United States SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 8-K

Current Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 Date of Report (date of earliest event reported):

August 2, 2022

Fidelity National Financial, Inc.

(Exact name of Registrant as Specified in its Charter) 001-32630 (Commission File Number)

Delaware

(State or Other Jurisdiction of Incorporation or Organization)

(IRS Employer Identification Number)

16-1725106

601 Riverside Avenue Jacksonville, Florida 32204 (Addresses of Principal Executive Offices) (904) 854-8100 (Registrant's Telephone Number, Including Area Code) (Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of Each Class	Trading Symbol	Name of Each Exchange on Which Registered
FNF Common Stock, \$0.0001 par value	FNF	New York Stock Exchange

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company \Box

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 2.02. Results of Operations and Financial Condition

On August 2, 2022, Fidelity National Financial, Inc. (the "Company", "FNF") issued an earnings release announcing its financial results for the Second Quarter of 2022. A copy of the FNF earnings release is attached as Exhibit 99.1 to this Current Report on Form 8-K. In addition, the Company is furnishing the quarterly financial supplement for its F&G operating segment as Exhibit 99.2 to this Current Report on Form 8-K.

The following information, including the Exhibits referenced in this Item 2.02, is being furnished pursuant to this Item 2.02 and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended or otherwise subject to the liabilities of that Section, nor shall it be deemed incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such filing.

Item 9.01. Financial Statements and Exhibits

(d) Exhibits

Exhibit	Description
99.1	Press release announcing FNF Second Quarter 2022 Earnings
99.2	<u>Financial Supplement of F&G, dated August 2, 2022</u>
101	Cover Page Interactive Data File - the cover page XBRL tags are embedded within the Inline XBRL document.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Fidelity National Financial, Inc.

Date: August 2, 2022

By: /s/ Anthony J. Park

Name:Anthony J. ParkTitle:Chief Financial Officer



PRESS RELEASE

FNF Reports Second Quarter 2022 Financial Results

Jacksonville, Fla. – (August 2, 2022) - Fidelity National Financial, Inc. (NYSE:FNF) (the Company), a leading provider of title insurance and transaction services to the real estate and mortgage industries and a leading provider of insurance solutions serving retail annuity and life customers and institutional clients through FNF's wholly-owned subsidiary, F&G, today reported financial results for the second quarter ended June 30, 2022.

Net earnings attributable to common shareholders for the second quarter of \$382 million, or \$1.37 per diluted share (per share), compared to \$552 million, or \$1.92 per share, for the second quarter of 2021. Net earnings attributable to common shareholders for the second quarter of 2022 includes \$80 million of net unfavorable mark-to-market effects and \$68 million of other unfavorable items; all of which are excluded from adjusted net earnings attributable to common shareholders.

Adjusted net earnings attributable to common shareholders (adjusted net earnings) for the second quarter of \$530 million, or \$1.90 per share, compared to \$593 million, or \$2.06 per share, for the second quarter of 2021. The decrease from the prior year quarter was primarily a result of Title's decline in refinance volume, representing trough level activity versus the record levels set in the prior year period; partially offset by higher average fee per file, steady volume of commercial orders closed and higher earnings from F&G. F&G's adjusted net earnings for the second quarter of 2022 were \$128 million, including \$36 million of net favorable items primarily as a result of actuarial assumption updates, compared to \$92 million, including \$22 million of net favorable items, for the second quarter of 2021.

Company Highlights

- Solid Title Revenue: For the Title segment, total revenue of \$2.6 billion, compared with \$3.0 billion in total revenue in the second quarter of 2021. Total revenue, excluding recognized gains and losses, of \$2.8 billion, compared with \$3.0 billion in the second quarter of 2021
- Growth strategy drives strong sales for F&G: Total sales of \$3.1 billion for the second quarter, a 15% increase over second quarter 2021 and a 19% increase over first quarter 2022; reflects successful execution of F&G's diversified growth strategy and a disciplined approach to pricing
- **Partial spin-off of F&G remains on track:** Pursuant to the previously announced transaction to distribute 15% ownership of F&G to FNF shareholders on a pro rata basis, F&G has filed its confidential Form 10 registration statement with the U.S. Securities and Exchange Commission for the partial spin-off. The filing represents a significant milestone in the transaction process, which remains on track to close early in the fourth quarter of 2022, subject to customary approvals. As expected, the Company executed on the conversion of the \$400 million intercompany term loan into F&G equity during the second quarter
- **Ample deployable capital supports shareholder value:** FNF has repurchased 4.3 million shares for \$172 million, at an average price of \$39.76 per share, in the second quarter and paid common dividends at \$0.44 per share for \$122 million. FNF ended the second quarter with \$1.6 billion in cash and short-term liquid investments at the holding company

William P. Foley, II, commented, "As we continue to navigate the market volatility due to rising interest rates and the ongoing economic uncertainty, we are proud of our second quarter results where we delivered total revenue of \$2.6 billion, reflecting a moderation from the record setting mortgage market activity experienced in the year ago second quarter. Our Title business performed well and reflects management's execution and flexible operating model designed to rapidly adapt to changing market conditions. F&G delivered near record sales in the second quarter, as investors sought safe haven investments given the sharp increase in market volatility, which generated growth in assets under management to \$40.3 billion at June 30, 2022. F&G's performance in the current market

environment continues to support our acquisition thesis given their countercyclical business model which benefits from higher interest rates and provides a balance to our business as Title revenues begin to contract given higher mortgage rates."

Mr. Foley concluded, "Looking forward, we remain optimistic that the F&G partial spin-off is on track for the fourth quarter of this year and, once completed, will highlight the value creation that has occurred at F&G over the last two years. This planned transaction represents the Board's and management's commitment to delivering value to our shareholders. Our capital allocation strategy is another lever that we utilize to provide a steady stream of capital to our shareholders through our quarterly dividend while maintaining our share repurchase program as we deploy our strong free cash flow. During the quarter, we accelerated our buyback activity having repurchased \$172 million of stock as compared to \$134 million in the first quarter. Year to date, we have repurchased \$306 million of stock while returning \$245 million through our quarterly dividend."

Summary Financial Results

(In millions, except per share data)	Three M	onths I	Ended		Year	to Date	:
	June 30, 2022		June 30, 2021		2022		2021
Total revenue	\$ 2,631	\$	3,854	\$	5,796	\$	6,954
F&G total sales ¹	\$ 3,073	\$	2,667	\$	5,662	\$	4,321
F&G assets under management ¹	\$ 40,322	\$	31,760	\$	40,322	\$	31,760
Total assets	\$ 61,230	\$	54,520	\$	61,230	\$	54,520
Adjusted pre-tax title margin	18.9 %	, D	22.7 9	6	18.0 %		21.4 %
Net earnings attributable to common shareholders	\$ 382	\$	552	\$	779	\$	1,157
Net earnings per share attributable to common shareholders	\$ 1.37	\$	1.92	\$	2.77	\$	4.00
Adjusted net earnings ¹	\$ 530	\$	593	\$	918	\$	1,048
Adjusted net earnings per share ¹	\$ 1.90	\$	2.06	\$	3.27	\$	3.63
Total common shares outstanding	277		286		277		286

Segment Financial Results

<u>Title</u>

This segment consists of the operations of the Company's title insurance underwriters and related businesses, which provide core title insurance and escrow and other title-related services including loan sub-servicing, valuations, default services, and home warranty products.

Second Quarter 2022 Highlights

Mike Nolan, Chief Executive Officer, said, "Our Title business produced a strong performance in the second quarter, despite the housing market experiencing headwinds from higher mortgage rates which has impacted residential refinance and purchase volumes. We are pleased with our adjusted pre-tax title earnings of \$529 million and adjusted pre-tax title margin of 18.9% during the second quarter as we continue to benefit from strength in the commercial market combined with stability in the purchase market, both as compared to the first quarter of 2022, while our refinance volumes appear to be bottoming. Though the economic outlook and near-term market trends are uncertain, we will continue to manage the business the way we have through prior cycles, effectively managing margin by adjusting expenses to align with trends in opened and closed order volumes. We will also be opportunistic and use market dislocation to continue expanding our business through attractive acquisitions and recruiting of established and experienced producers."

¹ See definition of non-GAAP measures below

- Total revenue of \$2.6 billion, compared with \$3.0 billion in total revenue in the second quarter of 2021
- Total revenue, excluding recognized gains and losses, of \$2.8 billion, a 7% decrease compared with the second quarter of 2021
 - **Direct title premiums** of \$859 million, a 5% decrease from second quarter of 2021
 - Agency title premiums of \$1.2 billion, a 4% decrease from second quarter of 2021
 - **Commercial revenue** of \$436 million, a 26% increase from second quarter of 2021
- **Purchase orders** opened decreased 12% on a daily basis and purchase orders closed decreased 11% on a daily basis from the second quarter of 2021
- Refinance orders opened decreased 67% on a daily basis and refinance orders closed decreased 68% on a daily basis from second quarter of 2021
- **Commercial orders** opened decreased 7% and commercial orders closed decreased 6% from second quarter of 2021
- Total fee per file of \$3,557 for the second quarter, a 46% increase over second quarter of 2021

Second Quarter 2022 Financial Results

- **Pre-tax title margin** of 10.5% and industry leading **adjusted pre-tax title margin** of 18.9% for the second quarter of 2022, compared to 21.5% and 22.7%, respectively, in the second quarter of 2021
- Pre-tax earnings from continuing operations in Title for the second quarter of \$267 million, compared with \$644 million for the second quarter of 2021
- Adjusted pre-tax earnings in Title for the second quarter of \$529 million compared with \$688 million for the second quarter of 2021. The
 decrease from the prior year quarter was primarily a result of the considerable decline in refinance volume representing trough level activity
 versus the record levels set in the prior year period; partially offset by higher average fee per file and steady volume of commercial orders closed

<u>F&G</u>

This segment consists of operations of FNF's wholly-owned subsidiary F&G, a leading provider of insurance solutions serving retail annuity and life customers and funding agreement and pension risk transfer institutional clients.

