses greater than 20%: | | | |
| Investment grade: | | | |
| Less than twelve months | 2,046 | 1,422 | 624 |
| Twelve months or greater | — | — | — |
| Total investment grade | <u>2,046</u> | <u>1,422</u> | <u>624</u> |
| Below investment grade: | | | |
| Less than twelve months | — | — | — |
| Twelve months or greater | — | — | — |
| Total below investment grade | <u>—</u> | <u>—</u> | <u>—</u> |
| Unrealized losses greater than 20% | <u>2,046</u> | <u>1,422</u> | <u>624</u> |
| Subtotal | <u>351,548</u> | <u>332,946</u> | <u>18,602</u> |
| Securities owned with realized impairment: | | | |
| Unrealized losses of 10% or less | 1,545 | 1,539 | 6 |
| Unrealized losses of 20% or less and greater than 10% | — | — | — |
| Unrealized losses greater than 20% | — | — | — |
| Subtotal | <u>1,545</u> | <u>1,539</u> | <u>6</u> |
| Total | <u>\$ 353,093</u> | <u>\$ 334,485</u> | <u>\$ 18,608</u> |

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

The following table summarizes investments in fixed maturity securities available for sale with unrealized losses at December 31, 2020.

| | Amortized Cost | Fair Value | Gross Unrealized Losses |
|---|-------------------|------------------|-------------------------------|
| Securities owned without realized impairment: | | | |
| Unrealized losses of 10% or less | \$ 88,214 | \$ 85,919 | \$ 2,295 |
| Unrealized losses of 20% or less and greater than 10% | 1,983 | 1,780 | 203 |
| Subtotal | <u>90,197</u> | <u>87,699</u> | <u>2,498</u> |
| Unrealized losses greater than 20%: | | | |
| Investment grade: | | | |
| Less than twelve months | 2,046 | 1,586 | 460 |
| Twelve months or greater | — | — | — |
| Total investment grade | <u>2,046</u> | <u>1,586</u> | <u>460</u> |
| Below investment grade: | | | |
| Less than twelve months | — | — | — |
| Twelve months or greater | — | — | — |
| Total below investment grade | <u>—</u> | <u>—</u> | <u>—</u> |
| Unrealized losses greater than 20% | <u>2,046</u> | <u>1,586</u> | <u>460</u> |
| Subtotal | <u>92,243</u> | <u>89,285</u> | <u>2,958</u> |
| Securities owned with realized impairment: | | | |
| Unrealized losses of 10% or less | — | — | — |
| Unrealized losses of 20% or less and greater than 10% | — | — | — |
| Unrealized losses greater than 20% | — | — | — |
| Subtotal | <u>—</u> | <u>—</u> | <u>—</u> |
| Total | <u>\$ 92,243</u> | <u>\$ 89,285</u> | <u>\$ 2,958</u> |

The following table provides information on fixed maturity securities available for sale with unrealized losses by actual or equivalent Standard & Poor's rating at March 31, 2021.

| | Fair Value | % of Total | Gross Unrealized Losses | % of Total |
|------------------------------|-------------------|---------------|-------------------------------|---------------|
| AAA | \$ 10,559 | 3 % | \$ 449 | 2 % |
| AA | 51,523 | 15 % | 3,292 | 18 % |
| A | 129,510 | 39 % | 7,032 | 38 % |
| BBB | 139,411 | 42 % | 7,103 | 38 % |
| Total investment grade | <u>331,003</u> | <u>99 %</u> | <u>17,876</u> | <u>96 %</u> |
| BB | 2,060 | 1 % | 108 | 1 % |
| B and below | 1,422 | — % | 624 | 3 % |
| Total below investment grade | <u>3,482</u> | <u>1 %</u> | <u>732</u> | <u>4 %</u> |
| | <u>\$ 334,485</u> | <u>100 %</u> | <u>\$ 18,608</u> | <u>100 %</u> |

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

The following table provides information on fixed maturity securities available for sale with unrealized losses by actual or equivalent Standard & Poor's rating at December 31, 2020.

| | Fair Value | % of Total | Gross Unrealized Losses | % of Total |
|------------------------------|------------------|---------------|-------------------------------|---------------|
| AAA | \$ 4,997 | 6 % | \$ — | — % |
| AA | 26,847 | 30 % | 1,609 | 54 % |
| A | 23,219 | 26 % | 263 | 9 % |
| BBB | 29,407 | 33 % | 408 | 14 % |
| Total investment grade | 84,470 | 95 % | 2,280 | 77 % |
| BB | 3,229 | 3 % | 218 | 7 % |
| B and below | 1,586 | 2 % | 460 | 16 % |
| Total below investment grade | 4,815 | 5 % | 678 | 23 % |
| | <u>\$ 89,285</u> | <u>100 %</u> | <u>\$ 2,958</u> | <u>100 %</u> |

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

We monitor structured securities through a combination of an analysis of vintage, credit ratings, and other factors. Structured securities include asset-backed, residential mortgage-backed securities, collateralized debt obligations, and other collateralized obligations.

The following tables identify structured securities by credit ratings for all vintages owned.

| | March 31, 2021 | | |
|---|-------------------|-------------------|---------------------------|
| | Fair Value | Amortized Cost | Unrealized Gains (Losses) |
| Corporate private-labeled residential mortgage-backed securities: | | | |
| Investment grade | \$ 1,539 | \$ 1,545 | \$ (6) |
| Below investment grade | 13,667 | 12,192 | 1,475 |
| Total residential & non-agency mortgage-backed securities | <u>15,206</u> | <u>13,737</u> | <u>1,469</u> |
| Other structured securities: | | | |
| Investment grade | 117,004 | 116,529 | 475 |
| Below investment grade | — | — | — |
| Total other structured securities | <u>117,004</u> | <u>116,529</u> | <u>475</u> |
| Total structured securities | <u>\$ 132,210</u> | <u>\$ 130,266</u> | <u>\$ 1,944</u> |
| | | | |
| | December 31, 2020 | | |
| | Fair Value | Amortized Cost | Unrealized Gains (Losses) |
| Corporate private-labeled residential mortgage-backed securities: | | | |
| Investment grade | \$ 1,575 | \$ 1,573 | \$ 2 |
| Below investment grade | 14,663 | 12,995 | 1,668 |
| Total residential & non-agency mortgage-backed securities | <u>16,238</u> | <u>14,568</u> | <u>1,670</u> |
| Other structured securities: | | | |
| Investment grade | 104,663 | 103,709 | 954 |
| Below investment grade | — | — | — |
| Total other structured securities | <u>104,663</u> | <u>103,709</u> | <u>954</u> |
| Total structured securities | <u>\$ 120,901</u> | <u>\$ 118,277</u> | <u>\$ 2,624</u> |

The following table provides a reconciliation of credit losses recognized in earnings on fixed maturity securities for which a portion of the other-than-temporary impairment loss was recognized in Other Comprehensive Loss.

