



KANSAS CITY LIFE

KANSAS CITY LIFE INSURANCE COMPANY

A Missouri Corporation

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QUARTERLY REPORT

FOR THE QUARTER ENDED SEPTEMBER 30, 2017

ISSUER'S EQUITY SECURITIES

Common Stock
Par Value \$1.25 per Share
36,000,000 Shares Authorized
9,683,414 Shares Outstanding as of September 30, 2017

Kansas City Life Insurance Company is responsible for the content of this Quarterly Report. The securities described in this document are not registered with, and the information contained in this report has not been filed with, or approved by, the U.S. Securities and Exchange Commission.

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 general 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; and
- Unanticipated changes in industry trends and ratings assigned by nationally recognized rating organizations.

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

Investor Relations: A. Craig Mason Jr.
Secretary
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Item 2. Shares Outstanding

Common Stock

	<u>September 30, 2017</u>
Number of Shares Authorized	36,000,000
Number of Shares Outstanding	9,683,414
Freely Tradable Shares (Public Float)	2,485,845
Total Number of Shareholders of Record	167

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

Item 3. Interim Consolidated Financial Statements

The interim consolidated financial statements of Kansas City Life Insurance Company as of September 30, 2017 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 statement of the results for the interim periods presented. These adjustments are of a normal recurring nature. As permitted under GAAP, certain footnotes or other financial information 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 2016 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 and nine months ended September 30, 2017 and 2016 are unaudited. Operating results for the interim period are not necessarily indicative of the results that may be expected for the year ending December 31, 2017.

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 the management of Kansas City Life Insurance Company 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) and Old American Insurance Company (Old American) are wholly-owned 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 and nine months ended September 30, 2017 and 2016 and our financial condition at September 30, 2017. This discussion should be read in conjunction with the consolidated financial statements and accompanying notes included in this document, as well as our 2016 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 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; and
- Management of distribution costs and operating expenses.

General economic conditions may affect current and future results. Market fluctuations, which often can be extreme in nature, can significantly impact the financial markets and 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. These conditions may continue and the stressed economic and market environment may persist into the future, affecting our financial position and financial statements.

Consolidated Results of Operations

Summary of Results

We earned net income of \$6.6 million in the third quarter of 2017 compared to \$7.2 million in the third quarter of 2016. Net income per share was \$0.69 in the third quarter of 2017 versus \$0.74 in the third quarter of 2016. Net income for the first nine months of 2017 was \$17.4 million compared to \$16.7 million in the same period in the prior year. Net income per share for the first nine months of 2017 was \$1.80 versus \$1.72 one year earlier.

The following table presents condensed consolidated results of operations for the quarters and nine months ended September 30, 2017 and 2016.

	Quarter Ended September 30			Nine Months Ended September 30		
	2017	2016	% Change	2017	2016	% Change
Revenues:						
Insurance and other revenues	\$ 75,068	\$ 74,255	1 %	\$ 226,029	\$ 216,462	4 %
Net investment income	36,229	36,991	(2)%	110,282	113,416	(3)%
Net realized investment gains	717	963	(26)%	2,217	3,409	(35)%
Benefits and expenses:						
Policyholder benefits and interest credited to policyholder account balances	71,424	69,457	3 %	214,827	216,946	(1)%
Amortization of deferred acquisition costs	7,914	8,245	(4)%	26,095	20,004	30 %
Operating expenses	23,333	24,353	(4)%	73,092	72,428	1 %
Income tax expense	2,695	2,961	(9)%	7,086	7,217	(2)%
Net income	<u>\$ 6,648</u>	<u>\$ 7,193</u>	(8)%	<u>\$ 17,428</u>	<u>\$ 16,692</u>	4 %

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

	Quarter Ended September 30			Nine Months Ended September 30		
	2017	2016	% Change	2017	2016	% Change
New premiums:						
Traditional life insurance	\$ 6,547	\$ 5,306	23 %	\$ 16,839	\$ 15,250	10 %
Immediate annuities	5,355	7,561	(29)%	20,141	20,370	(1)%
Group life insurance	852	686	24 %	2,448	2,126	15 %
Group accident and health insurance	3,037	2,979	2 %	8,705	10,216	(15)%
Total new premiums	15,791	16,532	(4)%	48,133	47,962	— %
Renewal premiums	43,887	41,850	5 %	130,264	123,238	6 %
Total premiums	59,678	58,382	2 %	178,397	171,200	4 %
Reinsurance ceded	(13,890)	(13,846)	— %	(42,946)	(42,496)	1 %
Net premiums	<u>\$ 45,788</u>	<u>\$ 44,536</u>	3 %	<u>\$ 135,451</u>	<u>\$ 128,704</u>	5 %

Consolidated total premiums increased \$1.3 million or 2% in the third quarter of 2017 compared with the third quarter of 2016, as a \$2.0 million or 5% increase in renewal premiums was partially offset by a \$0.7 million or 4% decline in new premiums. The decline in new premiums resulted from a \$2.2 million or 29% decline in new immediate annuity premiums. Offsetting this was a \$1.2 million or 23% increase in new traditional life premiums, principally from the Individual Insurance segment, and a \$0.2 million or 24% increase in new group life premiums. The improvement in renewal premiums reflected a \$1.3 million or 5% increase in renewal traditional life insurance premiums, largely from the Old American segment. In addition, renewal group accident and health insurance premiums increased \$0.6 million or 5%, largely from the long-term disability line.

Consolidated total premiums increased \$7.2 million or 4% in the first nine months of 2017 compared with the prior year, as new premiums increased \$0.2 million and renewal premiums increased \$7.0 million or 6%. New traditional life premiums increased \$1.6 million or 10%, largely from the Individual Insurance segment. Mostly offsetting this was a \$1.5 million or 15% decline in new group accident and health premiums, mainly from the long-term disability line. The improvement in renewal premiums reflected a \$3.8 million or 4% increase in renewal traditional life premiums, largely from the Old American segment. In addition, renewal group life premiums increased \$0.6 million or 8% and renewal group accident and health premiums increased \$2.7 million or 9%, primarily from the long-term disability line. New long-term disability premiums were higher in 2016 due to a block of business that was received from a third-party distributor. This resulted in lower new long-term disability premiums and higher renewal long-term disability premiums in 2017 compared to 2016.

Deposits related to interest sensitive life (universal life, indexed universal life, and variable universal life), fixed deferred annuity contracts, and investment-type products 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 September 30			Nine Months Ended September 30		
	2017	2016	% Change	2017	2016	% Change
New deposits:						
Interest sensitive life	\$ 3,001	\$ 3,123	(4)%	\$ 10,661	\$ 9,752	9 %
Fixed annuities	12,536	14,474	(13)%	42,865	37,729	14 %
Variable annuities	3,784	2,413	57 %	8,461	7,553	12 %
Total new deposits	19,321	20,010	(3)%	61,987	55,034	13 %
Renewal deposits	33,220	35,815	(7)%	105,230	107,200	(2)%
Total deposits	\$ 52,541	\$ 55,825	(6)%	\$ 167,217	\$ 162,234	3 %

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.

Total new deposits decreased \$0.7 million or 3% in the third quarter of 2017 compared with the third quarter of 2016, as new fixed annuity deposits declined \$1.9 million or 13%. Partially offsetting this was a \$1.4 million or 57% increase in new variable annuity deposits. Total renewal deposits decreased \$2.6 million or 7% in the third quarter of 2017 compared to the prior year. This resulted from a \$1.6 million or 28% decline in renewal fixed annuity deposits and a \$0.9 million or 33% decrease in renewal variable annuity deposits.

Total new deposits increased \$7.0 million or 13% in the first nine months of 2017 compared with the prior year. This improvement was due to a \$5.1 million or 14% increase in new fixed annuity deposits and a \$0.9 million or 9% increase in new interest sensitive life deposits. The increase in new interest sensitive life deposits was largely from the indexed universal life product, which was introduced in 2015. In addition, new variable annuity deposits increased \$0.9 million or 12% compared with one year earlier. Total renewal deposits declined \$2.0 million or 2% in the first nine months of 2017 versus one year earlier, largely due to a \$0.8 million or 9% decrease in renewal variable annuity deposits and a \$0.8 million or 5% decrease in renewal fixed 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 on policyholder account balances. 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 \$0.4 million or 1% in the third quarter and increased \$2.7 million or 3% in the first nine months of 2017 compared to one year earlier. Contract charges on open blocks were essentially flat and contract charges on closed blocks declined \$0.3 million or 3% in the third quarter of 2017 compared to the prior year. Contract charges on open blocks increased \$3.8 million or 8% and contract charges on closed blocks declined \$1.1 million or 3% in the first nine months of 2017 compared to the first nine months of 2016. The largest factor in the increase in contract charges on open blocks in the first nine months of 2017 was the variance in deferred revenue unlocking adjustments and refinements in estimates during the second quarter of 2017 compared to the second quarter of 2016. Deferred revenue unlocking adjustments and refinements in estimates increased contract charges \$2.0 million in the second quarter of 2017, primarily due to the implementation of specific cost of insurance charges for certain plans. Unlocking adjustments and refinements in estimates in the second quarter of 2016 decreased contract charges \$1.0 million primarily due to changes in earned rate expectations. The declines in contract charges on closed blocks reflect the runoff of the business.

Total contract charges on closed blocks equaled 40% of total consolidated contract charges during both the third quarters of 2017 and 2016. Total contract charges on closed blocks were 39% of total consolidated contract charges during the first nine months of 2017, down from 41% in the first nine months of 2016.

Investment Revenues

Gross investment income decreased \$0.4 million or 1% in the third quarter and \$2.3 million or 2% in the first nine months of 2017 compared with the same periods in 2016. These declines reflected lower overall yields earned and available on certain investments that were partially offset by higher average invested assets.

Fixed maturity securities provide a majority of our investment income. Fixed maturity securities comprised 72% of total investments at September 30, 2017 and 73% at December 31, 2016. Income from these investments declined \$1.8 million or 7% in the third quarter and \$5.1 million or 6% in the first nine months of 2017 compared to the prior year, due to lower average invested assets and lower yields earned.

Investment income from commercial mortgage loans increased \$0.8 million or 11% in the third quarter and decreased \$0.2 million or 1% in the first nine months of 2017 compared to the same periods one year earlier. The increase in the third quarter resulted from higher prepayment fees and a higher average mortgage loan portfolio balance compared to the prior year, partially offset by lower yields earned. The decline in the nine months reflected lower prepayment fees and lower yields earned that were partially offset by a higher average mortgage loan portfolio balance compared to the prior year.

