

## Reinsurance Group of America, Incorporated®

### **Financial Supplement**

### First Quarter 2018

(Unaudited)

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### **Current Ratings**

|  | Standard & Poor's | A.M. Best | Moody's |
|--|-------------------|-----------|---------|
| Financial Strength Ratings                   |                   |           | ,       |
| RGA Reinsurance Company                      | AA-               | A+        | A1      |
| RGA Life Reinsurance Company of Canada       | AA-               | A+        | NR      |
| RGA International Reinsurance Company dac    | AA-               | NR        | NR      |
| RGA Global Reinsurance Company, Ltd.         | AA-               | NR        | NR      |
| RGA Reinsurance Company of Australia Limited | AA-               | NR        | NR      |
| RGA Americas Reinsurance Company, Ltd.       | AA-               | A+        | NR      |
| RGA Atlantic Reinsurance Company Ltd.        | NR                | A+        | NR      |
| Senior Debt Ratings                          |                   |           |         |
| Reinsurance Group of America, Incorporated   | A-                | a-        | Baa1    |

Our common stock is traded on the New York Stock Exchange under the symbol "RGA".

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## Reinsurance Group of America, Incorporated Quarterly Financial Supplement Non-GAAP Disclosures

This Financial Supplement is for information purposes only and includes unaudited figures. This report should be read in conjunction with documents filed by Reinsurance Group of America, Incorporated ("RGA") with the SEC.

#### **Non-GAAP Disclosures**

RGA uses a non-GAAP financial measure called adjusted operating income as a basis for analyzing financial results. This measure also serves as a basis for establishing target levels and awards under RGA's management incentive programs. Management believes that adjusted operating income, on a pre-tax and after-tax basis, better measures the ongoing profitability and underlying trends of the Company's continuing operations, primarily because that measure excludes substantially all of the effect of net investment related gains and losses, as well as changes in the fair value of certain embedded derivatives and related deferred acquisition costs. These items can be volatile, primarily due to the credit market and interest rate environment and are not necessarily indicative of the performance of the Company's underlying businesses. Additionally, adjusted operating income excludes any net gain or loss from discontinued operations, the cumulative effect of any accounting changes, tax reform and other items that management believes are not indicative of the Company's ongoing operations. The definition of adjusted operating income can vary by company and is not considered a substitute for GAAP net income. A reconciliation of income before income taxes of the operating segments to adjusted operating income before income taxes is presented in the appendix.

RGA evaluates its stockholders' equity position excluding the impact of accumulated other comprehensive income ("AOCI"), since the net unrealized gains or losses included in AOCI primarily relate to changes in interest rates, credit spreads on its investment securities and foreign currency fluctuations that are not permanent and can fluctuate significantly from period to period.

RGA uses a non-GAAP financial measure called adjusted operating return on equity, which is calculated as adjusted operating income divided by average stockholders' equity excluding AOCI. Additionally, RGA uses a non-GAAP financial measure called book value per share excluding the impact of AOCI that management believes is important in evaluating the balance sheet in order to ignore the effects of unrealized amounts primarily associated with mark-to-market adjustments on investments and foreign currency translation. A reconciliation of stockholders' equity before and after the impact of AOCI is presented in the appendix.

### Reinsurance Group of America, Incorporated Financial Supplement 2018 Notes

Effective January 1, 2018, the Company adopted Accounting Standard Update ("ASU") 2016-01 - Recognition and Measurement of Financial Assets and Financial Liabilities. Under the new guidance, all of the Company's equity securities with readily determinable fair values are measured at fair value with changes in fair value recognized in net income. Previous to the adoption, the Company recognized changes in the fair value of its equity securities in other comprehensive income. The changes to disclosure related to the adoption are reflected in the Consolidated Balance Sheets on page 6 and in the Investments section of this quarterly financial supplement beginning on page 30.

## Reinsurance Group of America, Incorporated Financial Highlights

| Three Months Ended                                |          |           |     |            |      |           |     |           |     | C         | urrent Qtr |                 |
|---|----------|-----------|-----|------------|------|-----------|-----|-----------|-----|-----------|------------|-----------------|
| (USD thousands, except in force & per share data) | <u> </u> | March 31, |     | Dec. 31,   |      | Sept. 30, |     |           |     |           |            |                 |
|   |          | 2018      |     | 2017       | _    | 2017      | _   | 2017      | _   | 2017      |            | Quarter         |
| Net premiums                                      | \$       | 2,582,551 |     | 2,505,186  | \$ : | 2,489,797 | \$  | 2,480,451 | \$  |           | \$         | 216,855         |
| Net income  |          | 100,230   |     | 1,216,888  |      | 227,591   |     | 232,190   |     | 145,512   |            | (45,282)        |
| Adjusted operating income                         |          | 105,746   |     | 170,899    |      | 226,048   |     | 193,674   |     | 122,065   |            | (16,319)        |
| Return on equity - annualized                     |          | 4.3%      |     | 55.1%      |      | 11.3%     |     | 12.1%     |     | 8.0%      |            | (3.7)%          |
| Return on equity - trailing 12 months             |          | 21.1%     |     | 22.7%      |      | 10.3%     |     | 10.1%     |     | 10.5%     |            | 10.6 %          |
| Adjusted operating return on equity (ex AOCI):    |          |           |     |            |      |           |     |           |     |           |            |                 |
| Annualized  |          | 5.6%      |     | 9.8%       |      | 14.2%     |     | 12.5%     |     | 8.1%      |            | (2.5)%          |
| Trailing 12 months                                |          | 10.3%     |     | 11.0%      |      | 11.6%     |     | 10.9%     |     | 11.0%     |            | (0.7)%          |
| Total assets                                      | \$6      | 0,954,823 | \$6 | 60,514,818 | \$5  | 8,694,031 | \$5 | 8,138,072 | \$5 | 3,805,820 | \$7        | ,149,003        |
| Assumed Life Reinsurance In Force (in billions)   |          |           |     |            |      |           |     |           |     |           |            |                 |
| U.S. and Latin America Traditional                | \$       | 1,606.5   | \$  | 1,609.8    | \$   | 1,610.0   | \$  | 1,612.2   | \$  | 1,610.0   | \$         | (3.5)           |
| U.S. and Latin America Financial Solutions        |          | 2.1       |     | 2.1        |      | 2.1       |     | 2.1       |     | 2.1       |            | `—              |
| Canada Traditional                                |          | 396.8     |     | 393.9      |      | 385.1     |     | 368.7     |     | 363.6     |            | 33.2            |
| Europe, Middle East and Africa Traditional        |          | 772.5     |     | 739.0      |      | 719.3     |     | 688.2     |     | 642.6     |            | 129.9           |
| Asia Pacific Traditional                          |          | 605.7     |     | 552.3      |      | 581.0     |     | 561.5     |     | 518.1     |            | 87.6            |
| Asia Pacific Financial Solutions                  |          | 0.2       |     | 0.2        |      | 0.4       |     | 0.4       |     | 0.4       |            | (0.2)           |
| Total assumed life reinsurance in force           | \$       | 3,383.8   | \$  | 3,297.3    | \$   | 3,297.9   | \$  | 3,233.1   | \$  | 3,136.8   | \$         | 247.0           |
| Assumed New Business Production (in billions)     | <u> </u> | 3,505.0   | =   | 5,257.5    | Ψ    | 2,27.2    | Ψ.  | 5,255.1   | Ψ   | 3,130.0   |            | 2.7.0           |
| U.S. and Latin America Traditional                | \$       | 23.3      | \$  | 24.3       | \$   | 24.8      | \$  | 23.5      | \$  | 26.8      | \$         | (3.5)           |
| Canada Traditional                                | Ψ        | 18.3      | Ψ   | 9.1        | Ψ    | 7.7       | Ψ   | 8.5       | Ψ   | 10.3      | Ψ          | 8.0             |
| Europe, Middle East and Africa Traditional        |          | 38.0      |     | 45.0       |      | 41.0      |     | 53.4      |     | 42.1      |            | (4.1)           |
| Asia Pacific Traditional                          |          | 17.1      |     | 12.2       |      | 17.2      |     | 37.1      |     | 12.4      |            | 4.7             |
| Total assumed new business production             | \$       | 96.7      | \$  | 90.6       | \$   | 90.7      | \$  | 122.5     | \$  | 91.6      | \$         | 5.1             |
| Per Share and Shares Data                         | <u> </u> | 70.7      | Ψ   | 70.0       | Ψ    | 70.7      | ψ   | 122.3     | Ψ   | 71.0      | Ψ          | 5.1             |
| Basic earnings per share                          |          |           |     |            |      |           |     |           |     |           |            |                 |
| Net income  | \$       | 1.55      | \$  | 18.89      | \$   | 3.53      | \$  | 3.60      | \$  | 2.26      | \$         | (0.71)          |
| Adjusted operating income                         | \$       | 1.64      | \$  | 2.65       | \$   | 3.51      | \$  | 3.01      | \$  |           | \$         | (0.71)          |
| Diluted earnings per share                        | ψ        | 1.04      | Ψ   | 2.03       | Ψ    | 3.31      | Ψ   | 3.01      | Ψ   | 1.70      | Ψ          | (0.20)          |
| Net income  | \$       | 1.52      | \$  | 18.49      | \$   | 3.47      | \$  | 3.54      | \$  | 2.22      | \$         | (0.70)          |
| Adjusted operating income                         | \$<br>\$ | 1.61      | \$  | 2.60       | \$   | 3.44      | \$  | 2.95      | \$  |           | \$         | (0.70) $(0.25)$ |
|   | Ф        | 1.01      | Ф   | 2.00       | Ф    | 3.44      | Þ   | 2.93      | Ф   | 1.80      | Ф          | (0.23)          |
| Wgt. average common shares outstanding            |          |           |     |            |      |           |     |           |     |           |            |                 |
| Basic   |          | 64,490    |     | 64,414     |      | 64,488    |     | 64,449    |     | 64,353    |            | 137             |
| Diluted   |          | 65,872    |     | 65,806     |      | 65,653    |     | 65,608    |     | 65,671    |            | 201             |
| Common shares issued                              |          | 79,138    |     | 79,138     |      | 79,138    |     | 79,138    |     | 79,138    |            |                 |
|   |          | 14,625    |     | 14,686     |      | 14,770    |     | 14,646    |     | 14,749    |            | (124)           |
| Treasury shares Common shares outstanding         |          | 64,513    |     | 64,452     |      | 64,368    |     | 64,492    |     | 64,389    |            | 124)            |
| Common snares outstanding                         |          |           |     |            |      | 04,308    |     | 04,492    |     | 04,369    |            | 124             |
| Book value per share                              | \$       | 139.64    | \$  | 148.48     | \$   | 125.79    | \$  | 123.60    | \$  | 115.24    | \$         | 24.40           |
| Per share effect of AOCI                          | \$       | 22.15     | \$  | 32.02      | \$   | 25.25     | \$  | 25.92     | \$  | 20.52     | \$         | 1.63            |
| Book value per share, excluding AOCI              | \$       | 117.49    | \$  | 116.46     | \$   | 100.54    | \$  | 97.68     | \$  | 94.72     | \$         | 22.77           |
| Stockholders' dividends paid                      | \$       | 32,241.1  | \$  | 32,205.0   | \$   | 32,270.7  | \$  | 26,433.9  | \$  | 26,380.9  | \$         | 5,860.2         |
| 1   | •        | ,         | -   | ,          |      | ,         |     | ,         |     | ,         |            | ,               |

## Reinsurance Group of America, Incorporated Consolidated GAAP Income Statements (including Adjusted Operating Income Reconciliations)

(USD in thousands)

|  | Three Months Ended |              |              |              |              |             |  |  |  |  |
|--|--------------------|--------------|--------------|--------------|--------------|-------------|--|--|--|--|
|  | March 31,          | Dec. 31,     | Sept. 30,    | June 30,     | March 31,    | vs. PY      |  |  |  |  |
| Revenues:  | 2018               | 2017         | 2017         | 2017         | 2017         | Quarter     |  |  |  |  |
| Net premiums   | \$ 2,582,551       | \$ 2,505,186 | \$ 2,489,797 | \$ 2,480,451 | \$ 2,365,696 | \$ 216,855  |  |  |  |  |
| Investment income, net of related expenses                 | 516,329            | 564,831      | 556,918      | 518,538      | 514,364      | 1,965       |  |  |  |  |
| Investment related losses, net                             |                    |              |              |              |              |             |  |  |  |  |
| OTTI on fixed maturity securities                          | _                  | (21,659)     | (390)        | (3,401)      | (17,189)     | 17,189      |  |  |  |  |
| Other investment related gains (losses), net               | (470)              | 50,068       | 23,043       | 59,696       | 77,712       | (78,182)    |  |  |  |  |
| Total investment related gains (losses), net               | (470)              | 28,409       | 22,653       | 56,295       | 60,523       | (60,993)    |  |  |  |  |
| Other revenue  | 75,297             | 134,017      | 75,942       | 73,992       | 68,157       | 7,140       |  |  |  |  |
| Total revenues   | 3,173,707          | 3,232,443    | 3,145,310    | 3,129,276    | 3,008,740    | 164,967     |  |  |  |  |
| Benefits and expenses:                                     |                    |              |              |              |              |             |  |  |  |  |
| Claims and other policy benefits                           | 2,362,101          | 2,147,729    | 2,100,680    | 2,164,363    | 2,106,145    | 255,956     |  |  |  |  |
| Interest credited  | 80,449             | 152,972      | 126,099      | 115,285      | 107,684      | (27,235)    |  |  |  |  |
| Policy acquisition costs and other insurance expenses      | 356,902            | 402,001      | 365,424      | 319,832      | 379,389      | (22,487)    |  |  |  |  |
| Other operating expenses                                   | 191,274            | 229,411      | 168,417      | 154,356      | 158,506      | 32,768      |  |  |  |  |
| Interest expense   | 37,454             | 37,435       | 36,836       | 29,352       | 42,402       | (4,948)     |  |  |  |  |
| Collateral finance and securitization expense              | 7,602              | 7,401        | 7,692        | 6,773        | 6,770        | 832         |  |  |  |  |
| Total benefits and expenses                                | 3,035,782          | 2,976,949    | 2,805,148    | 2,789,961    | 2,800,896    | 234,886     |  |  |  |  |
| Income before income taxes                                 | 137,925            | 255,494      | 340,162      | 339,315      | 207,844      | (69,919)    |  |  |  |  |
| Provision for income taxes                                 | 37,695             | (961,394)    | 112,571      | 107,125      | 62,332       | (24,637)    |  |  |  |  |
| Net income   | \$ 100,230         | \$ 1,216,888 | \$ 227,591   | \$ 232,190   | \$ 145,512   | \$ (45,282) |  |  |  |  |
| Pre-tax Adjusted Operating Income Reconciliation:          |                    |              |              |              |              |             |  |  |  |  |
| Income before income taxes                                 | \$ 137,925         | \$ 255,494   | \$ 340,162   | \$ 339,315   | \$ 207,844   | \$ (69,919) |  |  |  |  |
| Investment and derivative losses (gains) (1)               | 31,643             | 27,908       | (3,113)      | (38,098)     | 33,272       | (1,629)     |  |  |  |  |
| Change in value of modified coinsurance and                |                    |              |              |              |              |             |  |  |  |  |
| funds withheld embedded derivatives (1)                    | (13,611)           | (37,870)     | (23,044)     | (15,108)     | (68,702)     | 55,091      |  |  |  |  |
| GMXB embedded derivatives (1)                              | (14,785)           | (15,648)     | 6,205        | (360)        | (22,363)     | 7,578       |  |  |  |  |
| Funds withheld losses (gains) - investment income          | 10,292             | (3,133)      | (7,443)      | (4,263)      | (654)        | 10,946      |  |  |  |  |
| EIA embedded derivatives - interest credited               | (28,563)           | (3,595)      | (1,367)      | (7,340)      | (27,958)     | (605)       |  |  |  |  |
| DAC offset, net  | 21,324             | 22,230       | 26,845       | 6,865        | 52,340       | (31,016)    |  |  |  |  |
| Investment (income) loss on unit-linked variable annuities | 2,652              | (4,781)      | (2,475)      | 291          | (4,113)      | 6,765       |  |  |  |  |
| Interest credited on unit-linked variable annuities        | (2,652)            | 4,781        | 2,475        | (291)        | 4,113        | (6,765)     |  |  |  |  |
| Non-investment derivatives                                 | 76                 | 41           | (102)        | 58           | 106          | (30)        |  |  |  |  |
| Adjusted operating income before income taxes              | \$ 144,301         | \$ 245,427   | \$ 338,143   | \$ 281,069   | \$ 173,885   | \$ (29,584) |  |  |  |  |

<sup>(1)</sup> Included in "Investment related gains (losses), net" on Consolidated GAAP Income Statement.

## Reinsurance Group of America, Incorporated Consolidated GAAP Income Statements (including Adjusted Operating Income Reconciliations) - continued

(USD in thousands)

|  | Three Months Ended |           |              |    |           |    |           |    |           |    | rrent Qtr |  |          |   |           |   |       |
|--|--------------------|-----------|--------------|----|-----------|----|-----------|----|-----------|----|-----------|--|----------|---|-----------|---|-------|
|  | M                  | Iarch 31, | Dec. 31,     |    | Sept. 30, |    | Sept. 30, |    | Sept. 30, |    | Sept. 30, |  | June 30, | M | Iarch 31, | , | s. PY |
|  |                    | 2018      | 2017         |    | 2017      | _  | 2017      |    | 2017      |    | uarter    |  |          |   |           |   |       |
| After-tax Adjusted Operating Income Reconciliation:        |                    |           |              |    |           |    |           |    |           |    |           |  |          |   |           |   |       |
| Net Income   | \$                 | 100,230   | \$ 1,216,888 |    | 227,591   | \$ | 232,190   | \$ | 145,512   | \$ | (45,282)  |  |          |   |           |   |       |
| Investment and derivative losses (gains) (1)               |                    | 25,477    | 17,806       |    | (2,255)   |    | (25,419)  |    | 20,253    |    | 5,224     |  |          |   |           |   |       |
| Change in value of modified coinsurance and                |                    |           |              |    |           |    |           |    |           |    |           |  |          |   |           |   |       |
| funds withheld embedded derivatives (1)                    |                    | (10,753)  | (24,616      | /  | (14,978)  |    | (9,821)   |    | (44,656)  |    | 33,903    |  |          |   |           |   |       |
| GMXB embedded derivatives (1)                              |                    | (11,680)  | (10,171      | )  | 4,033     |    | (234)     |    | (14,536)  |    | 2,856     |  |          |   |           |   |       |
| Funds withheld losses (gains) - investment income          |                    | 8,131     | (2,036       | )  | (4,838)   |    | (2,771)   |    | (425)     |    | 8,556     |  |          |   |           |   |       |
| EIA embedded derivatives - interest credited               |                    | (22,565)  | (2,337       | )  | (888)     |    | (4,771)   |    | (18,173)  |    | (4,392)   |  |          |   |           |   |       |
| DAC offset, net  |                    | 16,846    | 14,449       |    | 17,450    |    | 4,462     |    | 34,021    |    | (17,175)  |  |          |   |           |   |       |
| Investment (income) loss on unit-linked variable annuities |                    | 2,095     | (3,108       | )  | (1,609)   |    | 189       |    | (2,673)   |    | 4,768     |  |          |   |           |   |       |
| Interest credited on unit-linked variable annuities        |                    | (2,095)   | 3,108        |    | 1,609     |    | (189)     |    | 2,673     |    | (4,768)   |  |          |   |           |   |       |
| Non-investment derivatives                                 |                    | 60        | 27           |    | (67)      |    | 38        |    | 69        |    | (9)       |  |          |   |           |   |       |
| Statutory tax rate changes                                 |                    |           | (1,039,111   | )  |           |    |           |    |           |    | _         |  |          |   |           |   |       |
| Adjusted operating income                                  | \$                 | 105,746   | \$ 170,899   | \$ | 226,048   | \$ | 193,674   | \$ | 122,065   | \$ | (16,319)  |  |          |   |           |   |       |
|  |                    |           |              |    |           |    |           |    |           |    |           |  |          |   |           |   |       |
|  |                    |           |              |    |           |    |           |    |           |    |           |  |          |   |           |   |       |
| Wgt. average common shares outstanding (diluted)           |                    | 65,872    | 65,806       |    | 65,653    |    | 65,608    |    | 65,671    |    | 201       |  |          |   |           |   |       |
|  |                    |           |              |    |           |    |           |    |           |    |           |  |          |   |           |   |       |
| Diluted earnings per share - adjusted operating income     | \$                 | 1.61      | \$ 2.60      | \$ | 3.44      | \$ | 2.95      | \$ | 1.86      | \$ | (0.25)    |  |          |   |           |   |       |
|  |                    |           |              |    |           |    |           |    |           |    |           |  |          |   |           |   |       |
| Foreign currency effect on (2):                            |                    |           |              |    |           |    |           |    |           |    |           |  |          |   |           |   |       |
| Net premiums   | \$                 | 79,348    | \$ 43,226    | \$ | 18,343    | \$ | (30,464)  | \$ | (5,173)   | \$ | 84,521    |  |          |   |           |   |       |
| Adjusted operating income before income taxes              | \$                 | 8,325     | \$ 5,988     | \$ | 1,970     | \$ | (6,057)   | \$ | (2,266)   | \$ | 10,591    |  |          |   |           |   |       |

<sup>(1)</sup> Included in "Investment related gains (losses), net" on Consolidated GAAP Income Statement.

