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

Life    Health    Annuity    Investment Corporate    Adjustments    Consolidated      Revenue:    Premium    \$1,176,478    \$939,360    \$15,320    \$13,147    (i)    \$2,144,305      Net investment income    51,176,478    \$939,360    \$15,320    \$13,147    (i)    \$2,144,305      Total revenue    1,176,478    \$939,360    \$15,320    486,191    3,244    16,936    2,637,529      Expenses:    Policy benefits    780,666    637,294    20,463    18,162    (i)    1,456,585      Required interest or reserves    -288,706    -20,846    -23,500    333,052    0    0      Amortization of acquisition costs    321,645    103,090    10,507    -141,764    2933,478    -394    (i)    115,652    933    (i)    117,641      Insurance administrative expense    54,261    64,190    94    -904    (ii)    117,641      Insurance administrative expense    51,179    198    (iii)    51,377    0      Debt    308,61		For the nine months ended September 30, 2007							
Revenue:    Fremium    \$1,176,478    \$939,360    \$15,320    \$13,147    (1)    \$2,144,305      Net investment income    1,176,478    \$939,360    \$15,320    \$486,191    3,244    3,591    (2)    486,389      Total revenue    1,176,478    \$939,360    15,320    486,191    3,244    16,936    2,637,529      Expenses:    Policy benefits    780,666    637,294    20,463    18,162    (1)    1,456,585      Required interest on reserves    -288,706    -20,846    -23,500    333,052    0    0      Amotization of acquisition costs    321,645    103,090    10,507    -141,764    293,478    6,378      Commissions and premium tax    54,261    64,190    94    -904 (3)    117,641      Insurance administrative expense    54,261    64,190    94    -141,764    293,478      Parent expense    6,378    6,198    6,198    6,198    6,198      Financing costs:    Debt    51,179    198 (2)    51,377    0 </th <th></th> <th colspan="7"></th>									
Premium Net investment income Other income    \$1,176,478    \$939,360    \$15,320    \$13,147 (1)    \$2,144,305      Total revenue    1,176,478    \$393,360    15,320    486,191    3,244    16,936    2,637,529      Expenses: Policy benefits    780,666    637,294    20,463    18,162 (1)    1,456,585      Required interest on reserves    -288,706    -20,463    115,652    933 (4)    116,565      Commissions and premium tax Insurance administrative expense (5) Parent expense    321,445    103,090    10,507    -141,764    293,478      Commissions and premium tax Insurance administrative expense (5) Parent expense    54,261    64,190    94    -904 (3)    117,641    293,478      Debt    51,179    198 (2)    6,378    6,378    6,378    6,378      Subtotal    308,612    155,632    7,756    243,724    -124,984    -1,453    549,287      Non-operating income)    \$308,612    \$155,632    \$7,756    \$243,724    -124,984    \$0    \$590,740      Deduct applicable income taxes    \$308,612		Life	Health	Annuity	Investment	Corporate	Adjustments	Consolidated	
Net investment income    5486,191    198 (2)    486,399      Other income    1,176,478    939,360    15,320    486,191    3,244    16,936    2,637,529      Expenses:    Policy benefits    780,666    637,294    20,463    18,162 (1)    1,456,585      Required interest on reserves    -288,706    -20,846    -23,500    333,052    0    0      Amortization of acquisition costs    321,645    103,090    10,507    -141,764    -904 (3)    117,641      Insurance administrative expense    54,261    64,190    94    -904 (3)    117,641      Insurance administrative expense    54,261    64,190    94    -904 (3)    117,641      Insurance administrative expense    54,261    64,190    94    -904 (3)    117,641      Insurance administrative expense    54,261    64,190    94    -145,652    933 (4)    116,585      Parent expenses    51,179    198 (2)    51,377    0    0    0      Total expenses    308,612    155,632	Revenue:								
