## Reconciliation of Segment Operating Information to the Consolidated Statement of Operations

	For the twelve months ended December 31, 2006							
	Other &							
	Life	Health	Annuity	Investment	Corporate	Adjustments		Consolidated
Revenue:						-		
Premium	\$1,524,267	\$1,237,532	\$22,914					\$2,784,713
Net investment income				\$628,292		\$454	(1)	628,746
Other income					\$4,024	14,462	(3,4,5)	18,486
Total revenue	1,524,267	1,237,532	22,914	628,292	4,024	14,916		3,431,945
Expenses:								
Policy benefits	1,005,771	834,017	23,743					1,863,531
Required interest on reserves	-364,313	-24,662	-28,318					0
Amortization of acquisition costs	408,506	133,453	15,486	-179,955				377,490
Commissions and premium tax	76,859	88,030	88			-1,294	(3)	163,683
Insurance administrative expense (2)					155,331			155,331
Parent expense					7,862			7,862
Stock option expense					6,575			6,575
Financing costs:								
Debt				72,682		454	(1)	73,136
Benefit from interest rate swaps				-491				-491
Total expenses	1,126,823	1,030,838	10,999	309,529	169,768	-840		2,647,117
Subtotal	397,444	206,694	11,915	318,763	-165,744	15,756		784,828
Non-operating items						-15,756	(4,5)	-15,756
Measure of segment profitability								
(pretax operating income)	\$397,444	\$206,694	\$11,915	\$318,763	-\$165,744	\$0		\$769,072
Deduct applicable income taxes								-264,716
Segment profits after tax (net operat	ting income)							504,356
Add back income taxes applicable to s	egment profita	ability						264,716
Remove benefit from interest rate swaps (included in "Realized investment gains (losses)")								-491
Add (deduct) realized investment gains (losses)								-10,767
Add net proceeds from legal settlements (4)								11,423
Gain on sale of agency buildings (5)								4,333
Pretax income per "Consolidated St	atement of Op	perations"						\$773,570

(1) Reclassification of interest amount due to adoption of FIN46R (accounting rule requiring deconsolidation of Trust Preferred Securities).

(2) Administrative expense is not allocated to insurance segments.

(3) Elimination of intersegment commission.

(4) Legal settlements related to disposed subsidiary.

(5) Gain on sale of agency buildings.

