



# ANNUAL REPORT

NGL Insurance Company

2025



# Message from the CEO



## To our Policyholders, Partners and Communities,

As a mutual insurance holding company, we measure success differently. We are not driven by quarterly market expectations or shareholder returns, but by longer-term responsibility — keeping the promises we make to our policyholders and supporting the communities we serve. In 2025, that responsibility guided every decision we made.

Last year was one of continued change across the U.S. insurance industry. Economic uncertainty, evolving consumer expectations, and rapid technological advancement reshaped how insurance products are delivered and experienced. Yet amid these changes, one constant remained: families continue to seek stability, certainty, and dignity in planning for the future. This is especially true in the funeral preplanning (Preneed) insurance market, where our company's mission is most clearly realized

### Industry Trends Shaping 2025

The insurance landscape in 2025 was defined by several enduring trends.

Demographic change remains the most significant long-term driver of demand. As millions of Americans enter retirement age each year, the need for financial protection products that address longevity, legacy planning, and end-of-life expenses continues to grow.

At the same time, rising costs affected households nationwide. Inflation, particularly in funeral and burial expenses, reinforced the value of guaranteed benefits and advanced planning solutions. Consumers increasingly sought products that provide certainty in an uncertain economic environment.

The industry also continued its digital transformation. Technology is simplifying application processes, accelerating underwriting decisions, and improving service. For NGL, modernization is not about replacing personal relationships; it is about supporting agents, death care professionals, and service teams with tools so they can spend more time serving individuals and families.

### Strength in the Preneed Market

Preneed insurance continued to demonstrate resilience and steady growth throughout 2025. More families are choosing to plan for the end-of-life journey, recognizing the emotional relief and financial protection that advanced arrangements provide.

For policyholders, NGL's Preneed coverage offers peace of mind — the assurance that final wishes are documented and expenses are covered. For families, it reduces difficult decisions, allowing them to focus on celebrating a life and grieving a loss. For funeral service professionals, it provides continuity and confidence in delivering promised services.

Our company's focus on Preneed reflects both opportunity and purpose. This business is built on long-term relationships, consistent service and compassionate care. Unlike products influenced heavily by short-term market cycles, Preneed insurance rewards patience, stability, and careful stewardship — qualities that align naturally with NGL's mutual company philosophy.

*We provide families with stability and dignity*

During 2025, we strengthened partnerships, enhanced service capabilities, and continued refining products designed to remain simple, affordable, and accessible.

### Life Insurance, Employee Benefits and Long-Term Care Markets

Founded as a life insurance company, we value and serve our customers who count on the security of our policies. NGL continues to provide financial protection for medical health needs through Long-Term Care insurance, and Dental, Vision, and Hospital Indemnity employee benefits offerings. These products give additional protection for unexpected medical issues.

### Mutual Holding Company Conversion

National Guardian Life Insurance Company converted from a mutual insurance company to a mutual insurance holding company. Along with the conversion, our name changed to NGL Insurance Company to better reflect who we are today and opportunities for future growth. This transition modernized NGL's corporate structure to enable significant financial flexibility while preserving our mutual roots.

Being a mutual insurer shapes how we navigate changing markets. Because our policyholders are also our owners, we prioritize financial strength, prudent growth, and sustainable pricing over short-term expansion. Our focus remained on protecting surplus, managing risk conservatively, and ensuring we are well positioned to meet obligations in the years to come.

We are proud of establishing the NGL Insurance Company Foundation in 2025 with an initial contribution of \$4.5 million. The Foundation will serve as the basis for NGL's philanthropic activities focused on our community, the death care industry and basic human services.

### Looking Ahead

As we move into 2026, we remain optimistic about the future for NGL and the Preneed insurance market, as well as our health product offerings. Demographic trends are durable, consumer awareness of advanced planning continues to rise, and the value of trusted relationships has never been clearer.

#### Our strategy remains straightforward:

- ◆ Serve policyholders with integrity and compassion.
- ◆ Support our distribution and funeral service partners.
- ◆ Maintain strong financial foundations.
- ◆ Modernize thoughtfully while preserving personal service.
- ◆ Grow responsibly for the long term.

Insurance is ultimately a promise — one that may not be fulfilled for years after it is made. Honoring that promise requires patience, discipline and trust. As a mutual company, we are privileged to carry that responsibility on behalf of our policyholders.

### Thank You

I extend my sincere gratitude to our policyholders, partners and employees for the confidence you place in us. Your trust allows us to continue our mission of helping families plan ahead, protecting their loved ones, and facing life's most difficult moments with dignity and peace of mind.