Second Quarter 2022

Chris Blunt, President and Chief Executive Officer of F&G, commented, "F&G had a terrific quarter, demonstrated by our top line and bottom line results. We generated total gross sales of \$3.1 billion which, in turn, drove our assets under management to \$40.3 billion. In the retail channels, we generated a record \$2.2 billion of sales, up 34% from the prior year quarter. Our retail sales volumes reflect expanding relationships with new and existing distribution partners, traction from a comprehensive product portfolio that meets a broad range of consumer needs and increased demand given higher interest rates. Momentum continues in our institutional channels as we issued nearly \$0.9 billion in funding agreements, even amidst a challenging rate environment for that space. On the bottom line, we delivered adjusted net earnings of \$128 million, including \$36 million of favorable notable items, which comprised 24% of FNF's consolidated adjusted net earnings."

Regarding the recently announced transaction to distribute 15% ownership of F&G to FNF shareholders, Mr. Blunt said, "We are making progress toward a targeted closing early in the fourth quarter of 2022. Overall, we are well positioned for future growth opportunities and view the transition to being a publicly traded company as a vote of confidence for our business."

- **Total gross sales** of \$3.1 billion for the second quarter, an increase of 15% over the second quarter 2021 and an increase of 19% over first quarter 2022; reflects successful execution of F&G's diversified growth strategy and a disciplined approach to pricing
- **Record Retail sales** of \$2.2 billion for the second quarter, a 34% increase over second quarter of 2021 and 53% increase over first quarter 2022 as sales resumed our planned growth trajectory, following moderated volume in first quarter from an inflection point in pricing actions taken in response to the macro environment

- **Institutional sales** of approximately \$0.9 billion funding agreement issuances, compared to \$1.0 billion funding agreement issuances for the second quarter 2021
- Average assets under management (AAUM) of \$39.3 billion for the second quarter, an increase of 29% from \$30.4 billion in the second quarter 2021, driven by net new business asset flows. Ending assets under management were \$40.3 billion as of June 30, 2022
- Net earnings attributable to common shareholders for F&G of \$230 million for the second quarter, compared to \$82 million for the second quarter of 2021
- Adjusted net earnings for F&G of \$128 million for the second quarter, compared to \$92 million for the second quarter of 2021. Adjusted net earnings excluding notable items were \$92 million in the second quarter, an increase of \$22 million or 31% compared to \$70 million in the prior year quarter, primarily driven by growth in assets under management
 - Net favorable items in second quarter of 2022 were \$36 million, primarily as a result of actuarial assumption updates; we have updated assumptions for our fixed indexed annuity guaranteed minimum withdrawal benefits, based on utilization experience relative to our more conservative assumptions, as well as our net earned rate assumptions which we will continue to monitor in response to significant changes in the macro environment
 - Net favorable items in second quarter of 2021 were \$22 million, primarily as a result of favorable CLO redemptions

Conference Call

We will host a call with investors and analysts to discuss FNF's second quarter 2022 results on Wednesday, August 3, 2022, beginning at 11:00 a.m. Eastern Time. A live webcast of the conference call will be available on the Events and Multimedia page of the FNF Investor Relations website at fnf.com. The conference call replay will be available via webcast through the FNF Investor Relations website at fnf.com. The telephone replay will be available via webcast through the FNF Investor Relations website at fnf.com. The telephone replay will be available from 2:00 p.m. Eastern Time on August 3, 2022, through August 10, 2022, by dialing 1-844-512-2921 (USA) or 1-412-317-6671 (International). The access code will be 13730096. An expanded quarterly financial supplement providing F&G segment results is available on the FNF Investor Relations website.

About Fidelity National Financial, Inc.

Fidelity National Financial, Inc. (NYSE: FNF) is a leading provider of title insurance and transaction services to the real estate and mortgage industries. FNF is the nation's largest title insurance company through its title insurance underwriters - Fidelity National Title, Chicago Title, Commonwealth Land Title, Alamo Title and National Title of New York - that collectively issue more title insurance policies than any other title company in the United States. More information about FNF can be found at fnf.com.

About F&G

F&G is part of the FNF family of companies. F&G is committed to helping Americans turn their aspirations into reality. F&G is a leading provider of insurance solutions serving retail annuity and life customers and institutional clients and is headquartered in Des Moines, Iowa. For more information, please visit fglife.com.

Use of Non-GAAP Financial Information

Generally Accepted Accounting Principles (GAAP) is the term used to refer to the standard framework of guidelines for financial accounting. GAAP includes the standards, conventions, and rules accountants follow in recording and summarizing transactions and in the preparation of financial statements. In addition to reporting financial results in accordance with GAAP, this earnings release includes non-GAAP financial measures, which the Company believes are useful to help investors better understand its financial performance, competitive position and prospects for the future. These non-GAAP measures include adjusted net earnings per share, adjusted pre-tax title earnings, adjusted pre-tax title earnings as a percentage of adjusted title revenue (adjusted pre-tax title margin), adjusted net earnings attributable to common shareholders (adjusted net earnings), net investment spread, assets under management (AUM), average assets under management (AAUM) and sales.

Management believes these non-GAAP financial measures may be useful in certain instances to provide additional meaningful comparisons between current results and results in prior operating periods. Our non-GAAP measures may not be comparable to similarly titled measures of other organizations because other organizations may not calculate such non-GAAP measures in the same manner as we do.

The presentation of this financial information is not intended to be considered in isolation of or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. By disclosing these non-GAAP financial measures, FNF believes it offers investors a greater understanding of, and an enhanced level of transparency into, the means by which the Company's management operates the Company.

Any non-GAAP measures should be considered in context with the GAAP financial presentation and should not be considered in isolation or as a substitute for GAAP net earnings, net earnings attributable to common shareholders, net earnings per share, or any other measures derived in accordance with GAAP as measures of operating performance or liquidity. Further, FNF's non-GAAP measures may be calculated differently from similarly titled measures of other companies. Reconciliations of these non-GAAP financial measures to the most directly comparable GAAP measures are provided below.

Forward-Looking Statements and Risk Factors

This press release contains forward-looking statements that involve a number of risks and uncertainties. Statements that are not historical facts, including statements regarding our expectations, hopes, intentions or strategies regarding the future are forward-looking statements. Forward-looking statements are based on management's beliefs, as well as assumptions made by, and information currently available to, management. Because such statements are based on expectations as to future financial and operating results and are not statements of fact, actual results may differ materially from those projected. We undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise. The risks and uncertainties which forward-looking statements are subject to include, but are not limited to: the potential impact of the consummation of the F&G transaction on relationships, including with employees, suppliers, customers and competitors; changes in general economic, business, political and COVID-19 conditions, including changes in the financial markets; weakness or adverse changes in the level of real estate activity, which may be caused by, among other things, high or increasing interest rates, a limited supply of mortgage funding or a weak U. S. economy; our potential inability to find suitable acquisition candidates; our dependence on distributions from our title insurance underwriters as a main source of cash flow; significant competition that F&G and our operating subsidiaries face; compliance with extensive government regulation of our operating subsidiaries; and other risks detailed in the "Statement Regarding Forward-Looking Information," "Risk Factors" and other sections of FNF's Form 10-K and other filings with the Securities and Exchange Commission (SEC).

SOURCE: Fidelity National Financial, Inc.; FGL Holdings

CONTACT: Lisa Foxworthy-Parker SVP of Investor & External Relations Investors@fnf.com 515.330.3307

FIDELITY NATIONAL FINANCIAL, INC. SECOND QUARTER SEGMENT INFORMATION

(In millions, except order information in thousands)

(Unaudited)

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Three Months Ended					C	Corporate and
June 30, 2022	Cor	nsolidated	Title	F&G		Other
Direct title premiums	\$	859	\$ 859	\$ _	\$	
Agency title premiums		1,203	1,203	—		
Escrow, title related and other fees		782	706	68		8
Total title and escrow		2,844	2,768	68		8
Interest and investment income		463	35	425		3
Recognized gains and losses, net		(676)	(249)	(426)		(1)
Total revenue		2,631	2,554	 67		10
Personnel costs		839	821	34		(16)
Agent commissions		930	930	—		—
Other operating expenses		457	409	31		17
Benefits & other policy reserve changes		(418)	—	(418)		—
Depreciation and amortization		161	34	121		6
Provision for title claim losses		93	93	—		—
Interest expense		31		 9		22
Total expenses		2,093	2,287	(223)		29
Pre-tax earnings (loss) from continuing operations	\$	538	\$ 267	\$ 290	\$	(19)
Income tax expense (benefit)		164	111	60		(7)
Earnings (loss) from equity investments		14	14	—		—
Earnings (loss) from discontinued operations, net of tax		_	—	_		
Non-controlling interests		6	6	—		—
Net earnings (loss) attributable to common shareholders	\$	382	\$ 164	\$ 230	\$	(12)
EPS from continuing operations attributable to common shareholders -	<i>.</i>	4.0.5				
basic	\$	1.37				
EPS from discontinued operations attributable to common shareholders - basic		_				
EPS attributable to common shareholders - basic	\$	1.37				
EPS from continuing operations attributable to common shareholders - diluted	\$	1.37				
EPS from discontinued operations attributable to common shareholders - diluted		_				
EPS attributable to common shareholders - diluted	\$	1.37				
Weighted average shares - basic		278				
Weighted average shares - diluted		279				