Investment income from real estate increased \$0.7 million or 14% in the third quarter and \$3.0 million or 23% in the first nine months of 2017 compared to one year earlier. These improvements reflect higher rental income from the acquisition of new properties, increased occupancy, and lease rates. The Company purchased \$29.6 million in new real estate investments in the second half of 2016 that have increased rental income in 2017.

Net realized investment gains for the third quarter of 2017 totaled \$0.7 million, compared to \$1.0 million in the third quarter of 2016. During the third quarter of 2017, we recorded \$1.0 million in gains, largely from sales, tenders, and calls of investment securities. These gains were partially offset by a \$0.2 million increase in the allowance for loan losses. Net realized investment gains for the first nine months of 2017 totaled \$2.2 million, compared to \$3.4 million in the first nine months of 2016. Gains recorded in the first nine months of 2017 included \$3.0 million from sales, tenders, and calls of investment securities. These gains were partially offset by a \$0.8 million increase in the allowance for loan losses.

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. 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 \$1.9 million or 4% in the third quarter of 2017 compared to the prior year. This primarily resulted from a \$3.0 million increase in benefits, net of reinsurance, as ceded death benefits declined versus one year earlier. Partially offsetting this, benefit and contract reserves decreased \$1.1 million or 25% in the third quarter of 2017 compared to the third quarter of 2016. Changes in the fair value of the guaranteed minimum withdrawal benefit (GMWB) rider liability resulted in a \$0.6 million decrease in benefit and contract reserves compared to the prior year. The decrease in 2017 was primarily driven by favorable capital market performance and a decrease in volatility. Also contributing to the reserve change was a \$2.2 million decline in immediate annuity premiums, which results in a decrease to the change in reserves on an equal and offsetting basis.

Policyholder benefits decreased \$2.2 million or 1% in the first nine months of 2017 compared to the same period one year earlier. The largest factor in this decline was a \$5.2 million or 30% decrease in benefit and contract reserves. Changes in the fair value of the GMWB rider resulted in a \$4.2 million decrease in benefit and contract reserves compared to the prior year. The results in

2017 reflected improvements in the capital markets that were partially offset by decreases in risk-free swap rates and an increase in volatility. In addition, the change in reserves included a \$0.3 million increase in reserves on interest bonuses for certain policies that resulted from unlocking and refinements in the first nine months of 2017. This compares to a \$1.1 million increase in reserves on interest bonuses for certain policies and a \$2.6 million reserve increase on the secondary guaranteed universal life product that resulted from unlocking and refinements in the first nine months of 2016. The difference in these unlocking and refinements resulted in a net decrease in reserves of \$3.4 million in the first nine months of 2017 compared to the first nine months of 2016. Partially offsetting the decrease in benefit and contract reserves, benefits, net of reinsurance, increased \$3.0 million as ceded death benefits declined versus one year earlier.

Amortization of DAC

The amortization of DAC decreased \$0.3 million or 4% in the third quarter and increased \$6.1 million or 30% in the first nine months of 2017 compared to the prior year. The decrease in the quarter largely resulted from lower amortization on universal life and traditional life policies. The increase in the nine months primarily reflects unlocking adjustments and refinements in estimates that increased DAC amortization \$1.7 million in the second quarter of 2017 compared to unlocking adjustments and refinements in estimates that decreased DAC amortization \$5.8 million in the second quarter of 2016. The unlocking in 2017 was primarily driven by low interest rates and the implementation of specific cost of insurance charges for certain plans. The unlocking in 2016 was associated with favorable adjustments for mortality, partially offset by adjustments related to interest rates. Partially offsetting the increase from unlocking adjustments and refinements in estimates, DAC amortization decreased due to improved separate account performance.

Unlocking and Refinements in Estimates

At least annually, we review the models and the assumptions used to develop expected gross profits for interest sensitive and variable insurance products based upon management's current view of future events. Key assumptions analyzed include net interest income, net realized investment gains and losses, fees, surrender charges, expenses, and mortality gains and losses, net of reinsurance. We also consider refinements in estimates due to improved capabilities resulting from administrative or actuarial system enhancements.

The following tables summarize the effects of the refinements in estimates on all products and unlocking of assumptions on interest sensitive products in the Consolidated Statements of Comprehensive Income. Positive numbers are increases to income and negative numbers are reductions to income. The unlocking and refinements in estimates occurred during the second quarters of 2017 and 2016. No unlocking or refinements in estimates occurred in the first or third quarters of either 2017 or 2016.

	Nine Months Ended September 30, 2017			
	DAC Amortization	VOBA Amortization	DRL Contract Charges	Net Impact to Pre-Tax Income
Unlocking	\$ (344)	\$ (1,246)	\$ (46)	\$ (1,636)
Refinement in estimate	(1,378)	—	2,004	626
	<u>\$ (1,722)</u>	<u>\$ (1,246)</u>	<u>\$ 1,958</u>	<u>\$ (1,010)</u>
	Nine Months September 30, 2016			
	DAC Amortization	VOBA Amortization	DRL Contract Charges	Net Impact to Pre-Tax Income
Unlocking	\$ 5,918	\$ 536	\$ (1,153)	\$ 5,301
Refinement in estimate	(82)	—	178	96
	<u>\$ 5,836</u>	<u>\$ 536</u>	<u>\$ (975)</u>	<u>\$ 5,397</u>

The unlocking and refinements in estimates resulted in a net \$1.0 million reduction to pre-tax income in the first nine months of 2017. In addition, we had a \$0.3 million reserve increase in the first nine months of 2017 related to the impacts of unlocking, as described above in Policyholder Benefits. The pre-tax income impact of all adjustments related to unlocking and refinements in estimates, including insurance revenues, amortization of DAC and VOBA, and policyholder benefits, was a decrease to pre-tax income of \$1.3 million in the first nine months of 2017.

The unlocking and refinements in estimates resulted in a net \$5.4 million increase to pre-tax income in the first nine months of 2016. In addition, we had a \$3.7 million reserve increase related to the impacts of unlocking, as described above in Policyholder Benefits. The pre-tax income impact of all adjustments related to unlocking and refinements in estimates, including insurance revenues, amortization of DAC and VOBA, and policyholder benefits, was an increase to pre-tax income of \$1.7 million in the first nine months of 2016.

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 operations, the amortization of VOBA, and other expenses. In total, operating expenses decreased \$1.0 million or 4% in the third quarter and increased \$0.7 million or 1% in the first nine months of 2017 compared to the same periods in 2016. The decrease in the third quarter was largely due to lower compensation costs and lower commissions paid to agents. The results for the first nine months reflected higher VOBA amortization that was partially offset by lower compensation costs.

VOBA is evaluated on an ongoing basis for unlocking adjustments. If necessary, adjustments are made to the current period VOBA amortization. The amortization of VOBA decreased \$0.2 million in the third quarter and increased \$1.2 million in the first nine months of 2017 compared to the prior year. The decline in the third quarter was largely attributed to lower amortization on universal life policies compared to the prior year. The increase in the nine months was primarily due to unlocking adjustments that increased VOBA amortization \$1.2 million in the second quarter of 2017. This compares to unlocking adjustments that decreased VOBA amortization \$0.5 million in the second quarter of 2016. The unlocking in 2017 was primarily driven by lower interest rates. The unlocking in 2016 was associated with favorable adjustments for mortality, expenses, surrenders, and premium persistency, partially offset by adjustments related to interest rates.

Income Taxes

We recorded income tax expense of \$2.7 million or 29% of income before tax in the third quarter of 2017, compared to income tax expense of \$3.0 million or 29% of income before tax in the third quarter of 2016.

We recorded income tax expense for the nine months ended September 30, 2017 of \$7.1 million or 29% of income before tax, compared to income tax expense of \$7.2 million or 30% of income before tax for the same period one year earlier. The decrease in the effective tax rate was primarily due to the variance in actual versus assumed results that impacted taxes for the nine months ended September 30, 2017.

The effective income tax rate was lower than the prevailing corporate federal income tax rate of 35% in both the third quarters and nine months of 2017 and 2016, primarily due to tax credits from affordable housing investments and permanent differences, which includes the dividends-received deduction. 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 included in Exhibit 3.1.

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

	September 30 2017	% of Total	December 31 2016	% of Total
Fixed maturity securities	\$ 2,530,100	72%	\$ 2,530,907	73%
Equity securities	20,769	1%	23,996	1%
Mortgage loans	651,621	18%	630,889	18%
Real estate	195,238	6%	195,621	5%
Policy loans	78,343	2%	79,893	2%
Short-term investments	38,529	1%	27,526	1%
Other investments	1,931	—	1,388	—
Total	<u>\$ 3,516,531</u>	<u>100%</u>	<u>\$ 3,490,220</u>	<u>100%</u>

Fixed maturity securities were the largest component of total investments at September 30, 2017. The largest categories of fixed maturity securities at September 30, 2017 consisted of 80% in corporate obligations, 8% in municipal securities, and 5% in U.S. Treasury securities and other obligations of the U.S. Government. Fixed maturity securities had unrealized gains of \$115.0 million and unrealized losses of \$9.7 million at September 30, 2017.

We use actual or equivalent Standard & Poor's ratings to determine the investment grading of fixed maturity securities. Fixed maturity securities that were rated above investment grade represented 97% of total securities at September 30, 2017 and 96% at December 31, 2016.

The fair value of fixed maturity securities with unrealized losses was \$397.6 million at September 30, 2017, compared with \$516.9 million at December 31, 2016. This decrease primarily reflected changes in interest rates and market spreads during 2017. At September 30, 2017, 93% of security investments with an unrealized loss were investment grade and accounted for 78% of the total unrealized losses. At December 31, 2016, 94% of securities with an unrealized loss were investment grade and accounted for 85% of the total unrealized losses.

At September 30, 2017, we had \$116.5 million in gross unrealized gains on fixed maturity and equity securities that offset gross unrealized losses of \$9.7 million. At December 31, 2016, we had \$111.9 million in gross unrealized gains on fixed maturity and equity securities that offset \$19.0 million in gross unrealized losses. At September 30, 2017, 84% of the fixed maturity and equity securities portfolio had unrealized gains, an increase from 79% at December 31, 2016. We had a decrease in gross unrealized losses in most categories from December 31, 2016 to September 30, 2017 due to changes in interest rates and market spreads during 2017. Gross unrealized losses on fixed maturity and equity securities for less than 12 months accounted for \$2.6 million or 27% of the security values in a gross unrealized loss position at September 30, 2017 compared to \$12.5 million or 66% at December 31, 2016. Gross unrealized losses on fixed maturity and equity security investments of 12 months or longer increased from \$6.5 million at December 31, 2016 to \$7.1 million at September 30, 2017.

