

# **Assurant Investor Overview** Third Quarter 2021

## Cautionary Statement

Some of the statements included in this presentation, including our financial plans and any statements regarding our anticipated future financial performance, business prospects, growth and operating strategies and other similar matters, including performance outlook, financial objectives and drivers, may constitute forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995.

Refer to Exhibit 1 in the Appendix for factors that could cause our actual results to differ materially from those currently estimated by management and information on where you can find a more detailed discussion of these factors in our SEC filings.

Assurant uses non-GAAP financial measures to analyze the company's operating performance. Assurant's non-GAAP financial measures should not be considered in isolation or as a substitute for GAAP financial measures. Because Assurant's calculation of these measures may differ from similar measures used by other companies, investors should be careful when comparing Assurant's non-GAAP financial measures to those of other companies.

Refer to Exhibit 2 in the Appendix for a reconciliation of non-GAAP financial measures to the most comparable GAAP financial measures.



## Investment Highlights

#### Multiple Levers To Drive Long-Term Shareholder Value

- Profitable growth in attractive markets where we have leadership positions
- Capital-light businesses with continued growth in the connected world
- Specialty risk businesses with superior returns and cash flows
- More diversified earnings with lower catastrophe exposure and a countercyclical hedge
- Track record of disciplined capital deployment





# We are a Leading Provider of Lifestyle and Housing Solutions

Protecting major consumer purchases ...

- Mobile Devices
- Appliances
- Car
- Home and Rental

In partnership with leading brands that ...

- Make
- Sell
- Finance

Through innovative offerings ...

- Device lifecycle management
- Premium tech support
- Integrated Cover360 billing and tracking solution

Assurant is more than a traditional insurance company.



# We Partner with Industry-Leading Clients Across Global Lifestyle and Global Housing

#### **GLOBAL LIFESTYLE**



Connecting and protecting consumer devices, appliances, cards and transactions.

- Connected Living
- Global Automotive
- Global Financial Services

Revenue<sup>(1)</sup>
Last 12 Months = \$7.6 Billion

#### **GLOBAL HOUSING**



Helping customers protect their properties.

- Multifamily Housing
- Lender-Placed Insurance
- Specialty & Other

Revenue<sup>(1)</sup>
Last 12 Months = \$2.0 Billion

(1) Revenue equals net earned premiums, fees and other income.



# Fully Transformed to Focus on Connected World Businesses and Specialty P&C Offerings



Sale of Global Preneed is a significant milestone in the transformation journey that began in 2015



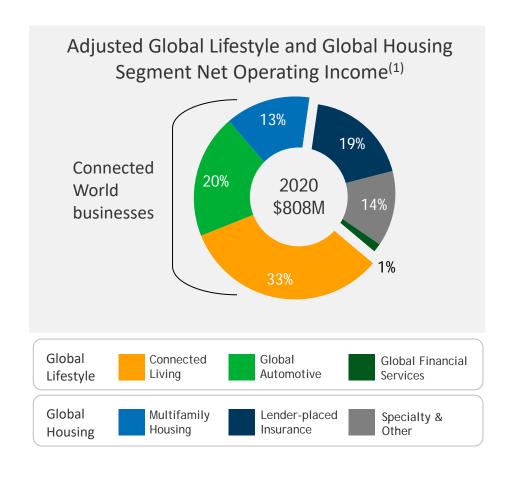
More cohesive portfolio to further focus on marketleading businesses, especially in Connected World, which is expected to have the greatest long-term growth opportunities



Connected World businesses represented approximately 66% of 2020 adjusted Global Lifestyle and Global Housing segment NOI<sup>(1)</sup>, approximately double the amount in 2015



Accelerates Assurant as a low-risk, service-oriented, fee-driven company; less interest rate sensitivity

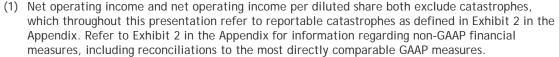


<sup>(1)</sup> Segment net operating income of the Global Lifestyle operating segment is equal to GAAP segment net income of \$437.2 million. Segment net operating income of the Global Housing operating segment is equal to GAAP segment net income of \$233.8 million and also excludes reportable catastrophes of \$137.2 million.

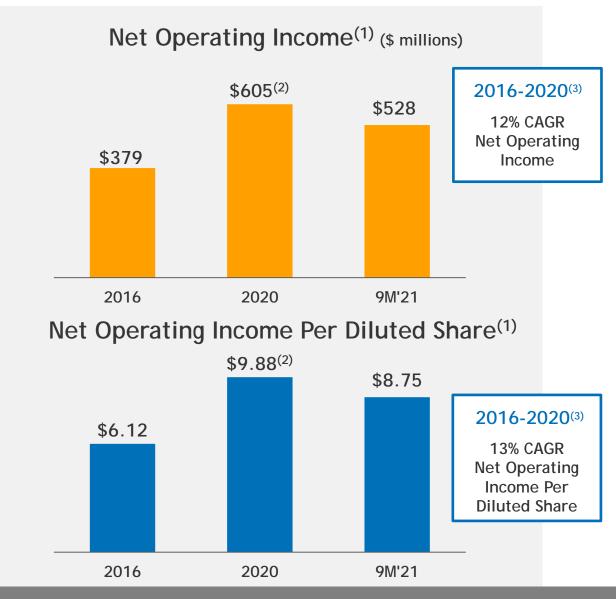


## Delivering Continued Profitable Growth

- Double-digit growth in portfolio driven by Connected World and specialty P&C offerings
- Despite the challenges of the pandemic, in 2020 grew net operating income<sup>(1)</sup> 18% and net operating income per diluted share<sup>(1)</sup> 20%
- Nine months 2021 performance:
  - Net operating income<sup>(1)</sup> of \$528 million, up
     10% from nine months 2020
  - Net operating income per diluted share<sup>(1)</sup>, of \$8.75, up 12% from nine months 2020