FIDELITY NATIONAL FINANCIAL, INC. SECOND QUARTER SEGMENT INFORMATION

(In millions, except order information in thousands)

Three Months Ended					С	orporate and
June 30, 2022	Cons	olidated	Title	F&G	-	Other
Net earnings (loss) attributable to common shareholders	\$	382	\$ 164	\$ 230	\$	(12)
Earnings from discontinued operations, net of tax		—	—	_		_
Net earnings (loss) from continuing operations attributable to common shareholders	\$	382	\$ 164	\$ 230	\$	(12)
Pre-tax earnings (loss) from continuing operations	\$	538	\$ 267	\$ 290	\$	(19)
Non-GAAP Adjustments						
Recognized (gains) and losses, net		271	249	21		1
Indexed product related derivatives		(159)		(159)		
Purchase price amortization		21	13	5		3
Transaction costs		(5)	_	4		(9)
Adjusted pre-tax earnings (loss)	\$	666	\$ 529	\$ 161	\$	(24)
Total non-GAAP, pre-tax adjustments	\$	128	\$ 262	\$ (129)	\$	(5)
Income taxes on non-GAAP adjustments		(35)	(63)	27		1
Deferred tax asset valuation allowance		55	55	_		
Total non-GAAP adjustments	\$	148	\$ 254	\$ (102)	\$	(4)
Adjusted net earnings (loss) from continuing operations attributable to common shareholders	\$	530	\$ 418	\$ 128	\$	(16)
Adjusted EPS from continuing operations attributable to common shareholders - diluted	\$	1.90				

FIDELITY NATIONAL FINANCIAL, INC. SECOND QUARTER SEGMENT INFORMATION (In millions, except order information in thousands)

(Unaudited)

Three Months Ended

Three Months Ended June 30, 2021	Сот	ısolidated		Title		F&G	С	orporate and Other
Direct title premiums	\$	904	\$	904	\$		\$	
Agency title premiums		1,256	-	1,256	•	_		_
Escrow, title related and other fees		948		839		62		47
Total title and escrow		3,108		2,999		62		47
Interest and investment income		514		27		487		_
Recognized gains and losses, net		232		(30)		253		9
Total revenue		3,854		2,996		802		56
Personnel costs		890		826		32		32
Agent commissions		970		970				—
Other operating expenses		476		425		26		25
Benefits & other policy reserve changes		575		—		575		—
Depreciation and amortization		105		34		65		6
Provision for title claim losses		97		97				
Interest expense		28				7		21
Total expenses		3,141		2,352		705		84
Pre-tax earnings (loss)	\$	713	\$	644	\$	97	\$	(28)
Income tax expense (benefit)		176		160		21		(5)
Earnings from equity investments		14		14				—
Earnings (loss) from discontinued operations, net of tax		6		—		6		
Non-controlling interests		5		5		_		—
Net earnings (loss) attributable to common shareholders	\$	552	\$	493	\$	82	\$	(23)
EPS from continuing operations attributable to common shareholders -	¢	1.01						
basic EDS from discontinued operations attributable to common charabeldare	\$	1.91						
EPS from discontinued operations attributable to common shareholders - basic	\$	0.02						
EPS attributable to common shareholders - basic	\$	1.93						
EPS from continuing operations attributable to common shareholders - diluted	\$	1.90						
EPS from discontinued operations attributable to common shareholders - diluted	\$	0.02						
EPS attributable to common shareholders - diluted	\$	1.92						
Weighted average shares - basic		286						
Weighted average shares - diluted		288						

FIDELITY NATIONAL FINANCIAL, INC. SECOND QUARTER SEGMENT INFORMATION

(In millions, except order information in thousands)

Three Months Ended June 30, 2021	Con	solidated	Title	F&G	C	Corporate and Other
Net earnings (loss) attributable to common shareholders	\$	552	\$ 493	\$ 82	\$	(23)
Earnings from discontinued operations, net of tax	\$	6	\$ _	\$ 6	\$	_
Net earnings (loss) from continuing operations, attributable to common shareholders	\$	546	\$ 493	\$ 76	\$	(23)
Pre-tax earnings (loss) from continuing operations		713	644	97		(28)
Non-GAAP Adjustments						
Recognized (gains) and losses, net		(42)	30	(63)		(9)
Indexed product related derivatives		75	_	75		
Purchase price amortization		24	14	6		4
Transaction costs		4		2		2
Adjusted pre-tax earnings (loss)	\$	774	\$ 688	\$ 117	\$	(31)
Total non-GAAP, pre-tax adjustments	\$	61	\$ 44	\$ 20	\$	(3)
Income taxes on non-GAAP adjustments		(13)	(10)	(4)		1
Non-controlling interest on non-GAAP adjustments		(1)	_	_		(1)
Total non-GAAP adjustments	\$	47	\$ 34	\$ 16	\$	(3)
Adjusted net earnings attributable to common shareholders	\$	593	\$ 527	\$ 92	\$	(26)
Adjusted EPS attributable to common shareholders - diluted	\$	2.06				

(In millions, except order information in thousands)

Six Months Ended June 30, 2022	Co	nsolidated	Title	F&G	С	orporate and Other
Direct title premiums	\$	1,626	\$ 1,626	\$ _	\$	_
Agency title premiums		2,302	2,302	_		—
Escrow, title related and other fees		2,072	1,371	662		39
Total title and escrow		6,000	5,299	 662		39
Interest and investment income		941	62	876		3
Recognized gains and losses, net		(1,145)	(424)	(723)		2
Total revenue		5,796	4,937	 815		44
Personnel costs		1,662	1,597	64		1
Agent commissions		1,774	1,774	—		
Other operating expenses		899	806	49		44
Benefits & other policy reserve changes		(210)	—	(210)		—
Depreciation and amortization		343	67	264		12
Provision for title claim losses		177	177	—		—
Interest expense		61		 17		44
Total expenses		4,706	4,421	184		101
Pre-tax earnings (loss) from continuing operations	\$	1,090	\$ 516	\$ 631	\$	(57)
Income tax expense (benefit)		319	168	165		(14)
Earnings (loss) from equity investments		16	16	_		—
Earnings from discontinued operations, net of tax		_	—	_		
Non-controlling interests		8	9	—		(1)
Net earnings (loss) attributable to common shareholders	\$	779	\$ 355	\$ 466	\$	(42)
EPS from continuing operations attributable to common shareholders - basic	\$	2.79				
EPS from discontinued operations attributable to common shareholders - basic		_				
EPS attributable to common shareholders - basic	\$	2.79				
EPS from continuing operations attributable to common shareholders - diluted	\$	2.77				
EPS from discontinued operations attributable to common shareholders - diluted		_				
EPS attributable to common shareholders - diluted	\$	2.77				
Weighted average shares - basic		279				
Weighted average shares - diluted		281				

(In millions, except order information in thousands)

Six Months Ended June 30, 2022	Con	solidated	Title	F&G	С	orporate and Other
Net earnings (loss) attributable to common shareholders	\$	779	\$ 355	\$ 466	\$	(42)
Earnings from discontinued operations, net of tax			 _	 		
Net earnings (loss) from continuing operations attributable to common shareholders	\$	779	\$ 355	\$ 466	\$	(42)
Pre-tax earnings (loss) from continuing operations	\$	1,090	\$ 516	\$ 631	\$	(57)
Non-GAAP Adjustments						
Recognized (gains) and losses, net		410	424	(12)		(2)
Indexed product related derivatives		(327)	—	(327)		—
Purchase price amortization		44	26	11		7
Transaction costs		(3)	—	4		(7)
Adjusted pre-tax earnings (loss)	\$	1,214	\$ 966	\$ 307	\$	(59)
Total non-GAAP, pre-tax adjustments	\$	124	\$ 450	\$ (324)	\$	(2)
Income taxes on non-GAAP adjustments		(40)	(108)	68		_
Deferred tax asset valuation allowance		55	55			
Total non-GAAP adjustments	\$	139	\$ 397	\$ (256)	\$	(2)
Adjusted net earnings (loss) from continuing operations attributable to common shareholders	\$	918	\$ 752	\$ 210	\$	(44)
Adjusted EPS from continuing operations attributable to common shareholders - diluted	\$	3.27				

(In millions, except order information in thousands)

Six Months Ended June 30, 2021	Co	nsolidated	Title	F&G	C	Corporate and Other
Direct title premiums	\$	1,650	\$ 1,650	\$ 	\$	
Agency title premiums	•	2,314	2,314	_	•	
Escrow, title related and other fees		1,799	1,584	126		89
Total title and escrow		5,763	 5,548	 126		89
Interest and investment income		916	56	860		
Recognized gains and losses, net		275	(89)	355		9
Total revenue		6,954	 5,515	 1,341		98
Personnel costs		1,702	1,580	61		61
Agent commissions		1,777	1,777	—		
Other operating expenses		934	830	54		50
Benefits & other policy reserve changes		549	—	549		—
Depreciation and amortization		288	67	209		12
Provision for title claim losses		178	178			
Interest expense		56		 15		41
Total expenses		5,484	4,432	888		164
Pre-tax earnings (loss) from continuing operations	\$	1,470	\$ 1,083	\$ 453	\$	(66)
Income tax expense (benefit)		342	263	93		(14)
Earnings from equity investments		27	22	—		5
Earnings (loss) from discontinued operations, net of tax		11	—	11		—
Non-controlling interests		9	9	—		
Net earnings (loss) attributable to common shareholders	\$	1,157	\$ 833	\$ 371	\$	(47)
EPS from continuing operations attributable to common shareholders - basic	\$	3.99				
EPS from discontinued operations attributable to common shareholders - basic	\$	0.04				
EPS attributable to common shareholders - basic	\$	4.03				
EPS from continuing operations attributable to common shareholders - diluted	\$	3.96				
EPS from discontinued operations attributable to common shareholders - diluted	\$	0.04				
EPS attributable to common shareholders - diluted	\$	4.00				
Weighted average shares - basic		287				
Weighted average shares - diluted		289				

