





#### Dear Fellow Shareholder:

Our full year 2018 results are now on file with the SEC and available on our website under the Securities and Exchange Commission Filings. Here is a summary of our results:

During 2018 our assets increased from \$38,988,337 to \$44,528,989 - an increase of more than 14%!

Our shareholders' equity decreased from \$13,935,702 to \$12,632,666. The decrease was driven by a reduction in the market value of our invested assets, even though we intend to hold our investments to maturity. These reductions are expected to be temporary in nature. Absent these market value fluctuations, our shareholders' equity would have been \$15,513,533, an increase of 11%.

While revenues decreased from \$12,071,857 in 2017 to \$11,459,287 in 2018, it is important to remember our 2017 revenues contained a one-time revenue of \$3.9 million from our American Life policy acquisition. Our 2018 revenues contain a one-time bargain purchase gain of \$1.2 million related to our acquisition of US Alliance Life and Security Company-Montana. Absent these two one-time revenues, our 2018 revenues increased by \$2,101,336; 26% compared to 2017!

Our 2017 operational expenses were \$2,306,238 and \$3,120,524 in 2018. This increase was caused by several one-time events. Accounting rules required us to write off our software fixed assets, the actuarial and accounting fees increased, and Dakota Capital Life had a full year of expenses. Additionally, the integration of the American Life and Security block of business into our administration system was also a one-time expense. We estimate that without these expenses our operating expenses for 2018 would have been almost unchanged from 2017.

For 2016 our loss per share was \$0.24, our loss was \$0.18 per share in 2017, and for 2018 our loss per share was \$0.06; a decrease of 67%!

Our balance sheet is solid and we continue to look for new opportunities to accelerate our growth and march to profitability. We need your help to build your company. Every day we are stronger and better equipped to serve our customers and policyholders in North Dakota, Kansas, Oklahoma, Missouri, Nebraska, South Dakota, Wyoming and Montana.

These results are important. But most important is the future. Please help us by reviewing the products we offer. Please think of us when you think of your insurance needs and please think of us with your friends, neighbors, and small businesses. Together we can build a great company, but we need your help.



As always, you are welcome to contact me by emailing <u>jack.brier@usalliancecorporation.com</u> or calling our toll-free number (866) 953-4675.

We are working every day for you!

With every good wish.

Jack H. Brier

dordially,

Chairman & Co-Founder

**US Alliance Group of Companies** 

# Our Kansas Products

### Term Life Insurance or Whole Life Insurance? What's the difference?

Term life insurance is temporary. It is available for 10, 15, 20, 25, or 30-year terms. We offer both fully underwritten and simplified issue.

Whole life is permanent life insurance. Premiums are fixed and payable for 10 or 20 years.



#### **Group Life & Disability**

Products designed for companies with as few as 3 employees! Custom plan designs and simple application process make this a great fringe benefit for your employees. Short Term Disability (STD) has a 13 – 26 week benefit period while Long Term Disability (LTD) features a simple application process with benefits paid after an elimination period.

### Critical Illness (Cancer, Heart Attack, Stroke)

Features issue ages from 18 – 80. Plans are available for cancer, heart attack, stroke, kidney failure, major organ transplant, blindness, coma, deafness, paralysis, severe burn, and more!

### Legacy Juvenile Series®

Our Legacy Juvenile Product features a simple application process, a one-time premium, and can be issued from birth to age 15.

#### **American Annuity Series**<sub>®</sub>

We also offer our American Annuity Product which features a guaranteed minimum interest rate, a 5-year rate guarantee, with an annual 10% free withdrawal provision.

#### **Pre-Need Series**

We also offer specialized Pre-Need funeral products which are offered by funeral directors to facilitate prepayment of funeral expenses.

#### **Firehouse Series**

To show our gratitude for our firefighters, relief associations are able to purchase low cost and high value plans for their members. These products feature custom plan designs and a simple application process.

## Term Life Insurance or Whole Life Insurance? What's the difference?

Term life insurance is temporary. It is available for 10, 15, 20, 25, or 30-year terms. We offer both fully underwritten and simplified issue.

Whole life is permanent life insurance. Premiums are fixed and payable for 10 or 20 years



#### **Group Life & Disability**

Products designed for companies with as few as 3 employees! Custom plan designs and simple application process make this a great fringe benefit for your employees. Short Term Disability (STD) has a 13 – 26 week benefit period while Long Term Disability (LTD) features a simple application process with benefits paid after an elimination period.

#### Critical Illness (Cancer, Heart Attack, Stroke)

Features issue ages from 18 – 70. Plans are available for cancer, heart attack, stroke, kidney failure, major organ transplant, blindness, coma, deafness, paralysis, severe burn, and more!

#### Little Missouri Juvenile Series

Our Little Missouri Juvenile Product features a simple application process, a one-time premium, and can be issued from birth to age 15.

#### **Badlands Annuity Series**®

We also offer our Badlands Annuity Product which features a guaranteed minimum interest rate, a 5-year rate guarantee, with an annual 10% free withdrawal provision.

#### Peace Garden Pre-Need Series

We also offer specialized Pre-Need funeral products which are offered by funeral directors to facilitate prepayment of funeral expenses.