Residential mortgage-backed securities, commercial mortgage-backed securities, and asset-backed securities that were rated below investment grade were 37% of the below investment grade total at September 30, 2017 compared to 34% at December 31, 2016.

We have written down certain investments in previous periods. Fixed maturity securities written down and still owned at September 30, 2017 and December 31, 2016 were not material.

The current status of all investments previously written down was evaluated 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 2017 or 2016.

Investments in mortgage loans totaled \$651.6 million at September 30, 2017, up from \$630.9 million at December 31, 2016. The commercial mortgage loan portfolio increased \$20.7 million during the first nine months of 2017, as new loans exceeded regularly scheduled payments and the volume of prepaid loans. Mortgage loan fundings decreased \$2.6 million in the first nine months of 2017 compared to the prior year. 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 \$4.1 million at September 30, 2017 and \$3.3 million at December 31, 2016.

Investments in real estate totaled \$195.2 million at September 30, 2017 and \$195.6 million at December 31, 2016.

Liquidity and Capital Resources

Liquidity

Statements made in our 2016 Annual Report remain pertinent, as our liquidity position is materially unchanged from year-end 2016.

Net cash provided by operating activities was \$4.6 million for the nine months ended September 30, 2017. The primary sources of cash from operating activities in the first nine months of 2017 were premium receipts and net investment income. The primary uses of cash from operating activities in the first nine months of 2017 were for the payment of policyholder benefits and operating expenses. Net cash used by investing activities was \$14.1 million. The primary sources of cash from investing activities were sales, maturities, calls, and principal paydowns of investments totaling \$320.2 million. Investment purchases, including new mortgage loans and new policy loans, totaled \$321.8 million. In addition, net purchases of short-term investments totaled \$11.0 million. Net cash from financing activities was \$10.8 million, primarily including \$4.1 million of net transfers from separate accounts and \$20.6 million of deposits, net of withdrawals, on policyholder account balances. These were partially offset by the payment of \$7.8 million in 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.

	September 30 2017	December 31 2016
Total assets, excluding separate accounts	\$ 4,107,884	\$ 4,076,157
Total stockholders' equity	704,424	685,583
Ratio of stockholders' equity to assets, excluding separate accounts	17%	17%

Stockholders' equity increased \$18.8 million from year-end 2016, primarily due to net income and an increase in net unrealized gains. Stockholders' equity per share, or book value, equaled \$72.75 at September 30, 2017, an increase from \$70.80 at year-end 2016.

Net unrealized gains on available for sale securities, which are included as part of accumulated other comprehensive income (loss) 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 \$45.4 million at September 30, 2017, a \$9.3 million increase from December 31, 2016.

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. We believe these statutory limitations impose no practical restrictions on future dividend payment plans.

In January 2017, the Board of Directors authorized the purchase of up to one million of our shares on the open market through January 2018. We did not purchase any shares under the stock repurchase authorization during the first nine months of 2017.

On October 23, 2017, the Board of Directors declared a quarterly dividend of \$0.27 per share payable on November 8, 2017 to stockholders of record on November 2, 2017.

Item 5. Legal Proceedings

There are no current, past, pending or threatened legal proceedings or administrative actions either by or against Kansas City Life Insurance Company that could be expected to have a material effect on our business, financial condition or operations. Our securities are not subject to any past or pending trading suspensions by a securities regulator. Please see the section entitled “Contingent Liabilities, Guarantees, and Indemnifications” in Note 16 of the financial statements shown 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: October 26, 2017

/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: October 26, 2017

/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**

	September 30 2017 <u>(Unaudited)</u>	December 31 2016 <u></u>
ASSETS		
Investments:		
Fixed maturity securities available for sale, at fair value	\$ 2,530,100	\$ 2,530,907
Equity securities available for sale, at fair value	20,769	23,996
Mortgage loans	651,621	630,889
Real estate	195,238	195,621
Policy loans	78,343	79,893
Short-term investments	38,529	27,526
Other investments	1,931	1,388
Total investments	<u>3,516,531</u>	<u>3,490,220</u>
Cash	11,014	9,630
Accrued investment income	32,583	31,586
Deferred acquisition costs	273,949	271,089
Reinsurance recoverables	183,116	187,941
Property and equipment	16,163	15,853
Other assets	74,528	69,838
Separate account assets	403,199	373,256
Total assets	<u>\$ 4,511,083</u>	<u>\$ 4,449,413</u>
LIABILITIES		
Future policy benefits	\$ 953,564	\$ 943,643
Policyholder account balances	2,052,638	2,051,728
Policy and contract claims	36,122	34,553
Other policyholder funds	170,912	178,806
Other liabilities	190,224	181,844
Separate account liabilities	403,199	373,256
Total liabilities	<u>3,806,659</u>	<u>3,763,830</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	877,637	868,054
Accumulated other comprehensive income (loss)	3,942	(5,316)
Treasury stock, at cost (2017 and 2016 - 8,813,266 shares)	(241,301)	(241,301)
Total stockholders' equity	<u>704,424</u>	<u>685,583</u>
Total liabilities and stockholders' equity	<u>\$ 4,511,083</u>	<u>\$ 4,449,413</u>

See accompanying Notes to Consolidated Financial Statements (Unaudited)

Kansas City Life Insurance Company
Consolidated Statements of Comprehensive Income

	Quarter Ended		Nine Months Ended	
	September 30		September 30	
	2017	2016	2017	2016
	(Unaudited)		(Unaudited)	
REVENUES				
Insurance revenues:				
Net premiums	\$ 45,788	\$ 44,536	\$ 135,451	\$ 128,704
Contract charges	27,638	28,040	85,767	83,080
Total insurance revenues	<u>73,426</u>	<u>72,576</u>	<u>221,218</u>	<u>211,784</u>
Investment revenues:				
Net investment income	36,229	36,991	110,282	113,416
Net realized investment gains, excluding other-than-temporary impairment losses	717	986	2,224	4,029
Net impairment losses recognized in earnings:				
Total other-than-temporary impairment losses	—	—	—	(563)
Portion of impairment losses recognized in other comprehensive income (loss)	—	(23)	(7)	(57)
Net other-than-temporary impairment losses recognized in earnings	<u>—</u>	<u>(23)</u>	<u>(7)</u>	<u>(620)</u>
Total investment revenues	<u>36,946</u>	<u>37,954</u>	<u>112,499</u>	<u>116,825</u>
Other revenues	<u>1,642</u>	<u>1,679</u>	<u>4,811</u>	<u>4,678</u>
Total revenues	<u>112,014</u>	<u>112,209</u>	<u>338,528</u>	<u>333,287</u>
BENEFITS AND EXPENSES				
Policyholder benefits	53,023	51,134	160,296	162,473
Interest credited to policyholder account balances	18,401	18,323	54,531	54,473
Amortization of deferred acquisition costs	7,914	8,245	26,095	20,004
Operating expenses	23,333	24,353	73,092	72,428
Total benefits and expenses	<u>102,671</u>	<u>102,055</u>	<u>314,014</u>	<u>309,378</u>
Income before income tax expense	9,343	10,154	24,514	23,909
Income tax expense	<u>2,695</u>	<u>2,961</u>	<u>7,086</u>	<u>7,217</u>
NET INCOME	<u>\$ 6,648</u>	<u>\$ 7,193</u>	<u>\$ 17,428</u>	<u>\$ 16,692</u>
COMPREHENSIVE INCOME, NET OF TAXES				
Change in net unrealized gains on securities available for sale, net of DAC, VOBA, and DRL	\$ (619)	\$ (5,713)	\$ 9,110	\$ 50,863
Change in future policy benefits	186	506	123	(8,707)
Change in policyholder account balances	(6)	56	25	(315)
Other comprehensive income (loss)	<u>(439)</u>	<u>(5,151)</u>	<u>9,258</u>	<u>41,841</u>
COMPREHENSIVE INCOME	<u>\$ 6,209</u>	<u>\$ 2,042</u>	<u>\$ 26,686</u>	<u>\$ 58,533</u>
Basic and diluted earnings per share:				
Net income	<u>\$ 0.69</u>	<u>\$ 0.74</u>	<u>\$ 1.80</u>	<u>\$ 1.72</u>

See accompanying Notes to Consolidated Financial Statements (Unaudited)

Kansas City Life Insurance Company
Consolidated Statements of Cash Flows

	Nine Months Ended	
	September 30	
	2017	2016
	(Unaudited)	
OPERATING ACTIVITIES		
Net income	\$ 17,428	\$ 16,692
Adjustments to reconcile net income to net cash provided by operating activities:		
Amortization of investment premium and discount	2,257	3,163
Depreciation	4,296	3,985
Acquisition costs capitalized	(31,235)	(31,582)
Amortization of deferred acquisition costs	26,095	20,004
Net realized investment gains	(2,217)	(3,409)
Changes in assets and liabilities:		
Reinsurance recoverables	4,825	6,686
Future policy benefits	10,110	10,906
Policyholder account balances	(23,181)	(18,547)
Income taxes payable and deferred	3,586	2,222
Other, net	(7,328)	(1,878)
Net cash provided	4,636	8,242
INVESTING ACTIVITIES		
Purchases:		
Fixed maturity securities	(217,814)	(145,614)
Equity securities	(45)	(3)
Mortgage loans	(90,785)	(95,818)
Real estate	(3,976)	(32,899)
Policy loans	(8,340)	(6,679)
Other investments	(881)	(544)
Sales or maturities, calls, and principal paydowns:		
Fixed maturity securities	235,760	180,251
Equity securities	4,059	118
Mortgage loans	69,247	86,552
Real estate	4	1,745
Policy loans	9,887	8,894
Other investments	1,252	172
Net purchases of short-term investments	(11,003)	(10,134)
Acquisition of property and equipment	(1,466)	(643)
Net cash used	(14,101)	(14,602)

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

	Nine Months Ended	
	September 30	
	2017	2016
	(Unaudited)	
FINANCING ACTIVITIES		
Deposits on policyholder account balances	\$ 167,217	\$ 162,234
Withdrawals from policyholder account balances	(146,658)	(152,994)
Net transfers from separate accounts	4,060	5,972
Change in other deposits	(5,927)	163
Cash dividends to stockholders	(7,843)	(7,843)
Net cash provided	10,849	7,532
Increase in cash	1,384	1,172
Cash at beginning of year	9,630	7,851
Cash at end of period	\$ 11,014	\$ 9,023

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 three life insurance companies. Kansas City Life Insurance Company (Kansas City Life) is the parent company. Sunset Life Insurance Company of America (Sunset Life) and Old American Insurance Company (Old American) are wholly-owned 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.