| | Quarter Ended | |
|--|-----------------|-----------------|
| | March 31, | |
| | 2021 | 2020 |
| Credit losses on securities held at beginning of the period | \$ 3,884 | \$ 4,445 |
| Additional credit losses on securities for which an other-than-temporary impairment was recognized | 15 | 19 |
| Reductions for securities sold | — | (580) |
| Credit losses on securities held at the end of the period | <u>\$ 3,899</u> | <u>\$ 3,884</u> |

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

Investment Gains (Losses)

The following table provides detail concerning investment gains and losses.

| | Quarter Ended March 31, | |
|--|----------------------------|-------------------|
| | 2021 | 2020 |
| Gross gains resulting from: | | |
| Sales of investment securities | \$ — | \$ 24 |
| Investment securities called and other | 954 | 1,537 |
| Sale of real estate and joint ventures | 134 | — |
| Total gross gains | <u>1,088</u> | <u>1,561</u> |
| Gross losses resulting from: | | |
| Sales of investment securities | — | (3) |
| Investment securities called and other | <u>(318)</u> | <u>(67)</u> |
| Total gross losses | <u>(318)</u> | <u>(70)</u> |
| Change in allowance for loan losses | <u>(2)</u> | <u>(990)</u> |
| Change in fair value: | | |
| Equity securities | 5 | (297) |
| Derivative instruments | <u>1,014</u> | <u>(3,483)</u> |
| Total change in fair value | <u>1,019</u> | <u>(3,780)</u> |
| Net realized investment gains, excluding other-than-temporary impairment losses | <u>1,787</u> | <u>(3,279)</u> |
| Net impairment losses recognized in earnings: | | |
| Other-than-temporary impairment losses on fixed maturity securities | — | — |
| Portion of loss recognized in other comprehensive (loss) | <u>(15)</u> | <u>(19)</u> |
| Net other-than-temporary impairment losses recognized in earnings | <u>(15)</u> | <u>(19)</u> |
| Net investment gains (losses) | <u>\$ 1,772</u> | <u>\$ (3,298)</u> |

The portion of loss recognized in other comprehensive income (loss) represents the non-credit portion of current or prior other-than-temporary impairment. Other-than-temporary impairments recorded in earnings during both the quarters ended March 31, 2021 and March 31, 2020 totaled less than \$0.1 million.

Proceeds from Sales of Investment Securities

The following table provides proceeds from the sale of fixed maturity and equity securities, excluding maturities and calls.

| | Quarter Ended March 31, | |
|----------|----------------------------|----------|
| | 2021 | 2020 |
| Proceeds | \$ — | \$ 4,432 |

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

Mortgage Loans

Investments in mortgage loans totaled \$599.3 million at March 31, 2021, compared to \$601.6 million at December 31, 2020. Our mortgage loans are secured by commercial real estate and are stated at cost, adjusted for premium amortization and discount accretion, less an allowance for loan losses. We believe this allowance is at a level adequate to absorb estimated credit losses and was \$2.9 million at both March 31, 2021 and December 31, 2020.

Commercial mortgage loans represented 15% of our total investments at both March 31, 2021 and December 31, 2020. In addition to the subject collateral underlying the mortgage, we may require some amount of recourse from borrowers as another potential source of repayment should the loan default. Any recourse requirement deemed necessary is determined as part of the underwriting requirements of each loan. The average loan-to-value ratio for the overall portfolio was 46% at both March 31, 2021 and December 31, 2020. This ratio is based upon the current balance of loans relative to the appraisal of value at the time the loan was originated or acquired. Additionally, we may receive fees when borrowers prepay their mortgage loans. For additional information on mortgage loans, please see Note 5 - Financing Receivables.

We may refinance commercial mortgage loans prior to contractual maturity as a means of retaining loans that meet our underwriting and pricing parameters. We refinanced two loans with a total outstanding balance of \$2.3 million during the quarter ended March 31, 2021. We refinanced two loans with a total outstanding balance of \$2.6 million during the quarter ended March 31, 2020.

At March 31, 2021, we did not have any loan defaults. However, we continue to work with our borrowers to understand the potential strain resulting from the current economic environment. As of March 31, 2021, no material contract modifications, deferrals, or forbearance agreements had been executed. However, certain short-term deferrals of principal and interest on a small portion of the mortgage loan portfolio were granted during 2020 related to the COVID-19 pandemic and the associated economic impacts. The mortgage loan deferrals that were granted in 2020 have concluded and we expect that the deferred amounts will be fully repaid in 2021. We continue to closely monitor our mortgage loan portfolio and work closely with borrowers who are negatively impacted by the COVID-19 pandemic.

In the normal course of business, we commit to fund commercial mortgage loans generally up to 120 days in advance. These commitments typically have fixed expiration dates. A small percentage of commitments expire due to the borrower's failure to deliver the requirements of the commitment by the expiration date. In these cases, the commitment fee is retained. For additional information, please see Note 16 - Commitments, Contingent Liabilities, Guarantees, and Indemnifications.

Real Estate

Investments in real estate totaled \$164.5 million at March 31, 2021, compared to \$165.4 million at December 31, 2020.

During 2020, certain tenants were granted real estate rent deferrals. We expect that these tenants will be brought current within the agreed-upon terms and will be returned to the original payment schedules during 2021. We continue to monitor our real estate portfolio regarding additional strain resulting from the current economic environment.

4. Fair Value Measurements

Under GAAP, fair value represents the price that would be received to sell an asset or paid to transfer a liability (exit price) in an orderly transaction between market participants at the measurement date. We maximize the use of observable inputs and minimize the use of unobservable inputs when developing fair value measurements.

We follow the fair value hierarchy under existing GAAP requirements. No changes were made to our categories as disclosed in our Annual Report. Please refer to our 2020 Annual Report for a full discussion of the fair value hierarchy and our policies regarding fair value measurements.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

The following tables present the fair value hierarchy for those assets and liabilities reported at fair value on a recurring basis.