<sup>(2)</sup> Compared to comparable prior year period.

### Reinsurance Group of America, Incorporated Consolidated Balance Sheets

(USD thousands)

|  | March 31,     | Dec. 31,      | Sept. 30,     | June 30,      | March 31,     |
|--|---------------|---------------|---------------|---------------|---------------|
|  | 2018          | 2017          | 2017          | 2017          | 2017          |
| Assets   |               |               |               |               |               |
| Fixed maturity securities, available-for-sale                    | \$ 37,945,260 | \$ 38,150,820 | \$ 36,381,742 | \$ 36,345,426 | \$ 32,694,793 |
| Equity securities (1)  | 103,983       | 100,152       | 112,931       | 104,277       | 111,616       |
| Mortgage loans on real estate                                    | 4,437,994     | 4,400,533     | 4,322,329     | 4,104,487     | 3,871,309     |
| Policy loans   | 1,346,930     | 1,357,624     | 1,340,146     | 1,406,774     | 1,402,940     |
| Funds withheld at interest                                       | 6,005,892     | 6,083,388     | 6,020,336     | 5,968,856     | 5,943,450     |
| Short-term investments   | 130,430       | 93,304        | 80,582        | 123,308       | 54,28         |
| Other invested assets (1)  | 1,512,147     | 1,505,332     | 1,419,592     | 1,394,093     | 1,317,559     |
| Total investments  | 51,482,636    | 51,691,153    | 49,677,658    | 49,447,221    | 45,395,95     |
| Cash and cash equivalents  | 1,510,407     | 1,303,524     | 1,204,590     | 1,123,350     | 1,178,114     |
| Accrued investment income  | 408,338       | 392,721       | 420,111       | 388,008       | 360,225       |
| Premiums receivable and other reinsurance balances               | 2,620,515     | 2,338,481     | 2,411,777     | 2,205,631     | 2,008,409     |
| Reinsurance ceded receivables                                    | 810,554       | 782,027       | 779,118       | 798,365       | 760,715       |
| Deferred policy acquisition costs                                | 3,245,851     | 3,239,824     | 3,315,237     | 3,334,094     | 3,300,548     |
| Other assets   | 876,522       | 767,088       | 885,540       | 841,403       | 801,854       |
| Total assets   | \$ 60,954,823 | \$ 60,514,818 | \$ 58,694,031 | \$ 58,138,072 | \$ 53,805,820 |
| Liabilities and Stockholders' Equity                             |               |               |               |               |               |
| Future policy benefits   | \$ 22,645,243 | \$ 22,363,241 | \$ 21,084,562 | \$ 20,665,256 | \$ 19,832,483 |
| nterest-sensitive contract liabilities                           | 16,661,602    | 16,227,642    | 16,370,090    | 16,440,873    | 14,039,919    |
| Other policy claims and benefits                                 | 5,361,149     | 4,992,074     | 4,899,367     | 4,809,780     | 4,649,192     |
| Other reinsurance balances                                       | 483,708       | 488,739       | 415,692       | 399,517       | 390,019       |
| Deferred income taxes  | 2,085,631     | 2,198,309     | 3,180,545     | 3,162,666     | 2,863,744     |
| Other liabilities  | 1,167,596     | 1,102,975     | 1,061,352     | 1,077,223     | 996,288       |
| Long-term debt   | 2,788,240     | 2,788,365     | 2,788,480     | 2,788,494     | 2,788,619     |
| Collateral finance and securitization notes                      | 753,393       | 783,938       | 796,825       | 823,108       | 825,526       |
| Total liabilities  | 51,946,562    | 50,945,283    | 50,596,913    | 50,166,917    | 46,385,790    |
| Stockholders' Equity:  |               |               |               |               |               |
| Common stock, at par value                                       | 791           | 791           | 791           | 791           | 79            |
| Additional paid-in-capital                                       | 1,880,352     | 1,870,906     | 1,865,699     | 1,860,001     | 1,858,226     |
| Retained earnings  | 6,797,545     | 6,736,265     | 5,712,590     | 5,523,622     | 5,329,464     |
| Treasury stock   | (1,098,823)   | (1,102,058)   | (1,107,719)   | (1,085,157)   | (1,089,600    |
| Accumulated other comprehensive income (AOCI)                    |               |               |               | ( ) , /       | ( ): :: ): :  |
| Accumulated currency translation adjustment, net of income taxes | (87,510)      | (86,350)      | (104,456)     | (151,189)     | (194,754      |
| Unrealized appreciation of securities, net of income taxes       | 1,567,057     | 2,200,661     | 1,770,903     | 1,864,477     | 1,558,14      |
| Pension and postretirement benefits, net of income taxes         | (51,151)      | (50,680)      | (40,690)      |               | (42,239       |
| Total stockholders' equity                                       | 9,008,261     | 9,569,535     | 8,097,118     | 7,971,155     | 7,420,030     |
| Total liabilities and stockholders' equity                       | \$ 60,954,823 | \$ 60,514,818 | \$ 58,694,031 | \$ 58,138,072 | \$ 53,805,820 |
|  |               |               |               |               |               |

See appendix for a reconciliation of total stockholders' equity before and after the impact of AOCI.

<sup>(1)</sup> Effective January 1, 2018, the Company adopted ASU 2016-01. For additional information see the '2018 Notes" section on page 2.

## Reinsurance Group of America, Incorporated U.S. and Latin America Traditional GAAP Income Statements

(USD thousands)

|   |        |                 | Cu    | rrent Qtr       |                   |        |          |          |                   |          |         |                   |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
|---|--------|-----------------|-------|-----------------|-------------------|--------|----------|----------|-------------------|----------|---------|-------------------|----------|--|-------|--|-------|--|-------|--|-------|--|-------|--|--|-------|--|--------|
|   |        | rch 31,<br>2018 |       | ec. 31,<br>2017 | Sept. 30,<br>2017 |        |          |          | March 31,<br>2017 |          |         | vs. PY<br>Quarter |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Revenues:   |        |                 |       |                 |                   | _      |          |          |                   |          |         |                   |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Net premiums  | \$ 1,2 | 99,422          | \$1,3 | 89,479          | \$1,32            | 7,181  | \$ 1     | ,335,316 | \$ 1              | ,304,345 | \$      | (4,923)           |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Investment income, net of related expenses            | 1      | 83,060          | 1     | 73,461          | 19                | 1,904  |          | 183,713  |                   | 178,995  |         | 4,065             |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Investment related gains (losses), net                |        | 1,683           |       | (1,414)         | (                 | 1,503) |          | (654)    |                   | 1,965    |         | (282)             |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Other revenue   |        | 5,529           |       | 6,061           |                   | 3,801  |          | 4,323    |                   | 3,198    | ,       | 2,331             |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Total revenues  | 1,4    | 89,694          | 1,5   | 67,587          | 1,52              | 1,383  | 1        | ,522,698 | 1                 | ,488,503 |         | 1,191             |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Benefits and expenses:                                |        |                 |       |                 |                   |        |          |          |                   |          |         |                   |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Claims and other policy benefits                      | 1,2    | 54,961          |       | 21,236          | 1,118             | 3,401  | 1        | ,194,917 | 1                 | ,225,640 |         | 29,321            |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Interest credited                                     |        | 20,280 20,418   |       | 20,418          | 20                | 0,673  |          | 20,838   |                   | 20,289   |         | (9)               |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Policy acquisition costs and other insurance expenses |        | 77,640          |       | 96,860          |                   |        |          | 186,375  |                   | 180,810  |         | (3,170)           |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Other operating expenses                              |        | 33,921          |       | 36,705          |                   |        | 32,506   |          | 29,974 31,        |          |         | 2,117             |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Total benefits and expenses                           | 1,4    | 86,802          | 1,4   | 75,219          | 1,360,871         |        | 1        | ,432,104 | 1                 | ,458,543 |         | 28,259            |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Income before income taxes                            | \$     | 2,892           | \$    | 92,368          | \$ 160            | ),512  | \$       | 90,594   | \$                | 29,960   | \$      | (27,068)          |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Loss and expense ratios:                              |        |                 |       |                 |                   |        |          |          |                   |          |         |                   |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Claims and other policy benefits                      |        | 96.6%           |       | 87.9%           |                   | 84.3%  |          | 89.5%    |                   | 94.0%    |         | 2.6 %             |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Policy acquisition costs and other insurance expenses |        | 13.7%           |       | 14.2%           | 14.3%             |        | 14.3%    |          | 14.3%             |          | 6 14.3% |                   | 6 14.3 % |  | 14.0% |  | 14.0% |  | 14.0% |  | 14.0% |  | 14.0% |  |  | 13.9% |  | (0.2)% |
| Other operating expenses                              |        | 2.6% 2.6%       |       | 2.6%            |                   | 2.4%   |          | 2.2%     |                   | 2.4%     |         | 0.2 %             |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Foreign currency effect on (1):                       |        |                 |       |                 |                   |        |          |          |                   |          |         |                   |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Net premiums  | \$     |                 |       | 386             | \$ 582            |        | \$ (199) |          | \$                | (959)    | \$      | 1,903             |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |
| Loss before income taxes                              | \$     | (49)            | \$    | (114)           | \$                | (106)  | \$       | (84)     | \$                | (160)    | \$      | 111               |          |  |       |  |       |  |       |  |       |  |       |  |  |       |  |        |

<sup>(1)</sup> Compared to comparable prior year period.

# Reinsurance Group of America, Incorporated U.S. and Latin America Traditional Adjusted Operating Income Statements

(USD thousands)

|   |     |           |          | Current     |           |           |          |           |                  |           |         |           |
|---|-----|-----------|----------|-------------|-----------|-----------|----------|-----------|------------------|-----------|---------|-----------|
|   |     | rch 31,   |          | Dec. 31,    |           | Sept. 30, |          | June 30,  |                  |           | _       | tr vs. PY |
|   | 2   | 2018 2017 |          |             | 2017      |           | 2017     | _         | 2017             |           | Quarter |           |
| Revenues:   |     |           |          |             |           |           |          |           |                  |           |         |           |
| Net premiums  | -   | 99,422    | -        | ,389,479    |           | 327,181   | \$ 1     | ,335,316  | \$ 1             | 1,304,345 | \$      | (4,923)   |
| Investment income, net of related expenses            | 1   | 83,060    |          | 173,461     | 191,904   |           |          | 183,713   |                  | 178,995   |         | 4,065     |
| Investment related gains (losses), net                |     | _         |          | _           |           | _         |          | (1)       | (1) 1            |           |         | (1)       |
| Other revenue   |     | 5,529     |          | 6,061       |           | 3,801     | _        | 4,323     |                  | 3,198     |         | 2,331     |
| Total revenues  | 1,4 | 88,011    | 1,       | ,569,001    | 1,5       | 522,886   | 1        | ,523,351  | 1                | 1,486,539 |         | 1,472     |
| Benefits and expenses:                                |     |           |          |             |           |           |          |           |                  |           |         |           |
| Claims and other policy benefits                      | 1,2 | 54,961    | 1,       | ,221,236    | 1,118,401 |           | 8,401 1, |           | 94,917 1,225,640 |           |         | 29,321    |
| Interest credited                                     |     | 20,280    |          | 20,418      |           | 20,673    | 20,838   |           |                  | 20,289    |         | (9)       |
| Policy acquisition costs and other insurance expenses | 1   | 77,640    |          | 196,860     | 1         | 89,291    | 186,375  |           | 75 180,8         |           |         | (3,170)   |
| Other operating expenses                              |     | 33,921    |          | 36,705      |           |           |          |           |                  |           |         | 2,117     |
| Total benefits and expenses                           | 1,4 | 86,802    | 1,       | ,475,219 1, |           | ,360,871  |          | 1,432,104 |                  | 1,458,543 |         | 28,259    |
| Adjusted operating income before income taxes         | \$  | 1,209     | \$       | 93,782      | \$ 1      | 62,015    | \$       | 91,247    | \$               | 27,996    | \$      | (26,787)  |
| Loss and expense ratios:                              |     |           |          |             |           |           |          |           |                  |           |         |           |
| Claims and other policy benefits                      |     | 96.6%     |          | 87.9%       |           | 84.3%     |          | 89.5%     |                  | 94.0%     |         | 2.6 %     |
| Policy acquisition costs and other insurance expenses |     | 13.7%     |          | 14.2%       |           | 14.3%     |          | 14.0%     |                  | 13.9%     |         | (0.2)%    |
| Other operating expenses                              |     |           |          | 2.6%        |           | 2.4%      |          | 2.2%      |                  | 2.4%      |         | 0.2 %     |
| Foreign currency effect on (1):                       |     |           |          |             |           |           |          |           |                  |           |         |           |
| Net premiums  | \$  | \$ 944    |          | \$ 386      |           | 582       | \$ (199  |           | 9) \$ (95        |           | \$      | 1,903     |
| Adjusted operating loss before income taxes           | \$  | (49)      | \$ (114) |             | \$        | (106)     | \$       | (84)      | \$               | (160)     | \$      | 111       |

<sup>(1)</sup> Compared to comparable prior year period.

## Reinsurance Group of America, Incorporated U.S. and Latin America Financial Solutions - Asset Intensive GAAP Income Statements

(USD thousands)

|   |           | Th  | ree Months En | ded       |           | Current Qtr |
|---|-----------|---|---------------|-----------|-----------|-------------|
|   | March 31, | Dec. 31,  | March 31,     | vs. PY    |           |             |
|   | 2018      | <u>2018</u> <u>2017</u> <u>2017</u> <u>2017</u> <u>2017</u> |               |           |           | Quarter     |
| Revenues:   |           |   |               |           |           |             |
| Net premiums  | \$ 5,192  | \$ 5,497  | \$ 6,423      | \$ 7,128  | \$ 4,635  | \$ 557      |
| Investment income, net of related expenses            | 157,912   | 216,646   | 188,176       | 177,957   | 187,153   | (29,241)    |
| Investment related gains, net                         | 676       | 41,114  | 12,832        | 32,626    | 57,771    | (57,095)    |
| Other revenue   | 22,959    | 22,458  | 26,899        | 26,211    | 23,214    | (255)       |
| Total revenues  | 186,739   | 285,715   | 234,330       | 243,922   | 272,773   | (86,034)    |
|   |           |   |               |           |           |             |
| Benefits and expenses:                                |           |   |               |           |           |             |
| Claims and other policy benefits                      | 15,945    | 24,449  | 11,959        | 24,503    | 17,536    | (1,591)     |
| Interest credited                                     | 54,212    | 118,980   | 94,120        | 87,664    | 79,157    | (24,945)    |
| Policy acquisition costs and other insurance expenses | 62,035    | 53,201  | 54,441        | 38,211    | 83,653    | (21,618)    |
| Other operating expenses                              | 7,285     | 8,275   | 6,684         | 6,542     | 6,657     | 628         |
| Total benefits and expenses                           | 139,477   | 204,905   | 167,204       | 156,920   | 187,003   | (47,526)    |
|   |           |   |               |           |           |             |
| Income before income taxes                            | \$ 47,262 | \$ 80,810   | \$ 67,126     | \$ 87,002 | \$ 85,770 | \$ (38,508) |

# Reinsurance Group of America, Incorporated U.S. and Latin America Financial Solutions - Asset Intensive Adjusted Operating Income Statements

(USD thousands)

|   | Three Months Ended |           |           |           |           |            |  |  |  |  |  |  |  |
|---|--------------------|-----------|-----------|-----------|-----------|------------|--|--|--|--|--|--|--|
|   | March 31,          | Dec. 31,  | Sept. 30, | June 30,  | March 31, | vs. PY     |  |  |  |  |  |  |  |
|   | 2018               | 2017      | 2017      | 2017      | 2017      | Quarter    |  |  |  |  |  |  |  |
| Revenues:   |                    |           |           |           |           |            |  |  |  |  |  |  |  |
| Net premiums  | \$ 5,192           | \$ 5,497  | \$ 6,423  | \$ 7,128  | \$ 4,635  | \$ 557     |  |  |  |  |  |  |  |
| Investment income, net of related expenses            | 168,227            | 213,604   | 180,985   | 173,947   | 186,409   | (18,182)   |  |  |  |  |  |  |  |
| Other revenue   | 22,959             | 22,458    | 26,899    | 26,211    | 23,214    | (255)      |  |  |  |  |  |  |  |
| Total revenues  | 196,378            | 241,559   | 214,307   | 207,286   | 214,258   | (17,880)   |  |  |  |  |  |  |  |
|   |                    |           |           |           |           |            |  |  |  |  |  |  |  |
| Benefits and expenses:                                |                    |           |           |           |           |            |  |  |  |  |  |  |  |
| Claims and other policy benefits                      | 15,945             | 24,449    | 11,959    | 24,503    | 17,536    | (1,591)    |  |  |  |  |  |  |  |
| Interest credited                                     | 82,775             | 122,575   | 95,487    | 95,004    | 107,115   | (24,340)   |  |  |  |  |  |  |  |
| Policy acquisition costs and other insurance expenses | 40,711             | 30,971    | 27,596    | 31,346    | 31,313    | 9,398      |  |  |  |  |  |  |  |
| Other operating expenses                              | 7,285              | 8,275     | 6,684     | 6,542     | 6,657     | 628        |  |  |  |  |  |  |  |
| Total benefits and expenses                           | 146,716            | 186,270   | 141,726   | 157,395   | 162,621   | (15,905)   |  |  |  |  |  |  |  |
|   |                    |           |           |           |           |            |  |  |  |  |  |  |  |
| Adjusted operating income before income taxes         | \$ 49,662          | \$ 55,289 | \$ 72,581 | \$ 49,891 | \$ 51,637 | \$ (1,975) |  |  |  |  |  |  |  |