Other income Total revenue    \$3,244    3,591 (848)    6,835      Total revenue    1,176,478    939,360    15,320    486,191    3,244    16,936    2,637,529      Expenses:    Policy benefits    780,666    637,294    20,463    18,162 (1)    1,456,585      Required interest on reserves    -288,706    -20,846    -23,500    333,052    0    0      Amortization of acquisition costs    321,645    103,090    10,507    -141,764    293,478      Commissions and premium tax    54,261    64,190    94    -904 (3)    117,641      Insurance administrative expense    6,378    6,378    6,378    6,378      Stock option expense    6,378    7,564    242,467    128,228    18,389    2,048,242      Subtotal    308,612    155,632    7,756    243,724    -124,984    -1,453    589,287      Non-operating items	Premium	\$1,176,478	\$939,360	\$15,320			<b>\$13,147</b> (1)	\$2,144,305	
Total revenue    1,176,478    939,360    15,320    486,191    3,244    16,936    2,637,529      Expenses:    Policy benefits    780,666    637,294    20,463    18,162    (1)    1,456,585      Required interest on reserves    -288,706    -20,846    -23,500    333,052    0      Amortization of acquisition costs    321,645    103,090    10,507    -141,764    293,478      Commissions and premium tax    54,261    64,190    94    -904    (3)    117,641      Insurance administrative expense    54,261    64,190    94    -904    (3)    117,641      Insurance administrative expense    54,261    64,190    94    -904    (3)    117,641      Insurance administrative expense    6,378    6,378    6,378    6,378    6,378      Parent expense    51,179    198    (2)    51,377    0    0      Total expenses    308,612    155,632    7,756    243,724    -124,984    -1,453    589,287	Net investment income				\$486,191		( )	,	
Expenses:    Policy benefits    780,666    637,294    20,463    18,162    1,456,585      Required interest on reserves    -288,706    -20,846    -23,500    333,052    0      Amortization of acquisition costs    321,645    103,090    10,507    -141,764    293,478      Commissions and premium tax    54,261    64,190    94    -904 (3)    117,641      Insurance administrative expense    6,378    6,378    6,378    6,378      Stock option expense    6,198    6,198    6,198    6,198      Financing costs:    20,866    783,728    7,564    242,467    128,228    18,389    2,048,242      Subtotal    308,612    155,632    7,756    243,724    -124,984    -1,453    1,453      Non-operating items	Other income					\$3,244	3,591 (3,4,6)	6,835	
Policy benefits  780,666  637,294  20,463  18,162  1,456,585    Required interest on reserves  -288,706  -20,846  -23,500  333,052  0    Amortization of acquisition costs  321,645  103,090  10,507  -141,764  293,478    Commissions and premium tax  54,261  64,190  94  -904  (3)  117,641    Insurance administrative expense  51,261  64,190  94  -904  (3)  116,585    Parent expense  6,378  6,378  6,378  6,198  6,198    Financing costs:  Debt  51,179  198  (2)  51,377    Debt  867,866  783,728  7,564  242,467  128,228  18,389  2,048,242    Subtotal  308,612  155,632  7,756  243,724  -124,984  -1,453  589,287    Non-operating income)  \$308,612  \$155,632  \$7,756  \$243,724  -124,984  \$0  \$590,740    Deduct applicable income taxes	Total revenue	1,176,478	939,360	15,320	486,191	3,244	16,936	2,637,529	
Required interest on reserves  -288,706  -20,846  -23,500  333,052  0    Amortization of acquisition costs  321,645  103,090  10,507  -141,764  293,478    Commissions and premium tax  54,261  64,190  94  -904 (3)  117,641    Insurance administrative expense (5)  Parent expense  6,378  6,378  6,378    Parent expense  6,198  6,198  6,198  6,198    Financing costs:  Debt  51,179  198 (2)  51,377    Benefit from interest rate swaps  0  667,866  783,728  7,564  242,467  128,228  18,389  2,048,242    Subtotal  308,612  155,632  7,756  243,724  -124,984  -1,453  589,287    Non-operating items  308,612  \$155,632  \$7,756  \$243,724  -\$124,984  \$0  \$590,740    Deduct applicable income taxes 200,827 200,827 200,827 308,013 3980    Add back income taxes applicable to segment profitability	Expenses:								