| | March 31, 2021 | | | |
|---|------------------|---------------------|-----------------|---------------------|
| | Level 1 | Level 2 | Level 3 | Total |
| Assets: | | | | |
| U.S. Treasury securities and obligations of U.S. Government | \$ 15,935 | \$ 159,255 | \$ — | \$ 175,190 |
| Federal agency issued residential mortgage-backed securities ¹ | — | 99,196 | — | 99,196 |
| Subtotal | 15,935 | 258,451 | — | 274,386 |
| Corporate obligations: | | | | |
| Industrial | — | 447,019 | — | 447,019 |
| Energy | — | 169,949 | — | 169,949 |
| Communications and technology | — | 252,300 | — | 252,300 |
| Financial | — | 441,116 | — | 441,116 |
| Consumer | — | 688,443 | — | 688,443 |
| Public utilities | — | 356,287 | — | 356,287 |
| Subtotal | — | 2,355,114 | — | 2,355,114 |
| Corporate private-labeled residential mortgage-backed securities | — | 15,206 | — | 15,206 |
| Municipal securities | — | 249,958 | — | 249,958 |
| Other | — | 117,004 | — | 117,004 |
| Redeemable preferred stocks | — | 3,132 | — | 3,132 |
| Fixed maturity securities | 15,935 | 2,998,865 | — | 3,014,800 |
| Equity securities | 424 | 6,228 | — | 6,652 |
| Short-term investments | 77,469 | — | — | 77,469 |
| Other investments | — | 6,236 | — | 6,236 |
| Separate account assets | — | 470,237 | — | 470,237 |
| Total | <u>\$ 93,828</u> | <u>\$ 3,481,566</u> | <u>\$ —</u> | <u>\$ 3,575,394</u> |
| Percent of total | <u>3 %</u> | <u>97 %</u> | <u>— %</u> | <u>100 %</u> |
| Liabilities: | | | | |
| Policyholder account balances: | | | | |
| Indexed universal life | \$ — | \$ — | \$ 5,711 | \$ 5,711 |
| Other policyholder funds: | | | | |
| Guaranteed minimum withdrawal benefits | — | — | (1,162) | (1,162) |
| Separate account liabilities | — | 470,237 | — | 470,237 |
| Total | <u>\$ —</u> | <u>\$ 470,237</u> | <u>\$ 4,549</u> | <u>\$ 474,786</u> |

¹ Federal agency securities are not backed by the full faith and credit of the U.S. Government.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

| | December 31, 2020 | | | |
|---|-------------------|---------------------|-----------------|---------------------|
| | Level 1 | Level 2 | Level 3 | Total |
| Assets: | | | | |
| U.S. Treasury securities and obligations of U.S. Government | \$ 16,192 | \$ 165,237 | \$ — | \$ 181,429 |
| Federal agency issued residential mortgage-backed securities ¹ | — | 105,910 | — | 105,910 |
| Subtotal | 16,192 | 271,147 | — | 287,339 |
| Corporate obligations: | | | | |
| Industrial | — | 473,272 | — | 473,272 |
| Energy | — | 173,611 | — | 173,611 |
| Communications and technology | — | 250,379 | — | 250,379 |
| Financial | — | 466,231 | — | 466,231 |
| Consumer | — | 707,546 | — | 707,546 |
| Public utilities | — | 372,777 | — | 372,777 |
| Subtotal | — | 2,443,816 | — | 2,443,816 |
| Corporate private-labeled residential mortgage-backed securities | — | 16,238 | — | 16,238 |
| Municipal securities | — | 263,718 | — | 263,718 |
| Other | — | 104,663 | — | 104,663 |
| Redeemable preferred stocks | — | 3,206 | — | 3,206 |
| Fixed maturity securities | 16,192 | 3,102,788 | — | 3,118,980 |
| Equity securities | 396 | 6,251 | — | 6,647 |
| Short-term investments | 119,116 | — | — | 119,116 |
| Other investments | — | 5,946 | — | 5,946 |
| Separate account assets | — | 463,041 | — | 463,041 |
| Total | <u>\$ 135,704</u> | <u>\$ 3,578,026</u> | <u>\$ —</u> | <u>\$ 3,713,730</u> |
| Percent of total | <u>4 %</u> | <u>96 %</u> | <u>— %</u> | <u>100 %</u> |
| Liabilities: | | | | |
| Policyholder account balances: | | | | |
| Indexed universal life | \$ — | \$ — | \$ 5,402 | \$ 5,402 |
| Other policyholder funds: | | | | |
| Guaranteed minimum withdrawal benefits | — | — | 2,201 | 2,201 |
| Separate account liabilities | — | 463,041 | — | 463,041 |
| Total | <u>\$ —</u> | <u>\$ 463,041</u> | <u>\$ 7,603</u> | <u>\$ 470,644</u> |

¹ Federal agency securities are not backed by the full faith and credit of the U.S. Government.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

The changes in Level 3 assets and liabilities measured at fair value on a recurring basis are summarized below.

| | Quarter Ended March 31, 2021 | | | Quarter Ended March 31, 2020 | | |
|---|------------------------------|------------------------------|-------------------|------------------------------|------------------------------|-----------------|
| | Assets | Liabilities | | Assets | Liabilities | |
| | Other Investments | Indexed Universal Life | GMWB | Other Investments | Indexed Universal Life | GMWB |
| Beginning balance | \$ — | \$ 5,402 | \$ 2,201 | \$ 4,363 | \$ 3,603 | \$ (959) |
| Included in earnings | — | 309 | (3,646) | (3,483) | (3,174) | 2,598 |
| Included in other comprehensive income (loss) | — | — | — | — | — | — |
| Purchases, issuances, sales and other dispositions: | | | | | | |
| Purchases | — | — | — | 807 | — | — |
| Issuances | — | — | 301 | — | — | 101 |
| Sales | — | — | — | (894) | — | — |
| Other dispositions | — | — | (18) | — | — | (610) |
| Transfers out of Level 3 | — | — | — | (793) | — | — |
| Ending balance | <u>\$ —</u> | <u>\$ 5,711</u> | <u>\$ (1,162)</u> | <u>\$ —</u> | <u>\$ 429</u> | <u>\$ 1,130</u> |

Broker pricing for our derivatives uses observable inputs for similar publicly traded instruments. During the quarter ended March 31, 2020, they were transferred from Level 3 to Level 2. We did not have any transfers between any levels during the quarter ended March 31, 2021.

We use the Black Scholes valuation method, including parameters for market volatility, risk-free rate, and index level, for the indexed universal life liabilities categorized as Level 3. We also use a 100% persistency assumption. Persistency of the business is an unobservable input.

The GMWB liability is sensitive to changes in observable and unobservable inputs. Observable inputs include risk-free rates, index returns, volatilities, and correlations. Increases in risk-free rates and equity returns reduce the liability, while increases in volatilities increase the liability. Unobservable inputs include mortality, lapse, benefit utilization, and nonperformance risk adjustments. Increases in mortality, lapses, and credit spreads used for nonperformance risk reduce the liability, while increases in benefit utilization increase the liability. Please refer to our 2020 Annual Report for information regarding the valuation method for the GMWB liability and the unobservable inputs and ranges used in the valuation of those financial instruments. The valuation method, unobservable inputs, and ranges used had not materially changed at March 31, 2021.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

The following tables present a summary of fair value estimates for financial instruments. Assets and liabilities that are not financial instruments are not included in this disclosure. The total of the fair value calculations presented below may not be indicative of the value that can be obtained.