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 2016 Annual Report, which is available on the OTCQX website. The interim consolidated financial statements and the accompanying notes for the quarters and nine months ended September 30, 2017 and 2016 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.

Significant Accounting Policies

Please refer to our 2016 Annual Report for a full discussion of our significant accounting policies. No significant updates or changes to these policies occurred during the quarter or nine months ended September 30, 2017.

2. New Accounting Pronouncements

Accounting Pronouncements Issued, Not Yet Adopted

In May 2014, the Financial Accounting Standards Board (FASB) issued guidance regarding accounting for revenue recognition that identifies the accounting treatment for an entity's contracts with customers. Certain contracts, including insurance contracts, are specifically excluded from this guidance. However, certain other types of contracts may impact the financial statements of insurance providers. In August 2015, the FASB deferred the effective date of this guidance for public entities to annual reporting periods beginning after December 15, 2017, including interim periods within that reporting period. As an insurance enterprise, we have determined that our primary sources of revenue are excluded from this guidance, including insurance premiums, contract charges, and most investment revenues. While we have other non-insurance revenue that will be impacted, our adoption of this guidance is not expected to have a material impact on our consolidated financial statements. Our ongoing evaluation includes identifying the contracts that are within the scope of this guidance and documentation of our accounting for those contracts.

In January 2016, the FASB issued guidance regarding accounting for recognition and measurement of financial assets and financial liabilities. The new standard significantly revises an entity's accounting related to the classification and measurement of investments in equity securities and the presentation of certain fair value changes for financial liabilities measured at fair value. It also amends certain disclosure requirements associated with the fair value of financial instruments. The guidance is effective for annual periods, and interim periods within those annual periods, beginning after December 15, 2017 with early adoption allowed. We are currently evaluating this guidance. We do not believe that the adoption of this guidance will have a material impact to our consolidated financial statements.

In February 2016, the FASB issued guidance regarding leases. This guidance includes a lessee model that will cause most leases to be reported on the balance sheet. In addition, the guidance aligns existing GAAP pertaining to leases with the new revenue recognition model that will be effective for periods beginning after December 15, 2017. This guidance is effective for fiscal years beginning after December 15, 2018 and interim periods within those fiscal years. We are currently evaluating this guidance.

In June 2016, the FASB issued guidance regarding the measurement of credit losses on financial instruments. Under this guidance, the incurred loss impairment methodology used under current GAAP 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

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

information to inform credit loss estimates. Additional disclosures will be required to provide additional 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. This guidance is effective for fiscal years beginning after December 15, 2020 and interim periods within those fiscal years. We are currently evaluating this guidance.

In August 2016, the FASB issued guidance regarding the presentation and classification of certain cash receipts and cash payments in the statement of cash flows. This guidance is effective for fiscal years beginning after December 15, 2017 and interim periods within those fiscal years. We are currently evaluating this guidance. We do not believe that the adoption of this guidance will have a material impact on our consolidated financial statements.

In March 2017, the FASB issued guidance to improve the presentation of net periodic pension cost and net periodic postretirement benefit cost. This guidance is effective for annual periods beginning after December 15, 2017, including interim periods within those annual periods. We are currently evaluating this guidance. We do not believe that the adoption of this guidance will have a material impact on our consolidated financial statements.

In March 2017, the FASB issued guidance to amend the amortization period for certain purchased callable debt securities held at a premium. The amortization period for premiums is being shortened to the earliest call date. This guidance is effective for fiscal years, and interim periods within those years, beginning after December 15, 2018. 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 and Equity Securities Available for Sale

Securities by Asset Class

The following table provides amortized cost and fair value of securities by asset class at September 30, 2017.

	Amortized Cost	Gross Unrealized		Fair Value
		Gains	Losses	
U.S. Treasury securities and obligations of U.S. Government	\$ 129,323	\$ 5,483	\$ 76	\$ 134,730
Federal agency issued residential mortgage-backed securities ¹	26,287	2,373	1	28,659
Subtotal	<u>155,610</u>	<u>7,856</u>	<u>77</u>	<u>163,389</u>
Corporate obligations:				
Industrial	497,857	21,443	890	518,410
Energy	176,839	8,605	1,615	183,829
Communications and technology	234,160	13,609	356	247,413
Financial	215,465	9,414	392	224,487
Consumer	571,710	18,107	1,760	588,057
Public utilities	258,344	11,811	1,586	268,569
Subtotal	<u>1,954,375</u>	<u>82,989</u>	<u>6,599</u>	<u>2,030,765</u>
Corporate private-labeled residential mortgage-backed securities	35,620	2,856	—	38,476
Municipal securities	185,772	19,995	605	205,162
Other	78,962	724	2,422	77,264
Redeemable preferred stocks	14,515	532	3	15,044
Fixed maturity securities	<u>2,424,854</u>	<u>114,952</u>	<u>9,706</u>	<u>2,530,100</u>
Equity securities	19,248	1,523	2	20,769
Total	<u>\$ 2,444,102</u>	<u>\$ 116,475</u>	<u>\$ 9,708</u>	<u>\$ 2,550,869</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 securities by asset class at December 31, 2016.

	Amortized Cost	Gross Unrealized		Fair Value
		Gains	Losses	
U.S. Treasury securities and obligations of U.S. Government	\$ 148,468	\$ 5,246	\$ 849	\$ 152,865
Federal agencies ¹	19,796	515	—	20,311
Federal agency issued residential mortgage-backed securities ¹	25,868	2,973	1	28,840
Subtotal	194,132	8,734	850	202,016
Corporate obligations:				
Industrial	506,218	20,445	2,176	524,487
Energy	201,416	7,880	2,778	206,518
Communications and technology	234,280	12,630	1,193	245,717
Financial	200,124	9,928	919	209,133
Consumer	564,868	16,431	2,989	578,310
Public utilities	239,719	13,132	2,562	250,289
Subtotal	1,946,625	80,446	12,617	2,014,454
Corporate private-labeled residential mortgage-backed securities	41,969	2,563	—	44,532
Municipal securities	147,384	17,546	696	164,234
Other	94,062	1,122	2,989	92,195
Redeemable preferred stocks	14,546	125	1,195	13,476
Fixed maturity securities	2,438,718	110,536	18,347	2,530,907
Equity securities	23,289	1,386	679	23,996
Total	<u>\$ 2,462,007</u>	<u>\$ 111,922</u>	<u>\$ 19,026</u>	<u>\$ 2,554,903</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 borrowers may have the right to call or prepay obligations.

	September 30, 2017		December 31, 2016	
	Amortized Cost	Fair Value	Amortized Cost	Fair Value
Due in one year or less	\$ 174,613	\$ 177,697	\$ 177,007	\$ 180,934
Due after one year through five years	746,869	780,716	751,986	788,759
Due after five years through ten years	981,981	1,016,160	1,020,233	1,043,340
Due after ten years	417,156	443,937	372,488	394,254
Securities with variable principal payments	89,720	96,546	102,458	110,144
Redeemable preferred stocks	14,515	15,044	14,546	13,476
Total	<u>\$ 2,424,854</u>	<u>\$ 2,530,100</u>	<u>\$ 2,438,718</u>	<u>\$ 2,530,907</u>

No material derivative financial instruments were held as of September 30, 2017 or December 31, 2016.

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

Unrealized Losses on Investments

At the end of each quarter, all 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 2016 Annual Report.

The following table provides information regarding fixed maturity and equity securities available for sale with unrealized losses by asset class and by length of time at September 30, 2017.

	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	\$ 10,006	\$ 65	\$ 542	\$ 11	\$ 10,548	\$ 76
Federal agency issued residential mortgage-backed securities ¹	4	—	31	1	35	1
Subtotal	10,010	65	573	12	10,583	77
Corporate obligations:						
Industrial	41,897	492	9,701	398	51,598	890
Energy	22,025	150	28,468	1,465	50,493	1,615
Communications and technology	9,055	72	9,002	284	18,057	356
Financial	34,568	216	5,710	176	40,278	392
Consumer	71,189	718	27,028	1,042	98,217	1,760
Public utilities	27,718	556	19,918	1,030	47,636	1,586
Subtotal	206,452	2,204	99,827	4,395	306,279	6,599
Municipal securities	24,655	282	7,529	323	32,184	605
Other	7,869	23	36,677	2,399	44,546	2,422
Redeemable preferred stocks	3,997	3	—	—	3,997	3
Fixed maturity securities	252,983	2,577	144,606	7,129	397,589	9,706
Equity securities	109	2	—	—	109	2
Total	<u>\$ 253,092</u>	<u>\$ 2,579</u>	<u>\$ 144,606</u>	<u>\$ 7,129</u>	<u>\$ 397,698</u>	<u>\$ 9,708</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 and equity securities available for sale with unrealized losses by asset class and by length of time at December 31, 2016.

	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	\$ 37,557	\$ 849	\$ 4	\$ —	\$ 37,561	\$ 849
Federal agency issued residential mortgage-backed securities ¹	180	—	41	1	221	1
Subtotal	<u>37,737</u>	<u>849</u>	<u>45</u>	<u>1</u>	<u>37,782</u>	<u>850</u>
Corporate obligations:						
Industrial	91,106	2,054	2,976	122	94,082	2,176
Energy	31,575	600	37,984	2,178	69,559	2,778
Communications and technology	35,985	745	6,953	448	42,938	1,193
Financial	21,914	199	5,165	720	27,079	919
Consumer	121,552	2,989	—	—	121,552	2,989
Public utilities	46,917	2,479	1,038	83	47,955	2,562
Subtotal	<u>349,049</u>	<u>9,066</u>	<u>54,116</u>	<u>3,551</u>	<u>403,165</u>	<u>12,617</u>
Municipal securities	16,948	696	—	—	16,948	696
Other	4,943	64	44,190	2,925	49,133	2,989
Redeemable preferred stocks	9,851	1,195	—	—	9,851	1,195
Fixed maturity securities	<u>418,528</u>	<u>11,870</u>	<u>98,351</u>	<u>6,477</u>	<u>516,879</u>	<u>18,347</u>
Equity securities	11,430	679	—	—	11,430	679
Total	<u>\$ 429,958</u>	<u>\$ 12,549</u>	<u>\$ 98,351</u>	<u>\$ 6,477</u>	<u>\$ 528,309</u>	<u>\$ 19,026</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 and equity security issues with unrealized losses at September 30, 2017 and December 31, 2016.