**Joe Celentano**  
President & CEO



# Financial Update



## Summary of Financial Position

Consolidated Statutory Basis (in millions)

<b>Assets</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>
Bonds	3,928	4,092	<b>4,267</b>
Mortgage Loans	180	185	<b>204</b>
Cash & Short-Term Investments	77	93	<b>127</b>
Other Invested Assets	455	436	<b>404</b>
Other Assets	290	323	<b>341</b>
<b>Total Assets</b>	<b>4,930</b>	<b>5,129</b>	<b>5,343</b>

<b>Liabilities</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>
Policyholder Liabilities	3,279	3,524	<b>3,745</b>
Other Liabilities	1,157	1,129	<b>1,133</b>
<b>Total Liabilities</b>	<b>4,436</b>	<b>4,653</b>	<b>4,878</b>

<b>Equity</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>
Capital & Surplus	494	476	<b>465</b>

<b>Risk-Based Capital</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>
Total Adjusted Capital	558	541	<b>532</b>
RBC Ratio	657%	615%	<b>603%</b>

## Summary of Operations

Consolidated Statutory Basis (in millions)

<b>Revenue</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>
Premiums & Considerations	568	670	<b>702</b>
Net Investment Income & Misc.	288	306	<b>296</b>
<b>Total Revenue</b>	<b>885</b>	<b>976</b>	<b>998</b>

<b>Expenses</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>
Policy Benefits	523	606	<b>602</b>
Commissions & Operating Expenses	313	353	<b>376</b>
<b>Total Expenses</b>	<b>836</b>	<b>959</b>	<b>978</b>

<b>Income</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>
Net Gain Before Income Taxes	19	17	<b>20</b>
Income Taxes	5	8	<b>6</b>
Net Gain from Operations	14	9	<b>14</b>
Capital Gains (Losses)	3	(7)	<b>(5)</b>
<b>Net Income</b>	<b>17</b>	<b>2</b>	<b>9</b>

*“Built on a century of disciplined growth and prudent decision-making, NGL’s strong financial position allows us to continue investing in technology and strategic initiatives that will deliver long-term value.”*

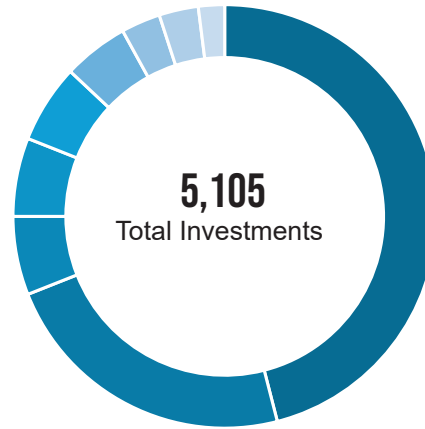
★ **Frank Robertson**  
Senior Vice President, Chief Financial Officer



# Financial Update cont.

## Investments by Asset Class (in millions)

- Corporate Bonds: 46%
- Private Placements: 23%
- Private Credit Alternatives: 6%
- Residential/Commercial Mortgage-Backed Securities: 6%
- Commercial Mortgage Loans: 6%
- Other Investment Grade Bonds: 5%
- Collateralized Loan Obligations: 3%
- Equity: 3%
- Cash: 2%



Safety and security for our policyholders is our primary focus. Our investments are managed for long-term success and stability, with an emphasis on a highly diversified portfolio of high-quality fixed income assets.

On December 31, 2025, Investment Grade Fixed Income assets accounted for 90% of NGL's total investments, with the balance of assets in Private Credit Alternatives (6%), Below Investment Grade Corporate Bonds (1%) and Equity (3%).

## Liabilities by Class (in millions)

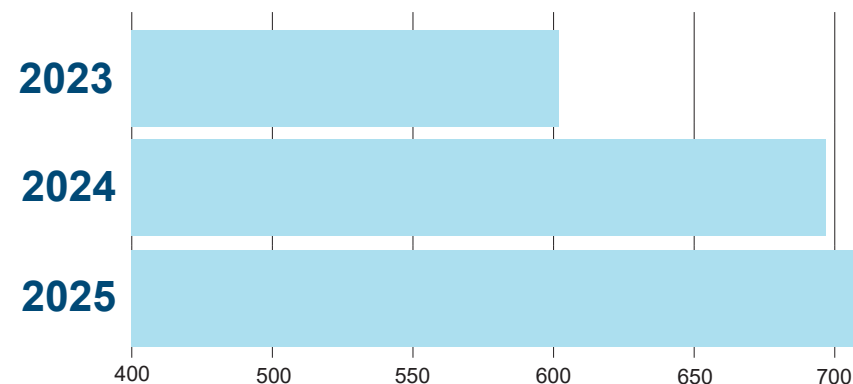
- Preneed: 3,194
- In Force Closed Blocks: 420
- Long-Term Care: 23
- Federal Home Loan Bank: 109
- Funds Withheld: 996
- Other Liabilities: 136



NGL's liabilities represent the amount that we set aside to pay for future claims or other promises, as measured on a statutory accounting basis.

## Preneed Sales

	2023	2024	2025
Preneed Sales Volume (in millions)	601	698	716



Record-breaking sales growth expanded our reach to serve more families than ever before.

# Stronger communities, long-term impact



At NGL, giving back is more than a responsibility, it's who we are as an organization. Giving back to the communities where we live and work is woven into our culture.