| | March 31, 2021 | | | | Carrying Value |
|--|----------------|--------------|-----------|--------------|----------------|
| | Fair Value | | | | |
| | Level 1 | Level 2 | Level 3 | Total | |
| Assets: | | | | | |
| Investments: | | | | | |
| Fixed maturity securities | \$ 15,935 | \$ 2,998,865 | \$ — | \$ 3,014,800 | \$ 3,014,800 |
| Equity securities | 424 | 6,228 | — | 6,652 | 6,652 |
| Mortgage loans | — | — | 621,051 | 621,051 | 599,326 |
| Policy loans | — | — | 83,480 | 83,480 | 83,480 |
| Short-term investments | 77,469 | — | — | 77,469 | 77,469 |
| Other investments | — | 6,236 | — | 6,236 | 6,236 |
| Separate account assets | — | 470,237 | — | 470,237 | 470,237 |
| Liabilities: | | | | | |
| Individual and group annuities | — | — | 1,066,184 | 1,066,184 | 1,084,390 |
| Supplementary contracts and annuities without life contingencies | — | — | 52,801 | 52,801 | 52,724 |
| Policyholder account balances - indexed universal life | — | — | 5,711 | 5,711 | 5,711 |
| Other policyholder funds - GMWB | — | — | (1,162) | (1,162) | (1,162) |
| Separate account liabilities | — | 470,237 | — | 470,237 | 470,237 |

| | December 31, 2020 | | | | Carrying Value |
|--|-------------------|--------------|-----------|--------------|----------------|
| | Fair Value | | | | |
| | Level 1 | Level 2 | Level 3 | Total | |
| Assets: | | | | | |
| Investments: | | | | | |
| Fixed maturity securities | \$ 16,192 | \$ 3,102,788 | \$ — | \$ 3,118,980 | \$ 3,118,980 |
| Equity securities | 396 | 6,251 | — | 6,647 | 6,647 |
| Mortgage loans | — | — | 634,336 | 634,336 | 601,607 |
| Policy loans | — | — | 84,447 | 84,447 | 84,447 |
| Short-term investments | 119,116 | — | — | 119,116 | 119,116 |
| Other investments | — | 5,946 | — | 5,946 | 5,946 |
| Separate account assets | — | 463,041 | — | 463,041 | 463,041 |
| Liabilities: | | | | | |
| Individual and group annuities | — | — | 1,071,186 | 1,071,186 | 1,089,134 |
| Supplementary contracts and annuities without life contingencies | — | — | 52,547 | 52,547 | 52,950 |
| Policyholder account balances - indexed universal life | — | — | 5,402 | 5,402 | 5,402 |
| Other policyholder funds - GMWB | — | — | 2,201 | 2,201 | 2,201 |
| Separate account liabilities | — | 463,041 | — | 463,041 | 463,041 |

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

5. Financing Receivables

We have financing receivables with specific maturity dates that are recognized as assets in the Consolidated Balance Sheets.

The following table identifies financing receivables by classification amount.

| | March 31, 2021 | December 31, 2020 |
|---|-------------------|----------------------|
| Agent receivables, net (allowance \$1,080; 2020 - \$1,084) | \$ 2,000 | \$ 2,184 |
| Investment-related financing receivables: | | |
| Mortgage loans, net (allowance \$2,856; 2020 - \$2,854) | 599,326 | 601,607 |
| Total financing receivables | <u>\$ 601,326</u> | <u>\$ 603,791</u> |

Agent Receivables

We have certain agent receivables that are classified as financing receivables. These receivables from agents are specifically assessed for collectibility and are reduced by an allowance for doubtful accounts.

The following table details the gross receivables, allowance, and net receivables for the two types of agent receivables.

| | March 31, 2021 | | | December 31, 2020 | | |
|-------------------------|----------------------|-----------------|--------------------|----------------------|-----------------|--------------------|
| | Gross Receivables | Allowance | Net Receivables | Gross Receivables | Allowance | Net Receivables |
| Agent specific loans | \$ 952 | \$ 323 | \$ 629 | \$ 914 | \$ 289 | \$ 625 |
| Other agent receivables | 2,128 | 757 | 1,371 | 2,354 | 795 | 1,559 |
| Total | <u>\$ 3,080</u> | <u>\$ 1,080</u> | <u>\$ 2,000</u> | <u>\$ 3,268</u> | <u>\$ 1,084</u> | <u>\$ 2,184</u> |

The following table details the activity within the allowance for doubtful accounts on agent receivables. Any recoveries are included as deductions.

| | March 31, 2021 | December 31, 2020 |
|-------------------|-------------------|----------------------|
| Beginning of year | \$ 1,084 | \$ 1,482 |
| Additions | 24 | 44 |
| Deductions | (28) | (442) |
| End of period | <u>\$ 1,080</u> | <u>\$ 1,084</u> |

Mortgage Loans

We classify our mortgage loan portfolio as long-term financing receivables.

The following table details the mortgage loan portfolio as collectively or individually evaluated for impairment.

| | March 31, 2021 | December 31, 2020 |
|---|-------------------|----------------------|
| Mortgage loans collectively evaluated for impairment | \$ 553,314 | \$ 551,240 |
| Mortgage loans individually evaluated for impairment | 48,868 | 53,221 |
| Allowance for loan losses | (2,856) | (2,854) |
| Carrying value | <u>\$ 599,326</u> | <u>\$ 601,607</u> |

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

There were no mortgage loans that were past due at March 31, 2021.

There was one mortgage loan that was past due at December 31, 2020. This mortgage loan was paid off during the first quarter of 2021. The following table presents an aging schedule for delinquent payments for both principal and interest by property type at December 31, 2020.

| | Book Value | Amount of Payments Past Due | | | Total |
|--------------|-----------------|-----------------------------|--------------|---------------|---------------|
| | | 30-59 Days | 60-89 Days | > 90 Days | |
| Industrial | \$ 3,903 | \$ 83 | \$ 83 | \$ 165 | \$ 331 |
| Office | — | — | — | — | — |
| Retail | — | — | — | — | — |
| Other | — | — | — | — | — |
| Total | \$ 3,903 | \$ 83 | \$ 83 | \$ 165 | \$ 331 |

We had no troubled debt restructurings during the quarters ended March 31, 2021 or 2020.

The following table details the activity within the allowance for mortgage loan losses. Any recoveries are reflected as deductions.

| | March 31, 2021 | December 31, 2020 |
|-------------------|-------------------|----------------------|
| Beginning of year | \$ 2,854 | \$ 2,836 |
| Provision | 100 | 542 |
| Deductions | (98) | (524) |
| End of period | <u>\$ 2,856</u> | <u>\$ 2,854</u> |

Please refer to our 2020 Annual Report for additional information regarding our mortgage loans.

6. Variable Interest Entities (VIEs)

We invest in certain affordable housing and real estate joint ventures. These VIEs are included in Real Estate in the Consolidated Balance Sheets. Please refer to our 2020 Annual Report for a full discussion of our VIEs.

