



KANSAS CITY LIFE

1895 | Annual Report | 2020



ASSOCIATION OF KANSAS CITY LIFE INSURANCE CO. OFFICE IN BRADSHAW BUILDING OVERLOOKING THE CITY

KANSAS CITY LIFE INSURANCE COMPANY



QUASQUICENTENNIAL



Message From The President

It is my pleasure to share with you our accomplishments and highlights for Kansas City Life Insurance Company in 2020.

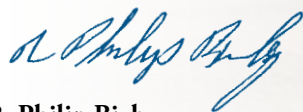
Net income in 2020 totaled \$15.2 million, a decrease of \$9.3 million versus 2019. The 2020 results reflected increases in policyholder benefits and amortization of deferred acquisition costs in addition to lower net investment income. Partially offsetting these items were lower operating expenses and a realized gain that resulted from the sale of a real estate investment property during the year.

Total revenues surpassed \$500 million for the second straight year and continue to grow on the strength of insurance revenues from our various products. However, investment revenues decreased, as available investment yields were negatively impacted by the ongoing low interest rate environment.

We were presented with multiple challenges during 2020. Our policyholder benefits increased significantly, largely due to the impact of COVID-19 related claims. As well, the amortization of deferred acquisition costs increased, reflecting both higher mortality and lower interest rates. These increases were partially offset by reduced operating expenses, as we selectively identified ways to lower spending during the year without compromising our ability to effectively manage the support to our policyholders and customers.

As we look back over the year, 2020 will be remembered as one of the most challenging periods in recent times. Beginning in mid-March, the world experienced the COVID-19 pandemic. The pandemic is still impacting us one year later, and we believe that it will continue to impact us in new and different ways in the future. Throughout the year, we responded aggressively to the operational and logistical challenges posed by the pandemic. We were able to invoke our operating contingency plans to meet the rapidly changing environment without any significant interruptions in our business. We shifted to a highly remote environment and modified and improved our employee safety plans. We supported our policyholders with timely benefit payments and the availability of insurance products to meet their ongoing needs. We also modified our sales approach for several products with updated electronic applications and advanced underwriting. We are pleased with the progress we made in 2020 and we continue to adapt to this challenging and changing environment.

The events of 2020 remind us now more than ever that our promise of Security Assured remains our first and primary mission for our customers and policyholders. We are committed to maintaining our financial security and financial strength so that we may continue to fulfill that promise. As we look forward to 2021 and beyond, we continue to evaluate new and existing opportunities to help our agents, general agents, policyholders, and customers meet the challenges of these difficult times.



— **R. Philip Bixby**

*President, Chief Executive Officer and
Chairman of the Board*





Kansas City Life: Offering Security Assured for 125 years

Kansas City Life Insurance Company's distinctive midtown headquarters, situated on seven acres, is a sight to behold. The grand structure that is the Home Office sits at Broadway and Armour in midtown Kansas City. The historic building was erected in 1924 at a cost of \$1 million and has seen two expansions since; once in 1957 and again in 1985. The building was designed by then-prominent Kansas City architecture firm Wight & Wight who also designed other Kansas City landmarks such as the Nelson-Atkins Museum of Art, City Hall and several Kansas City courthouses.

The 96-year-old building's exterior features imposing lioness statues, each with a paw tilted inward – indicating safe passage – combined with the creature's fierce determination to protect her family. These symbols of strength and assurance, combined with the Company's 125-year history under four generations of Bixby family leadership, make it no surprise that some agencies have been with Kansas City Life for more than 100 years. Digging deeper into the many remarkable facets of the Company creates a cohesive picture: it is grounded, reliable and secure.



*Home Office building dedication
August 1, 1924*

“We are devoutly thankful that we are permitted to enjoy with you the festivities of this occasion. We appreciate the many kind words of congratulation and take this opportunity of expressing to one and all our sincere thanks. The vision and dreams of long ago have been more than realized. In this structure all personalities are lost and the cooperation of the group made plain: It stands as a monument to the combined effort of many. Therefore, in the name of those who have made this building possible, we do here and now dedicate it as the home office of Kansas City Life Insurance Company, and may the spirit of Him who guides the destinies of men and nations ever be present in the administration of its affairs.”

