Kansas City Life Insurance Company 2007 Second Quarter Report



Includes our subsidiaries:

Sunset Life Insurance Company of America

Old American Insurance Company

Sunset Financial Services, Inc.

Post Office Box 219139 Kansas City, Missouri 64121-9139 Listing: NASDAQ Stock Symbol:KCLI www.kclife.com

Message from the President, CEO and Chairman of the Board

Kansas City Life Insurance Company reported a 17% increase in net income for the quarter ended June 30, 2007 relative to the prior year. The Company earned \$11.8 million or \$1.00 of net income per share in the second quarter compared with \$10.1 million or \$0.85 of net income per share in the same period of 2006. Net income for the six months increased 16% to \$20.1 million or \$1.70 per share, compared with \$17.3 million or \$1.45 per share one year earlier.

Improvements in the Company's second quarter included an increase in premiums of 2% and a decline in benefits and expenses of 6%. The improvement in net income for the six-month period was primarily the result of an increase in realized investment gains of \$3.5 million and a \$6.1 million reduction in benefits and expenses.

The increase in premiums during the second quarter was primarily due to increased sales of immediate annuities. Sales of life insurance products were mixed, as new universal life deposits increased 11% and 13% for the quarter and six months, respectively, and new individual life insurance premiums declined for both periods.

The improved benefit and expense results were primarily due to mortality experience, interest credited to policyholder account balances and changes to amortization of deferred acquisition costs and value of business acquired. Death benefits, after consideration of reinsurance, declined for both the quarter and six months. Interest credited was reduced in both periods, as interest sensitive account balances declined. Amortization expense declined \$4.5 million for the quarter and \$4.7 million for the six months, as adjustments were made to the schedules for deferred costs associated with sales of policies and the value of business acquired through acquisitions. The adjustments to amortization expense were primarily due to improved mortality and interest margin experience.

We continue to benefit from several initiatives focusing primary growth strategies on our individual life insurance business. The Company has experienced growth in sales from new general agents and third-party marketing agreements. New product development and continued recruiting of general agents in key markets provide promise for continued organic growth.

Additionally, the Kansas City Life Board of Directors approved a quarterly dividend of \$0.27 per share to be paid August 14, 2007, to shareholders of record as of August 9, 2007.

R. Philip Bixby

Consolidated **Balance Sheets**

Consolidated Statements of Cash Flows (Unaudited)