## Reconciliation of Segment Operating Information to the Consolidated Statement of Operations

Life    Health    Annuity    Investment    Corporate    Adjustments    Consolidated      Revenue:    Premium    \$1,468,288    \$1,014,857    \$24,929    \$360,778    \$22,086    12,122    (a,a)    14,488      Total revenue    1,468,288    \$1,014,857    24,929    602,708    \$360    (n)    603,068      Expenses:    Policy benefits    966,093    668,205    26,888    12,122    (a,a)    14,488      Policy benefits    966,093    668,205    26,888    15,604    -167,987    349,959      Commissions and premium tax    76,278    74,484    49    -1,360    (n)    149,451      Insurance administrative expense (2)    Parent expense    9,660    568    (e)    10,228      Financing costs:    Debt    60,574    360    (n)    60,334      Dett    531,648    \$177,179    \$12,349    278,470    157,341    14,518    2,386,996      Subtotal    381,648    \$177,179    \$12,580    \$324,238		For the twelve months ended December 31, 2005								
Revenue:    Premium Premium Net investment income    \$1,468,288 \$1,014,857    \$24,929    \$52,508,074      Other income Other income    1,468,288 \$1,014,857    \$24,929    602,708    \$360    (1)    603,068      Total revenue    1,468,288    1,014,857    24,929    602,708    2,366    12,122    (3,4)    14,488      Policy benefits    966,093    668,205    26,888    1,661,186    342,305    -20,879    -30,092    393,276    0      Amortization of acquisition costs    386,574    115,868    15,504    -167,987    -1,360    0)    144,481      Insurance administrative expense (2) Parent expense    76,278    74,484    49    -1,360    0)    149,451      Debt    60,574    360    0    0,934    -7,393    -7,393      Total expenses    1,086,640    837,678    12,349    278,470    157,341    14,518    2,366,996      Subtotal    381,648    177,179    12,580    \$324,238    -\$154,975    -2,036    738,634      V(pr										
Premium Net investment income Other income Total revenue    \$1,468,288 \$1,014,857    \$24,929    \$602,708    \$360    \$10    603,068      Composition costs    1,468,288    1,014,857    24,929    602,708    2,366    12,122    (3)    14,488      Policy benefits    966,093    668,205    26,888    1,468,278    2,4929    602,708    2,366    12,122    3,125,630      Commissions and premium tax    76,278    74,484    49    -1,360    (6)    10,228      Financing costs:    Debt    60,574    360    (1)    60,934      Debt    381,648    177,179    12,349    27		Life	Health	Annuity	Investment	Corporate	Adjustments		Consolidated	
Net investment income Other income Total revenue    \$602,708    \$360 (1)    603,088      Total revenue    1,468,288    1,014,857    24,929    602,708    2,366    12,122    (3,4)    14,488      Expenses:    Policy benefits    966,093    668,205    26,888	Revenue:									
Other income Total revenue    \$2,366    12,122    (3,4)    14,488      Total revenue    1,468,288    1,014,857    24,929    602,708    2,366    12,482    3,125,630      Expenses:    Policy benefits    966,093    668,205    26,888    1,661,186      Required interest on reserves    -342,305    -20,879    -30,092    393,276    0      Amortization of acquisition costs    386,574    115,668    15,504    -167,987    -1,360    (3)    149,451      Insurance administrative expense (2)    Parent expense    9,660    568    (5)    10,228      Financing costs:    0    -7,393    -7,393    -7,393    -7,393      Total expenses    1,086,640    837,678    12,349    278,470    157,341    14,518    2,386,996      Subtotal    381,648    177,179    \$12,580    \$324,238    -154,975    -2,036    738,634      Net proceeds from legal settlements    _2,256    \$324,238    -\$154,975    \$20    \$740,670      Deduct applicable income	Premium	\$1,468,288	\$1,014,857	\$24,929						
Total revenue    1,468,288    1,014,857    24,929    602,708    2,366    12,482    3,125,630      Expenses: Policy benefits    966,093    668,205    26,888    1,661,186    1,661,186      Required interest on reserves    -342,305    -20,879    -30,092    393,276    0      Amortization of acquisition costs    366,574    115,868    15,504    -167,987    -349,959      Commissions and premium tax Insurance administrative expense (2) Parent expense    147,681    14,950    (a)    149,451      Insurancing costs:    Debt    60,574    360    10,228    10,228      Subtotal    381,648    177,179    12,349    278,470    157,341    14,518    2,386,996      Subtotal    381,648    177,179    12,580    324,238    -154,975    -2,036    738,634      Net proceeds from legal settlements    5381,648    \$177,179    \$12,580    \$324,238    -\$154,975    \$0    \$740,670      Deduct applicable income taxes    _255,165    _255,165    \$255,165    286    286	Net investment income				\$602,708		1	(1)		
Expenses:  Policy benefits  966,093  668,205  26,888  1,661,186    Required interest on reserves  -342,305  -20,879  -30,092  393,276  0    Amortization of acquisition costs  386,574  115,868  15,504  -167,987  349,959    Commissions and premium tax  76,278  74,484  49  -1,360  (s)  149,451    Insurance administrative expense  9,660  568  (s)  102,28    Financing costs:  9,660  568  (s)  102,28    Debt  60,574  360  (r)  60,934    Benefit from interest rate swaps  -7,393  -7,393  -7,393    Total expenses  1,086,640  837,678  12,349  278,470  157,341  14,518  2,386,996    Subtotal  381,648  177,179  12,580  \$324,238  -154,975  -2,036  738,634    Net proceeds from legal settlements  2,036  \$324,238  -\$154,975  \$0  \$740,670    Deduct applicable income taxes  \$381,648  \$177,179  \$12,580  \$324,238  -\$154,975  \$0 </td <td>Other income</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>(3,4)</td> <td></td>	Other income							(3,4)		