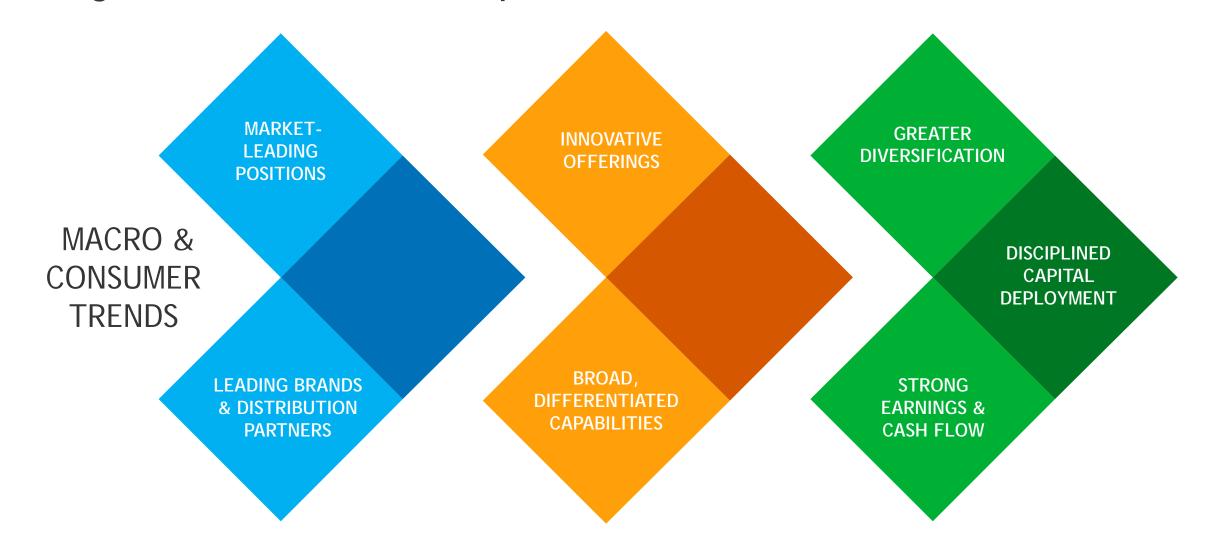


- (2) Reflects Global Preneed as discontinued operations for illustrative purposes.
- (3) Beginning June 1, 2018, net operating income includes TWG earnings, per the acquisition.



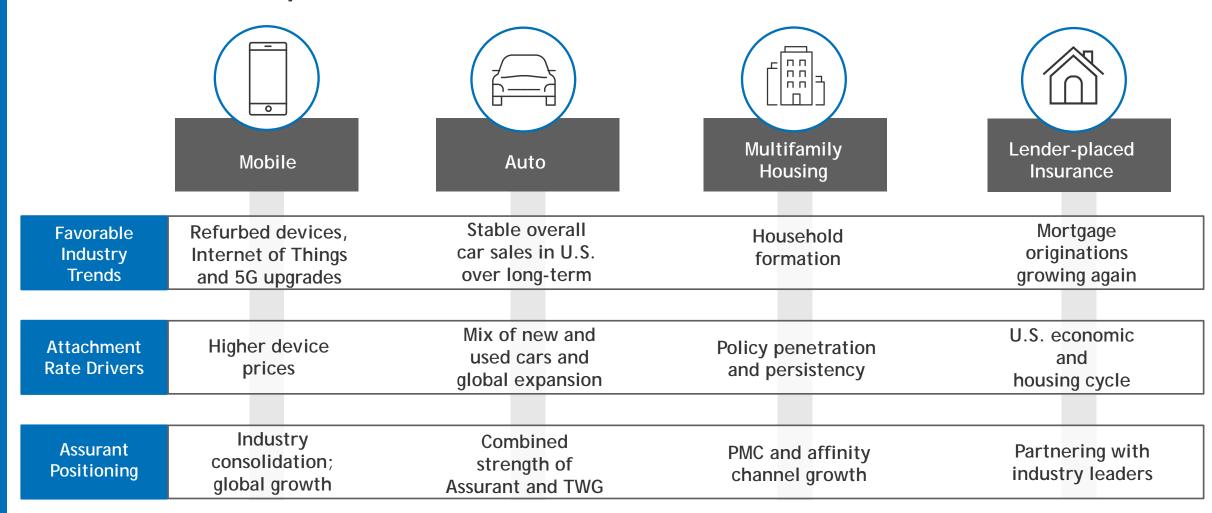


# Long-term Drivers of Outperformance





# Portfolio of Market-Leading Businesses with Attractive Growth Prospects





## Partnerships with Leading Global Brands and **Broad Distribution Channels**

#### **MOBIL F**



8 of the Top 10 global telecommunications brands

#### **MULTIFAMILY HOUSING**



7 of the Top 10 largest multifamily housing property management companies (PMCs) in the U.S.

#### **AUTO**

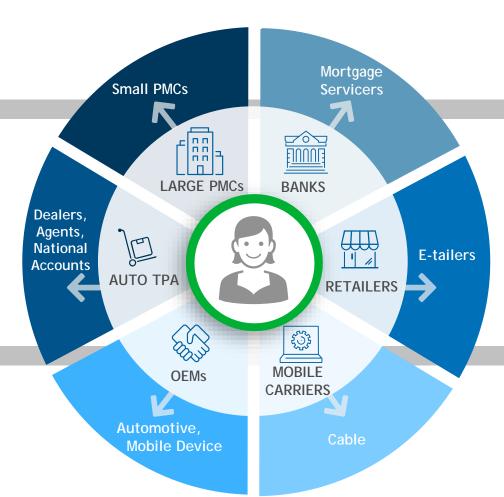


8 of the Top 10 global auto manufacturers

#### HOUSING



7 of the Top 10 largest mortgage servicers in the U.S.

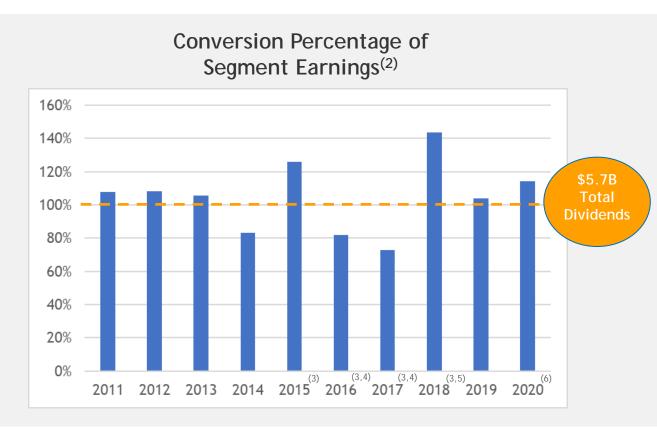


Refer to Exhibit 3 in the Appendix for list of sources. Information listed as of September 30, 2021, unless otherwise noted.