## Reinsurance Group of America, Incorporated U.S. and Latin America Financial Solutions - Asset Intensive (Continued)

(USD millions)

|   | Three Months Ended |                  |    |                  |    |                   |    |                 |    |                  |
|---|--------------------|------------------|----|------------------|----|-------------------|----|-----------------|----|------------------|
|   |                    | arch 31,<br>2018 |    | Dec. 31,<br>2017 | S  | Sept. 30,<br>2017 |    | une 30,<br>2017 |    | arch 31,<br>2017 |
| Annuity account values:   |                    |                  |    |                  |    |                   |    |                 |    |                  |
| Fixed annuities (deferred)                                      | \$                 | 7,165            | \$ | 6,607            | \$ | 6,692             | \$ | 6,762           | \$ | 5,072            |
| Net interest spread (fixed annuities)                           |                    | 1.6%             | ı  | 2.3%             | )  | 2.0%              | )  | 1.8%            | )  | 2.2%             |
| Equity-indexed annuities  | \$                 | 4,022            | \$ | 4,126            | \$ | 4,144             | \$ | 4,188           | \$ | 4,238            |
| Variable annuities account values                               |                    |                  |    |                  |    |                   |    |                 |    |                  |
| No riders   | \$                 | 890              | \$ | 950              | \$ | 940               | \$ | 939             | \$ | 727              |
| GMDB only   |                    | 178              |    | 182              |    | 180               |    | 179             |    | 58               |
| GMIB only   |                    | 23               |    | 24               |    | 23                |    | 23              |    | 5                |
| GMAB only   |                    | 16               |    | 22               |    | 25                |    | 28              |    | 29               |
| GMWB only   |                    | 1,299            |    | 1,366            |    | 1,361             |    | 1,358           |    | 1,354            |
| GMDB / WB   |                    | 327              |    | 343              |    | 340               |    | 339             |    | 339              |
| Other   | _                  | 28               |    | 31               |    | 33                |    | 35              |    | 20               |
| Total variable annuities account values                         | \$                 | 2,761            | \$ | 2,918            | \$ | 2,902             | \$ | 2,901           | \$ | 2,532            |
| Fair value of liabilities associated with living benefit riders | \$                 | 138              | \$ | 152              | \$ | 168               | \$ | 162             | \$ | 162              |
| Interest-sensitive contract liabilities associated with:        |                    |                  |    |                  |    |                   |    |                 |    |                  |
| Guaranteed investment contracts                                 | \$                 | 882              | \$ | 858              | \$ | 872               | \$ | 825             | \$ | 675              |
| Bank-owned life insurance (BOLI)                                | \$                 | 586              | \$ | 584              | \$ | 581               | \$ | 577             | \$ | 575              |
| Other asset-intensive business                                  | \$                 | 61               | \$ | 62               | \$ | 63                | \$ | 64              | \$ | 64               |
| Future policy benefits associated with:                         |                    |                  |    |                  |    |                   |    |                 |    |                  |
| Payout annuities  | \$                 | 2,255            | \$ | 2,271            | \$ | 2,284             | \$ | 2,287           | \$ | 1,950            |

## Reinsurance Group of America, Incorporated U.S. and Latin America Financial Solutions - Financial Reinsurance GAAP Income Statements

(USD thousands)

|   | Three Months Ended |        |    |        |                |        |    |        |    |        |    | rent Qtr |  |                 |  |                  |  |                 |  |                  |  |                 |
|---|--------------------|--------|----|--------|----------------|--------|----|--------|----|--------|----|----------|--|-----------------|--|------------------|--|-----------------|--|------------------|--|-----------------|
|   | March 31,<br>2018  |        | ,  |        | March 31, 2018 |        | /  |        | ,  |        | /  |          |  | ec. 31,<br>2017 |  | ept. 30,<br>2017 |  | une 30,<br>2017 |  | arch 31,<br>2017 |  | s. PY<br>uarter |
| Revenues:   |                    |        |    |        |                |        |    |        |    |        |    |          |  |                 |  |                  |  |                 |  |                  |  |                 |
| Investment income, net of related expenses            | \$                 | 1,822  | \$ | 2,040  | \$             | 2,984  | \$ | 1,853  | \$ | 1,664  | \$ | 158      |  |                 |  |                  |  |                 |  |                  |  |                 |
| Other revenue   |                    | 24,791 |    | 27,631 |                | 26,856 |    | 26,201 |    | 24,409 |    | 382      |  |                 |  |                  |  |                 |  |                  |  |                 |
| Total revenues  |                    | 26,613 |    | 29,671 |                | 29,840 |    | 28,054 |    | 26,073 |    | 540      |  |                 |  |                  |  |                 |  |                  |  |                 |
|   |                    |        |    |        |                |        |    |        |    |        |    |          |  |                 |  |                  |  |                 |  |                  |  |                 |
| Benefits and expenses:                                |                    |        |    |        |                |        |    |        |    |        |    |          |  |                 |  |                  |  |                 |  |                  |  |                 |
| Policy acquisition costs and other insurance expenses |                    | 4,000  |    | 5,570  |                | 5,674  |    | 5,619  |    | 5,941  |    | (1,941)  |  |                 |  |                  |  |                 |  |                  |  |                 |
| Other operating expenses                              |                    | 2,454  |    | 3,016  |                | 2,174  |    | 2,452  |    | 2,316  |    | 138      |  |                 |  |                  |  |                 |  |                  |  |                 |
| Total benefits and expenses                           |                    | 6,454  |    | 8,586  |                | 7,848  |    | 8,071  |    | 8,257  |    | (1,803)  |  |                 |  |                  |  |                 |  |                  |  |                 |
|   |                    |        |    |        |                |        |    |        |    |        |    |          |  |                 |  |                  |  |                 |  |                  |  |                 |
| Income before income taxes                            | \$                 | 20,159 | \$ | 21,085 | \$             | 21,992 | \$ | 19,983 | \$ | 17,816 | \$ | 2,343    |  |                 |  |                  |  |                 |  |                  |  |                 |

# Reinsurance Group of America, Incorporated U.S. and Latin America Financial Solutions - Financial Reinsurance Adjusted Operating Income Statements

(USD thousands)

|   | Three Months Ended |        |    |         |     |        |    |        |    |        |          | rent Qtr |
|---|--------------------|--------|----|---------|-----|--------|----|--------|----|--------|----------|----------|
|   | March 31,<br>2018  |        |    | ec. 31, | , 1 |        | *  |        | ,  |        |          | s. PY    |
|   |                    | 2018   |    | 2017    |     | 2017   |    | 2017   |    | 2017   | <u>Q</u> | uarter   |
| Revenues:   |                    |        |    |         |     |        |    |        |    |        |          |          |
| Investment income, net of related expenses            | \$                 | 1,822  | \$ | 2,040   | \$  | 2,984  | \$ | 1,853  | \$ | 1,664  | \$       | 158      |
| Other revenue   |                    | 24,791 |    | 27,631  |     | 26,856 |    | 26,201 |    | 24,409 |          | 382      |
| Total revenues  |                    | 26,613 |    | 29,671  |     | 29,840 |    | 28,054 |    | 26,073 |          | 540      |
|   |                    |        |    |         |     |        |    |        |    |        |          |          |
| Benefits and expenses:                                |                    |        |    |         |     |        |    |        |    |        |          |          |
| Policy acquisition costs and other insurance expenses |                    | 4,000  |    | 5,570   |     | 5,674  |    | 5,619  |    | 5,941  |          | (1,941)  |
| Other operating expenses                              |                    | 2,454  |    | 3,016   |     | 2,174  |    | 2,452  |    | 2,316  |          | 138      |
| Total benefits and expenses                           |                    | 6,454  |    | 8,586   |     | 7,848  |    | 8,071  |    | 8,257  |          | (1,803)  |
|   |                    |        |    |         |     |        |    |        |    |        |          |          |
| Adjusted operating income before income taxes         | \$                 | 20,159 | \$ | 21,085  | \$  | 21,992 | \$ | 19,983 | \$ | 17,816 | \$       | 2,343    |

## Reinsurance Group of America, Incorporated Canada Traditional GAAP Income Statements

(USD thousands)

|   |           | Three Months Ended  March 31, Dec. 31, Sept. 30, June 30, March |        |               |      |                  |    |                 |    |                  |    | urrent Qtr        |
|---|-----------|---|--------|---------------|------|------------------|----|-----------------|----|------------------|----|-------------------|
|   | N         | 1arch 31,<br>2018   |        | c. 31,<br>017 |      | ept. 30,<br>2017 | J  | une 30,<br>2017 | M  | arch 31,<br>2017 |    | vs. PY<br>Quarter |
| Revenues:   |           |   |        |               |      |                  |    |                 |    |                  |    |                   |
| Net premiums  | \$        | 252,723   | \$ 23  | 38,993        | \$ 2 | 225,841          | \$ | 221,380         | \$ | 215,762          | \$ | 36,961            |
| Investment income, net of related expenses  |           | 50,584  | ۷      | 18,089        |      | 51,593           |    | 44,830          |    | 44,506           |    | 6,078             |
| Investment related gains, net   |           | (731)   |        | 1,798         |      | 2,380            |    | 2,598           |    | 3,843            |    | (4,574)           |
| Other revenue   |           | (257)   |        | (3)           |      | 1,281            | _  | 465             |    | 164              |    | (421)             |
| Total revenues  |           | 302,319   | 28     | 88,877        | 2    | 281,095          |    | 269,273         |    | 264,275          |    | 38,044            |
| Benefits and expenses:  |           |   |        |               |      |                  |    |                 |    |                  |    |                   |
| Claims and other policy benefits  |           | 212,825   | 19     | 91,665        | 1    | 193,978          |    | 181,197         |    | 191,052          |    | 21,773            |
| Interest credited   |           | 5   |        | 5             |      | 6                |    | 5               |    | 4                |    | 1                 |
| Policy acquisition costs and other insurance expenses                               |           | 57,032  | ۷      | 18,881        |      | 50,023           |    | 47,597          |    | 45,682           |    | 11,350            |
| Other operating expenses  |           | 8,750   |        | 9,061         |      | 8,299            |    | 7,638           |    | 8,209            |    | 541               |
| Total benefits and expenses   |           | 278,612   | 24     | 19,612        | 2    | 252,306          |    | 236,437         |    | 244,947          |    | 33,665            |
| Income before income taxes  | <u>\$</u> | 23,707  | \$ 3   | 39,265        | \$   | 28,789           | \$ | 32,836          | \$ | 19,328           | \$ | 4,379             |
| Loss and expense ratios:  |           |   |        |               |      |                  |    |                 |    |                  |    |                   |
| Loss ratios (creditor business)   |           | 27.0%   | Ó      | 24.6%         |      | 22.8%            |    | 27.8%           |    | 27.1%            |    | (0.1)%            |
| Loss ratios (excluding creditor business)   |           | 92.2%   | o<br>O | 90.6%         |      | 99.2%            |    | 92.8%           |    | 100.7%           |    | (8.5)%            |
| Claims and other policy benefits / (net premiums + investment income)               |           | 70.2%   | 0      | 66.8%         |      | 69.9%            |    | 68.1%           |    | 73.4%            | ,  | (3.2)%            |
| Policy acquisition costs and other insurance expenses (creditor business)           |           | 65.2%   | ó      | 69.2%         |      | 66.7%            |    | 65.3%           |    | 66.0%            | 1  | (0.8)%            |
| Policy acquisition costs and other insurance expenses (excluding creditor business) |           | 16.6%   | ,<br>0 | 11.3%         |      | 12.7%            |    | 12.6%           |    | 12.3%            | ,  | 4.3 %             |
| Other operating expenses  |           | 3.5%  | ,<br>O | 3.8%          |      | 3.7%             |    | 3.5%            |    | 3.8%             | ,  | (0.3)%            |
| Foreign currency effect on (1):   |           |   |        |               |      |                  |    |                 |    |                  |    |                   |
| Net premiums  | \$        | 10,846  | \$ 1   | 11,467        | \$   | 8,992            | \$ | (9,540)         | \$ | 7,551            | \$ | 3,295             |
| Income (loss) before income taxes   | \$        | 1,416   | \$     | 1,852         | \$   | 1,508            | \$ | (1,308)         | \$ | 1,187            | \$ | 229               |
| Creditor reinsurance net premiums   | \$        | 31,093  | \$ 3   | 37,819        | \$   | 39,445           | \$ | 37,299          | \$ | 35,564           | \$ | (4,471)           |

#### See appendix for reconciliation of GAAP income before income taxes to adjusted operating income before income taxes.

Note: The loss ratios on creditor reinsurance business are normally lower than traditional reinsurance, while allowances are normally higher as a percentage of premiums.

(1) Compared to comparable prior year period.

### Reinsurance Group of America, Incorporated Canada Traditional

### **Adjusted Operating Income Statements**

(USD thousands)

|   | Three Months Ended |          |    |          |    |          |    |         |    |          | Cı        | urrent Qtr |
|---|--------------------|----------|----|----------|----|----------|----|---------|----|----------|-----------|------------|
|   |                    | arch 31, | Ι  | Dec. 31, | S  | ept. 30, | J. | une 30, | M  | arch 31, |           | vs. PY     |
| D.  |                    | 2018     | _  | 2017     | _  | 2017     | _  | 2017    |    | 2017     | _         | Quarter    |
| Revenues:   | Φ.                 | 252 722  | Ф  | 220.002  | Φ  | 225 041  | Φ  | 221 200 | Ф  | 015.760  | Ф         | 26.061     |
| Net premiums  | \$ 4               | 252,723  | \$ | 238,993  | \$ | 225,841  | \$ | 221,380 | \$ | 215,762  | <b>\$</b> | 36,961     |
| Investment income, net of related expenses  |                    | 50,561   |    | 47,998   |    | 51,341   |    | 44,577  |    | 44,596   |           | 5,965      |
| Investment related gains, net   |                    | 1,142    |    | 1,242    |    | 1,204    |    | 1,203   |    | 1,191    |           | (49)       |
| Other revenue   |                    | (257)    |    | (3)      |    | 1,281    | _  | 465     | _  | 164      | _         | (421)      |
| Total revenues  |                    | 304,169  |    | 288,230  |    | 279,667  |    | 267,625 |    | 261,713  |           | 42,456     |
| Benefits and expenses:  |                    |          |    |          |    |          |    |         |    |          |           |            |
| Claims and other policy benefits  | 2                  | 212,825  |    | 191,665  |    | 193,978  |    | 181,197 |    | 191,052  |           | 21,773     |
| Interest credited   |                    | 5        |    | 5        |    | 6        |    | 5       |    | 4        |           | 1          |
| Policy acquisition costs and other insurance expenses                               |                    | 57,032   |    | 48,881   |    | 50,023   |    | 47,597  |    | 45,682   |           | 11,350     |
| Other operating expenses  |                    | 8,750    |    | 9,061    |    | 8,299    |    | 7,638   |    | 8,209    |           | 541        |
| Total benefits and expenses   |                    | 278,612  |    | 249,612  |    | 252,306  |    | 236,437 |    | 244,947  |           | 33,665     |
| Adjusted operating income before income taxes                                       | \$                 | 25,557   | \$ | 38,618   | \$ | 27,361   | \$ | 31,188  | \$ | 16,766   | \$        | 8,791      |
| Loss and expense ratios:  |                    |          |    |          |    |          |    |         |    |          |           |            |
| Loss ratios (creditor business)   |                    | 27.0%    |    | 24.6%    |    | 22.8%    |    | 27.8%   |    | 27.1%    |           | (0.1)%     |
| Loss ratios (excluding creditor business)   |                    | 92.2%    |    | 90.6%    |    | 99.2%    |    | 92.8%   |    | 100.7%   |           | (8.5)%     |
| Claims and other policy benefits / (net premiums + investment income)               |                    | 70.2%    |    | 66.8%    |    | 70.0%    |    | 68.1%   |    | 73.4%    |           | (3.2)%     |
| Policy acquisition costs and other insurance expenses (creditor business)           |                    | 65.2%    |    | 69.2%    |    | 66.7%    |    | 65.3%   |    | 66.0%    |           | (0.8)%     |
| Policy acquisition costs and other insurance expenses (excluding creditor business) |                    | 16.6%    |    | 11.3%    |    | 12.7%    |    | 12.6%   |    | 12.3%    |           | 4.3 %      |
| Other operating expenses  |                    | 3.5%     |    | 3.8%     |    | 3.7%     |    | 3.5%    |    | 3.8%     |           | (0.3)%     |
| Foreign currency effect on (1):   |                    |          |    |          |    |          |    |         |    |          |           |            |
| Net premiums  | \$                 | 10,846   | \$ | 11,467   | \$ | 8,992    | \$ | (9,540) | \$ | 7,551    | \$        | 3,295      |
| Adjusted operating income (loss) before income taxes                                | \$                 | 1,512    | \$ | 1,820    | \$ | 1,433    | \$ | (1,232) | \$ | 1,130    | \$        | 382        |
| Creditor reinsurance net premiums   | \$                 | 31,093   | \$ | 37,819   | \$ | 39,445   | \$ | 37,299  | \$ | 35,564   | \$        | (4,471)    |

#### See appendix for reconciliation of GAAP income before income taxes to adjusted operating income before income taxes.

Note: The loss ratios on creditor reinsurance business are normally lower than traditional reinsurance, while allowances are normally higher as a percentage of premiums.

(1) Compared to comparable prior year period.

### Reinsurance Group of America, Incorporated Canada Financial Solutions (1) GAAP Income Statements

(USD thousands)

|   | Three Months Ended |                  |    |                 |    |                  |    |                 |    |                  | Current Q |                 |  |
|---|--------------------|------------------|----|-----------------|----|------------------|----|-----------------|----|------------------|-----------|-----------------|--|
|   |                    | arch 31,<br>2018 |    | ec. 31,<br>2017 |    | ept. 30,<br>2017 |    | une 30,<br>2017 |    | arch 31,<br>2017 |           | s. PY<br>uarter |  |
| Revenues:   |                    |                  |    |                 |    |                  |    |                 |    |                  |           |                 |  |
| Net premiums  | \$                 | 11,305           | \$ | 9,631           | \$ | 9,874            | \$ | 9,314           | \$ | 9,410            | \$        | 1,895           |  |
| Investment income, net of related expenses            |                    | 115              |    | 1,600           |    | 1,120            |    | 1,351           |    | 1,044            |           | (929)           |  |
| Other revenue   |                    | 1,357            |    | 1,467           |    | 1,436            |    | 1,338           |    | 1,353            |           | 4               |  |
| Total revenues  |                    | 12,777           |    | 12,698          |    | 12,430           |    | 12,003          |    | 11,807           |           | 970             |  |
|   |                    |                  |    |                 |    |                  |    |                 |    |                  |           |                 |  |
| Benefits and expenses:                                |                    |                  |    |                 |    |                  |    |                 |    |                  |           |                 |  |
| Claims and other policy benefits                      |                    | 9,115            |    | 7,751           |    | 7,170            |    | 7,099           |    | 7,619            |           | 1,496           |  |
| Policy acquisition costs and other insurance expenses |                    | 96               |    | 218             |    | 221              |    | 206             |    | 144              |           | (48)            |  |
| Other operating expenses                              |                    | 375              |    | 575             |    | 567              |    | 273             |    | 452              |           | (77)            |  |
| Total benefits and expenses                           |                    | 9,586            |    | 8,544           |    | 7,958            |    | 7,578           |    | 8,215            |           | 1,371           |  |
| Income before income taxes                            | \$                 | 2 101            | ¢  | 4,154           | ¢  | 4.472            | ¢  | 4 425           | ¢  | 3,592            | ¢         | (401)           |  |
| income before income taxes                            | Þ                  | 3,191            | Ф  | 4,134           | Ф  | 4,472            | Ф  | 4,425           | D. | 3,392            | <u>\$</u> | (401)           |  |
| Foreign currency effect on (2):                       |                    |                  |    |                 |    |                  |    |                 |    |                  |           |                 |  |
| Net premiums  | \$                 | 501              | \$ | 462             | \$ | 387              | \$ | (403)           | \$ | 436              | \$        | 65              |  |
| Income (loss) before income taxes                     | \$                 | 188              | \$ | 195             | \$ | 159              | \$ | (185)           | \$ | 244              | \$        | (56)            |  |

<sup>(1)</sup> Canada Financial Solutions operations includes longevity and financial reinsurance transactions.