(Thousands, except share data)		0		1		C:M		4 . 4							CiN	f = (1 _{= =}	s ended
	Quarter ended June 30				Six Months ended June 30					1 20	Ъ	1 01			iontns June 3		
		2007	ine 30	2006		2007	june 30	<u>2006</u>			June 30 <u>2007</u>		ember 31 2006		<u>2007</u>	june 3	2006
Revenues		<u>2007</u>		<u>2006</u>		<u>2007</u>		<u>2006</u>	Assets		(Unaudited)		<u>2006</u>	Operating activities	<u>2007</u>		2006
Insurance revenues:									Investments:		(стишинен)			Net cash provided	\$ 15,106	\$	6,901
Premiums	\$	45,242	\$	44,374	\$	87,890	\$	87,994	Fixed maturity securities availal	hla				receisir provided	Ψ	- Ψ	
Contract charges	Ψ	26,477	Ψ	28,520	Ψ	55,180	Ψ	57,853	for sale, at fair value	s s	2,634,073	\$	2,719,439	Investing activities			
Reinsurance ceded		(14,300)		(14,080)		(27,244)		(27,225)	Equity securities available	Ψ	2,004,073	Ψ .	,,,,,,,,,,	Purchases of investments:			
Total insurance revenues	_	57,419	_	58,814	_	115,826		118,622	for sale, at fair value		51,076		52,351	Fixed maturity securities	(159,075)		(145,778)
Investment revenues:		07,117		00,011		110,020		110,022	Mortgage loans		462,414		472,019	Equity securities	(1,854)		(9,335)
Net investment income		48,671		48,823		95,755		97,736	Short-term investments		20,062		44,219	Mortgage loans	(35,023)		(33,740)
Realized investment gains		38		1,905		5,162		1,640	Other investments		190,828		205,743	Real estate	(846)		(43,374)
Other revenues		3 <i>,</i> 757		2,977		6,174		5,505	Total investments	_	3,358,453		3,493,771	Other investment assets	(040)		391
Total revenues	_	109,885		112,519		222,917		223,503	Total nivestificitis		3,330,433	,	,,1,0,,111	Sales of investments:			371
Total revenues		107,000		112,317	_	222,717	_	223,303	Cash		14,559		3,908	Fixed maturity securities	13,964		75,493
Benefits and expenses									Deferred acquisition costs		222,249		220,595	Equity securities	3,092		965
Policyholder benefits		40,994		41,532		84,991		84,016	Value of business acquired		77,986		82,769	Other investment assets	39,796		15,013
Interest credited to policyholder account balances		22,732		23,656		45,505		47,214	Other assets		258,622		258,630	Maturities and principal paydowns	37,770		15,013
Amortization of deferred acquisition costs		22,132		23,030		40,000		47,214	Separate account assets		422,921		400,749	of other investments	188,382		172,305
and value of business acquired		6,407		10,867		17,598		22,316	Total assets	<u>e</u> –	4,354,790	\$	1,460,422	Net additions to property and	100,302		172,303
•		22,416		22,250		45,126		45,794	Total assets	ψ =	4,334,790	ψ <u> </u>	1,400,422	equipment	(581)		(402)
Operating expenses Total benefits and expenses	_	92,549	_	98,305	_	193,220		199,340						Proceeds from sale of	(501)		(402)
Total benefits and expenses	_	92,349		90,303	_	193,220		199,340	Liabilities					non insurance affiliate	10,104		_
Income before income tax expense		17,336		14,214		29,697		24,163	Future policy benefits	\$	850,386	\$	854,447	Net cash provided	57,959	_	31,538
nicome before nicome tax expense		17,330		14,214		29,097		24,103	Policyholder account balances	Ψ	2,132,214		2,191,105	rvet cash provided		-	31,556
Income tax expense		5,524		4,105		9,579		6,865	Notes payable		12,700		14,700	Financing activities			
meome tax expense	_	3,324	_	4,103	_	9,319		0,005	Income taxes		24,769		35,319	Proceeds from borrowings	23,927		12,680
Net income	¢	11,812	\$	10,109	\$	20,118	\$	17,298	Other liabilities		258,889		279,798	Repayment of borrowings	(25,927)		(22,176)
ive meone	=	11,012	•	10,109	Φ =	20,116	φ =	17,290	Separate account liabilities		422,921		400,749	Deposits on policyholder account	(20,727)		(22,170)
Per common share:									Total liabilities	_	3,701,879	-	3,776,118	balances	103,230		103,308
1 cr common siure.									Total habilities	_	3,701,079		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Withdrawals from policyholder	103,230		103,300
Net income, basic and diluted	\$	1.00	\$	0.85	\$	1.70	\$	1.45	Stockholders' equity					account balances	(155,268)		(137,932)
Net income, basic and diluted	Ψ	1.00	Ψ	0.65	Ψ	1.70	ψ	1.43	Common stock		23,121		23,121	Net transfers from separate accounts	8,811		11,833
Cash dividends	\$	0.27	\$	0.27	\$	2.54	\$	0.54	Additional paid in capital		28,060		25,852	Change in other deposits	13,224		(7,564)
Cush dividends	Ψ	0.27	Ψ	0.27	Ψ	2.54	Ψ	0.54	Retained earnings		770,979		780,892	Cash dividends to stockholders	(30,074)		(6,418)
									Accumulated other		770,979		700,092	Net acquisition of treasury stock	(337)		(2,145)
									comprehensive loss		(46,261)		(25,118)	Net cash used	(62,414)	_	(48,414)
									Less treasury stock		(122,988)		(120,443)	ivet casii used	(02,414)	-	(40,414)
									Total stockholders' equity	_	652,911		684,304	Increase (decrease) in cash	10,651		(9,975)
									Total liabilities and equity	s -	4,354,790	s	1,460,422	Cash at beginning of year	3,908		(9,975) 12,099
									rotal habilities and equity	Ψ=	4,004,170	Ψ ===	1,100,122	Cash at end of period	\$ 14,559	_	
														Cash at end of period	Ψ 14,339	=	
N.																	

Notes

Comprehensive loss was \$17.0 million and \$11.6 million for the second quarters and \$1.0 million and \$33.0 million for the six months ended June 30, 2007 and 2006, respectively. This varies from net income largely due to unrealized gains or losses on investments.

[•] Income per common share was based upon the weighted average number of shares outstanding of 11,858,378 and 11,877,907 for the second quarters and 11,856,947 and 11,893,746 for the six months ended June 30, 2007 and 2006, respectively.

These interim financial statements are unaudited but, in management's opinion, include all adjustments necessary for a fair presentation of the results and are included in the Company's Form 10-Q as filed with the Securities and Exchange Commission. Please refer to the Company's Form 10-Q and the Company's Annual Report on Form 10-K at www.kclife.com.

[•] Certain amounts in prior years have been reclassified to conform with the current year presentation.