We amortize the initial cost of the investment in proportion to the tax credits and other tax benefits received and recognize the net investment performance in the Consolidated Statements of Comprehensive Income as a component of Income Tax Expense. The tax credits reduce tax expense while the amortization increases tax expense.

The following table provides information regarding our VIEs that generate tax credits and related amortization.

| | Quarter Ended March 31, | |
|-------------------------------------|----------------------------|----------|
| | 2021 | 2020 |
| Federal income tax credits realized | \$ (230) | \$ (424) |
| Amortization | 207 | 296 |

Investments in the affordable housing and real estate joint ventures are interests that absorb portions of the VIE's expected losses. These investments also receive portions of expected residual returns of the VIE's net assets exclusive of variable interests. We make an assessment of whether we are the primary beneficiary of a VIE at the time of the initial investment and on an ongoing basis thereafter.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

The following table presents the carrying amount and maximum exposure to loss relating to VIEs for which we hold a variable interest, but are not the primary beneficiary, and which had not been consolidated at March 31, 2021 and December 31, 2020. The table includes investments in five real estate joint ventures and eight affordable housing real estate joint ventures at both March 31, 2021 and December 31, 2020.

| | March 31, 2021 | | December 31, 2020 | |
|---|--------------------|--------------------------------|----------------------|--------------------------------|
| | Carrying Amount | Maximum Exposure to Loss | Carrying Amount | Maximum Exposure to Loss |
| Real estate joint ventures | \$ 21,299 | \$ 21,299 | \$ 21,327 | \$ 21,327 |
| Affordable housing real estate joint ventures | 2,516 | 28,721 | 2,723 | 27,512 |
| Total | <u>\$ 23,815</u> | <u>\$ 50,020</u> | <u>\$ 24,050</u> | <u>\$ 48,839</u> |

The maximum exposure to loss relating to the real estate joint ventures and affordable housing real estate joint ventures is equal to the carrying amounts plus any unfunded equity commitments, exposure to potential recapture of tax credits, guarantees of debt, or other obligations of the VIE with recourse. Unfunded equity and loan commitments typically require financial or operating performance by other parties and have not yet become due or payable, but which may become due in the future.

At March 31, 2021 and December 31, 2020, we had no equity commitments outstanding to the real estate joint venture VIEs. At March 31, 2021 and December 31, 2020, we had no contingent commitments to fund additional equity contributions for operating support to real estate joint venture VIEs.

In addition, the maximum exposure to loss on affordable housing joint ventures included \$23.7 million of losses which could be realized if the tax credits received by the VIEs were recaptured at March 31, 2021, compared to \$22.1 million at December 31, 2020. Recapture events would cause us to reverse some or all of the benefit previously recognized by us or third parties to whom the tax credit interests were transferred. A recapture event can occur at any time during a 15-year required compliance period. The principal causes of recapture include financial default and non-compliance with affordable housing program requirements by the properties controlled by the VIE. Guarantees from the managing member or managing partner in the VIE, insurance contracts, or changes in the residual value accruing to our interests in the VIE may mitigate the potential exposure due to recapture.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

7. *Separate Accounts*

Separate account assets and liabilities arise from the sale of variable universal life insurance and variable annuity products. The separate account represents funds segregated for the benefit of certain policyholders who bear the investment risk. The assets are legally segregated and are not subject to claims which may arise from any other business of the Company. The separate account assets and liabilities, which are equal, are recorded at fair value based upon the net asset value (NAV) of the underlying investment holdings as derived from closing prices on a national exchange or as provided by the issuer. Policyholder account deposits and withdrawals, investment income, and realized investment gains and losses are excluded from the amounts reported in the Consolidated Statements of Comprehensive Income. Revenues from separate accounts consist principally of contract charges, which include maintenance charges, administrative fees, and mortality and expense charges.

We offer a GMWB rider that can be added to new or existing variable annuity contracts. The value of the separate accounts with the GMWB rider was recorded at fair value of \$118.9 million at March 31, 2021. The fair value of the separate accounts with the GMWB rider was \$118.5 million at December 31, 2020. The GMWB guarantee liability was \$(1.2) million at March 31, 2021 and \$2.2 million December 31, 2020. The change in this value is included in Policyholder Benefits in the Consolidated Statements of Comprehensive Income. The value of variable annuity separate accounts with the GMWB rider is recorded in Separate Account Liabilities, and the value of the rider is included in Other Policyholder Funds in the Consolidated Balance Sheets.

We have two blocks of variable universal life policies and variable annuity contracts from which fees are received. The fees are based upon both specific transactions and the fund value of the blocks of policies. We have a direct block of ongoing business identified in the Consolidated Balance Sheets as separate account assets, totaling \$470.2 million at March 31, 2021 and \$463.0 million at December 31, 2020, and corresponding separate account liabilities of an equal amount. The fixed-rate funds for these policies are included in our general account as Policyholder Account Balances. The Future Policy Benefits for the direct block approximated \$0.5 million at both March 31, 2021 and December 31, 2020.

In addition, we have an assumed closed block of variable universal life and variable annuity business that totaled \$381.2 million at March 31, 2021 and \$369.9 million at December 31, 2020. As required under modified coinsurance transaction accounting, the assumed separate account fund balances are not recorded as separate accounts on our consolidated financial statements. Rather, the assumed fixed-rate funds for these policies of \$33.1 million at March 31, 2021 and \$32.8 million at December 31, 2020 are included in our general account as Policyholder Account Balances. The Future Policy Benefits for the assumed block approximated \$0.5 million at both March 31, 2021 and December 31, 2020.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

8. Unpaid Claims Liability and Short-Duration Contracts

The liability for unpaid claims is included with Policy and Contract Claims and Future Policy Benefits in the Consolidated Balance Sheets. Claim adjustment expenditures are expensed as incurred and were not material in any period presented.

The following tables present activity in the accident and health portion of the unpaid claims liability for the consolidated entity and the Group Insurance segment. The activity for the Individual Insurance and the Old American segments was not material for any period presented. Classified as policy and contract claims, but excluded from these tables due to immateriality, are amounts recorded for group life, individual life, and deferred annuities.

| | Consolidated | |
|--|---------------|-----------|
| | Quarter Ended | |
| | March 31, | |
| | 2021 | 2020 |
| Gross liability at beginning of the period | \$ 34,773 | \$ 36,780 |
| Less reinsurance recoverable | (26,542) | (28,359) |
| Net liability at beginning of the period | 8,231 | 8,421 |
| Incurred benefits related to: | | |
| Current year | 6,988 | 7,045 |
| Prior years ¹ | 5 | (34) |
| Total incurred benefits | 6,993 | 7,011 |
| Paid benefits related to: | | |
| Current year | 4,305 | 4,373 |
| Prior years | 2,656 | 2,616 |
| Total paid benefits | 6,961 | 6,989 |
| Net liability at end of the period | 8,263 | 8,443 |
| Reinsurance recoverable | 26,748 | 28,228 |
| Gross liability at end of the period | \$ 35,011 | \$ 36,671 |