	September 30 2017	December 31 2016
Below cost for less than one year	<u>103</u>	<u>160</u>
Below cost for one year or more and less than three years	37	20
Below cost for three years or more	11	8
Total	<u>151</u>	<u>188</u>

We do not consider the unrealized losses related to these securities to be credit-related. The unrealized losses at September 30, 2017 primarily relate 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 and equity securities available for sale with unrealized losses at September 30, 2017.

	Amortized Cost	Fair Value	Gross Unrealized Losses
Securities owned without realized impairment:			
Unrealized losses of 10% or less	\$ 403,491	\$ 394,184	\$ 9,307
Unrealized losses of 20% or less and greater than 10%	1,998	1,660	338
Subtotal	<u>405,489</u>	<u>395,844</u>	<u>9,645</u>
Unrealized losses greater than 20%:			
Investment grade:			
Less than twelve months	—	—	—
Twelve months or greater	—	—	—
Total investment grade	<u>—</u>	<u>—</u>	<u>—</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>—</u>	<u>—</u>	<u>—</u>
Subtotal	<u>405,489</u>	<u>395,844</u>	<u>9,645</u>
Securities owned with realized impairment:			
Unrealized losses of 10% or less	1,917	1,854	63
Unrealized losses of 20% or less and greater than 10%	—	—	—
Subtotal	<u>1,917</u>	<u>1,854</u>	<u>63</u>
Unrealized losses greater than 20%:			
Investment grade:			
Less than twelve months	—	—	—
Twelve months or greater	—	—	—
Total investment grade	<u>—</u>	<u>—</u>	<u>—</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>—</u>	<u>—</u>	<u>—</u>
Subtotal	<u>1,917</u>	<u>1,854</u>	<u>63</u>
Total	<u>\$ 407,406</u>	<u>\$ 397,698</u>	<u>\$ 9,708</u>

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

The following table summarizes investments in fixed maturity and equity securities available for sale with unrealized losses at December 31, 2016.

	Amortized Cost	Fair Value	Gross Unrealized Losses
Securities owned without realized impairment:			
Unrealized losses of 10% or less	\$ 517,145	\$ 501,873	\$ 15,272
Unrealized losses of 20% or less and greater than 10%	26,552	23,093	3,459
Subtotal	<u>543,697</u>	<u>524,966</u>	<u>18,731</u>
Unrealized losses greater than 20%:			
Investment grade:			
Less than twelve months	—	—	—
Twelve months or greater	908	715	193
Total investment grade	<u>908</u>	<u>715</u>	<u>193</u>
Below investment grade:			
Less than twelve months	130	104	26
Twelve months or greater	—	—	—
Total below investment grade	<u>130</u>	<u>104</u>	<u>26</u>
Unrealized losses greater than 20%	<u>1,038</u>	<u>819</u>	<u>219</u>
Subtotal	<u>544,735</u>	<u>525,785</u>	<u>18,950</u>
Securities owned with realized impairment:			
Unrealized losses of 10% or less	2,526	2,464	62
Unrealized losses of 20% or less and greater than 10%	74	60	14
Subtotal	<u>2,600</u>	<u>2,524</u>	<u>76</u>
Unrealized losses greater than 20%:			
Investment grade:			
Less than twelve months	—	—	—
Twelve months or greater	—	—	—
Total investment grade	<u>—</u>	<u>—</u>	<u>—</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>—</u>	<u>—</u>	<u>—</u>
Subtotal	<u>2,600</u>	<u>2,524</u>	<u>76</u>
Total	<u>\$ 547,335</u>	<u>\$ 528,309</u>	<u>\$ 19,026</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 gross unrealized losses by actual or equivalent Standard & Poor's rating at September 30, 2017.

	Fair Value	% of Total	Gross Unrealized Losses	% of Total
AAA	\$ 25,751	7%	\$ 578	6%
AA	60,599	15%	2,106	22%
A	136,034	34%	2,139	22%
BBB	146,572	37%	2,754	28%
Total investment grade	368,956	93%	7,577	78%
BB	12,776	3%	1,179	12%
B and below	15,857	4%	950	10%
Total below investment grade	28,633	7%	2,129	22%
	<u>\$ 397,589</u>	<u>100%</u>	<u>\$ 9,706</u>	<u>100%</u>

The following table provides information on fixed maturity securities available for sale with gross unrealized losses by actual or equivalent Standard & Poor's rating at December 31, 2016.

	Fair Value	% of Total	Gross Unrealized Losses	% of Total
AAA	\$ 27,051	5%	\$ 983	5%
AA	87,400	17%	3,389	19%
A	135,619	26%	4,841	26%
BBB	234,305	46%	6,430	35%
Total investment grade	484,375	94%	15,643	85%
BB	14,359	3%	1,592	9%
B and below	18,145	3%	1,112	6%
Total below investment grade	32,504	6%	2,704	15%
	<u>\$ 516,879</u>	<u>100%</u>	<u>\$ 18,347</u>	<u>100%</u>

Our residential mortgage-backed securities, commercial mortgage-backed securities, and asset-backed securities that were rated below investment grade represented 37% of the fair value of the total below investment grade securities at September 30, 2017, up from 34% at December 31, 2016.

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

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

	September 30, 2017		December 31, 2016	
	Fair Value	Gross Unrealized Losses	Fair Value	Gross Unrealized Losses
Fixed maturity securities available for sale:				
Due in one year or less	\$ 4,330	\$ 4	\$ 3,727	\$ 113
Due after one year through five years	21,832	188	43,474	516
Due after five years through ten years	230,025	4,842	344,940	9,525
Due after ten years	137,367	4,669	114,661	6,997
Total	393,554	9,703	506,802	17,151
Securities with variable principal payments	38	—	226	1
Redeemable preferred stocks	3,997	3	9,851	1,195
Total	\$ 397,589	\$ 9,706	\$ 516,879	\$ 18,347

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.

	September 30, 2017		
	Fair Value	Amortized Cost	Unrealized Gains (Losses)
Residential & non-agency MBS:			
Investment grade	\$ 5,397	\$ 5,267	\$ 130
Below investment grade	37,261	34,582	2,679
Total residential & non-agency MBS	42,658	39,849	2,809
Other structured securities:			
Investment grade	57,714	58,484	(770)
Below investment grade	14,112	15,000	(888)
Total other structured securities	71,826	73,484	(1,658)
Total structured securities	\$ 114,484	\$ 113,333	\$ 1,151

	December 31, 2016		
	Fair Value	Amortized Cost	Unrealized Gains (Losses)
Residential & non-agency MBS:			
Investment grade	\$ 9,949	\$ 9,610	\$ 339
Below investment grade	39,932	37,758	2,174
Total residential & non-agency MBS	49,881	47,368	2,513
Other structured securities:			
Investment grade	61,810	63,092	(1,282)
Below investment grade	13,450	15,317	(1,867)
Total other structured securities	75,260	78,409	(3,149)
Total structured securities	\$ 125,141	\$ 125,777	\$ (636)

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

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 income (loss).

	Quarter Ended		Nine Months Ended	
	September 30		September 30	
	2017	2016	2017	2016
Credit losses on securities held at beginning of the period	\$ 9,265	\$ 15,983	\$ 13,224	\$ 20,350
Additions for increases in the credit loss for which an other-than-temporary impairment was previously recognized when there was no intent to sell the security before recovery of its amortized cost basis	—	95	7	146
Reductions for securities sold	(4,861)	—	(8,816)	(4,407)
Reductions for increases in cash flows expected to be collected that are recognized over the remaining life of the security	(2)	(5)	(13)	(16)
Credit losses on securities held at the end of the period	<u>\$ 4,402</u>	<u>\$ 16,073</u>	<u>\$ 4,402</u>	<u>\$ 16,073</u>

Realized Gains (Losses)

The following table provides detail concerning realized investment gains and losses.

	Quarter Ended		Nine Months Ended	
	September 30		September 30	
	2017	2016	2017	2016
Gross gains resulting from:				
Sales of investment securities	\$ 33	\$ 40	823	\$ 947
Investment securities called and other	863	1,516	2,166	2,862
Real estate	98	—	98	1,020
Total gross gains	<u>994</u>	<u>1,556</u>	<u>3,087</u>	<u>4,829</u>
Gross losses resulting from:				
Sales of investment securities	—	—	—	(87)
Investment securities called and other	(31)	(27)	(35)	(33)
Sale of real estate and joint ventures	—	(95)	(1)	(129)
Mortgage loans	(2)	—	(7)	(95)
Total gross losses	<u>(33)</u>	<u>(122)</u>	<u>(43)</u>	<u>(344)</u>
Change in allowance for loan losses	(231)	(400)	(759)	(323)
Amortization of DAC, VOBA, and DRL	(13)	(48)	(61)	(133)
Net realized investment gains, excluding other-than-temporary impairment losses	<u>717</u>	<u>986</u>	<u>2,224</u>	<u>4,029</u>
Net impairment losses recognized in earnings:				
Other-than-temporary impairment losses on fixed maturity and equity securities	—	—	—	(563)
Portion of loss recognized in other comprehensive income (loss)	—	(23)	(7)	(57)
Net other-than-temporary impairment losses recognized in earnings	—	(23)	(7)	(620)
Net realized investment gains	<u>\$ 717</u>	<u>\$ 963</u>	<u>\$ 2,217</u>	<u>\$ 3,409</u>

The portion of loss recognized in other comprehensive income (loss) represents the non-credit portion of current or prior other-than-temporary impairment. Corporate private-labeled residential mortgage-backed and other securities had impairments recorded

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

in earnings of less than \$0.1 million in the quarters ended September 30, 2017 and September 30, 2016. The other-than-temporary impairments recorded in earnings were determined based upon the present value of projected future cash flows.

Proceeds from Sales of Investment Securities

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

Proceeds	Quarter Ended September 30		Nine Months Ended September 30	
	2017	2016	2017	2016
	\$	1,036	\$ 2,039	\$ 27,833

Non-Cash Investing Activity

There were no non-cash investing transactions in the quarter or nine months ended September 30, 2017. There were no non-cash investing transactions in the third quarter ended September 30, 2016. Non-cash investing transactions for the nine months ended September 30, 2016 consisted of a \$3.0 million bond exchange with an issuer.