Policy benefits  966,093  668,205  26,888  1,661,186    Required interest on reserves  -342,305  -20,879  -30,092  393,276  0    Amortization of acquisition costs  386,574  115,868  15,504  -167,987  349,959    Commissions and premium tax  76,278  74,484  49  -1,360  (3)  149,451    Insurance administrative expense (2)  Parent expense  9,660  568  (6)  10,228    Parent expense  9,660  568  (6)  10,228  10,228    Financing costs:  0  60,574  360  (1)  60,934    Debt  60,574  360  (1)  60,934    Benefit from interest rate swaps  1,086,640  837,678  12,349  278,470  157,341  14,518  2,386,996    Subtotal  381,648  177,179  12,580  \$324,238  -154,975  -2,036  738,634    Net proceeds from legal settlements	Total revenue	1,468,288	1,014,857	24,929	602,708	2,366	12,482		3,125,630	
Required interest on reserves  -342,305  -20,879  -30,092  393,276  0    Amortization of acquisition costs  386,574  115,868  15,504  -167,987  349,959    Commissions and premium tax  76,278  74,484  49  -1,360  (3)  149,451    Insurance administrative expense  9,660  568  (5)  10,228  10,228    Parent expense  9,660  568  (5)  10,228  10,228    Financing costs:  0  60,574  360  10,031  60,934    Debt  60,574  360  (1)  60,934  2,386,996    Subtotal  381,648  177,179  12,580  324,238  -154,975  -2,036  738,634    Net proceeds from legal settlements  381,648  177,179  12,580  \$324,238  -\$154,975  \$0  \$740,670    Deduct applicable income taxes 255,165 255,165 255,165 255,165 7,393 7,393 7,393 7,393 7,393 7,393 7,395  \$0  \$740,670 255,165 255,165 255,165	Expenses:									
Amortization of acquisition costs  386,574  115,868  15,504  -167,987  349,959    Commissions and premium tax  76,278  74,484  49  -1,360  (3)  149,451    Insurance administrative expense (2)  76,278  74,484  49  -1,360  (3)  149,451    Parent expense  9,660  568  (6)  10,228    Financing costs:  0,600  568  (6)  10,228    Debt  60,574  360  (1)  60,934    Benefit from interest rate swaps  -7,393  -7,393  -7,393  -7,393    Total expenses  1,086,640  837,678  12,349  278,470  157,341  14,518  2,386,996    Subtotal  381,648  177,179  12,580  324,238  -154,975  -2,036  738,634    Net proceeds from legal settlements  \$381,648  \$177,179  \$12,580  \$324,238  -\$154,975  \$0  \$740,670    Deduct applicable income taxes  \$381,648  \$177,179  \$12,580  \$324,238  -\$154,975  \$0  \$740,670    Deduct applicable income taxes	•		668,205						1,661,186	
Commissions and premium tax Insurance administrative expense (2) Parent expense  76,278  74,484  49  -1,360  (3)  149,451    Insurance administrative expense (2) Parent expense  147,681  14,950  (4)  162,631    Parent expense  9,660  568  (5)  10,228    Financing costs: Debt  60,574  360  (1)  60,934    Benefit from interest rate swaps Total expenses  1,086,640  837,678  12,349  278,470  157,341  14,518  2,386,996    Subtotal  381,648  177,179  12,580  324,238  -154,975  -2,036  738,634    Net proceeds from legal settlements									0	
Insurance administrative expense (2)  147,681  14,950 (4)  162,631    Parent expense  9,660  568 (6)  10,228    Financing costs:  0  568 (6)  10,228    Debt  60,574  360 (1)  60,933    Total expenses  -7,393  -7,393    Total expenses  1,086,640  837,678  12,349  278,470  157,341  14,518  2,386,996    Subtotal  381,648  177,179  12,580  324,238  -154,975  -2,036  738,634    Net proceeds from legal settlements  381,648  \$177,179  \$12,580  \$324,238  -\$154,975  \$0  \$740,670    Deduct applicable income taxes			115,868	15,504	-167,987				349,959	
Parent expense  9,660  568 (s)  10,228    Financing costs:  Debt  60,574  360 (1)  60,934    Benefit from interest rate swaps  -7,393  -7,393  -7,393    Total expenses  1,086,640  837,678  12,349  278,470  157,341  14,518  2,386,996    Subtotal  381,648  177,179  12,580  324,238  -154,975  -2,036  738,634    Net proceeds from legal settlements  381,648  177,179  \$12,580  \$324,238  -\$154,975  \$0  \$740,670    Deduct applicable income taxes	•	76,278	74,484	49				(3)		
Financing costs:  Debt  60,574  360 (1)  60,934    Benefit from interest rate swaps  -7,393  -7,393  -7,393    Total expenses  1,086,640  837,678  12,349  278,470  157,341  14,518  2,386,996    Subtotal  381,648  177,179  12,580  324,238  -154,975  -2,036  738,634    Net proceeds from legal settlements						,		(4)	•	
Debt    60,574    360 (1)    60,934      Benefit from interest rate swaps    -7,393    -7,393    -7,393      Total expenses    1,086,640    837,678    12,349    278,470    157,341    14,518    2,386,996      Subtotal    381,648    177,179    12,580    324,238    -154,975    -2,036    738,634      Net proceeds from legal settlements	Parent expense					9,660	568	(5)	10,228	
Benefit from interest rate swaps Total expenses    -7,393    -7,393      Total expenses    1,086,640    837,678    12,349    278,470    157,341    14,518    2,386,996      Subtotal Net proceeds from legal settlements    381,648    177,179    12,580    324,238    -154,975    -2,036    738,634      Measure of segment profitability (pretax operating income)    \$381,648    \$177,179    \$12,580    \$324,238    -\$154,975    \$0    \$740,670      Deduct applicable income taxes    -255,165    \$0    \$740,670    \$485,505    \$464    \$485,505      Add back income taxes applicable to segment profitability Remove benefit from interest rate swaps (included in "Realized investment gains (losses)")    -7,393    -7,393    -7,393      Add (deduct) realized investment gains (losses)    255,165    280    280    280    280      Deduct net cost of legal settlements (4)    -1,468    -1,468    -1,468    -568	•									