<sup>(2)</sup> Compared to comparable prior year period.

### Reinsurance Group of America, Incorporated Canada Financial Solutions (1) Adjusted Operating Income Statements

(USD thousands)

|   |    | Three Months Ended |        |     |           |         |        |           |    |        |  |
|---|----|--------------------|--------|-----|-----------|---------|--------|-----------|----|--------|--|
|   | M  | arch 31,           | Dec. 3 | 1,  | Sept. 30, | June 30 | , ]    | March 31, | V  | s. PY  |  |
|   |    | 2018               | 2017   | 7   | 2017      | 2017    |        | 2017      | Q  | uarter |  |
| Revenues:   |    |                    |        |     |           |         |        |           |    |        |  |
| Net premiums  | \$ | 11,305             | \$ 9,  | 631 | \$ 9,874  | \$ 9,3  | 14 \$  | 9,410     | \$ | 1,895  |  |
| Investment income, net of related expenses            |    | 115                | 1,     | 600 | 1,120     | 1,3:    | 51     | 1,044     |    | (929)  |  |
| Other revenue   |    | 1,357              | 1,     | 467 | 1,436     | 1,33    | 38     | 1,353     |    | 4      |  |
| Total revenues  |    | 12,777             | 12,    | 698 | 12,430    | 12,00   | )3     | 11,807    |    | 970    |  |
| Benefits and expenses:                                |    |                    |        |     |           |         |        |           |    |        |  |
| Claims and other policy benefits                      |    | 9,115              | 7,     | 751 | 7,170     | 7,09    | 99     | 7,619     |    | 1,496  |  |
| Policy acquisition costs and other insurance expenses |    | 96                 |        | 218 | 221       | 20      | )6     | 144       |    | (48)   |  |
| Other operating expenses                              |    | 375                |        | 575 | 567       | 2       | 73     | 452       |    | (77)   |  |
| Total benefits and expenses                           |    | 9,586              | 8,     | 544 | 7,958     | 7,5′    | 78     | 8,215     |    | 1,371  |  |
| Adjusted operating income before income taxes         | \$ | 3,191              | \$ 4,  | 154 | \$ 4,472  | \$ 4,42 | 25 \$  | 3,592     | \$ | (401)  |  |
| Foreign currency effect on (2):                       |    |                    |        |     |           |         |        |           |    |        |  |
| Net premiums  | \$ | 501                | \$     | 462 | \$ 387    | \$ (40  | )3) \$ | \$ 436    | \$ | 65     |  |
| Adjusted operating income (loss) before income taxes  | \$ | 188                | \$     | 195 | \$ 159    | \$ (18  | 35) \$ | \$ 244    | \$ | (56)   |  |

<sup>(1)</sup> Canada Financial Solutions operations includes longevity and financial reinsurance transactions.

<sup>(2)</sup> Compared to comparable prior year period.

### Reinsurance Group of America, Incorporated Europe, Middle East and Africa Traditional GAAP Income Statements

(USD thousands)

|   |               |     | Cur              | rent Qtr |       |                |      |              |      |      |                  |
|---|---------------|-----|------------------|----------|-------|----------------|------|--------------|------|------|------------------|
|   | March 31 2018 | , ] | Dec. 31,<br>2017 | Sept.    |       | June 3<br>2017 |      | March<br>201 |      |      | s. PY<br>Juarter |
| Revenues:   |               |     |                  |          |       |                |      |              |      |      |                  |
| Net premiums  | \$ 375,729    | \$  | 321,907          | \$ 344,  | ,211  | \$ 330,8       | 50   | \$ 304,6     | 672  | \$ 7 | 71,057           |
| Investment income, net of related expenses            | 15,764        |     | 14,479           | 14,      | ,727  | 13,5           | 85   | 12,7         | 720  |      | 3,044            |
| Investment related gains, net                         | 9             |     | 45               |          | —     |                | _    |              | 7    |      | 2                |
| Other revenue   | 2,280         |     | 666              | 2,       | ,034  | 1,4            | 85   | (            | 687  |      | 1,593            |
| Total revenues  | 393,782       |     | 337,097          | 360,     | ,972  | 345,9          | 20   | 318,0        | )86  | 7    | 75,696           |
| Benefits and expenses:                                |               |     |                  |          |       |                |      |              |      |      |                  |
| Claims and other policy benefits                      | 326,802       |     | 249,735          | 285,     | ,071  | 295,0          | 04   | 266,4        | 101  | 6    | 50,401           |
| Policy acquisition costs and other insurance expenses | 25,552        |     | 25,880           | 35,      | ,751  | 15,3           | 49   | 15,1         | 163  | 1    | 10,389           |
| Other operating expenses                              | 26,007        |     | 31,747           | 24,      | ,729  | 24,2           | 13   | 22,5         | 546  |      | 3,461            |
| Total benefits and expenses                           | 378,361       |     | 307,362          | 345,     | ,551  | 334,5          | 66   | 304,         | 110  | 7    | 74,251           |
| Income before income taxes                            | \$ 15,421     | \$  | 29,735           | \$ 15,   | ,421  | \$ 11,3        | 54   | \$ 13,9      | 976  | \$   | 1,445            |
| Loss and expense ratios:                              |               |     |                  |          |       |                |      |              |      |      |                  |
| Claims and other policy benefits                      | 87.0          | %   | 77.6%            | 8        | 82.8% | 89             | 0.2% | 8            | 7.4% |      | (0.4)%           |
| Policy acquisition costs and other insurance expenses | 6.8           | %   | 8.0%             |          | 10.4% | 4              | 1.6% |              | 5.0% |      | 1.8 %            |
| Other operating expenses                              | 6.9           | %   | 9.9%             |          | 7.2%  |                | 7.3% |              | 7.4% |      | (0.5)%           |
| Foreign currency effect on (1):                       |               |     |                  |          |       |                |      |              |      |      |                  |
| Net premiums  | \$ 40,308     | \$  | 19,482           | \$ 7.    | ,297  | \$ (17,2       | 49)  | \$ (17,8     | 359) | \$ 5 | 58,167           |
| Income (loss) before income taxes                     | \$ 1,801      | \$  | 2,037            |          | 703   | . ( )          | ,    | . ( )        | 721) |      | 2,522            |
| Critical illness net premiums                         | \$ 48,898     | \$  | 47,322           | \$ 48,   | ,985  | \$ 49,2        | 11   | \$ 45,9      | 976  | \$   | 2,922            |

<sup>(1)</sup> Compared to comparable prior year period.

### Reinsurance Group of America, Incorporated Europe, Middle East and Africa Traditional Adjusted Operating Income Statements

(USD thousands)

|   |      |          |    | Th       |    | Cı       | ırrent Qtr |                |    |           |    |         |
|---|------|----------|----|----------|----|----------|------------|----------------|----|-----------|----|---------|
|   |      | irch 31, | Γ  | Dec. 31, | S  | ept. 30, | J          | une 30,        | N  | Iarch 31, |    | vs. PY  |
|   |      | 2018     | _  | 2017     | _  | 2017     |            | 2017           | _  | 2017      | _  | Quarter |
| Revenues:   |      |          |    |          |    |          |            |                |    |           |    |         |
| Net premiums  | \$ 3 | 375,729  | \$ | 321,907  | \$ | 344,211  | \$         | 330,850        | \$ | 304,672   | \$ | 71,057  |
| Investment income, net of related expenses              |      | 15,764   |    | 14,479   |    | 14,727   |            | 13,585         |    | 12,720    |    | 3,044   |
| Other revenue   |      | 2,280    |    | 666      |    | 2,034    |            | 1,485          |    | 687       |    | 1,593   |
| Total revenues  | 3    | 393,773  |    | 337,052  |    | 360,972  |            | 345,920        |    | 318,079   |    | 75,694  |
| D C   |      |          |    |          |    |          |            |                |    |           |    |         |
| Benefits and expenses:                                  | _    | 26.002   |    | 240.725  |    | 205.071  |            | 205.004        |    | 266 401   |    | (0.401  |
| Claims and other policy benefits                        |      | 326,802  |    | 249,735  |    | 285,071  |            | 295,004        |    | 266,401   |    | 60,401  |
| Policy acquisition costs and other insurance expenses   |      | 25,552   |    | 25,880   |    | 35,751   |            | 15,349         |    | 15,163    |    | 10,389  |
| Other operating expenses                                |      | 26,007   |    | 31,747   |    | 24,729   |            | 24,213         |    | 22,546    |    | 3,461   |
| Total benefits and expenses                             | 3    | 378,361  |    | 307,362  |    | 345,551  |            | 334,566        |    | 304,110   |    | 74,251  |
| A directed an anatine in a sure before in a sure toward | ď    | 15 412   | ø  | 20.600   | Φ  | 15 401   | ď          | 11 254         | ď  | 12.060    | \$ | 1 442   |
| Adjusted operating income before income taxes           | \$   | 15,412   | \$ | 29,690   | \$ | 15,421   | \$         | 11,354         | \$ | 13,969    | Ф  | 1,443   |
| Loss and expense ratios:                                |      |          |    |          |    |          |            |                |    |           |    |         |
| Claims and other policy benefits                        |      | 87.0%    |    | 77.6%    |    | 82.8%    |            | 89.2%          |    | 87.4%     |    | (0.4)%  |
| Policy acquisition costs and other insurance expenses   |      | 6.8%     |    | 8.0%     |    | 10.4%    |            | 4.6%           |    | 5.0%      |    | 1.8 %   |
| Other operating expenses                                |      | 6.9%     |    | 9.9%     |    | 7.2%     |            | 7.3%           |    | 7.4%      |    | (0.5)%  |
|   |      |          |    |          |    |          |            |                |    |           |    |         |
| Foreign currency effect on (1):                         |      |          |    |          |    |          |            |                |    |           |    |         |
| Net premiums  | \$   | 40,308   | \$ | 19,482   | \$ | 7,297    | \$         | (17,249)       | \$ | (17,859)  | \$ | 58,167  |
| Adjusted operating income (loss) before income taxes    | \$   | 1,801    | \$ | 2,033    | \$ | 704      | \$         | (17,247) (522) | \$ | (721)     | \$ | 2,522   |
| Adjusted operating meetine (1955) verore meetine taxes  | Ψ    | 1,001    | Ψ  | 2,000    | Ψ  | , 04     | Ψ          | (322)          | Ψ  | (721)     | Ψ  | 2,322   |
| Critical illness net premiums                           | \$   | 48,898   | \$ | 47,322   | \$ | 48,985   | \$         | 49,211         | \$ | 45,976    | \$ | 2,922   |

<sup>(1)</sup> Compared to comparable prior year period.

### Reinsurance Group of America, Incorporated Europe, Middle East and Africa Financial Solutions (1) GAAP Income Statements

(USD thousands)

|   | Three Months Ended |          |          |          |    |          |    |         |           |         |    | Current       |  |
|---|--------------------|----------|----------|----------|----|----------|----|---------|-----------|---------|----|---------------|--|
|   | M                  | arch 31, | $\Gamma$ | Dec. 31, | S  | ept. 30, | J  | une 30, | March 31, |         | V  | s. PY         |  |
|   |                    | 2018     | _        | 2017     |    | 2017     |    | 2017    |           | 2017    | Q  | uarter        |  |
| Revenues:   |                    |          |          |          |    |          |    |         |           |         |    |               |  |
| Net premiums  | \$                 | 47,979   | \$       | 43,911   | \$ | 39,294   | \$ | 38,520  | \$        | 41,995  | \$ | 5,984         |  |
| Investment income, net of related expenses            |                    | 31,932   |          | 34,656   |    | 30,892   |    | 28,029  |           | 29,681  |    | 2,251         |  |
| Investment related gains (losses), net                |                    | 3,352    |          | (2,738)  |    | 1,192    |    | 2,458   |           | 4,575   |    | (1,223)       |  |
| Other revenue   |                    | 4,880    |          | 4,807    |    | 5,663    |    | 4,398   |           | 3,738   |    | 1,142         |  |
| Total revenues  |                    | 88,143   |          | 80,636   |    | 77,041   |    | 73,405  |           | 79,989  |    | 8,154         |  |
|   |                    |          |          |          |    |          |    |         |           |         |    |               |  |
| Benefits and expenses:                                |                    |          |          |          |    |          |    |         |           |         |    |               |  |
| Claims and other policy benefits                      |                    | 42,471   |          | 34,415   |    | 35,648   |    | 36,797  |           | 35,936  |    | 6,535         |  |
| Interest credited                                     |                    | (2,652)  |          | 4,781    |    | 2,475    |    | (291)   |           | 4,113   |    | (6,765)       |  |
| Policy acquisition costs and other insurance expenses |                    | 1,080    |          | 763      |    | 327      |    | 454     |           | 289     |    | 791           |  |
| Other operating expenses                              |                    | 8,080    |          | 8,939    |    | 7,638    |    | 7,540   |           | 7,733   |    | 347           |  |
| Total benefits and expenses                           |                    | 48,979   |          | 48,898   |    | 46,088   |    | 44,500  |           | 48,071  |    | 908           |  |
|   |                    | 20.464   | Φ.       | 24.720   |    | 20.052   | Φ. | 20.005  | Φ.        | 24.040  | •  | <b>-</b> 0.16 |  |
| Income before income taxes                            | \$                 | 39,164   | \$       | 31,738   | \$ | 30,953   | \$ | 28,905  | \$        | 31,918  | \$ | 7,246         |  |
| Foreign currency effect on (2):                       |                    |          |          |          |    |          |    |         |           |         |    |               |  |
| Net premiums  | \$                 | 5,368    | \$       | 2,922    | \$ | 56       | \$ | (4,378) | \$        | (6,169) | \$ | 11,537        |  |
| Income (loss) before income taxes                     | \$                 | 4,318    | \$       | 2,108    | \$ | 130      | \$ | (3,327) | \$        | (4,730) | \$ | 9,048         |  |

<sup>(1)</sup> Europe, Middle East and Africa Financial Solutions operations includes asset intensive, financial reinsurance, capital motivated and longevity closed block business.

<sup>(2)</sup> Compared to comparable prior year period.

### Reinsurance Group of America, Incorporated Europe, Middle East and Africa Financial Solutions (1) Adjusted Operating Income Statements

(USD thousands)

|   | Three Months Ended |          |    |         |    |          |    |         |    |         |    | urrent |
|---|--------------------|----------|----|---------|----|----------|----|---------|----|---------|----|--------|
|   | M                  | arch 31, |    | ec. 31, |    | ept. 30, |    | une 30, |    |         |    | s. PY  |
|   |                    | 2018     |    | 2017    |    | 2017     |    | 2017    |    | 2017    |    | uarter |
| Revenues:   |                    |          |    |         |    |          |    |         |    |         |    |        |
| Net premiums  | \$                 | 47,979   | \$ | 43,911  | \$ | 39,294   | \$ | 38,520  | \$ | 41,995  | \$ | 5,984  |
| Investment income, net of related expenses            |                    | 34,584   |    | 29,875  |    | 28,417   |    | 28,320  |    | 25,568  |    | 9,016  |
| Other revenue   |                    | 4,956    |    | 4,848   |    | 5,570    |    | 4,482   |    | 3,870   |    | 1,086  |
| Total revenues  |                    | 87,519   |    | 78,634  |    | 73,281   |    | 71,322  |    | 71,433  |    | 16,086 |
| Benefits and expenses:                                |                    |          |    |         |    |          |    |         |    |         |    |        |
| Claims and other policy benefits                      |                    | 42,471   |    | 34,415  |    | 35,648   |    | 36,797  |    | 35,936  |    | 6,535  |
| Policy acquisition costs and other insurance expenses |                    | 1,080    |    | 763     |    | 327      |    | 454     |    | 289     |    | 791    |
| Other operating expenses                              |                    | 8,080    |    | 8,939   |    | 7,638    |    | 7,540   |    | 7,733   |    | 347    |
| Total benefits and expenses                           |                    | 51,631   |    | 44,117  |    | 43,613   |    | 44,791  |    | 43,958  |    | 7,673  |
| Adjusted operating income before income taxes         | \$                 | 35,888   | \$ | 34,517  | \$ | 29,668   | \$ | 26,531  | \$ | 27,475  | \$ | 8,413  |
| Foreign currency effect on (2):                       |                    |          |    |         |    |          |    |         |    |         |    |        |
| Net premiums  | \$                 | 5,368    | \$ | 2,922   | \$ | 56       | \$ | (4,378) | \$ | (6,169) | \$ | 11,537 |
| Adjusted operating income (loss) before income taxes  | \$                 | 3,965    | \$ | 2,311   | \$ | 136      | \$ | (3,043) | \$ | (4,006) | \$ | 7,971  |

<sup>(1)</sup> Europe, Middle East and Africa Financial Solutions operations includes asset intensive, financial reinsurance, capital motivated and longevity closed block business.

<sup>(2)</sup> Compared to comparable prior year period.

## Reinsurance Group of America, Incorporated Asia Pacific Traditional GAAP Income Statements

(USD thousands)

|   |            |            | Current Qtr |            |            |             |
|---|------------|------------|-------------|------------|------------|-------------|
|   | March 31,  | Dec. 31,   | Sept. 30,   | June 30,   | March 31,  | vs. PY      |
|   | 2018       | 2017       | 2017        | 2017       | 2017       | Quarter     |
| Revenues:   |            |            |             |            |            |             |
| Net premiums  | \$ 589,513 | \$ 495,439 | \$ 536,931  | \$ 537,352 | \$ 483,307 | \$ 106,206  |
| Investment income, net of related expenses            | 24,600     | 23,570     | 23,858      | 22,345     | 21,902     | 2,698       |
| Investment related gains (losses), net                | 8          | (10)       | _           | _          | _          | 8           |
| Other revenue   | 418        | 63,268     | 871         | 1,832      | 21         | 397         |
| Total revenues  | 614,539    | 582,267    | 561,660     | 561,529    | 505,230    | 109,309     |
| Benefits and expenses:                                |            |            |             |            |            |             |
| Claims and other policy benefits                      | 495,194    | 414,637    | 442,358     | 423,294    | 355,439    | 139,755     |
| Policy acquisition costs and other insurance expenses | 58,782     | 97,575     | 55,891      | 51,259     | 72,857     | (14,075)    |
| Other operating expenses                              | 37,676     | 42,843     | 36,847      | 33,654     | 35,246     | 2,430       |
| Total benefits and expenses                           | 591,652    | 555,055    | 535,096     | 508,207    | 463,542    | 128,110     |
| Income before income taxes                            | \$ 22,887  | \$ 27,212  | \$ 26,564   | \$ 53,322  | \$ 41,688  | \$ (18,801) |
| Loss and Expense Ratios:                              |            |            |             |            |            |             |
| Claims and other policy benefits                      | 84.0%      | 83.7%      | 82.4%       | 78.8%      | 73.5%      | 10.5 %      |
| Policy acquisition costs and other insurance expenses | 10.0%      | 19.7%      | 10.4%       | 9.5%       | 15.1%      | (5.1)%      |
| Other operating expenses                              | 6.4%       | 8.6%       | 6.9%        | 6.3%       | 7.3%       | (0.9)%      |
| Foreign currency effect on (1):                       |            |            |             |            |            |             |
| Net premiums  | \$ 21,345  | \$ 8,512   | \$ 1,030    | \$ 1,321   | \$ 11,810  | \$ 9,535    |
| Income before income taxes                            | \$ 954     | \$ (1,066) | \$ (954)    | \$ (261)   | \$ 851     | \$ 103      |
| Critical illness net premiums                         | \$ 235,721 | \$ 136,246 | \$ 158,612  | \$ 174,304 | \$ 141,883 | \$ 93,838   |

<sup>(1)</sup> Compared to comparable prior year period.