(In millions, except order information in thousands)

Six Months Ended June 30, 2021	Con	solidated	ated Title			F&G	Corporate an Other	
Net earnings (loss) attributable to common shareholders	\$	1,157	\$	833	\$	371	\$	(47)
Earnings from discontinued operations, net of tax		11				11		
Net earnings (loss) from continuing operations attributable to common shareholders	\$	1,146	\$	833	\$	360	\$	(47)
Pre-tax earnings (loss) from continuing operations		1,470		1,083		453		(66)
Non-GAAP Adjustments								
Recognized (gains) and losses, net		(65)		89		(145)		(9)
Indexed product related derivatives		(110)		_		(110)		_
Purchase price amortization		49		28		13		8
Transaction costs		10		_		4		6
Adjusted pre-tax earnings (loss)	\$	1,354	\$	1,200	\$	215	\$	(61)
Total non-GAAP, pre-tax adjustments	\$	(116)	\$	117	\$	(238)	\$	5
Income taxes on non-GAAP adjustments		19		(28)		48		(1)
Non-controlling interest on non-GAAP adjustments		(1)		_		—		(1)
Total non-GAAP adjustments	\$	(98)	\$	89	\$	(190)	\$	3
Adjusted net earnings (loss) attributable to common shareholders	\$	1,048	\$	922	\$	170	\$	(44)
Adjusted EPS attributable to common shareholders - diluted	\$	3.63						

FIDELITY NATIONAL FINANCIAL, INC. SUMMARY BALANCE SHEET INFORMATION (In millions)

(III IIIIII0IIS)				
	June 30, 2022		De	cember 31, 2021
	(Unaudited)		J)	Jnaudited)
Cash and investment portfolio	\$ 45,39)	\$	47,135
Goodwill	4,53	3		4,539
Title plant	40)		400
Total assets	61,23)		60,690
Notes payable	3,09	1		3,096
Reserve for title claim losses	1,84	3		1,883
Secured trust deposits	1,17	3		934
Non-controlling interests	4	3		43
Total equity and non-controlling interests	6,74	5		9,457
Total equity attributable to common shareholders	6,70	3		9,414

Non-GAAP Measures and Other Information

<u>Title</u>

The table below reconciles pre-tax title earnings to adjusted pre-tax title earnings.

		Three M	onths	Ended	Six Months Ended							
(Dollars in millions)	Jun	June 30, 2022 June 30, 2021			J	lune 30, 2022	June 30, 2021					
Pre-tax earnings	\$	267	\$	644	\$	516	\$	1,083				
Non-GAAP adjustments before taxes												
Recognized (gains) and losses, net		249		30		424		89				
Purchase price amortization		13		14		26		28				
Total non-GAAP adjustments		262		44		450		117				
Adjusted pre-tax earnings	\$	529	\$	688	\$	966	\$	1,200				
Adjusted pre-tax margin		18.9 %	6	22.7 %		18.0 %	6	21.4 %				

FIDELITY NATIONAL FINANCIAL, INC. QUARTERLY OPERATING STATISTICS (Unaudited)

				(Unauc	litec	l)								
	(Q2 2022	Q1 2022	Q4 2021		Q3 2021		Q2 2021		Q1 2021		Q4 2020		Q3 2020
Quarterly Opened Orders ('000's exce	ept % da	<u>ta)</u>			_									
Total opened orders*		443	522	536		688		695		770		728		847
Total opened orders per day*		6.9	8.6	8.5		10.8		10.9		12.6		11.6		13.2
Purchase % of opened orders		75 %	62 %	53 %	ó	50 %	ò	53 %	ò	42 %	ò	38 %	ò	40 %
Refinance % of opened orders		25 %	38 %	47 %	ó	50 %	ò	47 %	ò	58 %	, D	62 %	, D	60 %
Total closed orders*		348	380	477		527		568		597		617		571
Total closed orders per day*		5.4	6.2	7.6		8.2		8.9		9.8		9.8		8.9
Purchase % of closed orders		71 %	55 %	51 %	ó	50 %	ò	47 %		34 %		38 %		42 %
Refinance % of closed orders		29 %	45 %	49 %	ó	50 %	ò	53 %	D	66 %	Ď	62 %	Ď	58 %
Commercial (millions, except orders i	<u>n '000's)</u>													
Total commercial revenue	\$	436	\$ 374	\$ 546	\$	366	\$	347	\$	257	\$	322	\$	216
Total commercial opened orders		64.2	66.1	64.5		66.8		69.4		62.2		57.0		58.1
Total commercial closed orders		39.7	37.4	46.1		40.1		42.3		34.8		39.5		30.6
National commercial revenue	\$	220	\$ 196	\$ 313	\$	183	\$	176	\$	127	\$	177	\$	113
National commercial opened orders		26.7	27.5	26.0		27.7		27.4		23.4		21.4		21.7
National commercial closed orders		15.3	14.6	18.1		14.8		14.9		11.2		13.4		9.8
<u>Total Fee Per File</u>														
Fee per file	\$	3,557	\$ 2,891	\$ 3,023	\$	2,581	\$	2,444	\$	1,944	\$	2,116	\$	2,063
Residential fee per file	\$	2,695	\$ 2,188	\$ 2,158	\$	2,097	\$	2,030	\$	1,644	\$	1,661	\$	1,803
Total commercial fee per file	\$	11,000	\$ 10,000	\$ 11,800	\$	9,100	\$	8,200	\$	7,400	\$	8,200	\$	7,100
National commercial fee per file	\$	14,400	\$ 13,400	\$ 17,300	\$	12,400	\$	11,800	\$	11,300	\$	13,200	\$	11,500
Total Staffing														
Total field operations employees		12,700	13,400	13,600		13,700		13,500		13,200		12,800		12,300
<u>Actual title claims paid (\$ millions)</u>	\$	55	\$ 54	\$ 62	\$	55	\$	56	\$	46	\$	54	\$	50

FIDELITY NATIONAL FINANCIAL, INC. MONTHLY TITLE ORDER STATISTICS

	•	Direct Orders Closed * / (% Purchase)
154,000	73%	123,000 66%
148,000	75%	114,000 72%
141,000	76%	111,000 75%
443,000	75%	348,000 71%
Direct Orders Opened * / (% Purchase)		Direct Orders Closed * / (% Purchase)
236,000	52%	200,000 43%
223,000	52%	176,000 48%
236,000	54%	192,000 50%
695,000	53%	568,000 47%
-	/ (% Purcha 154,000 148,000 141,000 443,000 Direct Orders O / (% Purcha 236,000 223,000 236,000	148,000 75% 141,000 76% 443,000 75% Direct Orders Opened * /(% Purchase) 236,000 52% 223,000 52% 236,000 54%

* Includes an immaterial number of non-purchase and non-refinance orders

<u>F&G</u>

The table below reconciles net earnings attributable to common shareholders to adjusted net earnings attributable to common shareholders.

		Three Mo	nths	Ended		Six Mon	s Ended		
	June	e 30, 2022		June 30, 2021	Jun	ne 30, 2022		June 30, 2021	
(Dollars in millions)									
Net earnings (loss) attributable to common shareholders	\$	230	\$	82	\$	466	\$	371	
Less: Earnings (loss) from discontinued operations, net of tax				6				11	
Net earnings (loss) from continuing operations attributable to common shareholders	\$	230	\$	76	\$	466	\$	360	
Non-GAAP adjustments ^(1,2) :									
Recognized (gains) and losses, net		21		(63)		(12)		(145)	
Indexed product related derivatives		(159)		75		(327)		(110)	
Purchase price amortization		5		6		11		13	
Transaction costs		4		2		4		4	
Income taxes on non-GAAP adjustments		27		(4)		68		48	
Adjusted net earnings attributable to common shareholders ⁽¹⁾	\$	128	\$	92	\$	210	\$	170	

Adjusted net earnings include \$36 million and \$20 million of net favorable items in the three and six months ended June 30, 2022, respectively, and \$22 million and \$34 million of net favorable items in the three and six months ended June 30, 2021, respectively.

The table below provides summary financial highlights.

The table below provides summary financial highlights.							
		Three Mo	onth	is Ended	Six Mont	nded	
(Dollars in millions)	June 30, 2022 Ju			June 30, 2021	June 30, 2022		June 30, 2021
Average assets under management (AAUM) ⁽¹⁾	\$	39,306	\$	30,423	\$ 38,351	\$	29,722
Net investment spread - All products ⁽¹⁾		2.62 %		2.85 %	2.70 %		2.65 %
Net earnings (loss) from continuing operations attributable to common shareholders	\$	230	\$	76	\$ 466	\$	360
Adjusted net earnings attributable to common shareholders ⁽¹⁾	\$	128	\$	92	\$ 210	\$	170
Adjusted return on assets ⁽¹⁾⁽³⁾		1.10 %		1.14 %	1.10 %		1.14 %

The table below provides a summary of sales highlights.