¹ The incurred benefits related to prior years' unpaid accident and health claims reflect the change in these liabilities.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

| | Group Insurance Segment | |
|--|-------------------------|------------------|
| | Quarter Ended | |
| | March 31, | |
| | 2021 | 2020 |
| Gross liability at beginning of the period | \$ 31,572 | \$ 32,169 |
| Less reinsurance recoverable | (23,565) | (23,983) |
| Net liability at beginning of the period | <u>8,007</u> | <u>8,186</u> |
| Incurred benefits related to: | | |
| Current year | 6,964 | 7,031 |
| Prior years ¹ | 31 | (39) |
| Total incurred benefits | <u>6,995</u> | <u>6,992</u> |
| Paid benefits related to: | | |
| Current year | 4,303 | 4,372 |
| Prior years | 2,634 | 2,599 |
| Total paid benefits | <u>6,937</u> | <u>6,971</u> |
| Net liability at end of the period | 8,065 | 8,207 |
| Reinsurance recoverable | 23,876 | 24,165 |
| Gross liability at end of the period | <u>\$ 31,941</u> | <u>\$ 32,372</u> |

¹ The incurred benefits related to prior years' unpaid accident and health claims reflect the change in these liabilities.

The following table presents the reconciliation of amounts in the above tables to Policy and Contract Claims and claim reserves that are included in Future Policy Benefits as presented in the Consolidated Balance Sheets.

| | March 31, | |
|--------------------------------|------------------|------------------|
| | 2021 | 2020 |
| Individual Insurance Segment: | | |
| Individual accident and health | \$ 544 | \$ 635 |
| Individual life | 40,824 | 33,301 |
| Deferred annuity | 6,490 | 3,777 |
| Subtotal | <u>47,858</u> | <u>37,713</u> |
| Group Insurance Segment: | | |
| Group accident and health | 31,941 | 32,372 |
| Group life | 2,516 | 3,117 |
| Subtotal | <u>34,457</u> | <u>35,489</u> |
| Old American Segment: | | |
| Individual accident and health | 2,526 | 3,664 |
| Individual life | 11,122 | 7,748 |
| Subtotal | <u>13,648</u> | <u>11,412</u> |
| Total | <u>\$ 95,963</u> | <u>\$ 84,614</u> |

For short-duration contracts, incurred-but-not-reported liabilities for the group long-term disability product that were included in the liability for unpaid claims and claim adjustment expenses, net of reinsurance, totaled \$0.6 million at March 31, 2021 and \$0.7 million at December 31, 2020.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

9. Debt

We had no notes payable outstanding at March 31, 2021 or December 31, 2020.

As a member of the Federal Home Loan Bank of Des Moines (FHLB) with a capital investment of \$5.0 million at March 31, 2021, we have the ability to borrow on a collateralized basis from the FHLB. We received an insignificant amount of dividends on the capital investment in both the quarters ended March 31, 2021 and 2020.

We had unsecured revolving lines of credit with three major commercial banks that totaled \$80.0 million at both March 31, 2021 and December 31, 2020, with no balances outstanding. The lines of credit are at variable interest rates based upon short-term indices and will mature in June and July of 2021. We anticipate renewing these lines of credit as they come due. One line of credit includes a \$10.0 million portion that can be unconditionally canceled by the lending institution at its discretion at any time.

The Company has access to secured borrowings through repurchase agreements with two major financial counterparties. The Company had no transactions that occurred under these agreements during the first quarter of 2021 and had no outstanding borrowings as of March 31, 2021. The Company had no transactions that occurred under these agreements during the year ended December 31, 2020 and had no outstanding borrowings as of December 31, 2020. Any borrowings drawn under these agreements require a variable interest rate based upon short-term indices and approval from the counterparty at the time of the transaction. No securities are currently pledged under these agreements.

10. Income Taxes

The following table provides a reconciliation of the federal income tax rate to our effective income tax rate.

| | Quarter Ended | |
|---------------------------------------|---------------|-------|
| | March 31, | |
| | 2021 | 2020 |
| Federal income tax rate | 21 % | 21 % |
| Tax credits, net of equity adjustment | 9 % | 41 % |
| Impact of CARES Act | — % | 161 % |
| Permanent differences and other | (34)% | (87)% |
| Effective income tax rate | (4)% | 136 % |

We recorded income tax expense of less than \$0.1 million in the first quarter of 2021. The income tax expense in the first quarter of 2021 primarily reflected a benefit from the net loss incurred that was more than offset by the tax expense that resulted from the variance in actual versus assumed results.

We had no material uncertain tax positions at March 31, 2021 or December 31, 2020.

At March 31, 2021, we had a current tax liability of \$1.6 million and a \$48.2 million net deferred tax liability, compared to a \$1.8 million current tax asset and a \$69.6 million net deferred tax liability at December 31, 2020.

The CARES Act was signed into law on March 27, 2020 in an effort to provide fast and direct economic assistance to Americans during the COVID-19 health crisis. The CARES Act had several income tax provisions that we utilized, which had a direct impact on our effective tax rate and income tax expense for 2020. The benefits that applied to us included, but were not limited to, the ability to carry back net operating losses and the acceleration of the recovery of Alternative Minimum Tax (AMT) credits. The impact of the CARES Act was to increase the 2020 effective tax rate, which was primarily the result of our ability to carry back net operating losses from the taxable years 2018 through 2020, which were taxed at a federal income tax rate of 21%, to the taxable years 2013 through 2017, which were taxed at a federal income tax rate of 35%. The provisions of the CARES Act do not apply to net operating losses generated in 2021 or future periods, and all AMT credits were fully recovered on our 2019 income tax return filings.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

11. Pensions and Other Postemployment Benefits (OPEB)

The following table provides the components of net periodic benefit credit.

| | Pension Benefits | | OPEB | |
|--|------------------|----------|---------------|---------|
| | Quarter Ended | | Quarter Ended | |
| | March 31, | | March 31, | |
| | 2021 | 2020 | 2021 | 2020 |
| Service cost | \$ — | \$ — | \$ 45 | \$ 46 |
| Interest cost | 626 | 874 | 115 | 144 |
| Expected return on plan assets | (2,320) | (2,314) | — | — |
| Amortization of: | | | | |
| Unrecognized actuarial net (gain) loss | 594 | 629 | (216) | (260) |
| Unrecognized prior service credit | (16) | (16) | — | — |
| Net periodic benefit credit | \$ (1,116) | \$ (827) | \$ (56) | \$ (70) |

12. Share-Based Payment

The Kansas City Life Insurance Company Omnibus Incentive Plan (long-term incentive plan) includes a long-term incentive benefit for senior management. The long-term incentive plan design includes a cash award to participants that may be paid, in part, based on the increase in the share price of our common stock through units (phantom shares) assigned by the Board of Directors. Please refer to our 2020 Annual Report for additional information regarding this plan.