Mortgage Loans

Investments in mortgage loans totaled \$651.6 million at September 30, 2017, compared to \$630.9 million at December 31, 2016. 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 \$4.1 million at September 30, 2017 and \$3.3 million at December 31, 2016. We had 18% of our total investments in commercial mortgage loans at both September 30, 2017 and December 31, 2016. In addition to the subject collateral underlying the mortgage, we may require some amount of recourse from borrowers as another potential source of repayment. The recourse requirement is determined as part of the underwriting requirements of each loan. The average loan-to-value ratio for the overall portfolio was 47% at September 30, 2017 and 48% at December 31, 2016. These ratios are 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 three loans with outstanding balances of \$5.5 million during the quarter ended September 30, 2017. We refinanced four loans with outstanding balances totaling \$8.7 million during the quarter ended September 30, 2016. We refinanced four loans with outstanding balances of \$7.9 million during the nine months ended September 30, 2017 and eight loans with outstanding balances of \$15.8 million during the nine months ended September 30, 2016.

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.

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

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 2016 Annual Report for a full discussion of the fair value hierarchy and our policies regarding fair value measurements.

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

	September 30, 2017			
	Level 1	Level 2	Level 3	Total
Assets:				
U.S. Treasury securities and obligations of U.S. Government	\$ 12,314	\$ 122,416	\$ —	\$ 134,730
Federal agency issued residential mortgage-backed securities ¹	—	28,659	—	28,659
Subtotal	12,314	151,075	—	163,389
Corporate obligations:				
Industrial	—	518,410	—	518,410
Energy	—	183,829	—	183,829
Communications and technology	—	247,413	—	247,413
Financial	—	224,487	—	224,487
Consumer	—	588,057	—	588,057
Public utilities	—	268,569	—	268,569
Subtotal	—	2,030,765	—	2,030,765
Corporate private-labeled residential mortgage-backed securities	—	38,476	—	38,476
Municipal securities	—	205,162	—	205,162
Other	—	77,264	—	77,264
Redeemable preferred stocks	—	15,044	—	15,044
Fixed maturity securities	12,314	2,517,786	—	2,530,100
Equity securities	5,216	15,553	—	20,769
Separate account assets	—	403,199	—	403,199
Total	<u>\$ 17,530</u>	<u>\$ 2,936,538</u>	<u>\$ —</u>	<u>\$ 2,954,068</u>
Percent of total	<u>1%</u>	<u>99%</u>	<u>—%</u>	<u>100%</u>
Liabilities:				
Other policyholder funds:				
Guaranteed minimum withdrawal benefits	\$ —	\$ —	\$ (2,952)	\$ (2,952)
Separate account liabilities	—	403,199	—	403,199
Total	<u>\$ —</u>	<u>\$ 403,199</u>	<u>\$ (2,952)</u>	<u>\$ 400,247</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, 2016			
	Level 1	Level 2	Level 3	Total
Assets:				
U.S. Treasury securities and obligations of U.S. Government Federal agencies ¹	\$ 12,108	\$ 140,757	\$ —	\$ 152,865
Federal agency issued residential mortgage-backed securities ¹	—	20,311	—	20,311
Subtotal	12,108	189,908	—	202,016
Corporate obligations:				
Industrial	—	524,487	—	524,487
Energy	—	206,518	—	206,518
Communications and technology	—	245,717	—	245,717
Financial	—	209,133	—	209,133
Consumer	—	578,310	—	578,310
Public utilities	—	250,289	—	250,289
Subtotal	—	2,014,454	—	2,014,454
Corporate private-labeled residential mortgage-backed securities	—	44,532	—	44,532
Municipal securities	—	164,234	—	164,234
Other	—	91,795	400	92,195
Redeemable preferred stocks	—	13,476	—	13,476
Fixed maturity securities	12,108	2,518,399	400	2,530,907
Equity securities	4,950	19,046	—	23,996
Separate account assets	—	373,256	—	373,256
Total	\$ 17,058	\$ 2,910,701	\$ 400	\$ 2,928,159
Percent of total	1%	99%	—%	100%
Liabilities:				
Other policyholder funds:				
Guaranteed minimum withdrawal benefits	\$ —	\$ —	\$ (2,158)	\$ (2,158)
Separate account liabilities	—	373,256	—	373,256
Total	\$ —	\$ 373,256	\$ (2,158)	\$ 371,098

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 September 30, 2017	
	Assets	Liabilities
	Fixed maturity securities available for sale	GMWB
Beginning balance	\$ —	\$ (2,204)
Included in earnings	—	(830)
Included in other comprehensive income (loss)	—	—
Purchases, issuances, sales and other dispositions:		
Purchases	—	—
Issuances	—	76
Sales	—	—
Other dispositions	—	6
Transfers into Level 3	—	—
Transfers out of Level 3	—	—
Ending balance	<u>\$ —</u>	<u>\$ (2,952)</u>

	Quarter Ended September 30, 2016	
	Assets	Liabilities
	Fixed maturity securities available for sale	GMWB
Beginning balance	\$ 598	\$ 744
Included in earnings	—	(5)
Included in other comprehensive income (loss)	(19)	—
Purchases, issuances, sales and other dispositions:		
Purchases	—	—
Issuances	—	71
Sales	—	—
Other dispositions	1	(224)
Transfers into Level 3	—	—
Transfers out of Level 3	—	—
Ending balance	<u>\$ 580</u>	<u>\$ 586</u>

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

	Nine Months Ended September 30, 2017	
	Assets	Liabilities
	Fixed maturity securities available for sale	GMWB
Beginning balance	\$ 400	\$ (2,158)
Included in earnings	11	(872)
Included in other comprehensive income (loss)	(83)	—
Purchases, issuances, sales and other dispositions:		
Purchases	—	—
Issuances	—	226
Sales	—	—
Other dispositions	(328)	(148)
Transfers into Level 3	—	—
Transfers out of Level 3	—	—
Ending balance	<u>\$ —</u>	<u>\$ (2,952)</u>

	Nine Months Ended September 30, 2016	
	Assets	Liabilities
	Fixed maturity securities available for sale	GMWB
Beginning balance	\$ 577	\$ (2,778)
Included in earnings	—	3,855
Included in other comprehensive income (loss)	152	—
Purchases, issuances, sales and other dispositions:		
Purchases	—	—
Issuances	—	358
Sales	—	—
Other dispositions	(149)	(849)
Transfers into Level 3	—	—
Transfers out of Level 3	—	—
Ending balance	<u>\$ 580</u>	<u>\$ 586</u>

Depending upon the availability of Level 1 or Level 2 pricing, specific securities may transfer into or out of Level 3. We did not have any transfers between any levels at September 30, 2017 or September 30, 2016.

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 the 2016 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 September 30, 2017.

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

Following are estimates of the impact from changes in unobservable inputs on the GMWB liability.

	September 30 2017	December 31 2016
	Increase/(Decrease) in millions	
A 10% increase in the mortality assumption	\$ (0.1)	\$ (0.1)
A 10% decrease in the lapse assumption	0.2	0.2
A 10% increase in the benefit utilization	0.7	0.7
A 10 basis point increase in the credit spreads used for non-performance	(0.3)	(0.3)

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.

	September 30, 2017				
	Fair Value				Carrying Value
	Level 1	Level 2	Level 3	Total	
Assets:					
Investments:					
Fixed maturity securities available for sale	\$ 12,314	\$ 2,517,786	\$ —	\$ 2,530,100	\$ 2,530,100
Equity securities available for sale	5,216	15,553	—	20,769	20,769
Mortgage loans	—	—	658,759	658,759	651,621
Policy loans	—	—	78,343	78,343	78,343
Cash and short-term investments	49,543	—	—	49,543	49,543
Separate account assets	—	403,199	—	403,199	403,199
Liabilities:					
Individual and group annuities	—	—	1,061,687	1,061,687	1,080,934
Supplementary contracts and annuities without life contingencies	—	—	52,481	52,481	53,721
Separate account liabilities	—	403,199	—	403,199	403,199
Other policyholder funds - GMWB	—	—	(2,952)	(2,952)	(2,952)

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

	December 31, 2016				
	Fair Value			Total	Carrying Value
	Level 1	Level 2	Level 3	Total	
Assets:					
Investments:					
Fixed maturity securities available for sale	\$ 12,108	\$ 2,518,399	\$ 400	\$ 2,530,907	\$ 2,530,907
Equity securities available for sale	4,950	19,046	—	23,996	23,996
Mortgage loans	—	—	636,801	636,801	630,889
Policy loans	—	—	79,893	79,893	79,893
Cash and short-term investments	37,156	—	—	37,156	37,156
Separate account assets	—	373,256	—	373,256	373,256
Liabilities:					
Individual and group annuities	—	—	1,056,759	1,056,759	1,075,576
Supplementary contracts and annuities without life contingencies	—	—	53,167	53,167	54,483
Separate account liabilities	—	373,256	—	373,256	373,256
Other policyholder funds - GMWB	—	—	(2,158)	(2,158)	(2,158)

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.

	September 30 2017	December 31 2016
Receivables:		
Agent receivables, net (allowance \$832; 2016 - \$660)	\$ 1,900	\$ 1,661
Investment-related financing receivables:		
Mortgage loans, net (allowance \$4,092; 2016 - \$3,333)	651,621	630,889
Total financing receivables	<u>\$ 653,521</u>	<u>\$ 632,550</u>

Agent Receivables

We have certain agent receivables that are classified as financing receivables. These receivables from agents are long-term in nature and 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.

	September 30, 2017			December 31, 2016		
	Gross Receivables	Allowance	Net Receivables	Gross Receivables	Allowance	Net Receivables
Agent specific loans	\$ 1,264	\$ 609	\$ 655	\$ 988	\$ 346	\$ 642
Other agent receivables	1,468	223	1,245	1,333	314	1,019
Total	<u>\$ 2,732</u>	<u>\$ 832</u>	<u>\$ 1,900</u>	<u>\$ 2,321</u>	<u>\$ 660</u>	<u>\$ 1,661</u>

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

	September 30 2017	December 31 2016
Beginning of year	\$ 660	\$ 1,197
Additions	307	210
Deductions	(135)	(747)
End of period	<u>\$ 832</u>	<u>\$ 660</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.

	September 30 2017	December 31 2016
Mortgage loans collectively evaluated for impairment	\$ 578,714	\$ 566,865
Mortgage loans individually evaluated for impairment	76,999	67,357
Allowance for loan losses	(4,092)	(3,333)
Carrying value	<u>\$ 651,621</u>	<u>\$ 630,889</u>

Kansas City Life Insurance Company
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The following table presents an aging schedule for delinquent payments for both principal and interest by property type.