— President J.B. Reynolds

Former President J.B. Reynolds is seated (second person to the left of the speaker) during Kansas City Life Insurance Company's Home Office Building dedication event. The ceremony was presided over by H.P. Wright.

The year following the building's completion, in 1925, the lioness sculptures that flank the front stairs were installed. These lionesses were modeled after specimens from the Kansas City Zoo, then called Swope Park Zoo, by Kansas City sculptor Jorgen Dreyer. The lioness represents the concept of "protecting her own" and is used as a recurrent symbol by Kansas City Life.

Kansas City Life's history began well before the construction of its Home Office, however. The Company was originally chartered as Bankers Life Association in 1895 and assumed its current name in 1900, making it one of the oldest continuously operated businesses in the city.

Continuity of leadership

The Bixby family legacy began early in the Company's history, starting with Joseph B. Reynolds. J.B. Reynolds was elected president of Kansas City Life on July 29, 1904, and, after two rather brief presidencies early in the Company's history, Kansas City Life settled in for 33 years of consistent leadership. Under Reynolds' leadership, the Company experienced tremendous growth with insurance in force increasing by more than a hundredfold. It was also under J.B. Reynolds' leadership that the Company moved into its iconic Home Office and out of the downtown area, a novel idea at the time. In 1939, Walter E. Bixby, "Ed", J.B. Reynolds' son-in-law, became president. The Company has remained under Bixby leadership since. R. Philip Bixby, "Phil", became the fourth Bixby to lead the Company in 1998. He holds this position today and is also chairman of the board. His brother, Walter E. Bixby III, "Web", serves as executive vice president and vice chairman of the board. Phil and Web are the great-grandsons of Joseph B. Reynolds.

The Bixby family is a significant part of the Company's history and the way it does business. The Company leadership is committed to a model that offers reliability; from sales and marketing, to underwriting, to actuary, Kansas City Life offers a consistent approach to the industry. This commitment is a promise to all – policyholders, field force members, associates, and the local community.

A promise to the community

Kansas City Life commemorated its 125th, or quasiquicentennial, anniversary in 2020. In recognition of its 125th anniversary, as a part of its *Pride in 125* campaign, Kansas City Life donated \$125,000 to various community groups and initiatives throughout the Kansas City area.

In many ways, the anniversary – though significant – is not about the Company but about those close to the organization. The milestone is a testament to Kansas City Life's strength and resilience, and it is honored in intangible ways every day. It is celebrated in the protection it offers its policyholders, the stability it offers its field force and associates, and the history it preserves for the community. This promise offered reaches far and wide; it is one of Security Assured.

Security Assured resonates

The Company's structure and philosophy are built on its commitment to providing financial security to its customers, and it is always focused on protection and helping people create a legacy. This 125-year goal was composed into one perfect phrase – Security Assured.

This message resonates with policyholders who can count on the Company when they need it most. It is meaningful to its independent agencies, many of which have worked with Kansas City Life for several decades. It is a pledge that Kansas City Life associates are proud to uphold. This promise of Security Assured permeates the fabric of the Company.

For 125 years, Kansas City Life has worked through significant crises to provide security and assurance to its customers. This has included past pandemics such as the influenza pandemic of 1918, two world wars, the Great Depression and other times of great challenges. Through all of those events, the Company has focused on its insureds and agents to provide comfort and financial support in their times of greatest need. Today, Kansas City Life remains just as diligent during the current COVID-19 pandemic.



May 2020

*Above: Kansas City Life associates gather for a full Company photo in 1932.
 Below: Former President and Chairman of the Board Walter E. "Ed" Bixby at his desk. This photo was seen in the inaugural issue of the Company's Lifetime publication, as part of the "A Word from the President" feature.*



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
3	4	5	6	7	1	2
10	11	12	13	14	8	9
Mother's Day	18	19	20	21	15	16
17	25	26	27	28	22	23
24	31				29	30
Memorial Day						

Kansas City Life Insurance Company founded 1895. This date marks the 125th anniversary of the Company.