The Company did not make a cash payment under the long-term incentive plan during the first quarter of 2021 for the three-year interval ended December 31, 2020. The Company did not make a cash payment under the long-term incentive plan during the first quarter of 2020 for the three-year interval ended December 31, 2019.

At each reporting period, an estimate of the share-based compensation expense is accrued, utilizing the share price at the period end. The cost of share-based compensation accrued as an operating expense in the first quarter of 2021 was \$1.0 million, net of tax. The change in accrual that reduced operating expense in the first quarter of 2020 was less than \$0.1 million, net of tax.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

13. Comprehensive Income (Loss)

Comprehensive Income (Loss) is comprised of Net Income (Loss) and Other Comprehensive Income (Loss). Other Comprehensive Income (Loss) includes the unrealized investment gains or losses on securities available for sale (net of reclassifications for realized investment gains or losses), net of adjustments to DAC, VOBA, DRL, future policy benefits, and policyholder account balances. In addition, Other Comprehensive Income (Loss) includes the change in the liability for benefit plan obligations. Other Comprehensive Income (Loss) reflects these items net of tax.

The following tables provide information about Comprehensive Income (Loss).

| | Quarter Ended March 31, 2021 | | |
|---|------------------------------|--------------------------|----------------------|
| | Pre-Tax Amount | Tax Expense (Benefit) | Net-of-Tax Amount |
| Net unrealized losses arising during the period: | | | |
| Fixed maturity securities | \$ (121,124) | \$ (25,283) | \$ (95,841) |
| Less reclassification adjustments: | | | |
| Net realized investment gains, excluding impairment losses | 635 | 133 | 502 |
| Other-than-temporary impairment losses recognized in earnings | — | — | — |
| Other-than-temporary impairment losses recognized in other comprehensive loss | (15) | (3) | (12) |
| Net unrealized losses excluding impairment losses | (121,744) | (25,413) | (96,331) |
| Effect on DAC, VOBA, and DRL | 7,989 | 1,678 | 6,311 |
| Change in policyholder liabilities | 11,177 | 2,347 | 8,830 |
| Other comprehensive loss | <u>\$ (102,578)</u> | <u>\$ (21,388)</u> | <u>\$ (81,190)</u> |
| Net loss | | | (668) |
| Comprehensive loss | | | <u>\$ (81,858)</u> |

| | Quarter Ended March 31, 2020 | | |
|---|------------------------------|--------------------------|----------------------|
| | Pre-Tax Amount | Tax Expense (Benefit) | Net-of-Tax Amount |
| Net unrealized losses arising during the period: | | | |
| Fixed maturity securities | \$ (46,962) | \$ (9,862) | \$ (37,100) |
| Less reclassification adjustments: | | | |
| Net realized investment gains, excluding impairment losses | 1,558 | 327 | 1,231 |
| Other-than-temporary impairment losses recognized in earnings | — | — | — |
| Other-than-temporary impairment losses recognized in other comprehensive loss | (19) | (4) | (15) |
| Net unrealized losses excluding impairment losses | (48,501) | (10,185) | (38,316) |
| Effect on DAC, VOBA, and DRL | 4,800 | 1,008 | 3,792 |
| Change in policyholder liabilities | 7,439 | 1,562 | 5,877 |
| Other comprehensive loss | <u>\$ (36,262)</u> | <u>\$ (7,615)</u> | <u>\$ (28,647)</u> |
| Net income | | | 150 |
| Comprehensive loss | | | <u>\$ (28,497)</u> |

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

The following table provides accumulated balances related to each component of Accumulated Other Comprehensive Income (Loss) at March 31, 2021, net of tax.

| | Unrealized Gain on Non- Impaired Securities | Unrealized Gain on Impaired Securities | Benefit Plan Obligations | DAC/ VOBA/DRL Impact | Policyholder Liabilities | Total |
|---|---|---|--------------------------------|----------------------------|-----------------------------|------------------|
| Beginning of year | \$ 252,334 | \$ 1,247 | \$ (44,243) | \$ (20,524) | \$ (36,012) | \$ 152,802 |
| Other comprehensive income (loss) before reclassification | (95,613) | (228) | — | 6,311 | 8,830 | (80,700) |
| Amounts reclassified from accumulated other comprehensive income (loss) | (502) | 12 | — | — | — | (490) |
| Net current-period other comprehensive income (loss) | (96,115) | (216) | — | 6,311 | 8,830 | (81,190) |
| End of period | <u>\$ 156,219</u> | <u>\$ 1,031</u> | <u>\$ (44,243)</u> | <u>\$ (14,213)</u> | <u>\$ (27,182)</u> | <u>\$ 71,612</u> |

The following table provides accumulated balances related to each component of Accumulated Other Comprehensive Income (Loss) at December 31, 2020, net of tax.

| | Unrealized Gain on Non- Impaired Securities | Unrealized Gain on Impaired Securities | Benefit Plan Obligations | DAC/ VOBA/DRL Impact | Policyholder Liabilities | Total |
|---|---|---|--------------------------------|----------------------------|-----------------------------|-------------------|
| Beginning of year | \$ 136,264 | \$ 1,417 | \$ (45,330) | \$ (12,715) | \$ (20,130) | \$ 59,506 |
| Other comprehensive income (loss) before reclassification | 120,056 | (185) | 1,087 | (7,809) | (15,882) | 97,267 |
| Amounts reclassified from accumulated other comprehensive income (loss) | (3,986) | 15 | — | — | — | (3,971) |
| Net current-period other comprehensive income (loss) | 116,070 | (170) | 1,087 | (7,809) | (15,882) | 93,296 |
| End of period | <u>\$ 252,334</u> | <u>\$ 1,247</u> | <u>\$ (44,243)</u> | <u>\$ (20,524)</u> | <u>\$ (36,012)</u> | <u>\$ 152,802</u> |

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

The following table presents the pre-tax and the related Income Tax Benefit (Expense) components of the amounts reclassified from Accumulated Other Comprehensive Income (Loss) to the Consolidated Statements of Comprehensive Income.

| | Quarter Ended March 31, | |
|---|----------------------------|----------|
| | 2021 | 2020 |
| Reclassification adjustments related to unrealized gains (losses) on investment securities: | | |
| Net realized investment gains, excluding impairment losses ¹ | \$ 635 | \$ 1,558 |
| Income tax expense ² | (133) | (327) |
| Net of taxes | 502 | 1,231 |
| Other-than-temporary impairment losses ¹ | (15) | (19) |
| Income tax benefit ² | 3 | 4 |
| Net of taxes | (12) | (15) |
| Total pre-tax reclassifications | 620 | 1,539 |
| Total income tax expense | (130) | (323) |
| Total reclassification, net taxes | \$ 490 | \$ 1,216 |

¹ (Increases) decreases net realized investment gains (losses) on the Consolidated Statements of Comprehensive Income.