The table below provides a summary of sales inglinghts.						
	Three Mon	ths	Ended	Six Mont	hs I	Ended
(In millions)	June 30, 2022		June 30, 2021	June 30, 2022		June 30, 2021
Total annuity sales ⁽¹⁾	\$ 2,201	\$	1,647	\$ 3,636	\$	3,161
Indexed universal life sales ⁽¹⁾	\$ 29	\$	20	\$ 56	\$	35
Institutional sales ⁽¹⁾⁽⁴⁾	\$ 843	\$	1,000	\$ 1,970	\$	1,125
Total gross sales ⁽¹⁾	\$ 3,073	\$	2,667	\$ 5,662	\$	4,321

Footnotes:

 Non-GAAP financial measure. See the Non-GAAP Measures section below for additional information.
 Amounts are net of offsets related to value of business acquired (VOBA), deferred acquisition cost (DAC), deferred sale inducement (DSI) amortization, and unearned revenue (UREV) amortization, as applicable.
 Adjusted return on assets is calculated on a year to date ("YTD") basis.
 Institutional sales include funding agreements (FABN/FHLB) and pension risk transfer.

DEFINITIONS

The following represents the definitions of non-GAAP measures used by the Company.

Adjusted Net Earnings Attributable to Common Shareholders (Adjusted Net Earnings)

Adjusted net earnings is a non-GAAP economic measure we use to evaluate financial performance each period. Adjusted net earnings is calculated by adjusting net earnings (loss) from continuing operations attributable to common shareholders to eliminate:

- i. Recognized (gains) and losses, net: the impact of net investment gains/losses, including changes in allowance for expected credit losses and other than temporary impairment ("OTTI") losses, recognized in operations; the impact of market volatility on the alternative asset portfolio that differ from management's expectation of returns over the life of these assets; and the effect of changes in fair value of the reinsurance related embedded derivative;
- ii. Indexed product related derivatives: the impacts related to changes in the fair value, including both realized and unrealized gains and losses, of index product related derivatives and embedded derivatives, net of hedging cost;
- iii. Purchase price amortization: the impacts related to the amortization of certain intangibles (internally developed software, trademarks and value of distribution asset (VODA)) recognized as a result of acquisition activities;
- iv. Transaction costs: the impacts related to acquisition, integration and merger related items;
- v. Certain income tax adjustments: the impacts related to unusual tax items that do not reflect our core operating performance such as the establishment or reversal of significant deferred tax asset valuation allowances in our Title and Corporate and Other segments; and
- vi. Other "non-recurring", "infrequent" or "unusual items": Management excludes certain items determined to be "non-recurring", "infrequent" or "unusual" from adjusted net earnings when incurred if it is determined these expenses are not a reflection of the core business and when the nature of the item is such that it is not reasonably likely to recur within two years and/or there was not a similar item in the preceding two years.

Adjustments to adjusted net earnings are net of the corresponding impact on amortization of intangibles, as appropriate. The income tax impact related to these adjustments is measured using an effective tax rate, as appropriate by tax jurisdiction. While these adjustments are an integral part of the overall performance of F&G, market conditions and/or the non-operating nature of these items can overshadow the underlying performance of the core business. Accordingly, management considers this to be a useful measure internally and to investors and analysts in analyzing the trends of our operations. Adjusted net earnings should not be used as a substitute for net earnings (loss). However, we believe the adjustments made to net earnings (loss) in order to derive adjusted net earnings provide an understanding of our overall results of operations.

Net Investment Spread

Net investment spread is the excess of net investment income, adjusted for market volatility on the alternative asset investment portfolio, earned over the sum of interest credited to policyholders and the cost of hedging our risk on indexed product policies. Management considers this non-GAAP financial measure to be useful internally and to investors and analysts when assessing the performance of the Company's invested assets against the level of investment return provided to policyholders, inclusive of hedging costs.

Assets Under Management (AUM)

AUM is calculated as the sum of:

- i. total invested assets at amortized cost, excluding derivatives, net of reinsurance qualifying for risk transfer in accordance with GAAP;
- ii. related party loans and investments;
- iii. accrued investment income;
- iv. the net payable/receivable for the purchase/sale of investments, and
- v. cash and cash equivalents excluding derivative collateral at the beginning of the period and the end of each month in the period, divided by the total number of months in the period plus one.

Management considers this non-GAAP financial measure to be useful internally and to investors and analysts when assessing the rate of return on assets available for reinvestment.

Average Assets Under Management (AAUM)

AAUM is calculated as AUM at the beginning of the period and the end of each month in the period, divided by the total number of months in the period plus one.

Management considers this non-GAAP financial measure to be useful internally and to investors and analysts when assessing the rate of return on assets available for reinvestment.

Adjusted Return on Assets

Adjusted Return on Assets is calculated by dividing annualized adjusted net earnings by year-to-date AAUM. Management considers this non-GAAP financial measure to be useful internally and to investors and analysts when assessing financial performance and profitability earned on AAUM.

Sales

Annuity, IUL, funding agreement and non-life contingent PRT sales are not derived from any specific GAAP income statement accounts or line items and should not be viewed as a substitute for any financial measure determined in accordance with GAAP. Sales from these products are recorded as deposit liabilities (i.e. contractholder funds) within the Company's consolidated financial statements in accordance with GAAP. Life contingent PRT sales are recorded as premiums in revenues within the consolidated financial statements. Management believes that presentation of sales, as measured for management purposes, enhances the understanding of our business and helps depict longer term trends that may not be apparent in the results of operations due to the timing of sales and revenue recognition.

Exhibit 99.2



Experience the Power of Collaborative Thinking

F&G Annuities & Life, Inc. ("F&G") - An Operating Segment of Fidelity National Financial, Inc. (NYSE:FNF) Financial Supplement June 30, 2022 (Year Ended December 31)

The financial statements and financial exhibits included herein are unaudited. F&G is an operating segment of FNF ("the Company") and these financial statements and exhibits should be read in conjunction with the Company's periodic reports on Form 10-K, Form 10-Q and Form 8-K. F&G was acquired by FNF on June 1, 2020.

All dollar amounts are presented in millions.

Non-GAAP Financial Measures

Generally Accepted Accounting Principles (GAAP) is the term used to refer to the standard framework of guidelines for financial accounting. GAAP includes the standards, conventions, and rules accountants follow in recording and summarizing transactions and in the preparation of financial statements. In addition to reporting financial results in accordance with GAAP, this document includes non-GAAP financial measures, which the Company believes are useful to help investors better understand its financial performance, competitive position and prospects for the future. Management believes these non-GAAP financial measures may be useful in certain instances to provide additional meaningful comparisons between current results and results in prior operating periods. Our non-GAAP measures may not be comparable to similarly titled measures of other organizations because other organizations may not calculate such non-GAAP measures in the same manner as we do. The presentation of this financial information is not intended to be considered in isolation of or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. By disclosing these non-GAAP financial measures, the Company believes it offers investors a greater understanding of, and an enhanced level of transparency into, the means by which the Company's management operates the Company. Any non-GAAP measures should be considered in context with the GAAP financial presentation and should not be considered in isolation or as a substitute for GAAP net earnings, net earnings attributable to common shareholders, or any other measures derived in accordance with GAAP as measures of operating performance or liquidity. Reconciliations of these non-GAAP financial measures to the most directly comparable GAAP measures are provided within.

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Consolidated Financial Highlights

		1	Three months ende	d		Six mont	ths ended
	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021	June 30, 2022	June 30, 2021
Select Income Statement Data:							
Net earnings attributable to common shareholders	230	236	121	373	82	466	371
Adjusted net earnings attributable to common shareholders ("Adjusted net earnings") (a) (c)	128	82	90	101	92	210	170
Select Metrics:							
Average assets under management ("AAUM") (a)	39,306	37,459	35,699	32,692	30,423	38,351	29,722
Assets under management ("AUM") (a)	40,322	38,601	36,494	34,665	31,760	40,322	31,760
Net investment spread (a) (d)	2.62 %	2.76 %	2.78 %	2.75 %	2.85 %	2.70 %	2.65 %
Adjusted return on assets (a) (b) (c)	1.10 %	0.88 %	1.13 %	1.18 %	1.14 %	1.10 %	1.14 %

(a) Refer to "Non-GAAP Financial Measures Definitions"
(b) Adjusted return on assets is calculated on a year to date ("YTD") basis.
(c) Refer to page 7 "Notable Items" for further explanation of trends.
(d) Prior periods have been restated to reflect immaterial adjustments management identified in Q2 2022.

Sales Results by Product

		T	hree months end	ed		Six mon	ths ended
	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021	June 30, 2022	June 30, 2021
Sales (a)							
Fixed indexed annuities (FIA)	1,114	962	1,055	1,073	1,135	2,076	2,182
Fixed rate annuities (MYGA)	1,087	473	301	458	512	1,560	979
Total annuity	2,201	1,435	1,356	1,531	1,647	3,636	3,161
Indexed universal life (IUL)	29	27	28	24	20	56	35
Funding agreements (FABN/FHLB)	843	600	35	1,150	1,000	1,443	1,125
Pension risk transfer (PRT)	—	527	776	371	—	527	_
Total Gross Sales	3,073	2,589	2,195	3,076	2,667	5,662	4,321
Sales attributable to flow reinsurance to third parties	(544)	(236)	(151)	(229)	(255)	(780)	(489)
Total Net Sales	\$ 2,529	\$ 2,353	\$ 2,044	\$ 2,847	\$ 2,412	\$ 4,882	\$ 3,832

(a) Refer to "Non-GAAP Financial Measures Definitions."