# Robust and Diversified Cash Flow Creates Significant Flexibility to Drive Shareholder Value

- Robust cash flow with over \$5.7B in segment dividends over the past 10 years<sup>(1)</sup>
- On average, ~100% of segment earnings distributed to holding company
- \$1.3 billion holding company liquidity available as of Q3 2021, reflecting the proceeds from the sale of Global Preneed
- More balanced portfolio creates diversified source of cash flows
  - Risk businesses generate strong cash flows and provide capital to support growth
  - Growth in less capital-intensive businesses generates more predictable cash flows over time



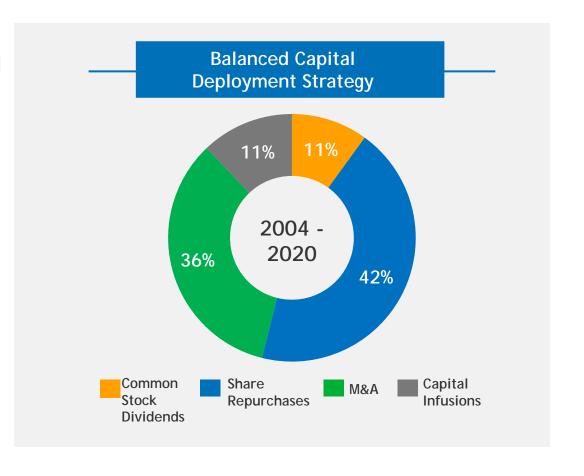
- Consists of dividends from operating subsidiaries to the holding company, net of infusions, and excluding acquisitions and divestitures.
- Conversion percentage equals segment dividends (defined above) divided by segment operating earnings. Segment operating earnings exclude Corporate and Other Iosses, interest expense and preferred dividends.
- 2015-2018 exclude dividends and infusions relating to Assurant Health and Assurant Employee Benefits.
- 2016-2017 exclude \$1.5 billion proceeds received from sale of Assurant Employee Benefits and Assurant Health wind-down.
- 2018 includes \$237 million in proceeds received from a reduction in deferred tax liabilities from U.S. tax reform. Also includes \$148 million in dividends from The Warranty Group.
- 2020 includes a portion of the cash received from the tax benefit related to the federal Coronavirus Aid, Relief, and Economic Security Act, or "CARES" Act.



## Capital Deployment Strategy Creates Balance Between Shareholder Returns and Growth

#### **Capital Management Principles**

- Invest in business to drive sustained innovation and growth
- Select tuck-in acquisitions
- Target to maintain investment grade rating
- Return excess capital to shareholders
  - Repurchased 65% of shares since IPO<sup>(1)</sup>
  - In Q3 2021, returned \$361 million to shareholders and completed our three-year \$1.35 billion capital return objective
  - In addition, we've returned roughly 25% of the ~\$900 million of proceeds from sale of Global Preneed through share repurchases; expect to return the remainder within 12 months of sale close<sup>(2)</sup>



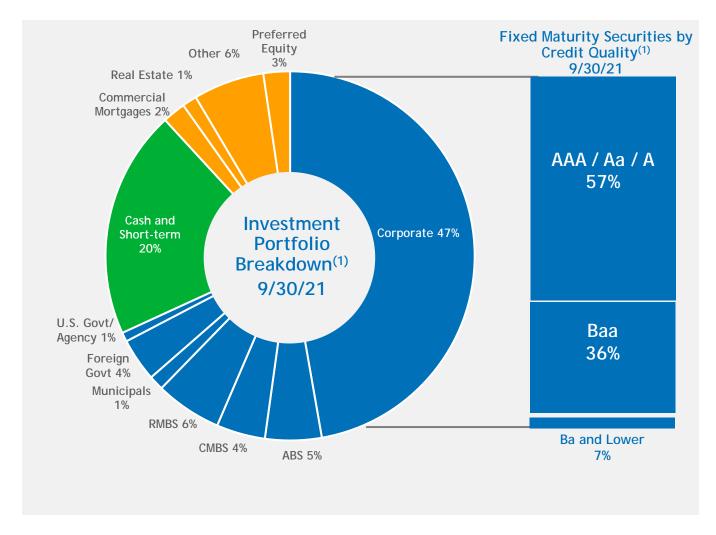
<sup>(2)</sup> Sale of Global Preneed to CUNA Mutual Group closed on August 2, 2021.



<sup>(1)</sup> As of September 30, 2021

## High Quality and Diversified Investment Portfolio

- Total investments and cash and cash equivalents of \$11.2 billion
- Fixed maturity investments, cash and short-term investments represent 88% of the portfolio
- 94% of fixed maturity investments are investment grade
- Average duration of approximately 4.5-5 years<sup>(2)</sup>



Note: investment portfolio is presented to reflect Global Preneed as discontinued operations.

- (1) Expressed as a percentage of total investments and cash and cash equivalents.
- (2) Average duration excludes Real Estate and Other investments and includes cash and cash equivalents held at Corporate.



# Assurant's Pledge to be a Purpose-driven Company

Creating value and achieving profitable growth through the increasing integration of ESG and social responsibility within our long-term strategy and business operations.

#### **Recent Assurant accomplishments:**



#### Responsible Employer

#### 2020 Global Workforce Composition:

- 52% racial and/or ethnic groups (U.S. only)
- 35% managerial roles filled by women (U.S. only)
- 50% of Board is racially, ethnically or gender diverse
- 60% women (global)

- 37% managerial roles filled by racial and/or ethnic groups (U.S. only)
- In 2020, launched pay equity review with third party; results confirmed no evidence of pay equity issues
- In 2021, took actions to move all U.S. hourly wages to at least \$15 per hour



#### **Integrity and Ethics**

- The Board formed an Information Technology Committee in 2020 that is responsible for oversight of risk management with respect to information technology
- Successfully completed total of 210 information security audits
- No material information security breaches in 2020
- 14,000+ employees completed mandatory cyber security, privacy and ethics training



#### **Impact on Society**

- Continue to integrate ESG considerations into due diligence, monitoring and decision making for \$8B investment portfolio
- Through 2020, reduced energy consumption in our facilities each year, cutting energy consumption by over 86 million kilowatt hours over the last decade
- Achieved a "B" score on the 2020 CDP Climate Survey and "Bronze" accreditation from Ecovadis in 2021
- Processed 5.2 million mobile devices for repair or resale, and recycled 1.0 million in 2020
- In 2020, donated over \$4.7 million to charitable partners; employees recorded more than 17,000 community volunteer hours



#### **Customer Commitment**

- Net Promoter Scores (NPS) improved year over year, a trend we anticipate will continue through 2021 and beyond
- In 2020, acquired five companies focused on strengthening mobile trade-in and customer service capabilities
- Continued to increase investment in training, tools and emerging digital technologies
- Implemented expanded ratings and review infrastructure to further integrate real-time customer feedback on Assurant.com



## Assurant's 2020 - 2025 ESG Areas of Strategic Focus



**TALENT:** Creating a diverse, equitable and inclusive culture to drive innovation for all stakeholders

**PRODUCTS:** Helping customers thrive in a Connected World **CLIMATE:** Operating to minimize carbon footprint and enhance sustainability

- As we accelerate our strategy within the Connected World, there is a natural alignment with ESG strategic focus areas of Talent, Products and Climate
- Talent remains core to our ability to innovate and deliver offerings that drive increased value for consumers; diversity, equity & inclusion are critical to doing so
- As consumers' expectations rise, we see an opportunity to further emphasize how our offerings provide customer fair value
- With the rollout of new 5G devices and advent of the Connected Home, there are increasing opportunities to further integrate our environmental commitment across our operations and supply chain



