

For the three months ended December 31, 2003

	Life	Health	Annuity	Investment	Other	Corporate Adjustments	Consolidated	
Revenue:								
Premium	\$333,568	\$259,725	\$8,353				\$601,646	
Net investment income				\$143,353		-\$859 ⁽¹⁾	142,494	
Other income					320	-405 ⁽⁴⁾	-85	
Total revenue	333,568	259,725	8,353	143,353	320	0	744,055	
Expenses:								
Policy benefits	217,425	173,448	9,397				400,270	
Required interest on reserves	-75,060	-4,535	-9,585	89,180			0	
Amortization of acquisition costs	57,407	20,919	5,221				83,547	
Commissions and premium tax	19,841	23,585	-27			-405 ⁽⁴⁾	42,994	
Required interest on acquisition costs	30,446	5,277	234	-35,957			0	
Insurance administrative expense (2)					33,842		33,842	
Parent expense						2,510	2,510	
Financing costs:								
Debt and preferred securities (3)				13,853			13,853	
Benefit from interest rate swaps				-6,681			-6,681	
Total expenses	250,059	218,694	5,240	60,395	33,842	2,510	570,335	
Segment profits (operating income)	<u>\$83,509</u>	<u>\$41,031</u>	<u>\$3,113</u>	<u>\$82,958</u>	<u>-\$33,522</u>	<u>-\$2,510</u>	<u>-\$859 ⁽¹⁾</u>	<u>\$173,720</u>
Deduct applicable income taxes							<u>-59,750</u>	
Segment profits after tax (net operating income)							113,970	
Add back income taxes applicable to segment profitability							59,750	
Add back financing costs - preferred securities (reported on Statement of Operations after tax) (3)							0	
Remove benefit from interest rate swaps (included in "Realized investment losses")							-6,681	
Deduct realized investment losses							-889	
Add non-recurring settlement from tax litigation							4,337	
Deduct non-recurring loss on sale of aircraft equipment							-807	
Pretax income per income statement							<u>\$169,680</u>	

(1) Tax equivalency adjustment

(2) Administrative expense is not allocated to insurance segments

(3) Investment segment includes preferred distributions, net of swap benefit, on a pretax basis

(4) Elimination of intersegment commission adjustment

For the three months ended December 31, 2002

	Life	Health	Annuity	Investment	Other	Corporate Adjustments	Consolidated	
Revenue:								
Premium	308,532	250,977	9,105				568,614	
Net investment income				132,636		-877 ⁽¹⁾	131,759	
Other income					805	-428 ⁽⁴⁾	377	
Total revenue	308,532	250,977	9,105	132,636	805	0	-1,305	700,750
Expenses:								
Policy benefits	206,740	167,242	9,488				383,470	
Required interest on reserves	-71,295	-3,955	-9,280	84,530			0	
Amortization of acquisition costs	49,897	17,567	3,853				71,317	
Commissions and premium tax	17,917	25,016	59			-428 ⁽⁴⁾	42,564	
Required interest on acquisition costs	28,552	4,956	1,948	-35,456			0	
Insurance administrative expense (2)					31,572		31,572	
Parent expense						2,468	2,468	
Financing costs:								
Debt and preferred securities (3)				14,161			14,161	
Benefit from interest rate swaps				-5,920			-5,920	
Total expenses	231,811	210,826	6,068	57,315	31,572	2,468	-428	539,632
Segment profits (operating income)	\$76,721	\$40,151	\$3,037	\$75,321	-\$30,767	-\$2,468	-\$877 ⁽¹⁾	161,118
Deduct applicable income taxes							-54,780	
Segment profits after tax (net operating income)							106,338	
Add back income taxes applicable to segment profitability							54,780	
Add back financing costs - preferred securities (reported on Statement of Operations after tax) (3)							2,913	
Remove benefit from interest rate swaps (included in "Realized investment losses")							-5,920	
Deduct realized investment losses							4,156	
Pretax income per income statement							<u>162,267</u>	

(1) Tax equivalency adjustment

(2) Administrative expense is not allocated to insurance segments

(3) Investment segment includes preferred distributions, net of swap benefit, on a pretax basis

(4) Elimination of intersegment commission adjustment