Amortization of acquisition costs  321,645  103,090  10,507  -141,764  293,478    Commissions and premium tax  54,261  64,190  94  -904  (3)  117,641    Insurance administrative expense  51,179  115,652  933  (4)  116,585    Parent expense  6,198  6,198  6,198  6,198    Financing costs:  0  51,179  198  (2)  51,377    Debt  51,179  198  (2)  51,377    Total expenses  6,786  783,728  7,564  242,467  128,228  18,389  2,048,242    Subtotal  308,612  155,632  7,756  243,724  -124,984  -1,453  589,287    Non-operating items  308,612  \$155,632  \$7,756  \$243,724  -124,984  \$0  \$590,740    Deduct applicable income taxes 200,827 200,827  \$86,99  \$86,99  \$86,99  \$86,29    Add back income taxes applicable to segment profitability 200,827 418 418 418    Deduct net costs from legal settlements (4) 41	Policy benefits	780,666	637,294	20,463			<b>18,162</b> (1)	1,456,585	
Commissions and premium tax  54,261  64,190  94  -904 (3)  117,641    Insurance administrative expense (5)  115,652  933 (4)  116,585    Parent expense  6,378  6,378    Stock option expense  6,198  6,198    Financing costs:  0  51,179  198 (2)  51,377    Benefit from interest rate swaps  51,266  783,728  7,564  242,467  128,228  18,389  2,048,242    Subtotal  308,612  155,632  7,756  243,724  -1,453  589,287    Non-operating items  308,612  \$155,632  \$7,756  \$243,724  -\$124,984  -1,453  589,287    Measure of segment profitability (pretax operating income)  \$308,612  \$155,632  \$7,756  \$243,724  -\$124,984  \$0  \$590,740    Deduct applicable income taxes 200,827 200,827 200,827 200,827 362 418 418 418 418 418 418 418 418 418 3980 5015 3980 5015 3980 <td< td=""><td>Required interest on reserves</td><td>-288,706</td><td>-20,846</td><td>-23,500</td><td>333,052</td><td></td><td></td><td>0</td></td<>	Required interest on reserves	-288,706	-20,846	-23,500	333,052			0	
Insurance administrative expense (5)  115,652  933 (4)  116,585    Parent expense  6,378  6,378  6,378    Stock option expense  6,198  6,198  6,198    Financing costs:  0  0  0    Debt  51,179  198 (2)  51,377    Benefit from interest rate swaps  0  0  0    Total expenses  867,866  783,728  7,564  242,467  128,228  18,389  2,048,242    Subtotal  308,612  155,632  7,756  243,724  -124,984  -1,453  589,287    Non-operating items	Amortization of acquisition costs	321,645	103,090	10,507	-141,764			293,478	
Parent expense  6,378  6,378    Stock option expense  6,198  6,198    Financing costs:  Debt  51,179  198 (2)  51,377    Denefit from interest rate swaps  51,179  198 (2)  51,377    Total expenses  867,866  783,728  7,564  242,467  128,228  18,389  2,048,242    Subtotal  308,612  155,632  7,756  243,724  -124,984  -1,453  589,287    Non-operating items  308,612  \$155,632  \$7,756  \$243,724  -124,984  \$0  \$590,740    Deduct applicable income taxes	Commissions and premium tax	54,261	64,190	94			-904 (3)	117,641	
Stock option expense    6,198    6,198      Financing costs:    Debt    51,179    198 (2)    51,377      Benefit from interest rate swaps    667,866    783,728    7,564    242,467    128,228    18,389    2,048,242      Subtotal    308,612    155,632    7,756    243,724    -124,984    -1,453    589,287      Non-operating items    308,612    \$155,632    \$7,756    \$243,724    -124,984    \$0    \$590,740      Deduct applicable income taxes	Insurance administrative expense (5)					115,652	933 (4)	116,585	
Financing costs:  Debt  51,179  198 (2)  51,377    Benefit from interest rate swaps  0  0  0    Total expenses  867,866  783,728  7,564  242,467  128,228  18,389  2,048,242    Subtotal  308,612  155,632  7,756  243,724  -124,984  -1,453  589,287    Non-operating items  308,612  155,632  7,756  243,724  -124,984  -1,453  1,453    Measure of segment profitability (pretax operating income)  \$308,612  \$155,632  \$7,756  \$243,724  -\$124,984  \$0  \$590,740    Deduct applicable income taxes  -200,827  \$389,913  \$389,913  \$389,913  \$389,913    Add back income taxes applicable to segment profitability  200,827  \$629  \$629  \$629    Deduct net costs from legal settlements (4)  -418  -418  -418  -418  -50,015    Deduct Part D adjustment (1)  -5,015  3,980  -5,015  3,980  -5,015	Parent expense					6,378		6,378	