Corporate Highlights

Kansas City Life Insurance Company's humble beginnings took place May 1, 1895, in downtown Kansas City, Mo., when its founder saw a need to be filled in the growing metropolitan area. The Company grew at a rapid rate, becoming one of the largest life insurance companies of its kind in the area, bringing the promise of financial security to the city and throughout the country.

From the very start, Kansas City Life set out to provide quality products and services to ensure all policyholders had the necessary protection for their families and businesses. With this goal in mind, the Company rose to prominence and because of its prosperity, grew to be known to some as "the Successful Western Company." Kansas City residents felt fortunate to have a company whose beginnings were so favorable, and whose future so promising.

While much has changed in 125 years – world wars, periods of economic uncertainty and tremendous advancement in technology – one thing remains steady and certain, Kansas City Life is committed to Security Assured now and for generations to come.

Individual Insurance

Kansas City Life's Individual Insurance segment provides financial security to consumers in 49 states. Life insurance products are distributed through two channels: the Company's field force and third-party marketing arrangements. The Individual Insurance segment consists of individual insurance products for Kansas City Life, Sunset Life Insurance Company of America, and Grange Life Insurance Company.

Company's field force

The Company's field force is represented by independent agencies, which are operated by general agents and agents across the U.S. and in certain

locations in Europe. Kansas City Life provides each agency with a comprehensive product portfolio and the marketing support necessary to succeed in servicing consumers in their local markets.

The Company's product portfolio and individual one-on-one support from the Home Office are attractive recruiting resources, setting Kansas City Life apart from many in the industry.

Third-party alliances

Independent arrangements with American Republic Insurance Company, GuideOne Mutual Insurance Company and AmeriLife Group LLC allow representatives from all three companies to distribute Kansas City Life's products. These agreements provide representatives with the complementary products and services they need to offer more complete financial security to their clients.

Life insurance sales

One measure of life insurance sales and new business production at Kansas City Life is from new premiums recorded and new deposits received. Premiums include receipts from traditional individual life insurance and immediate annuity products. Deposits are received from universal life insurance, variable universal life insurance and fixed deferred and variable annuity products.

The Individual Insurance segment generated approximately 54% of consolidated insurance revenues for both the years ended Dec. 31, 2020, and Dec. 31, 2019.

Total new premiums decreased \$6.3 million or 15% in 2020 compared to 2019. This decrease reflected a \$4.6 million or 15% decline in new immediate annuity premiums and a \$1.7 million or 15% decline in new traditional life premiums. Total renewal premiums increased \$2.2 million

or 2% in 2020 compared to the prior year, resulting from an increase in renewal traditional life premiums.

Total new deposits increased \$2.9 million or 4% in 2020 compared to 2019. New variable annuity deposits increased \$5.2 million or 52% while new interest sensitive life deposits decreased \$2.5 million or 19%. Total renewal deposits decreased \$5.4 million or 4% in 2020 compared to the prior year. Renewal deferred annuity deposits declined \$2.7 million or 14%, renewal interest sensitive life deposits declined \$2.0 million or 2%, and renewal variable annuity deposits decreased \$0.7 million or 8%.

Future growth

The Individual Insurance segment is an essential part of Kansas City Life's core business, representing a majority of the Company's revenue. The Company plans to continue to grow the segment by recruiting talented general agents and agents and by adding more third-party alliances. Enhancements to the product portfolio, increased focus on sales development and superior marketing support are elements that will be emphasized to attract new field representatives.

Group Insurance

Kansas City Life offers several insurance products in the Group Insurance segment, including dental, life, accident, critical illness, vision, and short- and long-term disability. These offerings encompass both traditional, employer-funded group insurance, as well as voluntary, employee-paid products.

The Group Insurance segment markets products primarily to small and mid-size organizations. Group products are sold through sales representatives who target a nationwide network of independent general agents and group brokers, along with the Company's career general

agents. This sales network is this segment's core distribution system. The Company also markets Group products through select third-party marketing arrangements.