# Reinsurance Group of America, Incorporated Asia Pacific Traditional Adjusted Operating Income Statements

(USD thousands)

|   | March 31. Dec. 31. Sept. 30. June 30. March 31. |                            |                    |            |            |             |  |  |  |
|---|---|----------------------------|--------------------|------------|------------|-------------|--|--|--|
|   | March 31,                                       | Dec. 31,                   | Sept. 30,          | June 30,   | March 31,  | vs. PY      |  |  |  |
|   | 2018  | 2017                       | 2017               | 2017       | 2017       | Quarter     |  |  |  |
| Revenues:   |   |                            |                    |            |            |             |  |  |  |
| Net premiums  | \$ 589,513                                      | \$ 495,439                 | \$ 536,931         | \$ 537,352 | \$ 483,307 | \$ 106,206  |  |  |  |
| Investment income, net of related expenses            | 24,600  | 23,570                     | 23,858             | 22,345     | 21,902     | 2,698       |  |  |  |
| Investment related gains, net                         | 3   | 5                          | _                  | _          | _          | 3           |  |  |  |
| Other revenue   | 418   | 63,268                     | 871                | 1,832      | 21         | 397         |  |  |  |
| Total revenues  | 614,534   | 582,282                    | 561,660            | 561,529    | 505,230    | 109,304     |  |  |  |
|   |   |                            |                    |            |            |             |  |  |  |
| Benefits and expenses:                                |   |                            |                    |            |            |             |  |  |  |
| Claims and other policy benefits                      | 495,194   | 414,637                    | 442,358            | 423,294    | 355,439    | 139,755     |  |  |  |
| Policy acquisition costs and other insurance expenses | 58,782  | 97,575                     | 55,891             | 51,259     | 72,857     | (14,075)    |  |  |  |
| Other operating expenses                              | 37,676  | 42,843                     | 36,847             | 33,654     | 35,246     | 2,430       |  |  |  |
| Total benefits and expenses                           | 591,652   | 555,055                    | 535,096            | 508,207    | 463,542    | 128,110     |  |  |  |
|   |   |                            |                    |            |            |             |  |  |  |
| Adjusted operating income before income taxes         | \$ 22,882                                       | \$ 27,227                  | \$ 26,564          | \$ 53,322  | \$ 41,688  | \$ (18,806) |  |  |  |
|   |   |                            |                    |            |            |             |  |  |  |
| Loss and Expense Ratios:                              |   |                            |                    |            |            |             |  |  |  |
| Claims and other policy benefits                      | 84.0%   |                            |                    |            |            |             |  |  |  |
| Policy acquisition costs and other insurance expenses | 10.0%   |                            |                    |            |            |             |  |  |  |
| Other operating expenses                              | 6.4%  | 8.6%                       | 6.9%               | 6.3%       | 7.3%       | (0.9)%      |  |  |  |
|   |   |                            |                    |            |            |             |  |  |  |
| Foreign currency effect on (1):                       |   |                            |                    |            |            |             |  |  |  |
| Net premiums  | \$ 21,345                                       | \$ 8,512                   | \$ 1,030           | \$ 1,321   | \$ 11,810  | \$ 9,535    |  |  |  |
| Adjusted operating income before income taxes         | \$ 916  | \$ (1,059)                 | \$ (954)           | \$ (261)   | \$ 851     | \$ 65       |  |  |  |
|   | Ф. 225 721                                      | ф. 12 <i>С</i> 24 <i>С</i> | Ф. 150 <i>(</i> 12 | A 174204   | Ф. 141.002 | Ф. 02.020   |  |  |  |
| Critical illness net premiums                         | \$ 235,721                                      | \$ 136,246                 | \$ 158,612         | \$ 174,304 | \$ 141,883 | \$ 93,838   |  |  |  |

<sup>(1)</sup> Compared to comparable prior year period.

## Reinsurance Group of America, Incorporated Asia Pacific Financial Solutions (1) GAAP Income Statements

(USD thousands)

|   | Three Months Ended |          |          |          |    |          |    |         |    |          | Cı | ırrent Qtr |
|---|--------------------|----------|----------|----------|----|----------|----|---------|----|----------|----|------------|
|   | M                  | arch 31, | $\Gamma$ | Dec. 31, | S  | ept. 30, | J  | une 30, | M  | arch 31, |    | vs. PY     |
|   | _                  | 2018     |          | 2017     |    | 2017     |    | 2017    |    | 2017     |    | Quarter    |
| Revenues:   |                    |          |          |          |    |          |    |         |    |          |    |            |
| Net premiums  | \$                 | 678      | \$       | 325      | \$ | 19       | \$ | 549     | \$ | 1,526    | \$ | (848)      |
| Investment income, net of related expenses            |                    | 10,394   |          | 9,867    |    | 10,556   |    | 8,570   |    | 5,536    |    | 4,858      |
| Investment related gains, net                         |                    | 3,467    |          | 2,413    |    | 758      |    | 3,582   |    | 7,185    |    | (3,718)    |
| Other revenue   |                    | 5,307    |          | 5,802    |    | 5,599    |    | 5,283   |    | 6,205    |    | (898)      |
| Total revenues  |                    | 19,846   |          | 18,407   |    | 16,932   |    | 17,984  |    | 20,452   |    | (606)      |
| Benefits and expenses:                                |                    |          |          |          |    |          |    |         |    |          |    |            |
| Claims and other policy benefits                      |                    | 4,468    |          | 3,850    |    | 6,110    |    | 1,565   |    | 6,495    |    | (2,027)    |
| Interest credited                                     |                    | 6,394    |          | 6,852    |    | 7,026    |    | 5,572   |    | 2,997    |    | 3,397      |
| Policy acquisition costs and other insurance expenses |                    | 1,197    |          | 1,000    |    | 653      |    | 1,541   |    | 1,917    |    | (720)      |
| Other operating expenses                              |                    | 3,766    |          | 4,595    |    | 3,372    |    | 3,929   |    | 3,171    |    | 595        |
| Total benefits and expenses                           |                    | 15,825   |          | 16,297   |    | 17,161   |    | 12,607  |    | 14,580   |    | 1,245      |
| Income (loss) before income taxes                     | \$                 | 4,021    | \$       | 2,110    | \$ | (229)    | \$ | 5,377   | \$ | 5,872    | \$ | (1,851)    |
| Foreign currency effect on (2):                       |                    |          |          |          |    |          |    |         |    |          |    |            |
| Net premiums  | \$                 | 36       | \$       | (5)      | \$ | (1)      | \$ | (16)    | \$ | 17       | \$ | 19         |
| Income (loss) before income taxes                     | \$                 | 98       | \$       | 242      | \$ | 139      | \$ | (114)   | \$ | 77       | \$ | 21         |

<sup>(1)</sup> Asia Pacific Financial Solutions operations includes asset intensive, financial reinsurance, and disabled life closed block business.

<sup>(2)</sup> Compared to comparable prior year period.

# Reinsurance Group of America, Incorporated Asia Pacific Financial Solutions (1) Adjusted Operating Income Statements

(USD thousands)

|   |    |                  | Cu | rrent Qtr        |    |                  |    |                 |    |                  |    |                   |
|---|----|------------------|----|------------------|----|------------------|----|-----------------|----|------------------|----|-------------------|
|   | M  | arch 31,<br>2018 | Б  | Dec. 31,<br>2017 | S  | ept. 30,<br>2017 | J  | une 30,<br>2017 |    | arch 31,<br>2017 |    | vs. PY<br>Quarter |
| Revenues:   |    |                  |    |                  |    |                  |    |                 |    |                  |    |                   |
| Net premiums  | \$ | 678              | \$ | 325              | \$ | 19               | \$ | 549             | \$ | 1,526            | \$ | (848)             |
| Investment income, net of related expenses            |    | 10,394           |    | 9,867            |    | 10,556           |    | 8,570           |    | 5,536            |    | 4,858             |
| Investment related gains, net                         |    | 724              |    | 1,005            |    | 742              |    | 832             |    | 861              |    | (137)             |
| Other revenue   |    | 5,307            |    | 5,802            |    | 5,599            |    | 5,283           |    | 6,205            |    | (898)             |
| Total revenues  |    | 17,103           |    | 16,999           |    | 16,916           |    | 15,234          |    | 14,128           |    | 2,975             |
| Benefits and expenses:                                |    |                  |    |                  |    |                  |    |                 |    |                  |    |                   |
| Claims and other policy benefits                      |    | 4,468            |    | 3,850            |    | 6,110            |    | 1,565           |    | 6,495            |    | (2,027)           |
| Interest credited                                     |    | 6,394            |    | 6,852            |    | 7,026            |    | 5,572           |    | 2,997            |    | 3,397             |
| Policy acquisition costs and other insurance expenses |    | 1,197            |    | 1,000            |    | 653              |    | 1,541           |    | 1,917            |    | (720)             |
| Other operating expenses                              |    | 3,766            |    | 4,595            |    | 3,372            |    | 3,929           |    | 3,171            |    | 595               |
| Total benefits and expenses                           |    | 15,825           |    | 16,297           |    | 17,161           |    | 12,607          |    | 14,580           |    | 1,245             |
| Adjusted operating income (loss) before income taxes  | \$ | 1,278            | \$ | 702              | \$ | (245)            | \$ | 2,627           | \$ | (452)            | \$ | 1,730             |
| Foreign currency effect on (2):                       |    |                  |    |                  |    |                  |    |                 |    |                  |    |                   |
| Net premiums  | \$ | 36               | \$ | (5)              | \$ | (1)              | \$ | (16)            | \$ | 17               | \$ | 19                |
| Adjusted operating income (loss) before income taxes  | \$ | (42)             | \$ | 158              | \$ | 181              | \$ | (63)            | \$ | (102)            | \$ | 60                |

<sup>(1)</sup> Asia Pacific Financial Solutions operations includes asset intensive, financial reinsurance, and disabled life closed block business.

<sup>(2)</sup> Compared to comparable prior year period.

### Reinsurance Group of America, Incorporated Corporate and Other GAAP Income Statements

(USD thousands)

|   |    |                  | Thr             | ree N | Months End       | led |                 |                  | Cu | rrent Qtr         |
|---|----|------------------|-----------------|-------|------------------|-----|-----------------|------------------|----|-------------------|
|   | M  | arch 31,<br>2018 | ec. 31,<br>2017 |       | ept. 30,<br>2017 | J   | une 30,<br>2017 | arch 31,<br>2017 |    | vs. PY<br>Quarter |
| Revenues:   |    |                  |                 |       |                  |     |                 |                  |    |                   |
| Net premiums  | \$ | 10               | \$<br>4         | \$    | 23               | \$  | 42              | \$<br>44         | \$ | (34)              |
| Investment income, net of related expenses          |    | 40,146           | 40,423          |       | 41,108           |     | 36,305          | 31,163           |    | 8,983             |
| Investment related gains (losses), net              |    | (8,934)          | (12,799)        |       | 6,994            |     | 15,685          | (14,823)         |    | 5,889             |
| Other revenue                                       |    | 8,033            | 1,860           |       | 1,502            |     | 2,456           | 5,168            |    | 2,865             |
| Total revenues                                      |    | 39,255           | 29,488          |       | 49,627           |     | 54,488          | 21,552           |    | 17,703            |
| Benefits and expenses:                              |    |                  |                 |       |                  |     |                 |                  |    |                   |
| Claims and other policy benefits                    |    | 320              | (9)             |       | (15)             |     | (13)            | 27               |    | 293               |
| Interest credited                                   |    | 2,210            | 1,936           |       | 1,799            |     | 1,497           | 1,124            |    | 1,086             |
| Policy acquisition costs and other insurance income |    | (30,512)         | (27,947)        |       | (26,848)         |     | (26,779)        | (27,067)         |    | (3,445)           |
| Other operating expenses                            |    | 62,960           | 83,655          |       | 45,601           |     | 38,141          | 40,372           |    | 22,588            |
| Interest expense                                    |    | 37,454           | 37,435          |       | 36,836           |     | 29,352          | 42,402           |    | (4,948)           |
| Collateral finance and securitization expense       |    | 7,602            | 7,401           |       | 7,692            |     | 6,773           | 6,770            |    | 832               |
| Total benefits and expenses                         |    | 80,034           | 102,471         |       | 65,065           |     | 48,971          | 63,628           |    | 16,406            |
| Income (loss) before income taxes                   | \$ | (40,779)         | \$<br>(72,983)  | \$    | (15,438)         | \$  | 5,517           | \$<br>(42,076)   | \$ | 1,297             |
| Foreign currency effect (1):                        |    |                  |                 |       |                  |     |                 |                  |    |                   |
| Income (loss) before income taxes                   | \$ | 156              | \$<br>766       | \$    | 379              | \$  | (734)           | \$<br>448        | \$ | (292)             |

<sup>(1)</sup> Compared to comparable prior year period.

### Reinsurance Group of America, Incorporated Corporate and Other Adjusted Operating Income Statements

(USD thousands)

|  |    |                   | Thr             | ee M | Ionths End       | led |                 |                  | Cu | rrent Qtr         |
|--|----|-------------------|-----------------|------|------------------|-----|-----------------|------------------|----|-------------------|
|  | M  | larch 31,<br>2018 | ec. 31,<br>2017 |      | ept. 30,<br>2017 |     | une 30,<br>2017 | arch 31,<br>2017 |    | vs. PY<br>Quarter |
| Revenues:  |    |                   |                 |      |                  |     |                 |                  |    |                   |
| Net premiums   | \$ | 10                | \$<br>4         | \$   | 23               | \$  | 42              | \$<br>44         | \$ | (34)              |
| Investment income, net of related expenses           |    | 40,146            | 40,423          |      | 41,108           |     | 36,305          | 31,163           |    | 8,983             |
| Investment related gains, net                        |    | 908               | 547             |      | 755              |     | 695             | 677              |    | 231               |
| Other revenue  |    | 8,033             | 1,860           |      | 1,493            |     | 2,430           | 5,142            |    | 2,891             |
| Total revenues                                       |    | 49,097            | 42,834          |      | 43,379           |     | 39,472          | 37,026           |    | 12,071            |
| Benefits and expenses:                               |    |                   |                 |      |                  |     |                 |                  |    |                   |
| Claims and other policy benefits                     |    | 320               | (9)             |      | (15)             |     | (13)            | 27               |    | 293               |
| Interest credited                                    |    | 2,210             | 1,936           |      | 1,799            |     | 1,497           | 1,124            |    | 1,086             |
| Policy acquisition costs and other insurance income  |    | (30,512)          | (27,947)        |      | (26,848)         |     | (26,779)        | (27,067)         |    | (3,445)           |
| Other operating expenses                             |    | 62,960            | 83,655          |      | 45,601           |     | 38,141          | 40,372           |    | 22,588            |
| Interest expense                                     |    | 37,454            | 37,435          |      | 36,836           |     | 29,352          | 42,402           |    | (4,948)           |
| Collateral finance and securitization expense        |    | 7,602             | <br>7,401       |      | 7,692            |     | 6,773           | <br>6,770        |    | 832               |
| Total benefits and expenses                          |    | 80,034            | 102,471         |      | 65,065           |     | 48,971          | 63,628           |    | 16,406            |
| Adjusted operating loss before income taxes          | \$ | (30,937)          | \$<br>(59,637)  | \$   | (21,686)         | \$  | (9,499)         | \$<br>(26,602)   | \$ | (4,335)           |
| Foreign currency effect (1):                         |    |                   |                 |      |                  |     |                 |                  |    |                   |
| Adjusted operating income (loss) before income taxes | \$ | 34                | \$<br>644       | \$   | 417              | \$  | (667)           | \$<br>498        | \$ | (464)             |

<sup>(1)</sup> Compared to comparable prior year period.

