

**For the three months ended March 31, 2004**

	<b>Life</b>	<b>Health</b>	<b>Annuity</b>	<b>Investment</b>	<b>Other</b>	<b>Corporate</b>	<b>Adjustments</b>	<b>Consolidated</b>
Revenue:								
Premium	\$343,110	\$270,230	\$7,071					\$620,411
Net investment income				\$141,635			\$90 <sup>(1)</sup>	141,725
Other income					\$432		-354 <sup>(3)</sup>	78
Total revenue	343,110	270,230	7,071	141,635	432	0	-264	762,214
Expenses:								
Policy benefits	226,928	178,696	6,899					412,523
Required interest on reserves	-77,833	-4,748	-7,616	90,197				0
Amortization of acquisition costs	59,471	22,388	2,749					84,608
Commissions and premium tax	18,925	23,342	21				-354 <sup>(3)</sup>	41,934
Required interest on acquisition costs	31,037	5,438	1,603	-38,078				0
Insurance administrative expense (2)					34,772			34,772
Parent expense						2,462		2,462
Financing costs:								
Debt and preferred securities				13,917			90 <sup>(1)</sup>	14,007
Benefit from interest rate swaps				-6,680				-6,680
Total expenses	258,528	225,116	3,656	59,356	34,772	2,462	-264	583,626
Measure of segment profitability (pretax operating income)	<u>\$84,582</u>	<u>\$45,114</u>	<u>\$3,415</u>	<u>\$82,279</u>	<u>-\$34,340</u>	<u>-\$2,462</u>	<u>\$0</u>	\$178,588
Deduct applicable income taxes								<u>-61,445</u>
Segment profits after tax (net operating income)								117,143
Add back income taxes applicable to segment profitability								61,445
Remove benefit from interest rate swaps (included in "Realized investment gains")								-6,680
Add realized investment gains								<u>10,328</u>
Pretax income per income statement								<u><u>\$182,236</u></u>

(1) Reclassification of interest amount due to adoption of FIN46R

(2) Administrative expense is not allocated to insurance segments

(3) Elimination of intersegment commission adjustment

**For the three months ended March 31, 2003**

	<b>Life</b>	<b>Health</b>	<b>Annuity</b>	<b>Investment</b>	<b>Other</b>	<b>Corporate Adjustments</b>	<b>Consolidated</b>
Revenue:							
Premium	\$320,538	\$262,406	\$7,529				\$590,473
Net investment income				\$135,436		\$90 (1)	135,526
Other income					\$1,033	-541 (3)	492
Total revenue	320,538	262,406	7,529	135,436	1,033	0	726,491
Expenses:							
Policy benefits	212,115	174,211	9,079				395,405
Required interest on reserves	-72,202	-4,191	-9,294	85,687			0
Amortization of acquisition costs	54,907	19,619	3,220				77,746
Commissions and premium tax	17,818	25,150	59			-541 (3)	42,486
Required interest on acquisition costs	28,945	5,057	1,909	-35,911			0
Insurance administrative expense (2)					33,512		33,512
Parent expense						2,561	2,561
Financing costs:							
Debt and preferred securities				14,049		90 (1)	14,139
Benefit from interest rate swaps				-6,439			-6,439
Total expenses	241,583	219,846	4,973	57,386	33,512	2,561	559,410
Measure of segment profitability (pretax operating income)	<u>\$78,955</u>	<u>\$42,560</u>	<u>\$2,556</u>	<u>\$78,050</u>	<u>-\$32,479</u>	<u>-\$2,561</u>	<u>\$167,081</u>
Deduct applicable income taxes							<u>-57,079</u>
Segment profits after tax (net operating income)							110,002
Add back income taxes applicable to segment profitability							57,079
Remove benefit from interest rate swaps (included in "Realized investment losses")							-6,439
Deduct realized investment losses							<u>-7,975</u>
Pretax income per income statement							<u><u>\$152,667</u></u>

(1) Reclassification of interest amount due to adoption of FIN46R

(2) Administrative expense is not allocated to insurance segments

(3) Elimination of intersegment commission adjustment