Total expenses  1,086,640  837,678  12,349  278,470  157,341  14,518  2,386,996    Subtotal  381,648  177,179  12,580  324,238  -154,975  -2,036  738,634    Net proceeds from legal settlements  381,648  177,179  12,580  324,238  -154,975  -2,036  738,634    Measure of segment profitability (pretax operating income)  \$381,648  \$177,179  \$12,580  \$324,238  -\$154,975  \$0  \$740,670    Deduct applicable income taxes  -255,165  -255,165  -255,165  -255,165  -255,165  -2,336  -7,393    Add back income taxes applicable to segment profitability Remove benefit from interest rate swaps (included in "Realized investment gains (losses)")  -7,393  -7,393  -7,393    Add (deduct) realized investment gains (losses)  280  -1,468  -1,468  -1,468    Deduct option term extension expense (5)  -568  -568  -568  -568					, -		360	(1)	•	
Subtotal  381,648  177,179  12,580  324,238  -154,975  -2,036  738,634    Net proceeds from legal settlements	•								,	
Net proceeds from legal settlements2,036 (4.5)2,036Measure of segment profitability (pretax operating income)\$381,648 \$177,179 \$12,580 \$324,238 -\$154,975 \$0\$740,670Deduct applicable income taxes-255,165Segment profits after tax (net operating income)485,505Add back income taxes applicable to segment profitability Remove benefit from interest rate swaps (included in "Realized investment gains (losses)")-7,393Add (deduct) realized investment gains (losses)280Deduct net cost of legal settlements (4)-1,468Deduct option term extension expense (5)-568	Total expenses	1,086,640	837,678	12,349	278,470	157,341	14,518		2,386,996	
Measure of segment profitability (pretax operating income)\$381,648 \$177,179 \$12,580 \$324,238 -\$154,975 \$0\$740,670Deduct applicable income taxes-255,165Segment profits after tax (net operating income)485,505Add back income taxes applicable to segment profitability Remove benefit from interest rate swaps (included in "Realized investment gains (losses)")255,165Add (deduct) realized investment gains (losses) Deduct net cost of legal settlements (4) Deduct option term extension expense (5)-1,468	Subtotal	381,648	177,179	12,580	324,238	-154,975	-2,036		738,634	
(pretax operating income)\$381,648\$177,179\$12,580\$324,238\$154,975\$0\$740,670Deduct applicable income taxes-255,165Segment profits after tax (net operating income)485,505Add back income taxes applicable to segment profitability Remove benefit from interest rate swaps (included in "Realized investment gains (losses)")255,165Add (deduct) realized investment gains (losses) Deduct net cost of legal settlements (4) Deduct option term extension expense (5)-1,468	Net proceeds from legal settlements						2,036	(4,5)	2,036	
Deduct applicable income taxes-255,165Segment profits after tax (net operating income)485,505Add back income taxes applicable to segment profitability255,165Remove benefit from interest rate swaps (included in "Realized investment gains (losses)")-7,393Add (deduct) realized investment gains (losses)280Deduct net cost of legal settlements (4)-1,468Deduct option term extension expense (5)-568	Measure of segment profitability									
Segment profits after tax (net operating income)485,505Add back income taxes applicable to segment profitability255,165Remove benefit from interest rate swaps (included in "Realized investment gains (losses)")-7,393Add (deduct) realized investment gains (losses)280Deduct net cost of legal settlements (4)-1,468Deduct option term extension expense (5)-568	(pretax operating income)	\$381,648	\$177,179	\$12,580	\$324,238	-\$154,975	\$0		\$740,670	
Add back income taxes applicable to segment profitability255,165Remove benefit from interest rate swaps (included in "Realized investment gains (losses)")-7,393Add (deduct) realized investment gains (losses)280Deduct net cost of legal settlements (4)-1,468Deduct option term extension expense (5)-568	Deduct applicable income taxes								-255,165	
Remove benefit from interest rate swaps (included in "Realized investment gains (losses)")-7,393Add (deduct) realized investment gains (losses)280Deduct net cost of legal settlements (4)-1,468Deduct option term extension expense (5)-568	Segment profits after tax (net operating income)							485,505		
Remove benefit from interest rate swaps (included in "Realized investment gains (losses)")-7,393Add (deduct) realized investment gains (losses)280Deduct net cost of legal settlements (4)-1,468Deduct option term extension expense (5)-568	Add back income taxes applicable to se	eament profita	abilitv						255.165	
Add (deduct) realized investment gains (losses)280Deduct net cost of legal settlements (4)-1,468Deduct option term extension expense (5)-568										
Deduct net cost of legal settlements (4)-1,468Deduct option term extension expense (5)-568										
Deduct option term extension expense (5) -568									-1,468	
Pretax income per "Consolidated Statement of Operations" \$731,521									-568	
	Pretax income per "Consolidated Sta	atement of Op	perations"						\$731,521	