## Assurant's Multiyear ESG Aspirations Across Talent, **Products and Climate**

## 2020-2025 Aspirations

#### **Talent**

- Ensure Assurant workforce and leadership reflect the diversity of our consumers and the communities we serve to sustain innovation and our competitive advantage
- Double supplier diversity spend by 2025 (\$46M in 2020)
- Provide fair, equitable pay and benefits to all employees
- Evolve ways to work, inclusive of both onsite and virtual roles
- Strengthen communities where we operate through volunteerism and engagement to support the greater good

#### **Products**

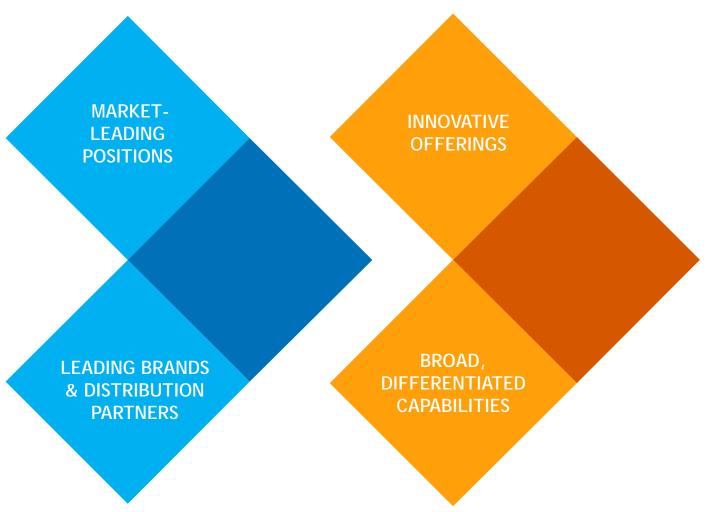
- Continue to reinforce value of offerings to support consumers connected lifestyle or other needs
- Accelerate the rollout of connected offerings that have a positive impact on society
- Help consumers understand and invest in digital protection products and services to enhance their personal safety and wellbeing, as well as their access to knowledge and support

#### Climate

- Develop infrastructure to track and report Scope 1,2,3 emissions globally as key step toward setting a longterm science-based carbon emissions reduction target
- Strengthen climate resiliency and adaptation planning - inputs for TCFD Index
- Improve energy efficiency in our owned facilities and reduce our global real estate footprint
- Fully integrate environmental commitment with management of Assurant's investment portfolio including the integration of exclusionary criteria across our fixed income and equity investments



# Long-Term Strategy to Deliver Sustained Outperformance



#### Executing strategy should result in:

- Even stronger portfolio of businesses with leadership positions and attractive growth prospects
- Deeper partnerships with leading brands to sustain innovation, drive better customer experience
- Broader offerings beyond insurance to meet evolving consumer needs
- Leading innovation in Connected World offerings - across devices, cars and home
- Continue to advance thinking and implement best practices in governance and social responsibility approach



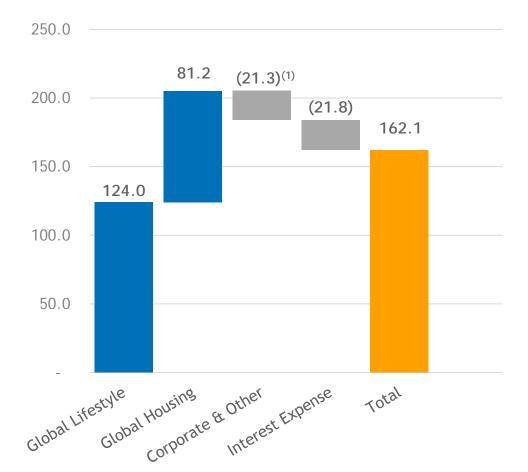


# Financial Update



## Third Quarter 2021 Results

#### Q3 2021 Net Operating Income ex. CATs<sup>(1,2)</sup> (\$M)



- (1) Refer to Exhibit 2 in the Appendix for information regarding non-GAAP financial measures, including reconciliations to the most directly comparable GAAP measures.
- (2) Refers to reportable catastrophes, as defined in Exhibit 2 in the Appendix.
- (3) Global Lifestyle and Global Housing net operating income is equal to GAAP net income excluding reportable catastrophes.

#### **Total Assurant**

- Net operating income, excluding CATs<sup>(1,2)</sup>, increased 4%, mainly due to continued expansion in Global Automotive and Connected Living within Global Lifestyle and the absence of preferred dividends. Higher non-catastrophe loss experience in Global Housing partially offset the increase.
- Net operating income per diluted share, excluding CATs<sup>(1,2)</sup>, increased 5% compared to prior year period

#### **Global Lifestyle**

- Net operating income<sup>(3)</sup> increased 16%, primarily due to growth across Global Automotive and Connected Living. Global Lifestyle net operating income also included a one-time tax benefit in the quarter.
- Global Automotive's performance was primarily driven by global growth across distribution channels, including AFAS contributions, and higher investment income.
- Higher earnings in Connected Living were led by mobile, mainly from subscriber growth in North America, higher contributions from Asia Pacific and an increase in trade-in volumes, including HYLA Mobile contributions...

#### **Global Housing**

• Net operating income, excluding catastrophes<sup>(3)</sup> decreased, primarily due to higher non-catastrophe loss experience from an anticipated increase to more normalized levels, as well as an increase in reserves within specialty products and higher claims costs.





# Appendix

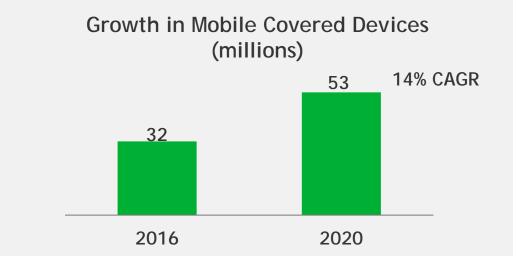


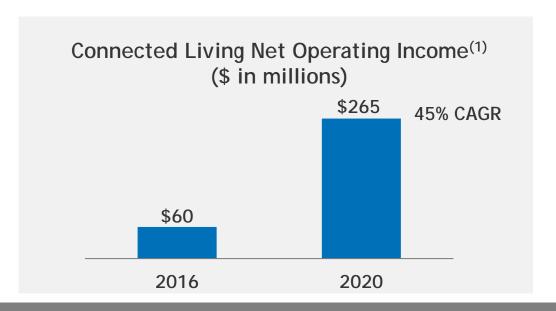


Connected Living: Track Record of Double-Digit **Earnings Expansion** 

#### **Key Drivers:**

- Favorable market trends driving higher attachment rates
- Continued share gains through alignment with market leaders and new entrants
- New clients and offerings driving subscriber growth and creating new profit pools
- Embedded value as new programs scale, particularly in key markets like North America and Asia