We have the privilege of supporting programs that ensure kids, older adults and families have food on their tables, grief support is offered to anyone experiencing the loss of a loved one and that resources are available to help communities thrive. We believe that collectively, each person and each donation, will contribute to a better future for all.

That belief is so strong we created the NGL Insurance Company Foundation. The Foundation provides greater structure, long-term impact and strategic alignment with NGL's values.



### 2025 Philanthropy

**\$150,000**  
raised for United Way of Dane County through events, employee pledges and corporate giving.

**\$70,000**  
value of technology equipment donated to Able-IT, a nonprofit that teaches recycling/refurbishing skills to high school students with disabilities.

**250**  
comfort and personal care kits assembled for the Red Cross to distribute to unhomed veterans.

**\$5,000**  
Supported the Community Foundation of the Texas Hill Country - Kerr County Flood Relief Fund.

### AREAS OF FOCUS

- 1 Community**  
Invest in meaningful impact locally.
- 2 Death Care Industry**  
Assist support service areas related to our industry.
- 3 Basic Human Services**  
Address poverty, homelessness, food insecurity and other social issues.



*Thank you for your attention to detail, patience and kindness!*

- Daniel C.

*Made a potentially stressful situation very easy and simple.*

- Wade H.

*This team is absolutely incredible. NGL has done a great job.*

- Herb O.

*Could not have been kinder or more professional. Handled my request with ease.*

- Linda B.

*Your team is extremely helpful, professional, considerate and patient.*

*I am tremendously grateful for the genuine human kindness.*

-Bobby T.

*Incredibly helpful, very patient and provided excellent service.*

- Christine T.

## Providing trusted insurance solutions for over a century.

We offer a variety of customizable products for life's unique needs and budgets. It's an honor to serve our policyholders and agents, and proud of what they have to say about working with us.



**\$380 M**

in benefits and claims paid in 2025

**2.4 M**

families served\*

**1.3 M**

life and annuity policies in force\*



We deliver on our promises with collaboration and compassion

Our Purpose

**A** (excellent)

AM Best Financial Strength Rating\*\*

**117**

years in business

**2,995**

Funeral Home Partners\*

\*as of 12/31/2025 \*\*as of 7/18/2025

### Funeral Insurance

Also known as Preneed insurance, it helps ensure money is available when it's time to cover funeral-related expenses, giving families peace of mind. Planning and setting aside funds for a funeral in advance can be a meaningful way to support and care for loved ones.

### Long-Term Care Insurance

A Long-Term Care insurance policy can help reduce financial stress by paying for some of the costs of long-term care services. This coverage can help people maintain their quality of life while protecting the savings and assets they've worked hard to build.

### Employee Benefits Insurance

Working closely with partners to design and implement valuable employee benefit programs, we offer dental, vision and hospital indemnity coverage. Our partnerships are crafted to help individuals confidently manage their health, financial security and well-being.





# Corporate Leadership

## Board of Directors From left to right:

**Dan Olszewski**  
Director, Weinert Center for Entrepreneurship at University of Wisconsin-Madison

**Amie Goldman**  
Retired Chief Growth Officer, Agrace

**Joe Celentano**  
President and Chief Executive Officer, NGL Insurance Company

**Elease Wright**  
Retired Senior Vice President & Chief Human Resources Officer, Aetna Inc.

**Peter Gunder**  
Retired Chief Business Development Officer, American Family Mutual Insurance Company S.I.

**Sherry Manetta**  
Retired, Managing Director, Conning, Inc.

**David Kruger**  
Chairman, Fiore Companies

**Tammy Roou**  
Retired Chief Risk Officer, Northwestern Mutual

**Erik Johnson**  
Executive Chairman, Hy Cite Enterprises

**Gary Wolter** *Chair*  
Retired President & CEO, Madison Gas and Electric Company

**Not pictured:**  
**John Oros**  
Operating Partner, J.C. Flowers & Co.

**Tim Hanley**  
Senior Advisor, Marquette University

**David Holman**  
Retired Chief Administration Officer/Corporate Secretary, American Family Insurance



## Management Committee



**Joe Celentano**  
President and Chief Executive Officer



**Kim Shaul**  
Executive Vice President, Chief Operating Officer and Chief Legal Officer



**Jeremy Ragsdale**  
Executive Vice President, Chief Marketing Officer & Chief Growth Officer



**Cara Capretta**  
Senior Vice President, Chief Human Resources Officer



**David Puckett**  
Senior Vice President, Chief Investment Officer



**Frank Robertson**  
Senior Vice President, Chief Financial Officer



**Andrea Rouleau**  
Senior Vice President, Chief Actuary



**Brian Saperstein**  
Senior Vice President, Chief Information Officer and Chief Digital Officer



## NGL Insurance Company

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**Basis of Presentation:** These statements reflect management's presentation of the consolidated financial condition of NGL Insurance Company and its results of operations in accordance with statutory accounting principles.

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