The Group Insurance segment generated 18% of the Company's consolidated insurance revenues in 2020, which is consistent with 2019. Total Group premiums decreased by \$0.8 million or 1% in 2020, following a \$1.9 million or 3% increase in 2019. Moving forward, the Group Insurance segment continues to focus on three primary areas of emphasis to improve sales:

- Growing in-force business through the Company's sales representatives and select third-party marketing arrangements.
- Improving administrative efficiency through greater use of customer-facing technology, designed to reduce expenses and improve customer service.
- Targeting higher-premium opportunities by pursuing groups with more than 50 employees and multiple lines of coverage.

Sunset Financial Services, Inc.

Sunset Financial Services Inc. is Kansas City Life's distributing broker/dealer for its proprietary line of variable annuity and variable universal life products.



*Major William Warner
President, 1895 – 1899*



*J.B. Reynolds
President, 1904 – 1937*



*1924 – Home Office Building finishes
construction, dedication takes place*



*D.T. Torrens
President, 1937 – 1939*

1895

1920



*H.S. Halbert
President, 1899 – 1904*

1900



*1917 – Kansas City Life
pays first American
World War I claim*

1920 – 25th Anniversary



*1925 – The Lionesses were
placed atop their pedestals*

1940 1945 – 50th Anniversary



*W.E. Bixby
President, 1939 – 1964*



*— First Associate —
Dora Mathes*



1970 –
75th Anniversary



W.E. "Walt" Bixby
President, 1990 – 1998

1995 – 100th Anniversary



2013 – American Family
Insurance block of
business purchased

2020 –
125th Anniversary



1960

2000

2020



J.R. Bixby
President, 1964 – 1990



1974 – Sunset Life Insurance
Company acquired

1980

1991 – Old American
Insurance Company acquired



R. Philip Bixby
President, 1998 – present

2018 – Grange Life Insurance
Company acquired



Consolidated Balance Sheets

Amounts in thousands, except share data

	December 31	
	2020	2019
ASSETS		
Investments:		
Fixed maturity securities available for sale, at fair value	\$ 3,118,980	\$ 2,951,137
Equity securities, at fair value	6,647	11,272
Mortgage loans	601,607	577,699
Real estate	165,403	183,016
Policy loans	84,447	87,499
Short-term investments	119,116	75,426
Other investments	10,838	9,156
Total investments	4,107,038	3,895,205
Cash	7,203	14,234
Accrued investment income	31,413	32,142
Deferred acquisition costs	276,425	286,682
Reinsurance recoverables	391,439	378,772
Other assets	186,453	181,629
Separate account assets	463,041	431,201
Total assets	\$ 5,463,012	\$ 5,219,865
LIABILITIES		
Future policy benefits	\$ 1,383,674	\$ 1,331,215
Policyholder account balances	2,231,640	2,237,700
Policy and contract claims	71,344	55,997
Other policyholder funds	175,131	170,776
Other liabilities	229,443	182,245
Separate account liabilities	463,041	431,201
Total liabilities	4,554,273	4,409,134
STOCKHOLDERS' EQUITY		
Common stock, par value \$1.25 per share		
Authorized 36,000,000 shares, issued 18,496,680 shares	23,121	23,121
Additional paid in capital	41,025	41,025
Retained earnings	933,092	928,380
Accumulated other comprehensive income	152,802	59,506
Treasury stock, at cost (2020 and 2019 - 8,813,266 shares)	(241,301)	(241,301)
Total stockholders' equity	908,739	810,731
Total liabilities and stockholders' equity	\$ 5,463,012	\$ 5,219,865

Consolidated Statements of Comprehensive Income

Amounts in thousands, except share data

	Year Ended December 31	
	2020	2019
REVENUES		
Insurance revenues:		
Net premiums	\$ 223,756	\$ 223,227
Contract charges	126,722	125,886
Total insurance revenues	350,478	349,113
Investment revenues:		
Net investment income	145,684	148,349
Net investment gains	21,835	9,133
Total investment revenues	167,519	157,482
Other revenues	5,913	6,098
Total revenues	523,910	512,693
BENEFITS AND EXPENSES		
Policyholder benefits	280,970	257,621
Interest credited to policyholder account balances	78,792	78,520
Amortization of deferred acquisition costs	42,141	35,948
Operating expenses	106,093	111,154
Total benefits and expenses	507,996	483,243
Income before income tax expense	15,914	29,450
Income tax expense	744	5,023
NET INCOME	\$ 15,170	\$ 24,427
COMPREHENSIVE INCOME, NET OF TAXES		
Changes in:		
Net unrealized gains on securities available for sale	\$ 115,900	\$ 129,609
Effect on deferred acquisition costs, value of business acquired, and deferred revenue liabilities	(7,809)	(11,608)
Policyholder liabilities	(15,882)	(15,987)
Benefit plan obligations	1,087	3,042
Other comprehensive income	93,296	105,056
COMPREHENSIVE INCOME	\$ 108,466	\$ 129,483
Basic and diluted earnings per share:		
Net income	\$ 1.57	\$ 2.52