² (Increases) decreases income tax expense (benefit) on the Consolidated Statements of Comprehensive Income.

14. Earnings Per Share

Due to our capital structure and the absence of other potentially dilutive securities, there is no difference between basic and diluted earnings per common share for any of the periods reported. The average number of shares outstanding for both the first quarters ended March 31, 2021 and 2020 was 9,683,414. The number of shares outstanding at both March 31, 2021 and December 31, 2020 was 9,683,414.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

15. Segment Information

The following tables provide selected financial statement items for each of our operating segments. Intercompany transactions have been eliminated to arrive at Consolidated Statements of Comprehensive Income.

| | Quarter Ended March 31, 2021 | | | |
|--|------------------------------|--------------------|-----------------|--------------|
| | Individual Insurance | Group Insurance | Old American | Consolidated |
| Insurance revenues | \$ 42,738 | \$ 15,564 | \$ 24,829 | \$ 83,131 |
| Interest credited to policyholder account balances | 19,525 | — | — | 19,525 |
| Amortization of deferred acquisition costs | 3,060 | — | 5,079 | 8,139 |
| Income tax expense (benefit) | 356 | 124 | (455) | 25 |
| Net income (loss) | 693 | 467 | (1,828) | (668) |

| | Quarter Ended March 31, 2020 | | | |
|--|------------------------------|--------------------|-----------------|--------------|
| | Individual Insurance | Group Insurance | Old American | Consolidated |
| Insurance revenues | \$ 47,930 | \$ 15,822 | \$ 24,494 | \$ 88,246 |
| Interest credited to policyholder account balances | 19,493 | — | — | 19,493 |
| Amortization of deferred acquisition costs | 6,501 | — | 5,126 | 11,627 |
| Income tax expense (benefit) | (893) | 185 | 147 | (561) |
| Net income (loss) | 1,039 | 694 | (1,583) | 150 |

16. Commitments, Contingent Liabilities, Guarantees, and Indemnifications

Commitments

In the normal course of business, we have open purchase and sale commitments. At March 31, 2021, we had purchase commitments to fund mortgage loans of \$47.9 million.

Subsequent to March 31, 2021, we entered into commitments to fund additional mortgage loans of \$4.4 million.

Contingent Liabilities

On March 1, 2019, the Delaware Department of Insurance requested Scottish Re (US) be placed in rehabilitation. Kansas City Life has ceded some of its business to Scottish Re (US), a subsidiary of Scottish Re Group. Based on the information currently available, the Company does not have sufficient information to make an assessment of the likelihood of any loss related to this matter. The Company will continue to closely monitor developments related to the rehabilitation proceeding.

Kansas City Life is involved in various pending or threatened legal proceedings, including purported class actions, arising from the conduct of business both in the ordinary course and otherwise. In some of the matters, very large and/or indeterminate amounts, including punitive and treble damages, are sought.

Due to the unpredictable nature of litigation, the outcome of a litigation matter and the amount or range of potential loss can be difficult to ascertain. We establish liabilities for litigation and other loss contingencies when available information indicates both that a loss is probable and the amount of the loss can be reasonably estimated. Some matters could require us to pay damages or make other expenditures or establish accruals in amounts that cannot be estimated as of March 31, 2021. Based on information currently known by management, management does not believe any such expenditures are likely to have a material adverse effect on Kansas City Life's financial condition.

Kansas City Life Insurance Company
Notes to Consolidated Financial Statements - (Continued) (Unaudited)

Cost of Insurance Litigation

We are a defendant in three very similar putative class actions that allege that we applied cost of insurance rates in excess of amounts permitted by the terms of certain universal life insurance policies.

The three cases are:

- Meek v. KCL, filed in the U.S. District Court for the Western District of Missouri, in which the plaintiff seeks to represent all similar universal life policyholders residing outside of the State of Missouri and seeks damages on behalf of all such policyholders.
- Karr v. KCL, filed in the 16th District Court for the State of Missouri (Jackson County), in which plaintiff seeks to represent all similar universal life policyholders residing in the State of Missouri and seeks damages on behalf of all such policyholders.
- Sheldon v. KCL, filed in the 16th District Court for the State of Missouri (Jackson County), in which plaintiff seeks to represent all similar variable universal life policyholders and seeks damages on behalf of all such policyholders.

We are vigorously defending each of these matters.

Regulatory Matters

We are subject to regular reviews and inspections by state and federal regulatory authorities. State insurance examiners - or independent audit firms engaged by such examiners - may, from time to time, conduct examinations or investigations into industry practices and into customer complaints. A regulatory violation discovered during a review, inspection, or investigation could result in a wide range of remedies that could include the imposition of sanctions against us or our employees, which could have a material adverse effect on our financial statements. In November 2020, the Missouri Department of Insurance completed a statutory-basis examination for the year ended December 31, 2019 for Kansas City Life, Sunset Life, and Old American. No recommendations or financial adjustments were required as a result of that examination. In November 2020, the Ohio Department of Insurance completed a statutory-basis examination of Grange Life for the year ended December 31, 2019. No recommendations or financial adjustments were required as a result of that examination.

The life insurance industry has been the subject of significant regulatory and legal activities regarding the use of the U.S. Social Security Administration's Death Master File ("Death Master File") in the claims process. Certain states have proposed, and many other states are considering, new legislation and regulations related to unclaimed life insurance benefits and the use of the Death Master File in the claims process. Based on our analysis to date, we believe that we have adequately reserved for contingencies from a change in statute or regulation. Ongoing regulatory developments and other future requirements related to this matter may result in additional payments or costs that could be significant and could have a material adverse effect on our financial statements.

Guarantees and Indemnifications

We are subject to various indemnification obligations issued in conjunction with certain transactions, primarily assumption reinsurance agreements, stock purchase agreements, mortgage servicing agreements, tax credit assignment agreements, construction and lease guarantees, and borrowing agreements whose terms range in duration and often are not explicitly defined. Generally, a maximum obligation is not explicitly stated. Therefore, the overall maximum amount of the obligation under the indemnifications cannot be reasonably estimated. We are unable to estimate with certainty the ultimate legal and financial liability with respect to these indemnifications. We believe that the likelihood is remote that material payments would be required under such indemnifications and, therefore, such indemnifications would not result in a material adverse effect on our financial position or financial statements.

17. Subsequent Events

We evaluated events that occurred subsequent to March 31, 2021 through April 30, 2021, the date the consolidated financial statements were issued, and have identified the following subsequent event.

On April 26, 2021, the Kansas City Life Board of Directors declared a quarterly dividend of \$0.27 per share, payable on May 12, 2021 to stockholders of record on May 6, 2021.

There have been no other subsequent events that occurred during such period that require disclosure in, or adjustment to, the consolidated financial statements as of and for the quarter ended March 31, 2021.