Condensed Consolidated Balance Sheets

Assets	June 30, 2022		March 31, 2022		December 31, 2021		eptember 30, 2021	J	une 30, 2021
Investments:									
Fixed maturity securities available for sale, at fair value, net of allowance for credit losses of \$5 at June 30, 2022	\$	28,398	\$	29,478	\$	29,962	\$ 28,550	\$	27,616
Preferred securities, at fair value		839		934		1,028	870		882
Equity securities, at fair value		119		139		143	156		176
Derivative investments		145		487		816	581		691
Mortgage loans, net of allowance for credit losses of \$35 at June 30, 2022		4,437		4,217		3,749	3,484		2,794
Investments in unconsolidated affiliates		2,668		2,696		2,350	2,022		1,667
Other long-term investments		528		510		489	454		448
Short-term investments		823		387		373	258		356
Total investments	\$	37,957	\$	38,848	\$	38,910	\$ 36,375	\$	34,630
Cash and cash equivalents	_	992		1,168		1,533	2,320		1,016
Trade and notes receivables		3		3		3	11		11
Reinsurance recoverable, net of allowance for credit losses of \$19 at June 30, 2022 (a)		4,215		3,801		3,610	3,492		3,297
Goodwill (a)		1,756		1,756		1,756	1,756		1,756
Prepaid expenses and other assets		1,000		625		613	662		415
Lease assets		9		9		8	8		8
Other intangible assets, net (a)		3,143		2,699		2,234	2,086		2,060
Property and equipment, net		14		14		13	13		13
Income taxes receivable		64		46		50	—		
Deferred tax asset (a)		473		142		_	_		51
Total assets	\$	49,626	\$	49,111	\$	48,730	\$ 46,723	\$	43,257
				T C			 	_	

(a) These line items included adjustments that were recorded during the remeasurement period subsequent to the June 1, 2020 acquisition. The following adjustments were recorded as of the opening balance sheet at June 1, 2020 during the quarter ending June 30, 2021: Reinsurance recoverable, (\$289), Goodwill, \$5, Other intangible assets, net, \$61, and Deferred tax asset, \$1.

<u>Condensed Consolidated Balance</u>	e Sh	eets (co	onti	<u>nued)</u>						
	J	une 30, 2022	1	March 31, 2022	December 31, 2021		September 30, 2021		J	une 30, 2021
Liabilities and Shareholders' Equity	-									
Contractholder funds	\$	37,707	\$	36,237	\$	35,525	\$	33,988	\$	32,166
Future policy benefits (b)		5,177		5,217		4,732		3,985		3,670
Accounts payable and accrued liabilities (b)		1,384		1,536		1,297		1,670		1,276
Income taxes payable				_				3		17
Deferred tax liability		_		_		24		9		_
Notes payable		573		975		977		979		589
Funds withheld for reinsurance liabilities		2,277		1,852		1,676		1,508		1,271
Lease liabilities		14		14		14		14		14
Total liabilities	\$	47,132	\$	45,831	\$	44,245	\$	42,156	\$	39,003
Shareholders' equity:										
Additional paid-in-capital		3,156		2,753		2,750		2,748		2,746
Retained earnings		1,468		1,238		1,001		880		507
Accumulated other comprehensive (loss) income ("AOCI")		(2,130)		(711)		734		939		1,001
Total shareholders' equity	\$	2,494	\$	3,280	\$	4,485	\$	4,567	\$	4,254
Total liabilities and shareholders' equity	\$	49,626	\$	49,111	\$	48,730	\$	46,723	\$	43,257

(b) These line items included adjustments that were recorded during the remeasurement period subsequent to the June 1, 2020 acquisition. The following adjustments were recorded as of the opening balance sheet at June 1, 2020 during the quarter ending June 30, 2021: Future policy benefits, (\$228), and Accounts payable and accrued liabilities, \$6.

Reconciliation of Total Shareholders' Equity to Total Shareholders' Equity Excluding AOCI

	J	June 30, 2022																										March 31, 2022						cember 31, 2021	Sej	ptember 30, 2021	une 30, 2021
Total shareholders' equity	\$	2,494	\$	3,280	\$	4,485	\$	4,567	\$ 4,254																												
Less: AOCI		(2,130)		(711)		734		939	1,001																												
Total shareholders' equity excluding AOCI (c)	\$	4,624	\$	3,991	\$	3,751	\$	3,628	\$ 3,253																												

(c) Refer to "Non-GAAP Financial Measures Definitions"

<u>Condensed</u>	Conso	lidated	Staten	nents	<u>of Earnings</u>					
				Т	hree months end	led		S	ix mont	hs ended
		ne 30, 2022	Marc 202		December 31, 2021	September 30, 2021	June 30, 2021		ie 30, 022	June 30, 2021
Revenues:										
Life insurance premiums and other fees (a)	\$	68	\$	594	\$ 838	\$ 431	\$ 62	\$	662	\$ 126
Interest and investment income		425		451	511	481	487		876	860
Recognized gains and losses, net		(426)		(297)	345	15	253		(723)	355
Total revenues		67		748	1,694	927	802		815	1,341
Benefits and expenses:										
Benefits and other changes in policy reserves		(418)		208	1,404	185	575		(210)	549
Personnel costs		34		30	36	32	32		64	61
Other operating expenses		31		18	29	22	26		49	54
Depreciation and amortization		121		143	65	210	65		264	209
Interest expense		9		8	8	6	7		17	15
Total benefits and expenses		(223)		407	1,542	455	705		184	888
Pre-tax earnings		290		341	152	472	97		631	453
Income tax expense		(60)		(105)	(31)	(96)	(21)		(165)	(93)
Net earnings from continuing operations		230		236	121	376	76		466	360
(Loss) earnings from discontinued operations, net of tax	-		-	_		(3)	6		_	11
Net earnings attributable to common shareholders	\$	230	\$	236	\$ 121	\$ 373	\$ 82	\$	466	\$ 371

(a) Included within "Escrow, title-related and other fees" in FNF 10-K/ 10-Q.

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Reconciliation from Net Earnings to Adjusted Net Earnings (a)

	Three months ended										Six mon		hs er	ided
	June 3 2022),		rch 31, 2022	De	ecember 31, 2021	Se	ptember 30, 2021	J	June 30, 2021		ne 30, 2022	Jı	une 30, 2021
Net earnings from continuing operations	\$ 2	30	\$	236	\$	121	\$	376	\$	76	\$	466	\$	360
Non-GAAP adjustments (a):														
Recognized (gains) and losses, net		21		(33)		(76)		(98)		(63)		(12)		(145)
Indexed product related derivatives	(1	59)		(168)		32		26		75		(327)		(110)
Purchase price amortization		5		6		6		7		6		11		13
Transaction costs		4		_				1		2		4		4
Other non-recurring items (b)				—				(284)		—		—		—
Income taxes on non-GAAP adjustments		27		41		7		73		(4)		68		48
Adjusted net earnings (a)	\$ 1	28	\$	82	\$	90	\$	101	\$	92	\$	210	\$	170

Notable Items

Each quarterly reporting period, we identify notable items that help explain the trends in our Adjusted net earnings as we believe these items provide further clarity to the financial performance of the business.

			Т	hre	e months end	led					Six mon	hs ei	ıded
	ne 30, 2022	N	4arch 31, 2022	D	ecember 31, 2021	Sep	tember 30, 2021	J	lune 30, 2021	J	une 30, 2022		une 30, 2021
Adjusted net earnings (a)	\$ 128	\$	82	\$	90	\$	101	\$	92	\$	210	\$	170
Notable items [(unfavorable)/favorable]													
Benefits and other changes in policy reserves (c)	2		4		(7)		7		3		6		10
Assumption review and unlocking (d)	30		_		—		_		8		30		8
Other notable items (e)	4		(20)		10		20		11		(16)		16

(a) Refer to "Non-GAAP Financial Measures Definitions."

(b) Reflects adjustments to benefits and other changes in policy reserves and depreciation and amortization resulting from the implementation of a new actuarial valuation system.

(b) Reflects adjustments to benefits and other changes in policy reserves and depreciation and amortization resulting from the implementation of a new actuarial valuation system.
(c) Reflects the after tax impact to adjusted net earnings for certain actuarial adjustments to benefits and other changes in policy reserves related to timing, volume and magnitude of experience, excluding assumption review and unlocking.
(d) Reflects unlocking from updating our SOP 03-1 reserves, DAC, VOBA, DSI and cost of reinsurance amortization models for actual experience and equity market fluctuations.
(e) Costs incurred during research and exploration of potential merger or acquisition of a business or a group of insurance policies via asset acquisition or (inforce) reinsurance agreement, income

from bond prepayment and CLO redemptions, changes in tax valuation and other net activity.

Adjusted Net Earnings Statement (a)

			Т			Six mont	onths ended					
	1e 30, 022	I	March 31, 2022	D	ecember 31, 2021	, September 3 2021		June 30, 2021	- -	June 30, 2022		ne 30, 2021
Revenues:												
Life insurance premiums and other fees (b) (i)	\$ 89	\$	593	\$	840	\$	430	\$ 62	5	\$ 682	\$	126
Interest and investment income (c)	463		448		431		381	377		911		710
Recognized gains and losses, net (d)	—						—	—		—		—
Total revenues	552		1,041		1,271		811	439		1,593		836
Benefits and expenses:									- -			
Benefits and other changes in policy reserves (e) (i)	229		775		1,023		577	214		1,004		402
Personnel costs	35		30		36		32	32		65		61
Other operating expenses (f)	28		18		29		22	24		46		50
Depreciation and amortization (g)	91		64		61		49	46		155		94
Interest expense	9		8		9		6	7		17		15
Total benefits and expenses	 392		895		1,158		686	323		1,287		622
Pre-tax earnings	160		146		113		125	116		306		214
Income tax expense	(32)		(64)		(23)		(24)	(24)		(96)		(44)
Adjusted net earnings (a)	\$ 128	\$	82	\$	90	\$	101	\$ 92	5	\$ 210	\$	170
Notable items included in Adjusted net earnings (h)	\$ 36	\$	(16)	\$	3	\$	27	\$ 22	3	\$ 20	\$	34

(a) Refer to "Non-GAAP Financial Measures Definitions."