	Book Value	Amount of Payments Past Due			Total
		30-59 Days	60-89 Days	> 90 Days	
<u>September 30, 2017</u>					
Industrial	\$ 494	\$ 5	\$ —	\$ —	\$ 5
Office	—	—	—	—	—
Medical	4,922	75	75	1,275	1,425
Other	—	—	—	—	—
Total	<u>\$ 5,416</u>	<u>\$ 80</u>	<u>\$ 75</u>	<u>\$ 1,275</u>	<u>\$ 1,430</u>
<u>December 31, 2016</u>					
Industrial	\$ —	\$ —	\$ —	\$ —	\$ —
Office	—	—	—	—	—
Medical	4,922	75	75	600	750
Other	—	—	—	—	—
Total	<u>\$ 4,922</u>	<u>\$ 75</u>	<u>\$ 75</u>	<u>\$ 600</u>	<u>\$ 750</u>

There was one mortgage loan that was over 30 days past due at September 30, 2017. One mortgage loan was over 90 days past due and in the process of foreclosure at September 30, 2017 and December 31, 2016. We had no troubled loans that were restructured or modified during the quarters or nine months ended September 30, 2017 or 2016.

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

	September 30 2017	December 31 2016
Beginning of year	\$ 3,333	\$ 2,659
Provision	759	674
Deductions	—	—
End of period	<u>\$ 4,092</u>	<u>\$ 3,333</u>

Please refer to our 2016 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 2016 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.

The following table provides information regarding our VIEs.

	Quarter Ended		Nine Months Ended	
	September 30		September 30	
	2017	2016	2017	2016
Federal income tax credits realized	\$ 688	\$ 688	\$ 2,064	\$ 2,064
Amortization	383	385	1,148	1,160

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

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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.

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 September 30, 2017 and December 31, 2016. The table includes investments in five real estate joint ventures and 18 affordable housing real estate joint ventures at September 30, 2017 and five real estate joint ventures and 19 affordable housing real estate joint ventures at December 31, 2016.

	September 30 2017		December 31 2016	
	Carrying Amount	Maximum Exposure to Loss	Carrying Amount	Maximum Exposure to Loss
Real estate joint ventures	\$ 21,769	\$ 21,769	\$ 21,098	\$ 21,098
Affordable housing real estate joint ventures	8,631	33,062	9,784	34,215
Total	<u>\$ 30,400</u>	<u>\$ 54,831</u>	<u>\$ 30,882</u>	<u>\$ 55,313</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 September 30, 2017 and December 31, 2016, we had no equity commitments outstanding to the real estate joint venture VIEs. We have contingent commitments to fund additional equity contributions for operating support to certain real estate joint venture VIEs, which could result in additional exposure to loss. However, we are unable to quantify the amount of these contingent commitments.

In addition, the maximum exposure to loss on affordable housing joint ventures at September 30, 2017 included \$15.8 million of losses which could be realized if the tax credits received by the VIEs were recaptured, compared to \$14.6 million at December 31, 2016. 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.

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 have 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 \$124.5 million at September 30, 2017. The fair value of the separate accounts with the GMWB rider was \$116.5 million at December 31, 2016. The GMWB guarantee liability was \$(3.0) million at September 30, 2017 and \$(2.2) million December 31, 2016. 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 \$403.2 million at September 30, 2017 and \$373.3 million at December 31, 2016, and corresponding separate account liabilities of an equal amount. The fixed-rate funds for these

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

policies are included in our general account as Future Policy Benefits. The Future Policy Benefits for the direct block approximated \$0.4 million at both September 30, 2017 and December 31, 2016.

In addition, we have an assumed closed block of variable universal life business that totaled \$321.1 million at September 30, 2017 and \$295.7 million at December 31, 2016. 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 are included in our general account as Future Policy Benefits. The Future Policy Benefits for the assumed block approximated \$0.6 million at both September 30, 2017 and December 31, 2016.

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, are amounts recorded for group life, individual life, and deferred annuities.

	Consolidated			
	Quarter Ended		Nine Months Ended	
	September 30		September 30	
	2017	2016	2017	2016
Gross liability at beginning of the period	\$ 33,149	\$ 33,863	\$ 32,146	\$ 33,172
Less reinsurance recoverable	(26,213)	(27,025)	(25,555)	(26,791)
Net liability at beginning of the period	6,936	6,838	6,591	6,381
Incurred benefits related to:				
Current year	6,574	6,416	20,209	19,848
Prior years ¹	(27)	(264)	(179)	(240)
Total incurred benefits	6,547	6,152	20,030	19,608
Paid benefits related to:				
Current year	6,181	5,944	16,580	16,312
Prior years	383	384	3,122	3,015
Total paid benefits	6,564	6,328	19,702	19,327
Net liability at end of the period	6,919	6,662	6,919	6,662
Reinsurance recoverable	26,457	25,572	26,457	25,572
Gross liability at end of the period	<u>\$ 33,376</u>	<u>\$ 32,234</u>	<u>\$ 33,376</u>	<u>\$ 32,234</u>

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

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Notes to Consolidated Financial Statements - (Continued) (Unaudited)

	Group Insurance Segment			
	Quarter Ended		Nine Months Ended	
	September 30		September 30	
	2017	2016	2017	2016
Gross liability at beginning of the period	\$ 27,149	\$ 27,347	\$ 26,020	\$ 26,045
Less reinsurance recoverable	(20,585)	(20,947)	(19,850)	(20,142)
Net liability at beginning of the period	<u>6,564</u>	<u>6,400</u>	<u>6,170</u>	<u>5,903</u>
Incurred benefits related to:				
Current year	6,556	6,369	20,128	19,704
Prior years ¹	(23)	(287)	(165)	(205)
Total incurred benefits	<u>6,533</u>	<u>6,082</u>	<u>19,963</u>	<u>19,499</u>
Paid benefits related to:				
Current year	6,178	5,925	16,572	16,259
Prior years	360	328	3,002	2,914
Total paid benefits	<u>6,538</u>	<u>6,253</u>	<u>19,574</u>	<u>19,173</u>
Net liability at end of the period	<u>6,559</u>	<u>6,229</u>	<u>6,559</u>	<u>6,229</u>
Reinsurance recoverable	20,722	19,923	20,722	19,923
Gross liability at end of the period	<u>\$ 27,281</u>	<u>\$ 26,152</u>	<u>\$ 27,281</u>	<u>\$ 26,152</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.

	September 30	September 30
	2017	2016
Individual Insurance Segment:		
Individual accident and health	\$ 672	\$ 840
Individual life	18,147	17,942
Deferred annuity	3,275	4,861
Subtotal	<u>22,094</u>	<u>23,643</u>
Group Insurance Segment:		
Group accident and health	27,281	26,152
Group life	1,769	1,486
Subtotal	<u>29,050</u>	<u>27,638</u>
Old American Segment:		
Individual accident and health	5,423	5,242
Individual life	6,203	6,415
Subtotal	<u>11,626</u>	<u>11,657</u>
Total	<u>\$ 62,770</u>	<u>\$ 62,938</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 both September 30, 2017 and December 31, 2016.

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

9. Debt

We had no notes payable outstanding at September 30, 2017 or December 31, 2016.

As a member of the Federal Home Loan Bank of Des Moines (FHLB) with a capital investment of \$4.8 million at September 30, 2017, we have the ability to borrow on a collateralized basis from the FHLB. An insignificant amount of dividends were received on the capital investment in both the third quarters and nine months of 2017 and 2016.

We have three unsecured revolving lines of credit with two major commercial banks that totaled \$70.0 million at both September 30, 2017 and December 31, 2016, with no balances outstanding. The lines of credit are at variable interest rates based upon short-term indices and will mature in June of 2018. We anticipate renewing these lines of credit as they come due. One line of credit, totaling \$10.0 million, can be unconditionally canceled by the lending institution at its discretion at any time.

10. Income Taxes

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

	Quarter Ended		Nine Months Ended	
	September 30		September 30	
	2017	2016	2017	2016
Federal income tax rate	35 %	35 %	35 %	35 %
Tax credits, net of equity adjustment	(4)%	(4)%	(5)%	(5)%
Permanent differences and other	(2)%	(2)%	(1)%	— %
Effective income tax rate	<u>29 %</u>	<u>29 %</u>	<u>29 %</u>	<u>30 %</u>

The following table provides information about taxes paid.

	Quarter Ended		Nine Months Ended	
	September 30		September 30	
	2017	2016	2017	2016
Cash paid for income taxes	\$ 500	\$ 3,500	\$ 3,500	\$ 5,000

We had no material uncertain tax positions at September 30, 2017 or December 31, 2016.

At September 30, 2017, we had a current tax liability of \$0.5 million and a \$73.2 million net deferred tax liability, compared to a \$1.9 million current tax asset and a \$68.2 million net deferred tax liability at December 31, 2016.

11. Pensions and Other Postemployment Benefits (OPEB)

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

	Pension Benefits		OPEB	
	Quarter Ended		Quarter Ended	
	September 30		September 30	
	2017	2016	2017	2016
Service cost	\$ —	\$ —	\$ 77	\$ 130
Interest cost	1,182	1,334	228	364
Expected return on plan assets	(2,410)	(2,351)	—	—
Amortization of:				
Unrecognized actuarial net (gain) loss	659	662	(210)	24
Unrecognized prior service credit	(17)	—	(206)	(245)
Net periodic benefit cost (credit)	<u>\$ (586)</u>	<u>\$ (355)</u>	<u>\$ (111)</u>	<u>\$ 273</u>

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

	Pension Benefits		OPEB	
	Nine Months Ended September 30		Nine Months Ended September 30	
	2017	2016	2017	2016
Service cost	\$ —	\$ —	\$ 230	\$ 389
Interest cost	3,544	4,000	683	1,090
Expected return on plan assets	(7,229)	(7,052)	—	—
Amortization of:				
Unrecognized actuarial net (gain) loss	1,978	1,986	(625)	72
Unrecognized prior service credit	(50)	—	(619)	(733)
Net periodic benefit cost (credit)	<u>\$ (1,757)</u>	<u>\$ (1,066)</u>	<u>\$ (331)</u>	<u>\$ 818</u>

12. Share-Based Payment

We have an omnibus incentive plan that includes a long-term incentive benefit for senior management. The 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 2016 Annual Report for additional information regarding this plan.

During the first nine months of 2017, the plan made cash payments totaling \$0.5 million for the three-year interval ended December 31, 2016. During the first nine months of 2016, the plan made cash payments totaling \$1.7 million for the three-year interval ended December 31, 2015.

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, net of tax, accrued as an operating expense in the third quarter of 2017 was \$0.3 million, net of tax. The cost of share-based compensation, net of tax, accrued as an operating expense was less than \$0.1 million in the third quarter of 2016. The cost of share-based compensation, net of tax, accrued as an operating expense was \$0.6 million for the nine months ended September 30, 2017. The cost of share-based compensation, net of tax, accrued as an operating expense was \$0.1 million for the nine months ended September 30, 2016.