Condensed Consolidated Statements of Cash Flows

Amounts in thousands

	Year Ended December 31	
	2020	2019
OPERATING ACTIVITIES		
Net cash provided	\$ 5,894	\$ 132
INVESTING ACTIVITIES		
Purchases:		
Fixed maturity securities	(344,098)	(342,477)
Equity securities	(380)	—
Mortgage loans	(109,060)	(25,036)
Real estate	(2,610)	(1,975)
Policy loans	(8,706)	(10,969)
Other investments	(3,702)	(2,712)
Property and equipment	(1,844)	(2,379)
Sales or maturities, calls and principal paydowns:		
Fixed maturity securities	344,071	263,411
Equity securities	5,000	4,000
Mortgage loans	85,111	87,157
Real estate	29,898	3,084
Policy loans	11,758	11,535
Other investments	4,204	2,176
Property and equipment	25	5,572
Net purchases of short-term investments	(43,690)	(16,714)
Receipts from post-acquisition purchase price adjustments	—	1,663
Net cash used	(34,023)	(23,664)
FINANCING ACTIVITIES		
Deposits on policyholder account balances	220,549	223,058
Withdrawals from policyholder account balances	(200,717)	(207,242)
Net transfers from separate accounts	8,794	3,500
Change in other deposits	2,930	(2,666)
Cash dividends to stockholders	(10,458)	(10,458)
Post-acquisition contingent liability fulfillment	—	(115)
Net cash provided	21,098	6,077
Decrease in cash	(7,031)	(17,455)
Cash at beginning of year	14,234	31,689
Cash at end of year	\$ 7,203	\$ 14,234

These condensed consolidated financial statements should be read in conjunction with the Company's 2020 annual financial report that is available on the Company's website (www.kclife.com/Company/Financials) and the OTCQX website (www.otcmarkets.com/stock/KCLI/filings).

Stockholder Information

CORPORATE HEADQUARTERS

Kansas City Life Insurance Company
3520 Broadway
P.O. Box 219139 | Kansas City, MO 64121-9139
Telephone: 816-753-7000 | Fax: 816-753-4902
Website: www.kclife.com | Email: communications@kclife.com

ANNUAL MEETING

The annual meeting of stockholders will be held at 9 a.m. on Thursday, April 22, 2021, at Kansas City Life Insurance Company's corporate headquarters. Please see the Notice of Annual Meeting of Stockholders and Proxy.

TRANSFER AGENT

Janice Poe, Stock Agent and Assistant Secretary
Kansas City Life Insurance Company
P.O. Box 219139 | Kansas City, MO 64121-9139

ANNUAL FINANCIAL REPORT REQUEST

The Company's annual financial report is available electronically on the Company's website (www.kclife.com/Company/Financials) and the OTCQX website (www.otcmarkets.com/stock/KCLI/filings). Stockholders may request a free paper copy of Kansas City Life's annual financial report, as published on the OTCQX best marketplace, by writing to Secretary, Kansas City Life Insurance Company.

SECURITY HOLDERS

As of January 31, 2021, Kansas City Life had approximately 136 holders of record.

Stock & Dividend Information

The following table presents the high and low prices for the Company's common stock for the periods indicated and the dividends declared per share and paid during such periods. The Company's common stock is traded on the OTCQX best marketplace under the symbol "KCLI."