(b) Life insurance premiums and other fees are included within "Escrow, title-related and other fees" in FNF 10-K/ 10-Q, and have been adjusted to remove primarily the impact of unearned revenue on the adjustments below.

(c) Interest and investment income has been adjusted to remove the market volatility on the alternative investment portfolio that differ from management's expectation of returns over the life of these assets

(d) Recognized gains and losses (net) have been adjusted to remove the effect of recognized (gains) losses including changes in allowance for expected credit losses and OTTI; changes in fair values of indexed product related derivatives and embedded derivatives, net of hedging costs; and the change in fair value of the reinsurance related embedded derivative. (e) Benefits and other changes in policy reserves has been adjusted to remove the effects of the changes in fair values of indexed product embedded derivatives, changes in allowance for expected

credit losses on reinsurance recoverables, the fair value impacts of assumed reinsurance, those resulting from the implementation of a new actuarial system at September 30, 2021, and changes in the SOP 03-1 reserve resulting from the adjustments above, as applicable.

(f) Other operating expenses have been adjusted to remove the effects of transaction costs.
(g) Depreciation and amortization has been adjusted to remove the impact on DAC, VOBA, and DSI of the adjustments above, as applicable, purchase price amortization and those resulting from the implementation of a new actuarial valuation system at September 30, 2021.
(h) Refer to page 7 "Notable Items" for further detail of notable items.
(i) Includes premiums from agreements related to our new PRT business beginning in the three months ended September 30, 2021.

	Financial Stren	<u>ngth Ratings</u>		
	A.M. Best	S&P	Fitch	Moody's
Holding Company Ratings				
F&G Annuities & Life, Inc.				
Issuer Credit / Default Rating	Not Rated	BBB-	BBB	Ba2
Outlook		Stable	Stable	Positive
CF Bermuda Holdings Limited				
Issuer Credit / Default Rating	Not Rated	BBB-	BBB	Ba1
Outlook		Stable	Stable	Positive
Fidelity & Guaranty Life Holdings, Inc.				
Issuer Credit / Default Rating	bbb-	BBB-	BBB	Not Rated
Outlook	Stable	Stable	Stable	
Senior Unsecured Notes	bbb-	BBB	BBB	Baa2
Outlook	Stable			Stable
Operating Subsidiary Ratings				
Fidelity & Guaranty Life Insurance Company				
Financial Strength Rating	A-	A-	A-	Baa1
Outlook	Stable	Stable	Stable	Positive
Fidelity & Guaranty Life Insurance Company of New York				
Financial Strength Rating	A-	A-	A-	Not Rated
Outlook	Stable	Stable	Stable	
F&G Life Re Ltd				
Financial Strength Rating	Not Rated	A-	A-	Baa1
Outlook		Stable	Stable	Positive
F&G Cayman Re Ltd				
Financial Strength Rating	Not Rated	Not Rated	A-	Not Rated
Outlook			Stable	

Total Product Net Investment Spread														
				1	Thre	ee months ende	ed					Six mon	hs er	ıded
	Jun	ie 30, 2022	N	Aarch 31, 2022	I	December 31, 2021	5	September 30, 2021	Jur	ne 30, 2021	Ju	ne 30, 2022	Jun	ne 30, 2021
Net investment income	\$	425	\$	451	\$	511	\$	481	\$	487	\$	876	\$	860
AAUM (a)		39,306		37,459		35,699		32,692		30,423		38,351		29,722
Yield on AAUM (a)		4.32 %		4.82 %	_	5.73 %		5.89 %		6.40 %		4.57 %		5.79 %
Alternative investment yield adjustment (a)		0.39 %		(0.04)%		(0.90)%		(1.23)%		(1.43)%		0.18 %		(1.01)%
Adjusted Yield on AAUM (a)		4.71 %		4.78 %		4.83 %		4.66 %		4.97 %		4.75 %		4.78 %
Interest credits (b)	\$	94	\$	85	\$	84	\$	64	\$	73	\$	179	\$	147
Option & futures costs (b)		99		92		88		82		77		191		149
Total interest credited and option costs (b)	\$	193	\$	177	\$	172	\$	146	\$	150	\$	370	\$	296
Average account value (b)		37,009		35,247		33,601		30,562		28,273		36,110		27,762
Interest credited & option cost (b)		2.09 %		2.02 %	_	2.05 %		1.91 %		2.12 %		2.05 %		2.13 %
Net investment spread (a) (b)		2.62 %		2.76 %	-	2.78 %		2.75 %		2.85 %		2.70 %		2.65 %

(a) Refer to "Non-GAAP Financial Measures Definitions."

(b) Prior periods have been restated to reflect immaterial adjustments management identified in Q2 2022.

FIA Net Investment Spread														
					Гh	- ree months ende	ed					Six mont	hs e	nded
	Ju	1e 30, 2022]	March 31, 2022]	December 31, 2021		September 30, 2021		June 30, 2021	Ju	ne 30, 2022		June 30, 2021
Net investment income (b)	\$	290	\$	312	\$	366	\$	368	\$	377	\$	602	\$	653
AAUM (a)		24,704		23,717		22,824		22,146		20,896		24,275		20,551
Yield on AAUM (a) (b)		4.70 %		5.27 %	_	6.42 %		6.65 %		7.22 %		4.96 %		6.35 %
Alternative investment yield adjustment (a)		0.44 %		(0.16)%		(1.19)%		(1.81)%		(2.20)%		0.14 %		(1.52)%
Adjusted Yield on AAUM (a) (b)		5.14 %		5.11 %		5.23 %		4.84 %		5.02 %		5.10 %		4.83 %
							_							
Interest credits	\$	9	\$	9	\$	9	\$	2	\$	13	\$	18	\$	28
Option & futures costs		88		84		80		75		70		172		135
Total interest credited and option costs	\$	97	\$	93	\$	89	\$	77	\$	83	\$	190	\$	163
Average account value		22,888		22,244		21,513		20,680		19,842		22,571		19,443
Interest credited & option cost		1.70 %		1.67 %	_	1.65 %	-	1.49 %		1.67 %		1.68 %		1.68 %
Net investment spread (a) (b)		3.44 %		3.44 %	_	3.58 %	-	3.35 %		3.35 %		3.42 %		3.15 %

(a) Refer to "Non-GAAP Financial Measures Definitions."(b) Prior periods have been restated to reflect immaterial adjustments management identified in Q2 2022.

Assets Under Management Rollforward and Average Assets Under Management

				r	Thre	e months en	ded				Six m			nded
	J	June 30, 2022	N	March 31, 2022	De	December 31, 2021		ptember 30, 2021	, June 30, 2021			June 30, 2022	J	une 30, 2021
AUM at beginning of period (a)	\$	38,601	\$	36,494	\$	34,665	\$	31,760	\$	29,700	\$	36,494	\$	28,553
Net new business asset flows		2,271		2,223		2,050		2,747		2,327		4,494		3,596
Net reinsurance and other transactions		(550)		(116)		(221)		158		(267)		(666)		(389)
AUM at end of period (a)	\$	40,322	\$	38,601	\$	36,494	\$	34,665	\$	31,760	\$	40,322	\$	31,760
AAUM (a)	\$	39,306	\$	37,459	\$	35,699	\$	32,692	\$	30,423	\$	38,351	\$	29,722

Annuity Account Balance Rollforward (b)

	Three months ended										Six mon		hs er	ıded
	J	une 30, 2022	Μ	arch 31, 2022	December 31, 2021		September 30, 2021		J	une 30, 2021	J	une 30, 2022	Jı	une 30, 2021
Account balances at beginning of period:	\$	27,331	\$	26,673	\$	25,662	\$	24,774	\$	23,803	\$	26,673	\$	22,992
Net deposits		1,673		1,073		1,321		1,311	_	1,390		2,746		2,655
Surrenders, withdrawals, deaths, etc.		(596)		(539)		(517)		(625)		(628)		(1,135)		(1,213)
Net flows		1,077		534		804		686		762		1,611		1,442
Premium and interest bonuses		21		22		23		20		21		43		39
Fixed interest credited and index credits		91		142		226		217		225		233		373
Guaranteed product rider fees		(42)		(40)		(42)		(35)		(37)		(82)		(72)
Account balance at end of period	\$	28,478	\$	27,331	\$	26,673	\$	25,662	\$	24,774	\$	28,478	\$	24,774

(a) Refer to "Non-GAAP Financial Measures Definitions."(b) The rollforward reflects the vested account balance of our fixed index annuities and fixed rate annuities, net of reinsurance.