13. Comprehensive Income

Comprehensive income is comprised of net income 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.

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

The following tables provide information about comprehensive income.

	Quarter Ended September 30, 2017		
	Pre-Tax Amount	Tax Expense (Benefit)	Net-of-Tax Amount
Net unrealized gains (losses) arising during the period:			
Fixed maturity securities	\$ (1,224)	\$ (430)	\$ (794)
Equity securities	1	—	1
Less reclassification adjustments:			
Net realized investment gains, excluding impairment losses	526	184	342
Other-than-temporary impairment losses recognized in earnings	—	—	—
Other-than-temporary impairment losses recognized in other comprehensive loss	—	—	—
Net unrealized losses excluding impairment losses	<u>(1,749)</u>	<u>(614)</u>	<u>(1,135)</u>
Effect on DAC, VOBA, and DRL	794	278	516
Future policy benefits	286	100	186
Policyholder account balances	(9)	(3)	(6)
Other comprehensive loss	<u>\$ (678)</u>	<u>\$ (239)</u>	<u>\$ (439)</u>
Net income			6,648
Comprehensive income			<u>\$ 6,209</u>

	Quarter Ended September 30, 2016		
	Pre-Tax Amount	Tax Expense (Benefit)	Net-of-Tax Amount
Net unrealized losses arising during the period:			
Fixed maturity securities	\$ (7,197)	\$ (2,518)	\$ (4,679)
Equity securities	(307)	(108)	(199)
Less reclassification adjustments:			
Net realized investment gains, excluding impairment losses	1,386	485	901
Other-than-temporary impairment losses recognized in earnings	—	1	(1)
Other-than-temporary impairment losses recognized in other comprehensive loss	(23)	(8)	(15)
Net unrealized losses excluding impairment losses	<u>(8,867)</u>	<u>(3,104)</u>	<u>(5,763)</u>
Effect on DAC, VOBA, and DRL	77	27	50
Future policy benefits	779	273	506
Policyholder account balances	86	30	56
Other comprehensive loss	<u>\$ (7,925)</u>	<u>\$ (2,774)</u>	<u>\$ (5,151)</u>
Net income			7,193
Comprehensive income			<u>\$ 2,042</u>

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Notes to Consolidated Financial Statements - (Continued) (Unaudited)

	Nine Months Ended September 30, 2017		
	Pre-Tax Amount	Tax Expense (Benefit)	Net-of-Tax Amount
Net unrealized gains arising during the period:			
Fixed maturity securities	\$ 15,069	\$ 5,274	\$ 9,795
Equity securities	814	285	529
Less reclassification adjustments:			
Net realized investment gains, excluding impairment losses	2,019	707	1,312
Other-than-temporary impairment losses recognized in earnings	—	—	—
Other-than-temporary impairment losses recognized in other comprehensive income	(7)	(2)	(5)
Net unrealized gains excluding impairment losses	13,871	4,854	9,017
Effect on DAC, VOBA, and DRL	143	50	93
Future policy benefits	189	66	123
Policyholder account balances	39	14	25
Other comprehensive income	<u>\$ 14,242</u>	<u>\$ 4,984</u>	<u>\$ 9,258</u>
Net income			17,428
Comprehensive income			<u>\$ 26,686</u>

	Nine Months Ended September 30, 2016		
	Pre-Tax Amount	Tax Expense (Benefit)	Net-of-Tax Amount
Net unrealized gains arising during the period:			
Fixed maturity securities	\$ 87,941	\$ 30,780	\$ 57,161
Equity securities	645	226	419
Less reclassification adjustments:			
Net realized investment gains, excluding impairment losses	3,506	1,227	2,279
Other-than-temporary impairment losses recognized in earnings	(563)	(196)	(367)
Other-than-temporary impairment losses recognized in other comprehensive income	(57)	(20)	(37)
Net unrealized gains excluding impairment losses	85,700	29,995	55,705
Effect on DAC, VOBA, and DRL	(7,450)	(2,608)	(4,842)
Future policy benefits	(13,395)	(4,688)	(8,707)
Policyholder account balances	(484)	(169)	(315)
Other comprehensive income	<u>\$ 64,371</u>	<u>\$ 22,530</u>	<u>\$ 41,841</u>
Net income			16,692
Comprehensive income			<u>\$ 58,533</u>

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Notes to Consolidated Financial Statements - (Continued) (Unaudited)

The following table provides accumulated balances related to each component of accumulated other comprehensive income (loss) at September 30, 2017, net of tax.

	Unrealized Gain on Non- Impaired Securities	Unrealized Gain on Impaired Securities	Benefit Plan Obligations	DAC/ VOBA/ DRL Impact	Future Policy Benefits	Policyholder Account Balances	Total
Beginning of year	\$ 58,633	\$ 1,750	\$ (41,448)	\$ (9,492)	\$ (14,453)	\$ (306)	\$ (5,316)
Other comprehensive income (loss) before reclassification	7,692	18	—	132	123	25	7,990
Amounts reclassified from accumulated other comprehensive income (loss)	1,312	(5)	—	(39)	—	—	1,268
Net current-period other comprehensive income (loss)	9,004	13	—	93	123	25	9,258
End of period	<u>\$ 67,637</u>	<u>\$ 1,763</u>	<u>\$ (41,448)</u>	<u>\$ (9,399)</u>	<u>\$ (14,330)</u>	<u>\$ (281)</u>	<u>\$ 3,942</u>

The following table provides accumulated balances related to each component of accumulated other comprehensive income (loss) at December 31, 2016, net of tax.

	Unrealized Gain on Non- Impaired Securities	Unrealized Gain on Impaired Securities	Benefit Plan Obligations	DAC/ VOBA/ DRL Impact	Future Policy Benefits	Policyholder Account Balances	Total
Beginning of year	\$ 59,163	\$ 3,085	\$ (53,600)	\$ (11,069)	\$ (12,493)	\$ (296)	\$ (15,210)
Other comprehensive income (loss) before reclassification	(3,870)	(932)	12,152	1,689	(1,960)	(10)	7,069
Amounts reclassified from accumulated other comprehensive income (loss)	3,340	(403)	—	(112)	—	—	2,825
Net current-period other comprehensive income (loss)	(530)	(1,335)	12,152	1,577	(1,960)	(10)	9,894
End of year	<u>\$ 58,633</u>	<u>\$ 1,750</u>	<u>\$ (41,448)</u>	<u>\$ (9,492)</u>	<u>\$ (14,453)</u>	<u>\$ (306)</u>	<u>\$ (5,316)</u>

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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		Nine Months Ended	
	September 30		September 30	
	2017	2016	2017	2016
Reclassification adjustments related to unrealized gains (losses) on investment securities:				
Net realized investment gains, excluding impairment losses ¹	\$ 526	\$ 1,386	\$ 2,019	\$ 3,506
Income tax expense ²	(184)	(485)	(707)	(1,227)
Net of taxes	342	901	1,312	2,279
Other-than-temporary impairment losses ¹	—	(23)	(7)	(620)
Income tax benefit ²	—	7	2	216
Net of taxes	—	(16)	(5)	(404)
Reclassification adjustment related to DAC, VOBA, and DRL ¹	(13)	(48)	(61)	(133)
Income tax benefit ²	5	16	22	46
Net of taxes	(8)	(32)	(39)	(87)
Total pre-tax reclassifications	513	1,315	1,951	2,753
Total income tax expense	(179)	(462)	(683)	(965)
Total reclassification, net taxes	\$ 334	\$ 853	\$ 1,268	\$ 1,788

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

² (Increases) decreases income tax expense 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 third quarters and nine months ended September 30, 2017 and 2016 was 9,683,414. The number of shares outstanding at both September 30, 2017 and December 31, 2016 was 9,683,414.

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Notes to Consolidated Financial Statements - (Continued) (Unaudited)

15. Segment Information

The following schedules 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 September 30, 2017			
	Individual Insurance	Group Insurance	Old American	Consolidated
Insurance revenues	\$ 35,852	\$ 15,090	\$ 22,484	\$ 73,426
Interest credited to policyholder account balances	18,401	—	—	18,401
Amortization of deferred acquisition costs	3,364	—	4,550	7,914
Income tax expense	1,926	309	460	2,695
Net income	5,232	571	845	6,648

	Quarter Ended September 30, 2016			
	Individual Insurance	Group Insurance	Old American	Consolidated
Insurance revenues	\$ 37,243	\$ 13,988	\$ 21,345	\$ 72,576
Interest credited to policyholder account balances	18,323	—	—	18,323
Amortization of deferred acquisition costs	3,830	—	4,415	8,245
Income tax expense	2,391	281	289	2,961
Net income	6,133	520	540	7,193

	Nine Months Ended September 30, 2017			
	Individual Insurance	Group Insurance	Old American	Consolidated
Insurance revenues	\$ 110,527	\$ 44,292	\$ 66,399	\$ 221,218
Interest credited to policyholder account balances	54,531	—	—	54,531
Amortization of deferred acquisition costs	12,578	—	13,517	26,095
Income tax expense	5,722	720	644	7,086
Segment net income	14,906	1,337	1,185	17,428

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Notes to Consolidated Financial Statements - (Continued) (Unaudited)

Nine Months Ended September 30, 2016

	Individual Insurance	Group Insurance	Old American	Consolidated
Insurance revenues	\$ 106,313	\$ 42,486	\$ 62,985	\$ 211,784
Interest credited to policyholder account balances	54,473	—	—	54,473
Amortization of deferred acquisition costs	7,030	—	12,974	20,004
Income tax expense	6,665	207	345	7,217
Segment net income	15,664	384	644	16,692

16. Commitments, Contingent Liabilities, Guarantees, and Indemnifications

Commitments

In the normal course of business, we have open purchase and sale commitments. At September 30, 2017, we had purchase commitments to fund mortgage loans of \$13.1 million.

After September 30, 2017, we entered into commitments to fund additional mortgage loans of \$4.8 million.

Contingent Liabilities, Guarantees, and Indemnifications

Please refer to our 2016 Annual Report for information regarding our contingent liabilities, guarantees, and indemnifications. There have been no significant changes to these items during the quarter or nine months ended September 30, 2017.

17. Subsequent Events

The Company evaluated events that occurred subsequent to September 30, 2017 through October 26, 2017, the date the consolidated financial statements were issued.

On October 23, 2017, the Kansas City Life Board of Directors declared a quarterly dividend of \$0.27 per share, payable on November 8, 2017 to stockholders of record on November 2, 2017.

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 and nine months ended September 30, 2017.