

Erie Indemnity Company
Statements of Operations

(dollars in thousands, except per share data)

| | Three months ended September 30, | | Nine months ended September 30, | |
|---|-------------------------------------|-------------------|------------------------------------|-------------------|
| | 2024 | 2023 | 2024 | 2023 |
| | (Unaudited) | | (Unaudited) | |
| Operating revenue | | | | |
| Management fee revenue - policy issuance and renewal services | \$ 769,162 | \$ 649,049 | \$ 2,195,734 | \$ 1,840,478 |
| Management fee revenue - administrative services | 17,154 | 16,151 | 51,139 | 46,976 |
| Administrative services reimbursement revenue | 206,754 | 187,118 | 604,349 | 544,411 |
| Service agreement revenue | 6,816 | 6,620 | 19,803 | 19,408 |
| Total operating revenue | <u>999,886</u> | <u>858,938</u> | <u>2,871,025</u> | <u>2,451,273</u> |
| Operating expenses | | | | |
| Cost of operations - policy issuance and renewal services | 613,007 | 523,349 | 1,757,531 | 1,513,690 |
| Cost of operations - administrative services | 206,754 | 187,118 | 604,349 | 544,411 |
| Total operating expenses | <u>819,761</u> | <u>710,467</u> | <u>2,361,880</u> | <u>2,058,101</u> |
| Operating income | <u>180,125</u> | <u>148,471</u> | <u>509,145</u> | <u>393,172</u> |
| Investment income | | | | |
| Net investment income | 17,322 | 14,642 | 49,235 | 30,360 |
| Net realized and unrealized investment gains (losses) | 2,925 | (2,227) | 2,983 | (9,246) |
| Net impairment losses recognized in earnings | (698) | (113) | (3,763) | (1,917) |
| Total investment income | <u>19,549</u> | <u>12,302</u> | <u>48,455</u> | <u>19,197</u> |
| Other income | 1,168 | 3,001 | 7,871 | 9,643 |
| Income before income taxes | 200,842 | 163,774 | 565,471 | 422,012 |
| Income tax expense | 41,012 | 32,734 | 117,186 | 86,879 |
| Net income | <u>\$ 159,830</u> | <u>\$ 131,040</u> | <u>\$ 448,285</u> | <u>\$ 335,133</u> |
| Net income per share | | | | |
| Class A common stock – basic | \$ 3.43 | \$ 2.81 | \$ 9.63 | \$ 7.20 |
| Class A common stock – diluted | <u>\$ 3.06</u> | <u>\$ 2.51</u> | <u>\$ 8.57</u> | <u>\$ 6.41</u> |
| Class B common stock – basic and diluted | \$ 515 | \$ 422 | \$ 1,444 | \$ 1,079 |
| Weighted average shares outstanding – Basic | | | | |
| Class A common stock | 46,189,059 | 46,189,037 | 46,189,038 | 46,188,962 |
| Class B common stock | 2,542 | 2,542 | 2,542 | 2,542 |
| Weighted average shares outstanding – Diluted | | | | |
| Class A common stock | 52,306,514 | 52,299,369 | 52,301,001 | 52,298,655 |
| Class B common stock | 2,542 | 2,542 | 2,542 | 2,542 |
| Dividends declared per share | | | | |
| Class A common stock | \$ 1.275 | \$ 1.19 | \$ 3.825 | \$ 3.57 |
| Class B common stock | \$ 191.25 | \$ 178.50 | \$ 573.75 | \$ 535.50 |

Erie Indemnity Company
Statements of Financial Position

(in thousands)

| | September 30, 2024 | December 31, 2023 |
|---|-----------------------|----------------------|
| | (Unaudited) | |
| Assets | | |
| Current assets: | | |
| Cash and cash equivalents (includes restricted cash of \$23,547 and \$12,542, respectively) | \$ 221,213 | \$ 144,055 |
| Available-for-sale securities | 48,575 | 82,017 |
| Receivables from Erie Insurance Exchange and affiliates, net | 736,973 | 625,338 |
| Prepaid expenses and other current assets, net | 80,141 | 69,321 |
| Accrued investment income | 10,456 | 9,458 |
| Total current assets | 1,097,358 | 930,189 |
| Available-for-sale securities, net | 1,000,282 | 879,224 |
| Available-for-sale securities lent | 8,135 | 0 |
| Equity securities | 85,346 | 84,253 |
| Fixed assets, net | 480,707 | 442,610 |
| Agent loans, net | 79,829 | 58,434 |
| Defined benefit pension plan | 64,172 | 34,320 |
| Other assets, net | 48,318 | 42,934 |
| Total assets | \$ 2,864,147 | \$ 2,471,964 |
| Liabilities and shareholders' equity | | |
| Current liabilities: | | |
| Commissions payable | \$ 426,341 | \$ 353,709 |
| Agent incentive compensation | 60,073 | 68,077 |
| Accounts payable and accrued liabilities | 194,649 | 175,622 |
| Dividends payable | 59,377 | 59,377 |
| Contract liability | 42,754 | 41,210 |
| Deferred executive compensation | 15,836 | 10,982 |
| Securities lending payable | 7,905 | 0 |
| Total current liabilities | 806,935 | 708,977 |
| Defined benefit pension plan | 27,757 | 26,260 |
| Contract liability | 21,220 | 19,910 |
| Deferred executive compensation | 24,010 | 20,936 |
| Deferred income taxes, net | 12,777 | 11,481 |
| Other long-term liabilities | 23,493 | 21,565 |
| Total liabilities | 916,192 | 809,129 |
| Shareholders' equity | 1,947,955 | 1,662,835 |
| Total liabilities and shareholders' equity | \$ 2,864,147 | \$ 2,471,964 |