### Reinsurance Group of America, Incorporated Summary of Segment GAAP Income

(USD thousands)

|  |               |    | Th       | ree I | Months End | ded |         |    |          | Cı | ırrent Qtr |
|--|---------------|----|----------|-------|------------|-----|---------|----|----------|----|------------|
|  | arch 31,      | Γ  | Dec. 31, | S     | ept. 30,   | J   | une 30, | M  | arch 31, |    | vs. PY     |
|  | <br>2018      |    | 2017     |       | 2017       |     | 2017    |    | 2017     | _  | Quarter    |
| U.S. and Latin America:                            |               |    |          |       |            |     |         |    |          |    |            |
| Traditional  | \$<br>2,892   | \$ | 92,368   | \$    | 160,512    | \$  | 90,594  | \$ | 29,960   | \$ | (27,068)   |
| Financial Solutions:                               |               |    |          |       |            |     |         |    |          |    |            |
| Asset Intensive                                    | 47,262        |    | 80,810   |       | 67,126     |     | 87,002  |    | 85,770   |    | (38,508)   |
| Financial Reinsurance                              | <br>20,159    |    | 21,085   |       | 21,992     |     | 19,983  |    | 17,816   |    | 2,343      |
| Total U.S. and Latin America                       | 70,313        |    | 194,263  |       | 249,630    |     | 197,579 |    | 133,546  |    | (63,233)   |
| Canada:  |               |    |          |       |            |     |         |    |          |    |            |
| Canada Traditional                                 | 23,707        |    | 39,265   |       | 28,789     |     | 32,836  |    | 19,328   |    | 4,379      |
| Canada Financial Solutions                         | 3,191         |    | 4,154    |       | 4,472      |     | 4,425   |    | 3,592    |    | (401)      |
| Total Canada                                       | <br>26,898    |    | 43,419   |       | 33,261     |     | 37,261  |    | 22,920   |    | 3,978      |
| Europe, Middle East and Africa:                    |               |    |          |       |            |     |         |    |          |    |            |
| Europe, Middle East and Africa Traditional         | 15,421        |    | 29,735   |       | 15,421     |     | 11,354  |    | 13,976   |    | 1,445      |
| Europe, Middle East and Africa Financial Solutions | <br>39,164    |    | 31,738   |       | 30,953     |     | 28,905  |    | 31,918   |    | 7,246      |
| Total Europe, Middle East and Africa               | 54,585        |    | 61,473   |       | 46,374     |     | 40,259  |    | 45,894   |    | 8,691      |
| Asia Pacific:                                      |               |    |          |       |            |     |         |    |          |    |            |
| Asia Pacific Traditional                           | 22,887        |    | 27,212   |       | 26,564     |     | 53,322  |    | 41,688   |    | (18,801)   |
| Asia Pacific Financial Solutions                   | 4,021         |    | 2,110    |       | (229)      |     | 5,377   |    | 5,872    |    | (1,851)    |
| Total Asia Pacific                                 | 26,908        |    | 29,322   |       | 26,335     |     | 58,699  |    | 47,560   |    | (20,652)   |
| Corporate and Other                                | (40,779)      |    | (72,983) |       | (15,438)   |     | 5,517   |    | (42,076) |    | 1,297      |
| Consolidated income before income taxes            | \$<br>137,925 | \$ | 255,494  | \$    | 340,162    | \$  | 339,315 | \$ | 207,844  | \$ | (69,919)   |
|  |               |    |          |       |            |     |         |    |          |    |            |

### Reinsurance Group of America, Incorporated Summary of Segment Adjusted Operating Income

(USD thousands)

|  |    |                  |    | Th               | ree l | Months End       | ded |                  |                  | Cu | rrent Qtr      |
|--|----|------------------|----|------------------|-------|------------------|-----|------------------|------------------|----|----------------|
|  | M  | arch 31,<br>2018 | Ι  | Dec. 31,<br>2017 | S     | ept. 30,<br>2017 | J   | fune 30,<br>2017 | arch 31,<br>2017 |    | vs. PY Quarter |
| U.S. and Latin America:                                    |    |                  |    |                  |       |                  |     |                  |                  |    |                |
| Traditional  | \$ | 1,209            | \$ | 93,782           | \$    | 162,015          | \$  | 91,247           | \$<br>27,996     | \$ | (26,787)       |
| Financial Solutions:                                       |    |                  |    |                  |       |                  |     |                  |                  |    |                |
| Asset Intensive  |    | 49,662           |    | 55,289           |       | 72,581           |     | 49,891           | 51,637           |    | (1,975)        |
| Financial Reinsurance                                      |    | 20,159           |    | 21,085           |       | 21,992           |     | 19,983           | 17,816           |    | 2,343          |
| Total U.S. and Latin America                               |    | 71,030           |    | 170,156          |       | 256,588          |     | 161,121          | 97,449           |    | (26,419)       |
| Canada:  |    |                  |    |                  |       |                  |     |                  |                  |    |                |
| Canada Traditional   |    | 25,557           |    | 38,618           |       | 27,361           |     | 31,188           | 16,766           |    | 8,791          |
| Canada Financial Solutions                                 |    | 3,191            |    | 4,154            |       | 4,472            |     | 4,425            | 3,592            |    | (401)          |
| Total Canada   |    | 28,748           |    | 42,772           |       | 31,833           |     | 35,613           | 20,358           |    | 8,390          |
| Europe, Middle East and Africa:                            |    |                  |    |                  |       |                  |     |                  |                  |    |                |
| Europe, Middle East and Africa Traditional                 |    | 15,412           |    | 29,690           |       | 15,421           |     | 11,354           | 13,969           |    | 1,443          |
| Europe, Middle East and Africa Financial Solutions         |    | 35,888           |    | 34,517           |       | 29,668           |     | 26,531           | 27,475           |    | 8,413          |
| Total Europe, Middle East and Africa                       |    | 51,300           |    | 64,207           |       | 45,089           |     | 37,885           | 41,444           |    | 9,856          |
| Asia Pacific:  |    |                  |    |                  |       |                  |     |                  |                  |    |                |
| Asia Pacific Traditional                                   |    | 22,882           |    | 27,227           |       | 26,564           |     | 53,322           | 41,688           |    | (18,806)       |
| Asia Pacific Financial Solutions                           |    | 1,278            |    | 702              |       | (245)            |     | 2,627            | (452)            |    | 1,730          |
| Total Asia Pacific   |    | 24,160           |    | 27,929           |       | 26,319           |     | 55,949           | 41,236           |    | (17,076)       |
| Corporate and Other  |    | (30,937)         |    | (59,637)         |       | (21,686)         |     | (9,499)          | (26,602)         |    | (4,335)        |
| Consolidated adjusted operating income before income taxes | \$ | 144,301          | \$ | 245,427          | \$    | 338,143          | \$  | 281,069          | \$<br>173,885    | \$ | (29,584)       |
|  |    |                  |    |                  |       |                  |     |                  |                  |    |                |

(USD thousands)

#### **Cash and Invested Assets**

|   | March 31,<br>2018 | Dec. 31,<br>2017 | Sept. 30,<br>2017 | June 30,<br>2017 | March 31,<br>2017 |
|---|-------------------|------------------|-------------------|------------------|-------------------|
| Fixed maturity securities, available-for-sale (1) | \$<br>37,945,260  | \$<br>38,150,820 | \$<br>36,381,742  | \$<br>36,345,426 | \$<br>32,694,793  |
| Equity securities (2)                             | 103,983           | 100,152          | 112,931           | 104,277          | 111,616           |
| Mortgage loans on real estate                     | 4,437,994         | 4,400,533        | 4,322,329         | 4,104,487        | 3,871,309         |
| Policy loans                                      | 1,346,930         | 1,357,624        | 1,340,146         | 1,406,774        | 1,402,940         |
| Funds withheld at interest                        | 6,005,892         | 6,083,388        | 6,020,336         | 5,968,856        | 5,943,450         |
| Short-term investments                            | 130,430           | 93,304           | 80,582            | 123,308          | 54,288            |
| Other invested assets                             | 1,512,147         | 1,505,332        | 1,419,592         | 1,394,093        | 1,317,559         |
| Cash and cash equivalents                         | <br>1,510,407     | <br>1,303,524    | <br>1,204,590     | <br>1,123,350    | <br>1,178,114     |
| Total cash and invested assets                    | \$<br>52,993,043  | \$<br>52,994,677 | \$<br>50,882,248  | \$<br>50,570,571 | \$<br>46,574,069  |

<sup>(1)</sup> The Company holds the various types of fixed maturity securities available-for-sale and classifies them as corporate securities ("Corporate"), Canadian and Canadian provincial government securities ("Canadian government"), residential mortgage-backed securities ("RMBS"), asset-backed securities ("ABS"), commercial mortgage-backed securities ("CMBS"), U.S. government and agencies ("U.S. government"), state and political subdivisions, and other foreign government, supernational and foreign government-sponsored enterprises ("Other foreign government").

#### **Investment Income and Yield Summary**

|   |                   | 7                | Three Months End  | led              |                   |                                  |
|---|-------------------|------------------|-------------------|------------------|-------------------|----------------------------------|
|   | March 31,<br>2018 | Dec. 31,<br>2017 | Sept. 30,<br>2017 | June 30,<br>2017 | March 31,<br>2017 | Current Qtr<br>vs. PY<br>Quarter |
| Average invested assets at amortized cost (1)   | \$ 27,024,934     | \$ 26,351,089    | \$ 25,887,338     | \$ 25,172,367    | \$ 25,212,377     | \$ 1,812,557                     |
| Net investment income (1)   | \$ 296,473        | \$ 283,989       | \$ 305,632        | \$ 284,884       | \$ 273,208        | \$ 23,265                        |
| Annualized investment yield (ratio of net investment income to average invested assets at amortized cost) (1) | 4.46%             | 4.38%            | 4.81%             | 4.60%            | 4.41%             | 0.05%                            |

<sup>(1)</sup> Excludes spread-related business (e.g. coinsurance of annuities).

<sup>(2)</sup> Effective January 1, 2018, the Company adopted ASU 2016-01. For additional information see the '2018 Notes" section on page 2.

(USD thousands)

## Amortized Cost, Gross Unrealized Gains and Losses, and Estimated Fair Values of Fixed Maturity Securities (1) (Excludes Funds Withheld Portfolios)

March 31, 2018

|                                  | Amortized<br>Cost | Į  | Unrealized<br>Gains | Unrealized<br>Losses | Е  | stimated Fair<br>Value | % of<br>Total | temporary<br>Impairment<br>in AOCI |
|----------------------------------|-------------------|----|---------------------|----------------------|----|------------------------|---------------|------------------------------------|
| Available-for-sale:              |                   |    |                     |                      |    |                        |               |                                    |
| Corporate                        | \$<br>22,890,985  | \$ | 869,867             | \$<br>240,383        | \$ | 23,520,469             | 61.9%         | \$                                 |
| Canadian governments             | 2,803,077         |    | 1,297,817           | 3,040                |    | 4,097,854              | 10.8%         | _                                  |
| RMBS                             | 1,791,007         |    | 23,640              | 27,499               |    | 1,787,148              | 4.7%          | _                                  |
| ABS                              | 1,727,810         |    | 16,383              | 9,471                |    | 1,734,722              | 4.6%          | 275                                |
| CMBS                             | 1,281,452         |    | 12,717              | 12,236               |    | 1,281,933              | 3.4%          | _                                  |
| U.S. government                  | 1,486,262         |    | 9,266               | 59,414               |    | 1,436,114              | 3.8%          | _                                  |
| State and political subdivisions | 672,064           |    | 49,465              | 8,016                |    | 713,513                | 1.9%          | _                                  |
| Other foreign government         | <br>3,261,048     |    | 133,865             | <br>21,406           |    | 3,373,507              | 8.9%          | _                                  |
| Total fixed maturity securities  | \$<br>35,913,705  | \$ | 2,413,020           | \$<br>381,465        | \$ | 37,945,260             | 100.0%        | \$ 275                             |

<sup>(1)</sup> Effective January 1, 2018, the Company adopted ASU 2016-01. For additional information see the '2018 Notes" section on page 2.

### Amortized Cost, Gross Unrealized Gains and Losses, and Estimated Fair Values of Fixed Maturity and Equity Securities (Excludes Funds Withheld Portfolios)

December 31, 2017

|                                  | Amortized<br>Cost | 1  | Unrealized<br>Gains | Unrealized<br>Losses | Е  | stimated Fair<br>Value | % of<br>Total |       | Other-than-<br>temporary<br>Impairment<br>in AOCI |
|----------------------------------|-------------------|----|---------------------|----------------------|----|------------------------|---------------|-------|---|
| Available-for-sale:              |                   |    |                     |                      |    |                        |               |       |   |
| Corporate                        | \$<br>21,966,803  | \$ | 1,299,594           | \$<br>55,429         | \$ | 23,210,968             |               | 60.9% | \$  |
| Canadian governments             | 2,843,273         |    | 1,378,510           | 1,707                |    | 4,220,076              |               | 11.1% | _   |
| RMBS                             | 1,695,126         |    | 36,632              | 11,878               |    | 1,719,880              |               | 4.5%  | _   |
| ABS                              | 1,634,758         |    | 18,798              | 5,194                |    | 1,648,362              |               | 4.3%  | 275   |
| CMBS                             | 1,285,594         |    | 22,627              | 4,834                |    | 1,303,387              |               | 3.4%  | _   |
| U.S. government                  | 1,953,436         |    | 12,089              | 21,933               |    | 1,943,592              |               | 5.1%  | _   |
| State and political subdivisions | 647,727           |    | 59,997              | 4,296                |    | 703,428                |               | 1.8%  | _   |
| Other foreign government         | <br>3,254,695     |    | 154,507             | <br>8,075            |    | 3,401,127              |               | 8.9%  | _   |
| Total fixed maturity securities  | \$<br>35,281,412  | \$ | 2,982,754           | \$<br>113,346        | \$ | 38,150,820             | 1             | 00.0% | \$ 275  |
|                                  |                   |    |                     |                      |    |                        |               |       |   |
| Non-redeemable preferred stock   | \$<br>41,553      | \$ | 479                 | \$<br>2,226          | \$ | 39,806                 |               | 39.7% |   |
| Other equity securities          | 61,288            |    | 479                 | 1,421                |    | 60,346                 |               | 60.3% |   |
| Total equity securities          | \$<br>102,841     | \$ | 958                 | \$<br>3,647          | \$ | 100,152                | 1             | 00.0% |   |
|                                  |                   |    |                     |                      |    |                        |               |       |   |

Other-than-

(USD thousands)

### Corporate Fixed Maturity Securities by Sector (Excludes Funds Withheld Portfolios)

March 31, 2018 December 31, 2017 Estimated Estimated Average Average Amortized Fair % of Credit Amortized Fair % of Credit Value Total Value Total Ratings (1) Cost Ratings (1) Cost Financial institutions Banking \$ 4,385,123 \$ 4,465,737 19.1% A-\$ 4,353,995 \$ 4,549,003 19.6% A-Brokerage/asset managers/exchanges 585,308 2.5% A 2.4% A-599,187 529,100 556,022 Finance companies 216.056 0.9% BBB+ 219,289 226,733 1.0% BBB+ 214,365 Insurance 1,984,981 2,040,431 8.7% A-1,864,357 1,989,990 8.6% A-REITs 719,496 727,600 3.1% BBB+ 714,489 738,979 3.2% BBB+ Other finance 359,717 359,717 1.5% A-296,655 302.047 1.3% A Total financial institutions \$ 8,250,681 \$ 8,407,037 35.8% \$ 7,977,885 \$ 36.1% 8,362,774 Industrials Basic \$ 1,219,813 \$ 1,245,316 5.3% BBB \$ 1,075,380 \$ 1,137,668 4.9% BBB Capital goods 1,165,409 1,170,796 5.0% BBB+ 1,151,629 1,202,609 5.2% BBB+ Communications 2,034,671 2,112,943 9.0% BBB 2,006,383 2,133,924 9.2% BBB Consumer cyclical 1,249,277 1,276,122 5.4% A-1,249,776 1,301,978 5.6% A-2,481,310 10.3% BBB+ Consumer noncyclical 2,565,564 10.9% BBB+ 2,243,126 2,396,115 1,858,469 1,934,989 1,994,951 8.6% BBB+ Energy 8.2% BBB+ 1,871,898 697.037 710.311 3.0% A 676.245 705.682 3.0% A Technology 4.8% A-Transportation 1,180,775 1,209,226 5.1% A-1,065,994 1,122,892 Other industrial 206,273 211,913 0.9% A-194,735 203,514 0.9% BBB+ Total industrials \$ 12,093,034 \$ 12,437,180 52.8% \$ 11,535,166 \$ 12,199,333 52.5% Utilities \$ 1,895,245 \$ 1,977,401 8.4% A-\$ 1,818,459 \$ 1,951,774 8.4% A-Electric 358,668 377,624 1.6% A-354,958 381,873 1.6% A-Natural gas Other utility 293,357 321,227 1.4% BBB+ 280,335 315,214 1.4% BBB+ 2,547,270 2.676.252 11.4% 2.453.752 \$ 2,648,861 11.4% Total utilities \$ \$ 22,890,985 \$ 23,520,469 100.0% \$ 21,966,803 \$ 23,210,968 100.0% Total BBB+ BBB+

<sup>(1)</sup> The Average Credit Rating designations are based on the ratings from nationally recognized statistical rating organizations (NRSRO), primarily those assigned by Moody's, S&P and Fitch.

(USD thousands)

### Ratings of Fixed Maturity Securities (Excludes Funds Withheld Portfolios)

|                     |                                 | Ma                | rch 31, 2018            |               | Dece              | mber 31, 2017           |               | Septe             | mber 30, 2017           | 7             | Ju                | ne 30, 2017             |               | Ma                | rch 31, 2017            |               |
|---------------------|---------------------------------|-------------------|-------------------------|---------------|-------------------|-------------------------|---------------|-------------------|-------------------------|---------------|-------------------|-------------------------|---------------|-------------------|-------------------------|---------------|
| NAIC<br>Designation | Rating<br>Agency<br>Designation | Amortized<br>Cost | Estimated<br>Fair Value | % of<br>Total |
| 1                   | AAA/AA/A                        | \$23,699,901      | \$25,416,105            | 67.0%         | \$23,534,574      | \$25,762,103            | 67.5%         | \$22,095,642      | \$23,989,873            | 66.0%         | \$22,039,025      | \$24,093,110            | 66.4%         | \$19,816,139      | \$21,521,758            | 65.8%         |
| 2                   | BBB                             | 10,502,621        | 10,816,607              | 28.5%         | 10,115,008        | 10,709,170              | 28.1%         | 10,233,331        | 10,792,989              | 29.7%         | 10,097,673        | 10,626,154              | 29.2%         | 9,159,294         | 9,571,666               | 29.3%         |
| 3                   | BB                              | 1,209,542         | 1,211,330               | 3.2%          | 1,139,200         | 1,173,639               | 3.1%          | 1,107,086         | 1,143,449               | 3.1%          | 1,140,073         | 1,167,968               | 3.2%          | 1,079,371         | 1,109,172               | 3.4%          |
| 4                   | В                               | 439,444           | 439,736                 | 1.2%          | 408,990           | 420,284                 | 1.1%          | 360,643           | 374,478                 | 1.0%          | 358,668           | 369,794                 | 1.0%          | 383,254           | 377,469                 | 1.2%          |
| 5                   | CCC                             | 45,617            | 43,929                  | 0.1%          | 78,143            | 79,747                  | 0.2%          | 86,984            | 74,093                  | 0.2%          | 94,473            | 79,662                  | 0.2%          | 91,245            | 105,749                 | 0.3%          |
| 6                   | In or near<br>default           | 16,580            | 17,553                  | %             | 5,497             | 5,877                   | %             | 6,282             | 6,860                   | %             | 8,422             | 8,738                   | %             | 11,264            | 8,979                   | %             |
|                     | Total                           | \$35,913,705      | \$37,945,260            | 100.0%        | \$35,281,412      | \$38,150,820            | 100.0%        | \$33,889,968      | \$36,381,742            | 100.0%        | \$33,738,334      | \$36,345,426            | 100.0%        | \$30,540,567      | \$32,694,793            | 100.0%        |

<sup>(1)</sup> Structured securities held by the Company's insurance subsidiaries that maintain the NAIC statutory basis of accounting that meet the definition of SSAP No. 43R utilize the NAIC rating methodology.

All other securities will continue to utilize the NRSRO ratings, as available, or equivalent rating based on information from the NAIC.

### **Structured Fixed Maturity Securities**

|            |    | March 3           | 1, 20 | 018                     | December          | 31, | , 2017                  | Septembe          | r 30 | , 2017                  | June 30           | ), 20 | )17                     | March 3           | 1, 2 | 017                     |
|------------|----|-------------------|-------|-------------------------|-------------------|-----|-------------------------|-------------------|------|-------------------------|-------------------|-------|-------------------------|-------------------|------|-------------------------|
|            | A  | Amortized<br>Cost |       | Estimated<br>Fair Value | Amortized<br>Cost |     | Estimated<br>Fair Value | Amortized<br>Cost |      | Estimated<br>Fair Value | Amortized<br>Cost |       | Estimated<br>Fair Value | Amortized<br>Cost |      | Estimated<br>Fair Value |
| RMBS       |    |                   |       |                         |                   |     |                         |                   |      |                         |                   |       |                         |                   |      |                         |
| Agency     | \$ | 861,908           | \$    | 861,214                 | \$<br>878,559     | \$  | 896,977                 | \$<br>891,508     | \$   | 917,589                 | \$<br>784,648     | \$    | 813,463                 | \$<br>584,067     | \$   | 608,066                 |
| Non-agency |    | 929,099           |       | 925,934                 | 816,567           |     | 822,903                 | 753,871           |      | 761,716                 | 720,826           |       | 725,836                 | 697,104           |      | 695,811                 |
| Total      |    | 1,791,007         |       | 1,787,148               | 1,695,126         |     | 1,719,880               | 1,645,379         |      | 1,679,305               | 1,505,474         |       | 1,539,299               | 1,281,171         |      | 1,303,877               |
| CMBS       |    | 1,281,452         |       | 1,281,933               | 1,285,594         |     | 1,303,387               | 1,293,296         |      | 1,313,322               | 1,558,035         |       | 1,582,028               | 1,272,020         |      | 1,289,338               |
| ABS        |    | 1,727,810         |       | 1,734,722               | 1,634,758         |     | 1,648,362               | 1,680,918         |      | 1,694,568               | 1,630,499         |       | 1,641,841               | 1,379,251         |      | 1,380,590               |
| Total      | \$ | 4,800,269         | \$    | 4,803,803               | \$<br>4,615,478   | \$  | 4,671,629               | \$<br>4,619,593   | \$   | 4,687,195               | \$<br>4,694,008   | \$    | 4,763,168               | \$<br>3,932,442   | \$   | 3,973,805               |

<sup>(2)</sup> The Rating Agency Designation includes all "+" or "-" at that rating level (e. g. 'BBB' includes 'BBB+', 'BBB', and 'BBB-').