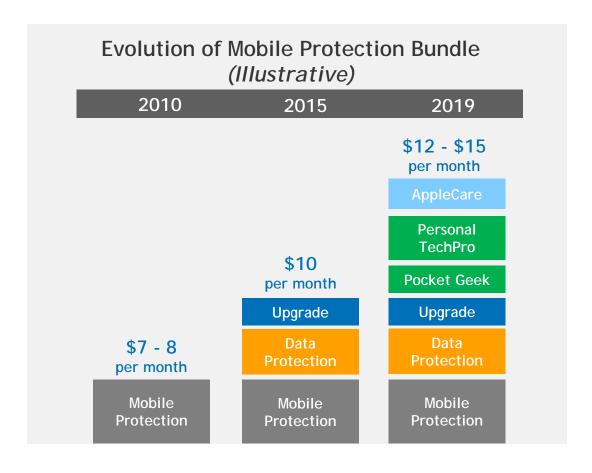


Connected Living net operating income is equal to GAAP net income.



# Differentiated Products and Evolving Consumer Dynamics Driving Demand for Mobile Protection Services

- Increasing smartphone prices driving demand for device protection products and services
- Longer customer ownership and upgrade cycle drives higher attachment rates
- Consumer dependency and device complexity drive incremental value for consumers



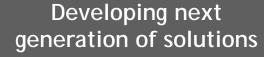


# Continue to Expand Offerings and Profit Pools Beyond Insurance

#### Since 2015:

Strengthened core capabilities and enhanced customer experience

**Expanded our** product offerings





**Program** Administration



Repair and Logistics



Trade-In/ **Upgrade** 



Asset Disposition



**AppleCare Related Products** 



Personal TechPro and Pocket Geek



Digital ID



Connected Home



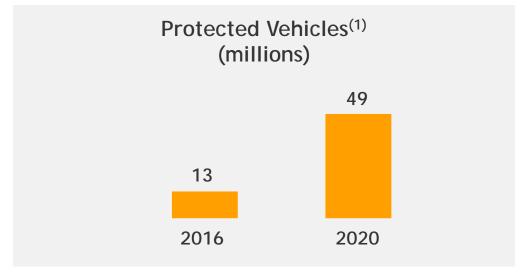


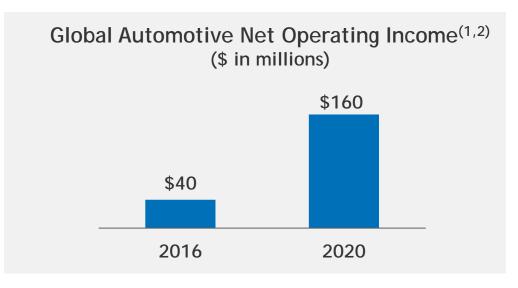
## Leading Global Automotive Franchise Driving Above-Market Growth

- Leader with strong track record of growth supported by 2018 acquisition of The Warranty Group
  - In 2020, acquired AFAS, adding scale in our direct-todealer channel, and EPG, a leading provider in the heavy equipment dealer and manufacturer space
- Increasing demand for vehicle service contracts
  - Auto technology and complexity drive increasing value of protection products
  - Finance & Insurance products represent a greater portion of dealers' economics
- Superior growth with leading brands across all key distribution channels
- Deep capabilities and scale that drive superior client performance and growth
- Significant unearned premium that will flow through revenue and earnings over service contract period

Note: Automotive market represents global new and used auto sales as sourced from BMI Research, NADA and Mannheim.

- (1) Beginning June 1, 2018, net operating income and protected vehicles include TWG, per the acquisition.
- (2) Global Automotive net operating income is equal to GAAP net income.









## Vertically Integrated Capabilities Address Unique **Customer Needs**

#### Drives differentiation and value to clients and end-consumers



**Underwriting** 



Legal and Compliance



**Product** Development



**Systems** Integration



Customer Service and Claims



**Client Marketing** 



**Client Sales** Optimization

- Risk management expertise
- Products and services tailored to unique customer needs

- Superior customer experience across entire policy lifecycle
- Seamless integration with leasing platform and staff

- Deep compliance expertise across all 50 states
- National account management team optimizes program performance



## Integrated Solutions Across Resident Lifecycle





**Tenant Bonds** 



Renters Insurance



Tracking And Verification



Receivables Management



Client **Benefits**  Increase Occupancy; Reduce **Administrative Tasks** 

Reduce Risk Exposure and Guaranteed Acceptance via PMC Channel

**Leasing Office Efficiency** Eliminate **Coverage Gaps** 

**Minimize Bad Debt** 

Resident Benefits

Lower Move-in Cost Easy, Convenient **Purchase** 

Maintain **Protection** 

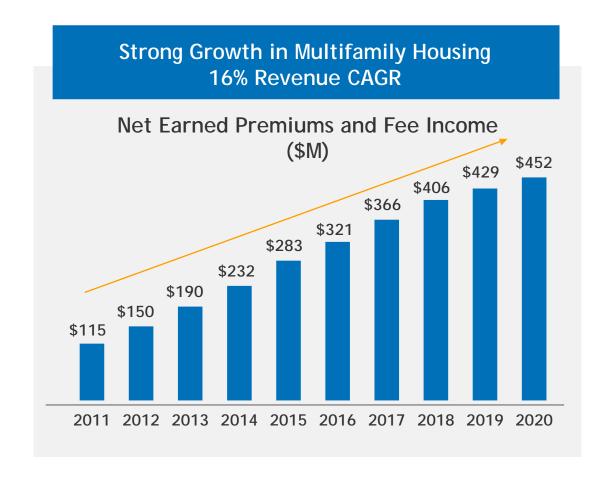
**Accommodating** Process and **Payment Options** 



## Delivering Outperformance in Multifamily Housing

#### High-growth, strong return offerings

- Benefitted from continued growth as rental households grew<sup>(1)</sup>
- Aligned with long-tenured PMC and affinity clients with expanding share
- Expanded offerings to provide end-toend solutions
- Invested in digital platform to deliver superior customer experience



(1) Source: U.S. Census.



#### Exhibit 1: Safe Harbor Statement

Some of the statements included in this news release and its exhibits, including our financial plans and any statements regarding the company's anticipated future financial performance, business prospects, growth and operating strategies and similar matters, may constitute forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995.