	High	Low	Dividend Paid
2020			
First quarter	\$ 34.50	\$ 23.06	\$ 0.27
Second quarter	29.40	25.25	0.27
Third quarter	34.00	25.51	0.27
Fourth quarter	39.00	31.74	0.27
			<u>\$ 1.08</u>
2019			
First quarter	\$ 37.10	\$ 33.87	\$ 0.27
Second quarter	35.85	32.76	0.27
Third quarter	34.00	32.01	0.27
Fourth quarter	34.97	31.30	0.27
			<u>\$ 1.08</u>

A quarterly dividend of \$0.27 per share was paid February 10, 2021.

The high and low market quotations are compiled according to Company records and may reflect inter-dealer prices, without markup, markdown or commission and may not necessarily represent actual transactions.

The Kansas City Life Group of Companies



Kansas City Life Insurance Company

Since 1895, Kansas City Life Insurance Company (www.kclife.com) has been dedicated to the present and future financial security of our customers. Kansas City Life provides financial services, including life insurance and investments*, to consumers throughout 49 states and the District of Columbia. More than 2,500 general agents and agents serve individuals, families, small businesses and corporations with a diverse range of products, including universal life, term life, whole life, variable life insurance*, variable annuities*, fixed deferred annuities and group products. Kansas City Life has been providing Security Assured for 125 years.



Grange Life Insurance Company

Since 1968, Grange Life Insurance Company has operated in Columbus, Ohio. Grange Life specializes in life insurance protection that includes income replacement, mortgage protection, wealth transfer, and final expenses. Grange Life serves customers across 15 states: Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Ohio, Pennsylvania, South Carolina, Tennessee, Virginia and Wisconsin.



Old American Insurance Company

Since 1939, for over 80 years, the mission of Old American Insurance Company (www.oaic.com) has been to provide Peace of Mind to the senior market. Agents assist individuals ages 50 to 85 through final arrangements planning and communication, in order to enhance the quality of life for policyholders and relieve the emotional and financial burdens from their beneficiaries. In addition, Old American offers a whole life insurance policy for children two weeks to 15 years old, further extending Peace of Mind to parents and grandparents. Old American operates in 47 states and the District of Columbia.



Sunset Financial Services, Inc.*

Sunset Financial Services Inc. is the distributing broker/dealer for Kansas City Life's line of variable annuity and variable universal life products.



Sunset Life Insurance Company of America

Sunset Life Insurance Company of America (www.sunsetlife.com) was originally founded in 1937. Kansas City Life purchased Sunset Life in 1974 and its operations were consolidated into the Company's Home Office in 1999. The Sunset Life sales force was integrated into the Kansas City Life sales force in 2006.

Financial Rating, evaluated by A.M. Best

Kansas City Life Insurance Company: A (Excellent; Negative Outlook)

Grange Life Insurance Company: A- (Excellent; Negative Outlook)

Old American Insurance Company: A- (Excellent; Stable Outlook)

Sunset Life Insurance Company: A- (Excellent; Stable Outlook)

These ratings represent A.M. Best's opinion of the financial strength and stability of Kansas City Life, Grange Life, Old American and Sunset Life Insurance Companies and each company's ability to meet ongoing obligations to policyholders, as of August 2020.

There are 13 financial strength ratings assigned by A.M. Best, ranging from A++ (Superior) to D (Poor).

**Kansas City Life's variable product series is distributed through Sunset Financial Services, Inc.*

Board of Directors Kansas City Life Insurance Company

Kevin G. Barth

Chairman and Chief Executive Officer
Commerce Bank
Kansas City, Mo.

R. Philip Bixby

President, Chief Executive Officer and
Chairman of the Board
Kansas City Life Insurance Company
Kansas City, Mo.

Walter E. Bixby, LLIF

Executive Vice President and Vice Chairman
of the Board
Kansas City Life Insurance Company
President
Old American Insurance Company
Kansas City, Mo.

William R. Blessing

Retired Senior Vice President,
Corporate Strategy and Development
Embarq
Overland Park, Kan.

Michael Braude

Retired President and Chief Executive Officer
Kansas City Board of Trade
Kansas City, Mo.

James T. Carr

President and Chief Executive Officer
National Association of
Intercollegiate Athletics
Kansas City, Mo.