(1) Reclassification of interest amount due to adoption of FIN46R (accounting rule requiring deconsolidation of Trust Preferred Securities).

(2) Administrative expense is not allocated to insurance segments.

(3) Elimination of intersegment commission.

(4) Legal settlements on litigation related to prior years.

(5) Option term extension for retiring executive.

## Analysis of Profitability by Segment (Dollar amounts in thousands)

	Twelve mor Decemb		Increase (Decrease)		
	2006	2005	Amount	%	
Life insurance	\$397,444	\$381,648	\$15,796	4	
Health insurance	206,694	177,179	29,515	17	
Annuity	11,915	12,580	-665	-5	
Other insurance:					
Other income	4,024	2,366	1,658	70	
Administrative expense	-155,331	-147,681	-7,650	5	
Investment	318,763	324,238	-5,475	-2	
Corporate and adjustments	-14,437	-9,660	-4,777	49	
	i	<u>_</u>	<u> </u>		
Pretax total (pretax operating income)	769,072	740,670	28,402	4	
Applicable taxes	-264,716	-255,165	-9,551	4	
After-tax total (net operating income)	504,356	485,505	18,851	4	
Reconciling items:					
Gain on sale of agency buildings (after tax)	2,816	0	2,816		
Remove benefit from interest rate swaps	,		,		
(after tax) from Investment Segment	-319	-4,805	4,486		
Realized gains (losses) (after tax)	-7,254	25	-7,279		
Tax settlements (after tax)	11,607	15,989	-4,382		
Net proceeds (cost) from legal settlements (after tax)	7,425	-955	8,380		
Retiring executive option term extension (after tax)	0	-369	369		
<b>5 •••••••••••••••••••••••••••••••••••</b>					
Net Income	\$518,631	\$495,390	\$23,241	5	