Annuity Liability Characteristics

	Fixed Annuities Account Value	Fixed Index Annuities Account Value
	June	30, 2022
SURRENDER CHARGE PERCENTAGES:	¢ 220	¢ 0.001
No surrender charge	\$ 338	\$ 2,631
0.0% < 2.0%	20	119
2.0% < 4.0%	41	856
4.0% < 6.0%	832	2,226
6.0% < 8.0%	1,484	3,627
8.0% < 10.0%	2,543	8,248
10.0% or greater	_	5,513
	\$ 5,258	\$ 23,220

	An	'ixed nuities ınt Value	An	ed Index nuities unt Value
		June	30, 2022	1
CREDITED RATE (INCLUDING BONUS INTEREST) VS. ULTIMATE MINIMUM GUARANTEED RATE DIFFERENTIAL:				
No differential	\$	543	\$	1,393
0.0% - 1.0%		621		1,126
1.0% - 2.0%		1,719		12
2.0% - 3.0%		2,283		—
3.0% - 4.0%		92		_
Allocated to index strategies		—		20,689
	\$	5,258	\$	23,220

<u>Su</u>	<u>mmary</u>	of Investee	d As	sets by As	<u>set Class</u>				
			June	2 30, 2022			D	ecember 31, 202	1
	Amo	rtized Cost	Fa	air Value	Percent	Amo	rtized Cost	Fair Value	Percent
Fixed maturity securities, available for sale:									
United States Government full faith and credit	\$	214	\$	212	1 %	\$	50	\$ 50	— %
United States Government sponsored entities		52		50	— %		74	74	— %
United States municipalities, states and territories		1,428		1,253	3 %		1,386	1,441	4 %
Foreign Governments		186		153	1 %		197	205	1 %
Corporate securities:									
Finance, insurance and real estate		5,484		4,834	13 %		4,881	5,109	13 %
Manufacturing, construction and mining		884		746	2 %		880	932	2 %
Utilities, energy and related sectors		2,857		2,335	6 %		2,881	2,987	8 %
Wholesale/retail trade		2,520		2,059	5 %		2,503	2,627	7 %
Services, media and other		3,304		2,674	7 %		3,227	3,349	8 %
Hybrid securities		801		743	2 %		812	881	2 %
Non-agency residential mortgage-backed securities		917		845	2 %		648	648	2 %
Commercial mortgage-backed securities		3,116		3,046	8 %		2,669	2,964	7 %
Asset-backed securities		5,644		5,319	14 %		4,514	4,550	12 %
CLO securities		4,321		4,129	11 %		4,002	4,145	11 %
Total fixed maturity securities, available for sale	\$	31,728	\$	28,398	75 %	\$	28,724	\$ 29,962	77 %
Equity securities		1,099		958	3 %		1,135	1,171	3 %
Alternative investments:									
Private equity		1,351		1,351	4 %		1,181	1,181	3 %
Real assets		388		381	1 %		339	340	1 %
Credit		936		936	2 %		829	829	2 %
Commercial mortgage loans		2,315		2,119	6 %		2,168	2,265	6 %
Residential mortgage loans		2,122		1,971	5 %		1,581	1,549	4 %
Other (primarily derivatives and company owned life insurance)		587		673	2 %		971	1,305	3 %
Short term investments		822		823	2 %		373	373	1 %
Total (a)	\$	41,348	\$	37,610	100 %	\$	37,301	\$ 38,975	100 %

(a) Asset duration of 5.4 years and 6.4 years vs. liability duration of 5.7 years and 7.1 years for the periods ending June 30, 2022 and December 31, 2021, respectively.

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Credit Quality of Fixed Maturity Securities

		June 30, 2022		
NAIC Designation	F	air Value	Percent	
1	\$	16,033	56 %	
2		10,121	36 %	
3		1,571	6 %	
4		532	2 %	
5		80	— %	
6		61	— %	
	\$	28,398	100 %	

		June 30, 2022	
Rating Agency Rating		air Value	Percent
ААА	\$	989	3 %
AA		1,990	7 %
A		7,092	25 %
BBB		8,519	30 %
Not rated		7,796	28 %
Total investment grade		26,386	93 %
BB		1,049	4 %
B and below		362	1 %
Not rated		601	2 %
Total below investment grade		2,012	7 %
	\$	28,398	100 %

Summary of Residential Mortgage Backed Securities by Collateral Type and NAIC Designation

		-		
		June 30, 2022		
Total by collateral type	Amortized Cos	Amortized Cost		
Government Agency	\$	52 \$	50	
Prime		800	736	
Subprime		49	46	
Alt-A		68	62	
	\$	969 \$	894	
		June 30, 2022		
Fotal by NAIC designation	Amortized Cos		Fair Value	
1	\$	944 \$	871	
2		16	15	
3		4	3	
4		4	4	
5		1	1	

Top 5 Reinsurers

			June 30, 2022			
			Financial Strength Rating			
Parent Company/Principal Reinsurers	Reinsura Recoverab		AM Best S&P Fitch Mood			Moody's
Aspida Life Re Ltd	\$	1,651	A-	not rated	not rated	not rated
Wilton Re		1,259	A+	not rated	A+	not rated
Somerset Reinsurance Ltd		626	A-	BBB+	not rated	not rated
London Life Reinsurance Co.		101	A+	not rated	not rated	not rated
Security Life of Denver		99	not rated	A-	A-	Baa1

(a) Reinsurance recoverables do not include unearned ceded premiums that would be recovered in the event of early termination of certain traditional life policies.

894

969

\$

\$

Non-GAAP Financial Measures Definitions

The following represents the definitions of non-GAAP measures used by F&G, as an operating segment of FNF:

Adjusted Net Earnings Attributable to Common Shareholders (Adjusted Net Earnings)

Adjusted net earnings is a non-GAAP economic measure we use to evaluate financial performance each period. Adjusted net earnings is calculated by adjusting net earnings (loss) from continuing operations attributable to common shareholders to eliminate:

(i) Recognized (gains) and losses, net: the impact of net investment gains/losses, including changes in allowance for expected credit losses and other than temporary impairment ("OTTI") losses, recognized in operations; the impact of market volatility on the alternative asset portfolio that differ from management's expectation of returns over the life of these assets; and the effect of changes in fair value of the reinsurance related embedded derivative;
(ii) Indexed product related derivatives: the impacts related to changes in the fair value, including both realized and unrealized gains and losses, of index product related derivatives and embedded derivatives, net of hedging cost;

(iii) Purchase price amortization: the impacts related to the amortization of certain intangibles (internally developed software, trademarks and value of distribution asset ("VODA")) recognized as a result of acquisition activities;

(iv) Transaction costs: the impacts related to acquisition, integration and merger related items; and

(v) Other "non-recurring", "infrequent" or "unusual items": Management excludes certain items determined to be "non-recurring", "infrequent" or "unusual" from adjusted net earnings when incurred if it is determined these expenses are not a reflection of the core business and when the nature of the item is such that it is not reasonably likely to recur within two years and/or there was not a similar item in the preceding two years.

Adjustments to adjusted net earnings are net of the corresponding impact on amortization of intangibles, as appropriate. The income tax impact related to these adjustments is measured using an effective tax rate, as appropriate by tax jurisdiction. While these adjustments are an integral part of the overall performance of F&G, market conditions and/or the non-operating nature of these items can overshadow the underlying performance of the core business. Accordingly, management considers this to be a useful measure internally and to investors and analysts in analyzing the trends of our operations. Adjusted net earnings should not be used as a substitute for net earnings (loss). However, we believe the adjustments made to net earnings (loss) in order to derive adjusted net earnings provide an understanding of our overall results of operations.

Total Shareholders' Equity Excluding AOCI

Total Shareholders' Equity Excluding AOCI is based on Total Shareholders' Equity excluding the effect of AOCI. Since AOCI fluctuates from quarter to quarter due to unrealized changes in the fair value of available for sale investments, Management considers this non-GAAP financial measure to provide useful supplemental information internally and to investors and analysts assessing the level of earned equity on Total Shareholders' Equity.

Assets Under Management (AUM)

AUM is calculated as the sum of:

(i) total invested assets at amortized cost, excluding derivatives, net of reinsurance qualifying for risk transfer in accordance with GAAP;

- (ii) related party loans and investments;
- (iii) accrued investment income;
- (iv) the net payable/receivable for the purchase/sale of investments, and

(v) cash and cash equivalents excluding derivative collateral at the beginning of the period and the end of each month in the period, divided by the total number of months in the period plus one.

Management considers this non-GAAP financial measure to be useful internally and to investors and analysts when assessing the rate of return on assets available for reinvestment.

Non-GAAP Financial Measures Definitions (continued)

Average Assets Under Management (AAUM)

AAUM is calculated as AUM at the beginning of the period and the end of each month in the period, divided by the total number of months in the period plus one.

Management considers this non-GAAP financial measure to be useful internally and to investors and analysts when assessing the rate of return on assets available for reinvestment.

Yield on AAUM

Yield on AAUM is calculated by dividing annualized net investment income by AAUM. Management considers this non-GAAP financial measure to be useful internally and to investors and analysts when assessing the level of return earned on AAUM.

Alternative Investment Yield Adjustment

Alternative investment yield adjustment is the current period yield impact of market volatility on the alternative investment portfolio that differ from management's expectation of returns over the life of these assets. Management considers this non-GAAP financial measure to be useful internally and to investors and analysts when assessing the level of return earned on AAUM.

Adjusted Yield on AAUM

Adjusted Yield on AAUM is calculated by dividing annualized net investment income by AAUM, plus or minus the alternative investment yield adjustment. Management considers this non-GAAP financial measure to be useful internally and to investors and analysts when assessing the level of return earned on AAUM.

Net Investment Spread

Net investment spread is the excess of net investment income, adjusted for market volatility on the alternative asset investment portfolio, earned over the sum of interest credited to policyholders and the cost of hedging our risk on indexed product policies. Management considers this non-GAAP financial measure to be useful internally and to investors and analysts when assessing the performance of the Company's invested assets against the level of investment return provided to policyholders, inclusive of hedging costs.

Adjusted Return on Assets

Adjusted Return on Assets is calculated by dividing annualized adjusted net earnings by year-to-date AAUM. Management considers this non-GAAP financial measure to be useful internally and to investors and analysts when assessing financial performance and profitability earned on AAUM.

Sales

Annuity, IUL, funding agreement and non-life contingent PRT sales are not derived from any specific GAAP income statement accounts or line items and should not be viewed as a substitute for any financial measure determined in accordance with GAAP. Sales from these products are recorded as deposit liabilities (i.e. contractholder funds) within the Company's consolidated financial statements in accordance with GAAP. Life contingent PRT sales are recorded as premiums in revenues within the consolidated financial statements. Management believes that presentation of sales, as measured for management purposes, enhances the understanding of our business and helps depict longer term trends that may not be apparent in the results of operations due to the timing of sales and revenue recognition.