(USD thousands)

### **Gross Unrealized Losses Aging**

### **Fixed Maturity Securities**

|                                       | March 31                      | , 2018        | December                      | 31, 2017      | September                     | r 30, 2017    | June 30                       | 0, 2017       | March 3                       | 1, 2017       |
|---------------------------------------|-------------------------------|---------------|-------------------------------|---------------|-------------------------------|---------------|-------------------------------|---------------|-------------------------------|---------------|
|                                       | Gross<br>Unrealized<br>Losses | % of<br>Total |
| Less than 20%                         | \$ 358,873                    | 94.1%         | \$ 110,508                    | 94.5%         | \$ 135,907                    | 83.3%         | \$ 147,319                    | 82.4%         | \$ 245,923                    | 88.6%         |
| 20% or more for less than six months  | 20,232                        | 5.3%          | _                             | %             | 3,407                         | 2.1%          | 5,051                         | 2.8%          | 4,113                         | 1.5%          |
| 20% or more for six months or greater | 2,360                         | 0.6%          | 2,838                         | 2.4%          | 19,490                        | 11.9%         | 20,073                        | 11.2%         | 21,164                        | 7.6%          |
| Total                                 | \$ 381,465                    | 100.0%        | \$ 113,346                    | 96.9%         | \$ 158,804                    | 97.3%         | \$ 172,443                    | 96.4%         | \$ 271,200                    | 97.7%         |

### **Equity Securities** (1)

|                                       | Decer                        | nber 31, 2017 | Septembe                      | er 30, 2017   | June 3                        | 0, 2017       | March 3                       | 31, 2017      |
|---------------------------------------|------------------------------|---------------|-------------------------------|---------------|-------------------------------|---------------|-------------------------------|---------------|
|                                       | Gross<br>Unrealize<br>Losses |               | Gross<br>Unrealized<br>Losses | % of<br>Total | Gross<br>Unrealized<br>Losses | % of<br>Total | Gross<br>Unrealized<br>Losses | % of<br>Total |
| Less than 20%                         | \$ 2,9                       | 58 2.5%       | \$ 4,406                      | 2.7%          | \$ 3,443                      | 1.8%          | \$ 5,717                      | 2.1%          |
| 20% or more for less than six months  | 6                            | 89 0.6%       | <u> </u>                      | %             | 2,542                         | 1.4%          | _                             | %             |
| 20% or more for six months or greater |                              |               | <u> </u>                      | %             | 653                           | 0.4%          | 688                           | 0.2%          |
| Total                                 | \$ 3,6                       | 3.1%          | \$ 4,406                      | 2.7%          | \$ 6,638                      | 3.6%          | \$ 6,405                      | 2.3%          |

<sup>(1)</sup> Effective January 1, 2018, the Company adopted ASU 2016-01. For additional information see the '2018 Notes' section on page 2.

(USD thousands)

## Fixed Maturity Securities Below Amortized Cost(1) (Excludes Funds Withheld Portfolios)

As of March 31, 2018

|   |    |                       | 119 01 1141 01 01) 2010 |                          |    |                         |                            |              |       |                         |     |                          |  |
|---|----|-----------------------|-------------------------|--------------------------|----|-------------------------|----------------------------|--------------|-------|-------------------------|-----|--------------------------|--|
|   |    | Less than             | 12 m                    | onths                    |    | Equal to or greate      | r tha                      | an 12 months | Total |                         |     |                          |  |
|   | Es | timated Fair<br>Value | Gro                     | oss Unrealized<br>Losses |    | Estimated Fair<br>Value | Gross Unrealized<br>Losses |              | ]     | Estimated Fair<br>Value | Gro | oss Unrealized<br>Losses |  |
| Investment grade securities:            |    |                       |                         |                          |    |                         |                            |              |       |                         |     |                          |  |
| Corporate                               | \$ | 7,282,079             | \$                      | 155,541                  | \$ | 883,699                 | \$                         | 46,908       | \$    | 8,165,778               | \$  | 202,449                  |  |
| Canadian governments                    |    | 39,192                |                         | 390                      |    | 109,552                 |                            | 2,536        |       | 148,744                 |     | 2,926                    |  |
| RMBS                                    |    | 897,255               |                         | 19,899                   |    | 225,288                 |                            | 7,575        |       | 1,122,543               |     | 27,474                   |  |
| ABS                                     |    | 612,053               |                         | 7,001                    |    | 114,605                 |                            | 2,423        |       | 726,658                 |     | 9,424                    |  |
| CMBS                                    |    | 538,464               |                         | 8,026                    |    | 103,447                 |                            | 4,210        |       | 641,911                 |     | 12,236                   |  |
| U.S. government                         |    | 488,095               |                         | 16,856                   |    | 744,844                 |                            | 42,558       |       | 1,232,939               |     | 59,414                   |  |
| State and political subdivisions        |    | 135,158               |                         | 3,331                    |    | 67,949                  |                            | 4,685        |       | 203,107                 |     | 8,016                    |  |
| Other foreign government                |    | 746,485               |                         | 15,575                   |    | 191,446                 |                            | 5,000        |       | 937,931                 |     | 20,575                   |  |
| Total investment grade securities       | \$ | 10,738,781            | \$                      | 226,619                  | \$ | 2,440,830               | \$                         | 115,895      | \$    | 13,179,611              | \$  | 342,514                  |  |
|   |    |                       |                         |                          |    |                         |                            |              |       |                         |     |                          |  |
| Below investment grade securities:      |    |                       |                         |                          |    |                         |                            |              |       |                         |     |                          |  |
| Corporate                               | \$ | 452,086               | \$                      | 29,597                   | \$ | 46,976                  | \$                         | 8,337        | \$    | 499,062                 | \$  | 37,934                   |  |
| Canadian governments                    |    | 1,900                 |                         | 114                      |    | _                       |                            | _            |       | 1,900                   |     | 114                      |  |
| RMBS                                    |    | _                     |                         | _                        |    | 1,272                   |                            | 25           |       | 1,272                   |     | 25                       |  |
| ABS                                     |    | _                     |                         | _                        |    | 1,173                   |                            | 47           |       | 1,173                   |     | 47                       |  |
| Other foreign government                |    | 57,385                |                         | 662                      |    | 12,045                  |                            | 169          |       | 69,430                  |     | 831                      |  |
| Total below investment grade securities | \$ | 511,371               | \$                      | 30,373                   | \$ | 61,466                  | \$                         | 8,578        | \$    | 572,837                 | \$  | 38,951                   |  |
| Total fixed maturity securities         | \$ | 11,250,152            | \$                      | 256,992                  | \$ | 2,502,296               | \$                         | 124,473      | \$    | 13,752,448              | \$  | 381,465                  |  |
|   |    |                       |                         |                          |    |                         |                            |              |       |                         |     |                          |  |

<sup>(1)</sup> Effective January 1, 2018, the Company adopted ASU 2016-01. For additional information see the '2018 Notes" section on page 2.

(USD thousands)

## Fixed Maturity and Equity Securities Below Amortized Cost (Excludes Funds Withheld Portfolios)

As of December 31, 2017

| AS 01 December 31, 2017 |                            |                                      |  |   |   |   |  |   |  |  |  |  |
|-------------------------|----------------------------|--------------------------------------|--|---|---|---|--|---|--|--|--|--|
|                         | Less than                  | 12 mor                               | nths   | E   | Equal to or greate  | r tha   | n 12 months  | Total   |  |  |  |  |
| Es                      | stimated Fair<br>Value     | Gross Unrealized<br>Losses           |  | Е   | Estimated Fair<br>Value   | Gro   | oss Unrealized<br>Losses   | Estimated Fair Value  |  | Gro  | ss Unrealized<br>Losses  |  |
|                         |                            |                                      |  |   | _   |   | _  |   | _  |  |  |  |
| \$                      | 1,886,212                  | \$                                   | 17,099   | \$  | 1,009,750   | \$  | 28,080   | \$  | 2,895,962  | \$   | 45,179   |  |
|                         | 18,688                     |                                      | 91   |   | 111,560   |   | 1,596  |   | 130,248  |  | 1,687  |  |
|                         | 566,699                    |                                      | 5,852  |   | 224,439   |   | 6,004  |   | 791,138  |  | 11,856   |  |
|                         | 434,274                    |                                      | 2,707  |   | 168,524   |   | 2,434  |   | 602,798  |  | 5,141  |  |
|                         | 220,401                    |                                      | 1,914  |   | 103,269   |   | 2,920  |   | 323,670  |  | 4,834  |  |
|                         | 800,298                    |                                      | 6,177  |   | 767,197   |   | 15,756   |   | 1,567,495  |  | 21,933   |  |
|                         | 43,510                     |                                      | 242  |   | 68,666  |   | 4,054  |   | 112,176  |  | 4,296  |  |
|                         | 369,717                    |                                      | 2,707  |   | 191,265   |   | 4,704  |   | 560,982  |  | 7,411  |  |
| \$                      | 4,339,799                  | \$                                   | 36,789   | \$  | 2,644,670   | \$  | 65,548   | \$  | 6,984,469  | \$   | 102,337  |  |
|                         |                            |                                      |  |   |   |   |  |   |  |  |  |  |
| \$                      | 194,879                    | \$                                   | 3,317  | \$  | 75,731  | \$  | 6,933  | \$  | 270,610  | \$   | 10,250   |  |
|                         | 1,995                      |                                      | 20   |   | _   |   | _  |   | 1,995  |  | 20   |  |
|                         | _                          |                                      | _  |   | 1,369   |   | 22   |   | 1,369  |  | 22   |  |
|                         | _                          |                                      | _  |   | 1,489   |   | 53   |   | 1,489  |  | 53   |  |
|                         | 28,600                     |                                      | 113  |   | 15,134  |   | 551  |   | 43,734   |  | 664  |  |
| \$                      | 225,474                    | \$                                   | 3,450  | \$  | 93,723  | \$  | 7,559  | \$  | 319,197  | \$   | 11,009   |  |
| \$                      | 4,565,273                  | \$                                   | 40,239   | \$  | 2,738,393   | \$  | 73,107   | \$  | 7,303,666  | \$   | 113,346  |  |
|                         |                            |                                      |  |   |   |   |  |   |  |  |  |  |
| \$                      | 82                         | \$                                   | 1  | \$  | 26,471  | \$  | 2,225  | \$  | 26,553   | \$   | 2,226  |  |
|                         |                            | •                                    |  |   |   | •   | 398  | \$  |  | \$   | 1,421  |  |
| \$                      | 5,902                      | \$                                   | 1,024  | \$  |   | \$  | 2,623  | \$  | 79,624   | \$   | 3,647  |  |
|                         | \$<br>\$<br>\$<br>\$<br>\$ | ## Stimated Fair Value  \$ 1,886,212 | Estimated Fair Value  \$ 1,886,212 \$ 18,688   566,699   434,274   220,401   800,298   43,510   369,717   \$ 4,339,799 \$ \$   \$ 194,879 \$ 1,995   — | Value         Losses           \$ 1,886,212         \$ 17,099           18,688         91           566,699         5,852           434,274         2,707           220,401         1,914           800,298         6,177           43,510         242           369,717         2,707           \$ 4,339,799         \$ 36,789           \$ 194,879         \$ 3,317           1,995         20           —         —           28,600         113           \$ 225,474         \$ 3,450           \$ 4,565,273         \$ 40,239           \$ 82         \$ 1           5,820         1,023 | Estimated Fair Value         Gross Unrealized Losses         Estimated Fair Losses           \$ 1,886,212         \$ 17,099         \$ 18,688         91           \$ 566,699         5,852         434,274         2,707           \$ 220,401         1,914         800,298         6,177           \$ 43,510         242         369,717         2,707           \$ 4,339,799         \$ 36,789         \$           \$ 194,879         \$ 3,317         \$           \$ 1,995         20         —           —         —         —           28,600         113         \$           \$ 225,474         \$ 3,450         \$           \$ 4,565,273         \$ 40,239         \$           \$ 5,820         1,023 | Estimated Fair Value         Gross Unrealized Losses         Estimated Fair Value           \$ 1,886,212         \$ 17,099         \$ 1,009,750           18,688         91         111,560           566,699         5,852         224,439           434,274         2,707         168,524           220,401         1,914         103,269           800,298         6,177         767,197           43,510         242         68,666           369,717         2,707         191,265           \$ 4,339,799         \$ 36,789         \$ 2,644,670           \$ 194,879         \$ 3,317         \$ 75,731           1,995         20         —           —         —         1,369           —         —         1,489           28,600         113         15,134           \$ 225,474         \$ 3,450         \$ 93,723           \$ 4,565,273         \$ 40,239         \$ 2,738,393           \$ 82         1         \$ 26,471           5,820         1,023         47,251 | Estimated Fair Value         Gross Unrealized Losses         Estimated Fair Value         Gross Unrealized Union (State of State of S | Estimated Fair Value         Gross Unrealized Losses         Estimated Fair Value         Gross Unrealized Losses           \$ 1,886,212         \$ 17,099         \$ 1,009,750         \$ 28,080           18,688         91         111,560         1,596           566,699         5,852         224,439         6,004           434,274         2,707         168,524         2,434           220,401         1,914         103,269         2,920           800,298         6,177         767,197         15,756           43,510         242         68,666         4,054           369,717         2,707         191,265         4,704           \$ 4,339,799         \$ 36,789         \$ 2,644,670         \$ 65,548           \$ 194,879         \$ 3,317         \$ 75,731         \$ 6,933           1,995         20         —         —           —         —         1,369         22           —         —         1,489         53           28,600         113         15,134         551           \$ 225,474         \$ 3,450         \$ 93,723         \$ 7,559           \$ 4,565,273         \$ 40,239         \$ 2,738,393         \$ 73,107 | Estimated Fair Value         Gross Unrealized Losses         Estimated Fair Value         Estimated Fair Value         Gross Unrealized Losses         Estimated Fair Value         Estimated Fair Value         Gross Unrealized Losses         Estimated Fair Value         Estimated Fair Value | Estimated Fair Value         Gross Unrealized Losses         Estimated Fair Value         Gross Unrealized Losses         Estimated Fair Value           \$ 1,886,212         \$ 17,099         \$ 1,009,750         \$ 28,080         \$ 2,895,962           18,688         91         111,560         1,596         130,248           566,699         5,852         224,439         6,004         791,138           434,274         2,707         168,524         2,434         602,798           220,401         1,914         103,269         2,920         323,670           800,298         6,177         767,197         15,756         1,567,495           43,510         242         68,666         4,054         112,176           369,717         2,707         191,265         4,704         560,982           \$ 4,339,799         \$ 36,789         \$ 2,644,670         \$ 65,548         6,984,469           \$ 194,879         \$ 3,317         \$ 75,731         \$ 6,933         \$ 270,610           \$ 1,995         20         —         —         1,995           \$ 20         —         —         1,369           \$ 28,600         113         15,134         551         43,734           \$ 225,47 | Estimated Fair Value         Gross Unrealized Losses         Estimated Fair Value         Gross Unrealized Losses         Estimated Fair Value         Gross Unrealized Losses           \$ 1,886,212         \$ 17,099         \$ 1,009,750         \$ 28,080         \$ 2,895,962         \$ 18,688         \$ 91         \$ 111,560         \$ 1,596         \$ 130,248         \$ 130,248         \$ 18,688         \$ 91         \$ 111,560         \$ 1,596         \$ 130,248         \$ 1,596         \$ 130,248         \$ 1,596         \$ 130,248         \$ 1,596         \$ 130,248         \$ 1,596         \$ 130,248         \$ 1,596         \$ 130,248         \$ 1,596         \$ 130,248         \$ 1,596         \$ 130,248 </td |  |

(USD thousands)

### **Consolidated Investment Related Gains and Losses**

|  | Three Months Ended |         |       |         |       |        |    |                |    |                  | Current Qtr   |        |
|--|--------------------|---------|-------|---------|-------|--------|----|----------------|----|------------------|---------------|--------|
|  | Marcl<br>20        |         | Dec.  |         | Sept. |        |    | ne 30,<br>2017 |    | arch 31,<br>2017 | vs. I<br>Quar | PY     |
| Fixed maturity securities avail. for sale (1):                     |                    |         |       |         |       |        |    |                |    |                  |               |        |
| Other-than-temporary impairment losses on fixed maturities         | \$                 | _       | \$ (2 | 21,659) | \$    | (390)  | \$ | (3,401)        | \$ | (17,189)         | \$ 17         | 7,189  |
| Gain on investment activity  | 1                  | 0,966   | 1     | 8,935   | 1     | 9,512  |    | 54,206         |    | 17,893           | (6            | 6,927) |
| Loss on investment activity  | (2                 | 20,380) | (1    | 0,751)  | (     | 7,593) |    | (10,297)       |    | (8,687)          | (1            | 1,693) |
| Net gains (losses) on fixed maturity securities available for sale | (                  | (9,414) | (1    | 3,475)  | 1     | 1,529  |    | 40,508         |    | (7,983)          | (1            | 1,431) |
| Net gains (losses) on equity securities                            | (                  | (5,059) |       | (530)   |       | (964)  |    | (160)          |    | (3,876)          | (1            | 1,183) |
| Other impairment losses and change in mortgage loan provision      |                    | (312)   |       | (277)   | (     | 2,446) |    | (6,675)        |    | (99)             |               | (213)  |
| Other non-derivative gains (losses), net                           |                    | 5,303   |       | 3,988   |       | 9,464  |    | 5,587          |    | 4,712            |               | 591    |
| Free-standing derivatives:   |                    |         |       |         |       |        |    |                |    |                  |               |        |
| Credit default swaps   |                    | (402)   |       | 2,744   |       | 4,137  |    | 3,879          |    | 7,358            | (7            | 7,760) |
| Interest rate swaps - non-hedged                                   | (2                 | 26,571) | (     | (1,040) |       | 641    |    | 14,289         |    | (2,612)          | (23           | 3,959) |
| Interest rate swaps - hedged                                       |                    | (15)    |       | 156     |       | (9)    |    | (3)            |    | (8)              |               | (7)    |
| Foreign currency swaps - hedged (2)                                |                    | 2,373   |       | 1,216   |       | 220    |    | (487)          |    | 1,031            |               | 1,342  |
| Futures  |                    | 129     |       | (8,053) | (     | 8,890) |    | (6,442)        |    | (12,775)         |               | 2,904  |
| CPI swaps  |                    | 2,186   |       | (2,289) |       | 220    |    | (4)            |    | (5)              |               | 2,191  |
| Equity options   |                    | 2,593   | (     | (8,196) | (     | 8,295) |    | (9,273)        |    | (17,189)         | 19            | 9,782  |
| Currency forwards  |                    | 323     |       | 14      |       | 24     |    | (351)          |    | 904              |               | (581)  |
| Bond forwards  |                    |         |       | 633     |       | 183    |    | (41)           |    |                  |               |        |
| Total free-standing derivatives                                    | (1                 | 9,384)  | (1    | 4,815)  | (1    | 1,769) |    | 1,567          |    | (23,296)         | 3             | 3,912  |
| Embedded derivatives:  |                    |         |       |         |       |        |    |                |    |                  |               |        |
| Modified coinsurance and funds withheld treaties                   | 1                  | 3,611   | 3     | 37,870  | 2     | 3,044  |    | 15,108         |    | 68,702           | (55           | 5,091) |
| GMXB   |                    | 4,785   |       | 5,648   |       | 6,205) |    | 360            |    | 22,363           |               | 7,578) |
| Total embedded derivatives   | 2                  | 28,396  | 5     | 53,518  | 1     | 6,839  |    | 15,468         |    | 91,065           | (62           | 2,669) |
| Net gain (loss) on total derivatives                               |                    | 9,012   | 3     | 38,703  |       | 5,070  |    | 17,035         |    | 67,769           | (58           | 8,757) |
| Total investment related gains (losses), net                       | \$                 | (470)   | \$ 2  | 28,409  | \$ 2  | 2,653  | \$ | 56,295         | \$ | 60,523           | \$ (60        | 0,993) |

<sup>(1)</sup> Effective January 1, 2018, the Company adopted ASU 2016-01. For additional information see the '2018 Notes' section on page 2.