You can identify forward-looking statements by the use of words such as "outlook," "will," "may," "can," "anticipates," "estimates," "projects," "intends," "plans," "believes," "targets," "forecasts," "potential," "approximately," and the negative version of those words and other words and terms with a similar meaning. Any forward-looking statements contained in this news release or its exhibits are based upon our historical performance and on current plans, estimates and expectations. The inclusion of this forward looking information should not be regarded as a representation by us or any other person that our future plans, estimates or expectations will be achieved. Our actual results might differ materially from those projected in the forward-looking statements. We undertake no obligation to update or review any forward-looking statement, whether as a result of new information, future events or other developments. The following factors could cause our actual results to differ materially from those currently estimated by management, including those projected in the company outlook: (i) the loss of significant clients, distributors or other parties with whom we do business, or if we are unable to renew contracts with them on favorable terms, or if those parties face financial, reputational or regulatory issues; (ii) significant competitive pressures, changes in customer preferences and disruption; (iii) the failure to implement our strategy and to attract and retain key personnel, including key executives and senior management; (iv) the failure to find suitable acquisitions at attractive prices, integrate acquired businesses effectively or grow organically; (v) our inability to recover should we experience a business continuity event; (vi) the failure to manage vendors and other third parties on whom we rely to conduct business and provide services to our clients; (vii) risks related to our international operations; (viii) declines in the value of mobile devices, the risk of guaranteed buybacks, or export compliance or other risks in our mobile business; (ix) our inability to develop and maintain distribution sources or attract and retain sales representatives and executives with key client relationships; (x) risks associated with joint ventures, franchises and investments in which we share ownership and management with third parties; (xi) negative publicity relating to our business or industry; -8- (xii) the impact of general economic. financial market and political conditions and conditions in the markets in which we operate; (xiii) the impact of the COVID-19 pandemic and measures taken in response thereto; (xiv) the impact of catastrophic and non-catastrophe losses, including as a result of climate change; (xv) the adequacy of reserves established for claims and our inability to accurately predict and price for claims; (xvi) a decline in financial strength ratings of our insurance subsidiaries or in our corporate senior debt ratings; (xvii) fluctuations in exchange rates; (xviii) an impairment of goodwill or other intangible assets; (xix) the failure to maintain effective internal control over financial reporting; (xx) unfavorable conditions in the capital and credit markets; (xxi) a decrease in the value of our investment portfolio, including due to market, credit and liquidity risks, and changes in interest rates; (xxii) impairment of our deferred tax assets; (xxiii) the unavailability or inadequacy of reinsurance coverage and the credit risk of reinsurers, including those to whom we have sold business through reinsurance; (xxiv) the credit risk of some of our agents, third-party administrators and clients; (xxv) the inability of our subsidiaries to pay sufficient dividends to the holding company and limitations on our ability to declare and pay dividends or repurchase shares; (xxvi) the failure to effectively maintain and modernize our information technology systems and infrastructure, or the failure to integrate those of acquired businesses; (xxvii) breaches of our information systems or those of third parties with whom we do business, or the failure to protect the security of data in such systems, including due to cyber-attacks and as a result of working remotely; (xxviii)the costs of complying with, or the failure to comply with, extensive laws and regulations to which we are subject, including those related to privacy, data security, data protection or tax; (xxix) the impact of litigation and regulatory actions; (xxx) reductions or deferrals in the insurance premiums we charge; (xxxi) changes in insurance, tax and other regulation; (xxxii) volatility in our common stock price and trading volume; and (xxxiii) employee misconduct.

For additional information on factors that could affect our actual results, please refer to the factors identified in the reports we file with the U.S. Securities and Exchange Commission (the "SEC"), including but not limited to the risk factors identified in our most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q, each as filed with the SEC.



#### Exhibit 2: Non-GAAP Financial Measures

Assurant uses the following non-GAAP financial measures to analyze the company's operating performance. Assurant's non-GAAP financial measures should not be considered in isolation or as a substitute for GAAP financial measures. Because Assurant's calculation of these measures may differ from similar measures used by other companies, investors should be careful when comparing Assurant's non-GAAP financial measures to those of other companies.

(1) Net Operating Income, Excluding Reportable Catastrophes: Net operating income equals GAAP net income from continuing operations, excluding net realized gains (losses) on investments (which includes unrealized gains (losses) on equity securities and changes in fair value of direct investments in collateralized loan obligations), COVID-19 direct and incremental expenses, the CARES Act tax benefit, foreign exchange gains (losses) from remeasurement of monetary assets and liabilities, net income (loss) attributable to non-controlling interests, as well as other highly variable or unusual items other than reportable catastrophes. It also excludes restructuring costs related to strategic exit activities as these are highly unusual, transformative actions associated with realigning resources to the company's business strategies, outside of normal periodic restructuring and cost management activities.

Net operating income, excluding reportable catastrophes, excludes reportable catastrophes, which represent individual catastrophic events that generate losses in excess of \$5.0 million, pre-tax, net of reinsurance and client profit sharing adjustments and including reinstatement and other premiums. The company believes net operating income, excluding reportable catastrophes, provides investors with a valuable measure of the performance of the company's ongoing business because it excludes items that do not represent the ongoing operations of the company and because it excludes reportable catastrophes, which can be volatile. The comparable GAAP measure is net income from continuing operations.

Additional details about the components of Other adjustments and other key financial metrics are included in the Financial Supplement located on Assurant's Investor Relations website: https://ir.assurant.com/investor/default.aspx

(\$ in millions)		2020 Impact of Discontinued		2019 Impact of Discontinued				
	Reported	Operations	Adjusted	Reported	Operations	Adjusted		
GAAP net income (loss) attributable to common stockholders	\$ 423.1 \$	- \$	423.1	\$ 363.9 \$	- \$	363.9		
Less: Net (income) loss from discontinued operations	-	77.7	77.7	-	(80.4)	(80.4)		
Add: Net income attributable to non-controlling interests	0.9	-	0.9	4.2	-	4.2		
Add: Preferred stock dividends	18.7	-	18.7	18.7	-	18.7		
GAAP net income from continuing operations	442.7	77.7	520.4	386.8	(80.4)	306.4		
Adjustments, pre-tax:								
Net realized (gains) losses on investments	17.4	(8.0)	9.4	(66.3)	9.3	(57.0)		
Global Preneed goodwill impairment	137.8	(137.8)	-	-	-	-		
Reportable catastrophes	173.7	-	173.7	51.8	-	51.8		
COVID-19 direct and incremental expenses	27.2	(0.4)	26.8	-	-	-		
CARES Act tax benefit (after-tax)	(84.4)	-	(84.4)	-	-	-		
Assurant Health runoff operations	(16.1)	-	(16.1)	(28.0)	-	(28.0)		
Net charge related to Iké	5.9	-	5.9	163.0	-	163.0		
Loss on extinguishment of debt and other related costs	-	-	-	37.4	-	37.4		
Other Adjustments:								
Amortization of deferred gains on disposal of businesses	(10.7)	8.6	(2.1)	(14.3)	15.7	1.4		
Acquisition integration expenses	22.1	-	22.1	28.1	-	28.1		
Foreign exchange related losses	11.7	(0.2)	11.5	18.2	-	18.2		
Current expected credit losses for businesses in runoff	3.3	-	3.3	-	-	-		
Gain related to benefit plan activity	(15.6)	-	(15.6)	(5.6)	-	(5.6)		
Net charge related to Green Tree Insurance Agency acquisition	-		-	15.6		15.6		
Loss on sale of Mortgage Solutions				9.6		9.6		
Loss on building held for sale			-	7.3		7.3		
State tax for AEB sale (after-tax)	2.9	-	2.9	-	-	-		
Net (loss) gain from deconsolidation of consolidated investment entities	(7.8)	0.8	(7.0)	-		-		
Impact of Tax Cuts and Jobs Act at enactment (after-tax)	(1.3)		(1.3)	-	-	-		
Change in fair value of derivative investment and other expenses related to								
merger and acquisition activities	14.3	-	14.3	1.8	-	1.8		
(Provision) benefit for income taxes	(40.0)	1.2	(38.8)	(8.5)	(5.3)	(13.8)		
Total adjustments, after-tax	240.4	(135.8)	104.6	210.1	19.7	229.8		
Net (income) attributable to non-controlling interests	(0.9)	-	(0.9)	(4.2)	-	(4.2)		
Preferred stock dividends	(18.7)	-	(18.7)	(18.7)	-	(18.7)		
Net operating income, excluding reportable catastrophes	\$ 663.5 \$	(58.1) \$	605.4	\$ 574.0 \$	(60.7) \$	513.3		