John C. Cozad

President
Cozad Company, LLC
Platte City, Mo.

Thomas M. Hoenig

Retired President and Chief Executive Officer
Federal Reserve Bank
Kansas City, Mo.

Nancy Bixby Hudson

Investor
Lander, Wyo.

David S. Kimmel

Managing Partner
Summit Capital, LLC
Rye, N.Y.

A. Craig Mason Jr.

Senior Vice President, General Counsel
and Secretary
Kansas City Life Insurance Company
Kansas City, Mo.

Cecil R. Miller, CPA

Retired Partner
KPMG, LLP
Kansas City, Mo.

Mark A. Milton, FSA, CERA, MAAA

Senior Vice President and Actuary
Kansas City Life Insurance Company
Kansas City, Mo.

William A. Schalekamp, JD, CLU, FLMI

Retired Senior Vice President, General
Counsel and Secretary
Kansas City Life Insurance Company
Kansas City, Mo.

Philip A. Williams, CFA

Senior Vice President, Finance
Kansas City Life Insurance Company
Kansas City, Mo.

Kansas City Life
Insurance Company

Grange Life Insurance Company

Old American Insurance Company

Sunset Financial Services, Inc.

Sunset Life Insurance
Company of America

Home Office
3520 Broadway
Kansas City, MO 64111
816-753-7000

Visit us on the Internet:
www.kclife.com
www.oaic.com
www.sunsetlife.com



Senior Officers

Kansas City Life Insurance Company

R. Philip Bixby

President, Chief Executive Officer and Chairman of the Board

Walter E. Bixby, LLIF

Executive Vice President and Vice Chairman of the Board

Donald E. Krebs, MSM, CLU, ChFC, LLIF
Senior Vice President, Sales and Marketing

A. Craig Mason Jr.

Senior Vice President, General Counsel and Secretary

Mark A. Milton, FSA, CERA, MAAA
Senior Vice President and Actuary

Stephen E. Ropp

Senior Vice President, Operations

Philip A. Williams, CFA

Senior Vice President, Finance

Aaron L. Bush, ASA, MAAA

Vice President, Corporate Actuary

Thomas B. Deacy, CFA

Vice President, Securities

David A. Laird, CPA, FLMI

Vice President and Controller

Theresa M. Mason, CPA, CGMA, FLMI

Vice President, Columbus Operations

Thomas P. Morgan

Vice President, Agencies

John L. Nogalski, CPA, FLMI

Vice President, Taxes

James L. Richardson

Vice President, IT

Old American Insurance Company

R. Philip Bixby

Chairman of the Board

Walter E. Bixby, LLIF

President

Bradley W. Cope

Vice President, Sales

David A. Laird, CPA, FLMI

Vice President and Controller

Timothy J. Langland, JD, CLU, FLMI

Vice President, Associate General Counsel and Secretary

Stephen E. Ropp

Vice President, Operations

Philip A. Williams, CFA

Chief Financial Officer

Sunset Life Insurance Company of America

R. Philip Bixby

Chief Executive Officer and Chairman of the Board

Walter E. Bixby, LLIF

Vice Chairman of the Board

Donald E. Krebs, MSM, CLU, ChFC, LLIF

Vice President, Sales and Marketing

David A. Laird, CPA, FLMI

Vice President and Controller

Mark A. Milton, FSA, CERA, MAAA

Vice President and Actuary

Stephen E. Ropp

Vice President, Operations

Philip A. Williams, CFA

Vice President, Finance

Scott E. Harvison, JD

Secretary

Grange Life Insurance Company

R. Philip Bixby

Chairman of the Board

Walter E. Bixby, LLIF

Chief Executive Officer

Theresa M. Mason, CPA, CGMA, FLMI

President

David A. Laird, CPA, FLMI

Controller

A. Craig Mason Jr.

General Counsel and Secretary

Mark A. Milton, FSA, CERA, MAAA

Actuary

Philip A. Williams, CFA

Chief Financial Officer



KANSAS CITY LIFE
INSURANCE COMPANY

1895-2020
QUASQUICENTENNIAL





KANSAS CITY LIFE

Kansas City Life Insurance Company
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