<sup>(2)</sup> The Company recognizes gains and losses on derivatives and the related hedged items in fair value hedges within net gains (losses) on total derivatives.



## Reinsurance Group of America, Incorporated®

### **Appendix**

**Reconciliations of GAAP to Non-GAAP Measures** 

## Reinsurance Group of America, Incorporated Reconciliations of GAAP Income to Adjusted Operating Income

(USD thousands)

|   | Three Months Ended  |          |    |          |    |                    |    |          |    |          | Current Qtr |          |
|---|---|----------|----|----------|----|--------------------|----|----------|----|----------|-------------|----------|
|   | March 31, 2018         Dec. 31, 2017           \$ 2,892         \$ 92,368         \$ 10           \$ 1,693         \$ 1,420         \$ 1,209         \$ 93,782         \$ \$ 2,027         \$ 13,824           \$ 47,262         \$ 80,810         \$ 26,027         \$ 13,824         \$ 11,918         \$ (39,290)         \$ (14,785)         \$ (15,648)         \$ (15,648)         \$ (10,315)         \$ (3,042)         \$ (28,563)         \$ (3,595)         \$ 21,324         \$ 22,230         \$ 21,324         \$ 22,230         \$ 20,159         \$ 21,085         \$ 20,159         \$ 21,085         \$ 20,037         \$ 3,818         \$ (13,611)         \$ (37,870)         \$ (14,785)         \$ (15,648)         \$ (10,315)         \$ (3,042)         \$ (28,563)         \$ (3,595)         \$ 21,324         \$ 22,230 <td></td> <td colspan="4">Sept. 30, June 30,</td> <td>arch 31,</td> <td>V</td> <td>s. PY</td> |          |    |          |    | Sept. 30, June 30, |    |          |    | arch 31, | V           | s. PY    |
|   |   | 2018     |    | 2017     |    | 2017               | _  | 2017     |    | 2017     | _Q          | uarter   |
| U.S. & Latin America Traditional                  |   |          |    |          |    |                    |    |          |    |          |             |          |
| Income before income taxes                        | \$  |          | \$ |          | \$ |                    | \$ | 9        | \$ | 29,960   | \$          | (27,068) |
| Investment and derivative (gains) losses (1)      |   | 10       |    | (6)      |    | 8                  |    | (1)      |    | _        |             | 10       |
| Change in value of modified coinsurance and       |   |          |    |          |    |                    |    |          |    |          |             |          |
| funds withheld embedded derivatives (1)           |   |          |    |          |    | 1,495              |    | 654      |    | (1,964)  |             | 271      |
| Adjusted operating income before income taxes     | \$  | 1,209    | \$ | 93,782   | \$ | 162,015            | \$ | 91,247   | \$ | 27,996   | <u>\$</u>   | (26,787) |
| U.S. & Latin America Asset Intensive              |   |          |    |          |    |                    |    |          |    |          |             |          |
| Income before income taxes                        | \$  | 47,262   | \$ | 80,810   | \$ | 67,126             | \$ | 87,002   | \$ | 85,770   | \$          | (38,508) |
| Investment and derivative (gains) losses (1)      |   | 26,027   |    | 13,824   |    | 5,502              |    | (16,504) |    | 31,330   |             | (5,303)  |
| Change in value of modified coinsurance and       |   |          |    |          |    |                    |    |          |    |          |             |          |
| funds withheld embedded derivatives (1)           |   | (11,918) |    | (39,290) |    | (24,539)           |    | (15,762) |    | (66,738) |             | 54,820   |
| GMXB embedded derivatives (1)                     |   | (14,785) |    | (15,648) |    | 6,205              |    | (360)    |    | (22,363) |             | 7,578    |
| Funds withheld (gains) losses- investment income  |   | 10,315   |    | (3,042)  |    | (7,191)            |    | (4,010)  |    | (744)    |             | 11,059   |
| EIA embedded derivatives - interest credited      |   | (28,563) |    | (3,595)  |    | (1,367)            |    | (7,340)  |    | (27,958) |             | (605)    |
| DAC offset, net                                   |   | 21,324   |    | 22,230   |    | 26,845             |    | 6,865    |    | 52,340   |             | (31,016) |
| Adjusted operating income before income taxes     | \$  | 49,662   | \$ | 55,289   | \$ | 72,581             | \$ | 49,891   | \$ | 51,637   | \$          | (1,975)  |
| U.S. & Latin America Financial Reinsurance        |   |          |    |          |    |                    |    |          |    |          |             |          |
| Income before income taxes                        | \$  |          |    |          | \$ |                    | \$ |          | \$ | 17,816   | \$          | 2,343    |
| Adjusted operating income before income taxes     | \$  | 20,159   | \$ | 21,085   | \$ | 21,992             | \$ | 19,983   | \$ | 17,816   | \$          | 2,343    |
| Total U.S. & Latin America                        |   |          |    |          |    |                    |    |          |    |          |             |          |
| Income before income taxes                        | \$  | ,        | \$ |          | \$ | 249,630            | \$ | 197,579  | \$ | 133,546  | \$          | (63,233) |
| Investment and derivative (gains) losses (1)      |   | 26,037   |    | 13,818   |    | 5,510              |    | (16,505) |    | 31,330   |             | (5,293)  |
| Change in value of modified coinsurance and       |   |          |    |          |    |                    |    |          |    |          |             |          |
| funds withheld embedded derivatives (1)           |   | (13,611) |    | (37,870) |    | (23,044)           |    | (15,108) |    | (68,702) |             | 55,091   |
| GMXB embedded derivatives (1)                     |   | (14,785) |    | (15,648) |    | 6,205              |    | (360)    |    | (22,363) |             | 7,578    |
| Funds withheld (gains) losses - investment income |   | 10,315   |    | (3,042)  |    | (7,191)            |    | (4,010)  |    | (744)    |             | 11,059   |
| EIA embedded derivatives - interest credited      |   | (28,563) |    | (3,595)  |    | (1,367)            |    | (7,340)  |    | (27,958) |             | (605)    |
| DAC offset, net                                   |   | 21,324   |    | 22,230   |    | 26,845             |    | 6,865    |    | 52,340   |             | (31,016) |
| Adjusted operating income before income taxes     | \$  | 71,030   | \$ | 170,156  | \$ | 256,588            | \$ | 161,121  | \$ | 97,449   | \$          | (26,419) |

 $<sup>(1) \</sup> Included \ in \ "Investment \ related \ gains \ (losses), \ net" \ on \ Consolidated \ GAAP \ Income \ Statement.$ 

## Reinsurance Group of America, Incorporated Reconciliations of GAAP Income to Adjusted Operating Income

(USD thousands)

|  | Three Months Ended                              |         |    |         |    |         |    |         |    |          |    | ent Qtr  |
|--|---|---------|----|---------|----|---------|----|---------|----|----------|----|----------|
|  | March 31, Dec. 31, Sept. 30, June 30, March 31, |         |    |         |    |         |    |         |    | arch 31, | VS | . PY     |
|  |   | 2018    |    | 2017    |    | 2017    |    | 2017    |    | 2017     | Qı | ıarter   |
| Canada Traditional   |   |         |    |         |    |         |    |         |    |          |    |          |
| Income before income taxes                                 | \$  | 23,707  | \$ | 39,265  | \$ | 28,789  | \$ | 32,836  | \$ | 19,328   | \$ | 4,379    |
| Investment and derivative (gains) losses (1)               |   | 1,873   |    | (556)   |    | (1,176) |    | (1,395) |    | (2,652)  |    | 4,525    |
| Funds withheld (gains) losses - investment income          |   | (23)    |    | (91)    |    | (252)   |    | (253)   |    | 90       |    | (113)    |
| Adjusted operating income before income taxes              | \$  | 25,557  | \$ | 38,618  | \$ | 27,361  | \$ | 31,188  | \$ | 16,766   | \$ | 8,791    |
|  |   |         |    |         |    |         |    |         |    |          |    |          |
| Canada Financial Solutions                                 | ф   | 2.101   | Φ. |         | Φ. |         | ф  |         | Φ. | 2.502    | Φ. | (404)    |
| Income before income taxes                                 | \$  | 3,191   | \$ |         | \$ |         | \$ | 4,425   | \$ | 3,592    | \$ | (401)    |
| Adjusted operating income before income taxes              | \$  | 3,191   | \$ | 4,154   | \$ | 4,472   | \$ | 4,425   | \$ | 3,592    | \$ | (401)    |
| Europe, Middle East and Africa Traditional                 |   |         |    |         |    |         |    |         |    |          |    |          |
| Income before income taxes                                 | \$  | 15,421  | \$ | 29,735  | \$ | 15,421  | \$ | 11,354  | \$ | 13,976   | \$ | 1,445    |
| Investment and derivative gains (1)                        |   | (9)     |    | (45)    |    |         |    | _       |    | (7)      |    | (2)      |
| Adjusted operating income before income taxes              | \$  | 15,412  | \$ | 29,690  | \$ | 15,421  | \$ | 11,354  | \$ | 13,969   | \$ | 1,443    |
| Europe, Middle East and Africa Financial Solutions         |   |         |    |         |    |         |    |         |    |          |    |          |
| Income before income taxes                                 | \$  | 39,164  | \$ | 31,738  | \$ | 30,953  | \$ | 28,905  | \$ | 31,918   | \$ | 7,246    |
| Investment and derivative (gains) losses (1)               |   | (3,352) |    | 2,738   |    | (1,192) |    | (2,458) |    | (4,575)  |    | 1,223    |
| Investment (income) loss on unit-linked variable annuities |   | 2,652   |    | (4,781) |    | (2,475) |    | 291     |    | (4,113)  |    | 6,765    |
| Interest credited on unit-linked variable annuities        |   | (2,652) |    | 4,781   |    | 2,475   |    | (291)   |    | 4,113    |    | (6,765)  |
| Non-investment derivatives                                 |   | 76      |    | 41      |    | (93)    |    | 84      |    | 132      |    | (56)     |
| Adjusted operating income before income taxes              | \$  | 35,888  | \$ | 34,517  | \$ | 29,668  | \$ | 26,531  | \$ | 27,475   | \$ | 8,413    |
| Asia Pacific Traditional                                   |   |         |    |         |    |         |    |         |    |          |    |          |
| Income before income taxes                                 | \$  | 22,887  | \$ | 27,212  | \$ | 26,564  | \$ | 53,322  | \$ | 41,688   | \$ | (18,801) |
| Investment and derivative (gains) losses (1)               | Ψ   | (5)     | Ψ  | 15      | ψ  | 20,304  | Ψ  | 33,322  | Ψ  | 41,000   | Ψ  | (5)      |
| Adjusted operating income before income taxes              | •   | 22,882  | \$ | 27,227  | \$ | 26,564  | •  | 53,322  | \$ | 41,688   | •  | (18,806) |
| Adjusted operating income before income taxes              | Ψ   | 22,002  | Ψ  | 21,221  | Ψ  | 20,304  | Ψ  | 33,322  | Ψ  | 41,000   | Ψ  | (10,000) |
| Asia Pacific Financial Solutions                           |   |         |    |         |    |         |    |         |    |          |    |          |
| Income (loss) before income taxes                          | \$  | 4,021   | \$ | 2,110   | \$ | (229)   | \$ | 5,377   | \$ | 5,872    | \$ | (1,851)  |
| Investment and derivative (gains) losses (1)               |   | (2,743) |    | (1,408) |    | (16)    |    | (2,750) |    | (6,324)  |    | 3,581    |
| Adjusted operating income (loss) before income taxes       | \$  | 1,278   | \$ | 702     | \$ | (245)   | \$ | 2,627   | \$ | (452)    | \$ | 1,730    |

<sup>(1)</sup> Included in "Investment related gains (losses), net" on Consolidated GAAP Income Statement.

## Reinsurance Group of America, Incorporated Reconciliations of GAAP Income to Adjusted Operating Income

(USD thousands)

|  | Three Months Ended |                  |                   |                  |                   |                   |  |  |  |  |  |
|--|--------------------|------------------|-------------------|------------------|-------------------|-------------------|--|--|--|--|--|
|  | March 31,<br>2018  | Dec. 31,<br>2017 | Sept. 30,<br>2017 | June 30,<br>2017 | March 31,<br>2017 | vs. PY<br>Quarter |  |  |  |  |  |
| Corporate and Other  |                    |                  |                   |                  |                   |                   |  |  |  |  |  |
| Income (loss) before income taxes                          | \$ (40,779)        | \$ (72,983)      | \$ (15,438)       | \$ 5,517         | \$ (42,076)       | \$ 1,297          |  |  |  |  |  |
| Investment and derivative (gains) losses (1)               | 9,842              | 13,346           | (6,239)           | (14,990)         | 15,500            | (5,658)           |  |  |  |  |  |
| Non-investment derivatives                                 |                    |                  | (9)               | (26)             | (26)              | 26                |  |  |  |  |  |
| Adjusted operating income (loss) before income taxes       | \$ (30,937)        | \$ (59,637)      | \$ (21,686)       | \$ (9,499)       | \$ (26,602)       | \$ (4,335)        |  |  |  |  |  |
|  |                    |                  |                   |                  |                   |                   |  |  |  |  |  |
| <u>Consolidated</u>  |                    |                  |                   |                  |                   |                   |  |  |  |  |  |
| Income before income taxes                                 | \$ 137,925         | \$ 255,494       | \$ 340,162        | \$ 339,315       | \$ 207,844        | \$ (69,919)       |  |  |  |  |  |
| Investment and derivative (gains) losses (1)               | 31,643             | 27,908           | (3,113)           | (38,098)         | 33,272            | (1,629)           |  |  |  |  |  |
| Change in value of modified coinsurance and                |                    |                  |                   |                  |                   |                   |  |  |  |  |  |
| funds withheld embedded derivatives (1)                    | (13,611)           | (37,870)         | (23,044)          | (15,108)         | (68,702)          | 55,091            |  |  |  |  |  |
| GMXB embedded derivatives (1)                              | (14,785)           | (15,648)         | 6,205             | (360)            | (22,363)          | 7,578             |  |  |  |  |  |
| Funds withheld (gains) losses - investment income          | 10,292             | (3,133)          | (7,443)           | (4,263)          | (654)             | 10,946            |  |  |  |  |  |
| EIA embedded derivatives - interest credited               | (28,563)           | (3,595)          | (1,367)           | (7,340)          | (27,958)          | (605)             |  |  |  |  |  |
| DAC offset, net  | 21,324             | 22,230           | 26,845            | 6,865            | 52,340            | (31,016)          |  |  |  |  |  |
| Investment (income) loss on unit-linked variable annuities | 2,652              | (4,781)          | (2,475)           | 291              | (4,113)           | 6,765             |  |  |  |  |  |
| Interest credited on unit-linked variable annuities        | (2,652)            | 4,781            | 2,475             | (291)            | 4,113             | (6,765)           |  |  |  |  |  |
| Non-investment derivatives                                 | 76                 | 41               | (102)             | 58               | 106               | (30)              |  |  |  |  |  |
| Adjusted operating income before income taxes              | \$ 144,301         | \$ 245,427       | \$ 338,143        | \$ 281,069       | \$ 173,885        | \$ (29,584)       |  |  |  |  |  |

<sup>(1)</sup> Included in "Investment related gains (losses), net" on Consolidated GAAP Income Statement.

## Reinsurance Group of America, Incorporated Reconciliations of Stockholders' Equity to Stockholders' Equity Excluding AOCI

(USD thousands except per share data)

|  |                 | ,               |                 |                 |                 |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|
|  | <br>March 31,   | Dec. 31,        | Sept. 30,       | June 30,        | March 31,       |
|  | <br>2018        | 2017            | 2017            | 2017            | 2017            |
|  |                 |                 |                 |                 |                 |
| Stockholders' equity                         | \$<br>9,008,261 | \$<br>9,569,535 | \$<br>8,097,118 | \$<br>7,971,155 | \$<br>7,420,030 |
| Less effect of AOCI:                         |                 |                 |                 |                 |                 |
| Accumulated currency translation adjustments | (87,510)        | (86,350)        | (104,456)       | (151,189)       | (194,754)       |
| Unrealized appreciation of securities        | 1,567,057       | 2,200,661       | 1,770,903       | 1,864,477       | 1,558,148       |
| Pension and postretirement benefits          | (51,151)        | (50,680)        | (40,690)        | (41,390)        | (42,239)        |
| Stockholders' equity, excluding AOCI         | \$<br>7,579,865 | \$<br>7,505,904 | \$<br>6,471,361 | \$<br>6,299,257 | \$<br>6,098,875 |

### Reconciliation of Book Value Per Share to Book Value Per Share Excluding AOCI

|   | March 31,<br>2018 | Dec. 31, Sept. 30, 2017 2017 |    |        | June 30,<br>2017 |        |    | March 31,<br>2017 |
|---|-------------------|------------------------------|----|--------|------------------|--------|----|-------------------|
| Book value per share outstanding                        | \$<br>139.64      | \$<br>148.48                 | \$ | 125.79 | \$               | 123.60 | \$ | 115.24            |
| Less effect of AOCI:                                    |                   |                              |    |        |                  |        |    |                   |
| Accumulated currency translation adjustments            | (1.36)            | (1.34)                       |    | (1.62) |                  | (2.34) |    | (3.02)            |
| Unrealized appreciation of securities                   | 24.29             | 34.14                        |    | 27.51  |                  | 28.91  |    | 24.20             |
| Pension and postretirement benefits                     | (0.78)            | (0.78)                       |    | (0.64) |                  | (0.65) |    | (0.66)            |
| Book value per share outstanding, before impact of AOCI | \$<br>117.49      | \$<br>116.46                 | \$ | 100.54 | \$               | 97.68  | \$ | 94.72             |