(\$ in millions)	2021		2020		Nine Months Ended Septe			tember 30,	
		3Q		3Q		2021		2020	
GAAP net income from continuing operations	\$	153.6	\$	88.0	\$	486.8	\$	401.3	
Adjustments, pre-tax:									
Net realized (gains) losses on investments		(112.1)		(17.1)		(123.3)		39.0	
Reportable catastrophes		98.7		110.1		142.8		139.0	
COVID-19 direct and incremental expenses		2.0		(0.4)		7.2		21.5	
CARES Act tax benefit (after-tax)		-		-		-		(84.4)	
Loss on extinguishment of debt		20.7		-		20.7		-	
Other Adjustments:									
Assurant Health runoff operations		-		(0.5)		(0.3)		(0.6)	
Net charge related to Iké		-		-		-		5.9	
Amortization of deferred gains on disposal of businesses		-		(0.1)		(0.2)		(2.0)	
Acquisition integration expenses		3.0		5.2		11.6		12.5	
Foreign exchange related losses		2.2		2.7		6.7		8.6	
Current expected credit losses for businesses in runoff		-		(0.2)		(1.1)		3.2	
Gain related to benefit plan activity		(4.6)		(4.9)		(13.4)		(11.1)	
State tax for AEB sale (after-tax)		-		2.9		-		2.9	
Net gain from deconsolidation of consolidated investment entities		-		(8.7)		-		(7.1)	
Restructuring costs		-		-		5.0		-	
Change in fair value of derivative investment and other expenses related to merger and acquisition									
activities		0.5		2.2		0.8		6.8	
Benefit for income taxes		(1.9)		(18.4)		(10.6)		(38.9)	
Total adjustments, after-tax		8.5		72.8		45.9		95.3	
Net (income) loss attributable to non-controlling interests		-		0.3		-		(1.1)	
Preferred stock dividends		_		(4.7)		(4.7)		(14.0)	
Net operating income, excluding reportable catastrophes	\$	162.1	\$	156.4	\$	528.0	\$	481.5	

Additional details about the components of Other adjustments and other key financial metrics are included in the Financial Supplement located on Assurant's Investor Relations website https://ir.assurant.com/investor/default.aspx



(UNAUDITED) (\$ in millions)		Twelve Months			
		2016			
Net income attributable to common stockholders	\$	565.4			
Adjustments, pre-tax:					
Assurant Health runoff operations		47.3			
Assurant Employee Benefits		(13.8)			
Net realized gains on investments		(162.2)			
Reportable catastrophes		157.4			
Amortization of deferred gains on disposal of businesses		(394.5)			
Loss on extinguishment of debt and other related costs		23.0			
Other adjustments		40.1			
Provision for income taxes		116.6			
Net operating income, excluding reportable catastrophes	\$	379.3			

Additional details about the components of Other adjustments and other key financial metrics are included in the Financial Supplement located on Assurant's Investor Relations website https://ir.assurant.com/investor/default.aspx



(2) Net Operating Income, Excluding Reportable Catastrophes, per Diluted Share: Net operating income, excluding reportable catastrophes, per diluted share equals net operating income, excluding reportable catastrophes (defined above), plus any dilutive preferred stock dividends divided by the weighted average number of diluted shares outstanding. Assurant uses this metric as another important measure of the company's stockholder value. The company believes this metric provides investors a valuable measure of stockholder value because it excludes reportable catastrophes, which can be volatile. The comparable GAAP measure is net income from continuing operations per diluted share, defined as net income from continuing operations plus any dilutive preferred stock dividends less net income from non-controlling interests divided by weighted average diluted shares outstanding.

Additional details about the components of Other adjustments and other key financial metrics are included in the Financial Supplement located on Assurant's **Investor Relations website** https://ir.assurant.com/investor/default.aspx

(\$ per share)	Twelve Months Ended December 31,								
2020					2019				
	Impact of discontinued			Impact of discontinued					
	As reported	operations	As restated	As reported	operations	As restated			
GAAP net income attributable to common stockholders per diluted share	\$ 6.99	\$ -	\$ 6.99	\$ 5.84	\$ -	\$ 5.84			
Net (income) loss from discontinued operations		1.23	1.23		(1.28)	(1.28)			
GAAP net income from continuing operations per diluted share	6.99	1.23	8.22	5.84	(1.28)	4.56			
Adjustments, pre-tax:									
Net realized (gains) losses on investments	0.28	(0.13)	0.15	(1.06)	0.15	(0.91)			
Global Preneed goodwill impairment	2.18	(2.18)	-	-	-	-			
Reportable catastrophes	2.75	-	2.75	0.83	-	0.83			
COVID-19 direct and incremental expenses	0.43	(0.01)	0.42	-	-	-			
CARES Act tax benefit (after tax)	(1.34)	-	(1.34)	-	-	-			
Assurant Health runoff operations	(0.25)	-	(0.25)	(0.45)	-	(0.45)			
Net charge related to Iké	0.09	-	0.09	2.62	-	2.62			
Loss on extinguishment of debt and other related costs	-	-	-	0.60	-	0.60			
Other Adjustments:									
Amortization of deferred gains on disposal of businesses	(0.17)	0.14	(0.03)	(0.23)	0.25	0.02			
Acquisition integration expenses	0.35	-	0.35	0.45	-	0.45			
Foreign exchange related losses	0.19	-	0.19	0.29	-	0.29			
Current expected credit losses for businesses in runoff	0.05	-	0.05	-	-	-			
Gain related to benefit plan activity	(0.25)	-	(0.25)	(0.09)	-	(0.09)			
Net charge related to Green Tree Insurance Agency acquisition	-	-	-	0.25	-	0.25			
Loss on sale of Mortgage Solutions	-	-	-	0.15	-	0.15			
Loss on building held for sale	-	-	-	0.12	-	0.12			
State tax for AEB sale (after-tax)	0.05	-	0.05	-	-	-			
Net (gain) loss from deconsolidation of consolidated investment entities	(0.12)	0.01	(0.11)	-	-	-			
Impact of Tax Cuts and Jobs Act at enactment (after-tax)	(0.02)	-	(0.02)	-	-	-			
Change in fair value of derivative investment and other expenses related to merger and acquisition activities	0.23	-	0.23	0.03	-	0.03			
Provision (benefit) for income taxes	(0.64)	0.02	(0.62)	(0.14)	(0.09)	(0.23)			
Net operating income, excluding reportable catastrophes, per diluted share	\$ 10.80	\$ (0.92)	\$ 9.88	\$ 9.21	\$ (0.97)	\$ 8.24			



Twelve Months Ended December 31

(\$ per share)	2021		2020	Nine Months Ended Septen		ember 30,		
	;	3Q	3Q	2021			2020	
GAAP net income from continuing operations per diluted share <sup>(1)</sup>	\$	2.58 \$	1.38	\$	8.00	\$	6.32	
Adjustments, pre-tax:								
Net realized (gains) losses on investments		(1.88)	(0.28)		(2.03)		0.60	
Reportable catastrophes		1.66	1.83		2.35		2.19	
COVID-19 direct and incremental expenses		0.03	(0.01)		0.12		0.34	
CARES Act tax benefit (after tax)		-	-		-		(1.33)	
Loss on extinguishment of debt		0.35	-		0.34		-	
Other Adjustments:								
Assurant Health runoff operations		-	(0.01)		-		(0.01)	
Net charge related to Iké		-	-		-		0.09	
Amortization of deferred gains on disposal of businesses		-	(0.01)		-		(0.03)	
Acquisition integration expenses		0.05	0.09		0.19		0.20	
Foreign exchange related losses		0.04	0.04		0.11		0.14	
Current expected credit losses for businesses in runoff		-	-		(0.02)		0.05	
Gain related to benefit plan activity		(0.08)	(0.08)		(0.22)		(0.18)	
State tax for AEB sale (after-tax)		-	0.05		-		0.05	
Net gain from deconsolidation of consolidated investment entities		-	(0.14)		-		(0.11)	
Restructuring costs		-	-		0.08		-	
Change in fair value of derivative investment and other expenses related to merger and acquisition activities		0.01	0.04		0.01		0.11	
Benefit for income taxes		(0.03)	(0.31)		(0.18)		(0.61)	
Net operating income, excluding reportable catastrophes, per diluted share	\$	2.73 \$	2.59	\$	8.75	\$	7.82	

Additional details about the components of Other adjustments and other key financial metrics are included in the Financial Supplement located on Assurant's Investor Relations website https://ir.assurant.com/investor/default.aspx



	Twelve Months		
(UNAUDITED)		2016	
Net income attributable to common stockholders per diluted share	\$	9.13	
Adjustments, pre-tax:			
Assurant Health runoff operations		0.77	
Assurant Employee Benefits		(0.22)	
Net realized gains on investments		(2.62)	
Reportable catastrophes		2.54	
Amortization of deferred gains on disposal of businesses		(6.37)	
Loss on extinguishment of debt and other related costs		0.37	
Other adjustments		0.64	
Provision for income taxes		1.88	
Net operating income, excluding reportable catastrophes, per diluted share	\$	6.12	

Additional details about the components of Other adjustments and other key financial metrics are included in the Financial Supplement located on Assurant's Investor Relations website https://ir.assurant.com/investor/default.aspx



(3) Corporate and Other Net Operating Loss: Assurant uses Corporate and Other net operating loss as an important measure of the Corporate and Other segment's performance. Corporate and Other net operating loss equals GAAP Corporate and Other segment net loss from continuing operations, excluding interest expense, net realized gains (losses) on investments (which includes unrealized gains (losses) on equity securities and changes in fair value of direct investments in collateralized loan obligations), COVID-19 direct and incremental expenses, the CARES Act tax benefit, net income (loss) attributable to non-controlling interests, as well as other highly variable or unusual items other than reportable catastrophes. It also excludes restructuring costs related to strategic exit activities as these are highly unusual, transformative actions associated with realigning resources to the company's business strategies, outside of normal periodic restructuring and cost management activities. The company believes Corporate and Other net operating loss provides investors with a valuable measure of the performance of the company's corporate segment because it excludes highly variable items that do not represent the ongoing results of the company's corporate segment. The comparable GAAP measure is Corporate and Other segment net loss from continuing operations.

(\$ in millions)	2021		2020
		3Q	30
GAAP Corporate and Other segment net income (loss) from continuing operations Adjustments, pre-tax:	\$	26.4	\$ (31.7)
Net realized (gains) losses on investments		(112.1)	(17.1)
COVID-19 direct and incremental expenses		2.0	(0.4)
Interest expense		27.5	25.3
Loss on extinguishment of debt		20.7	-
Other adjustments		1.1	(1.4)
Provision (benefit) for income taxes		13.1	(0.7)
Total adjustments, after-tax		(47.7)	5.7
Net (income) loss attributable to non-controlling interests			 0.3
Corporate and other net operating loss	\$	(21.3)	\$ (25.7)

Additional details about the components of Other adjustments and other key financial metrics are included in the Financial Supplement located on Assurant's Investor Relations website https://ir.assurant.com/investor/default.aspx



#### Exhibit 3: Data Sources

#### **Global Housing**

7 of the top 10 largest mortgage servicers in the U.S.

Source: Internal Management

information

7 of the top 10 largest multifamily housing PMCs in the U.S.

Source: 2020 NMHC 50 Largest

**Apartment Managers** 

Multifamily housing market represents renter-occupied housing units as sourced by U.S. Census data with renters insurance penetration and premium growth estimates according to the Insurance Information Institute.

#### Global Lifestyle

8 of the top 10 global auto

Source: 2020 Best Global Brands

manufacturers

by Interbrand

8 of the top 10 global telecommunications brands Source: Telecoms 150 2021

Ranking by Brand Finance

Mobile (in Connected Living) market represents global smartphone shipments as sourced by IDC data.

Automotive market represents global new and used auto sales as sourced from BMI Research, NADA and Mannheim.

Note: All data listed as of September 30, 2021, unless otherwise noted.