Debt    51,179    198 (2)    51,377      Benefit from interest rate swaps    0    0    0      Total expenses    867,866    783,728    7,564    242,467    128,228    18,389    2,048,242      Subtotal    308,612    155,632    7,756    243,724    -124,984    -1,453    589,287      Non-operating items    308,612    \$155,632    \$7,756    \$243,724    -124,984    -1,453    1,453      Measure of segment profitability (pretax operating income)    \$308,612    \$155,632    \$7,756    \$243,724    -\$124,984    \$0    \$590,740      Deduct applicable income taxes	Stock option expense					6,198		6,198	
Debt    51,179    198 (2)    51,377      Benefit from interest rate swaps    0    0    0      Total expenses    867,866    783,728    7,564    242,467    128,228    18,389    2,048,242      Subtotal    308,612    155,632    7,756    243,724    -124,984    -1,453    589,287      Non-operating items    308,612    \$155,632    \$7,756    \$243,724    -124,984    -1,453    1,453      Measure of segment profitability (pretax operating income)    \$308,612    \$155,632    \$7,756    \$243,724    -\$124,984    \$0    \$590,740      Deduct applicable income taxes	Financing costs:								
Total expenses    867,866    783,728    7,564    242,467    128,228    18,389    2,048,242      Subtotal Non-operating items    308,612    155,632    7,756    243,724    -124,984    -1,453    589,287      Measure of segment profitability (pretax operating income)    \$308,612    \$155,632    \$7,756    \$243,724    -\$124,984    \$0    \$590,740      Deduct applicable income taxes	Debt				51,179		198 (2)	51,377	
Subtotal Non-operating items308,612155,6327,756243,724-124,984-1,453589,287Measure of segment profitability (pretax operating income)\$308,612\$155,632\$7,756\$243,724\$124,984\$0\$590,740Deduct applicable income taxes	Benefit from interest rate swaps							0	
Non-operating items1,453 (1,4,6)1,453Measure of segment profitability (pretax operating income)\$308,612 \$155,632 \$7,756 \$243,724 -\$124,984 \$0\$590,740Deduct applicable income taxes-200,827Segment profits after tax (net operating income)389,913Add back income taxes applicable to segment profitability Add (deduct) realized investment gains (losses)8,629Deduct net costs from legal settlements (4)-418Deduct Part D adjustment (1) Add gain from sale of agency buildings (6)3,980	Total expenses	867,866	783,728	7,564	242,467	128,228	18,389	2,048,242	
Measure of segment profitability (pretax operating income)\$308,612\$155,632\$7,756\$243,724\$124,984\$0\$590,740Deduct applicable income taxes-200,827Segment profits after tax (net operating income)389,913Add back income taxes applicable to segment profitability Add (deduct) realized investment gains (losses) Deduct net costs from legal settlements (4) Deduct Part D adjustment (1) Add gain from sale of agency buildings (6)200,827		308,612	155,632	7,756	243,724	-124,984			
(pretax operating income)\$308,612\$155,632\$7,756\$243,724\$124,984\$0\$590,740Deduct applicable income taxes-200,827Segment profits after tax (net operating income)389,913Add back income taxes applicable to segment profitability200,827Add (deduct) realized investment gains (losses)8,629Deduct net costs from legal settlements (4)-418Deduct Part D adjustment (1)-5,015Add gain from sale of agency buildings (6)3,980	Non-operating items						1,453 (1,4,6)	1,453	
Deduct applicable income taxes-200,827Segment profits after tax (net operating income)389,913Add back income taxes applicable to segment profitability200,827Add (deduct) realized investment gains (losses)8,629Deduct net costs from legal settlements (4)-418Deduct Part D adjustment (1)-5,015Add gain from sale of agency buildings (6)3,980	Measure of segment profitability								
Segment profits after tax (net operating income)389,913Add back income taxes applicable to segment profitability200,827Add (deduct) realized investment gains (losses)8,629Deduct net costs from legal settlements (4)-418Deduct Part D adjustment (1)-5,015Add gain from sale of agency buildings (6)3,980	(pretax operating income)	\$308,612	\$155,632	\$7,756	\$243,724	-\$124,984	\$0	\$590,740	
Add back income taxes applicable to segment profitability200,827Add (deduct) realized investment gains (losses)8,629Deduct net costs from legal settlements (4)-418Deduct Part D adjustment (1)-5,015Add gain from sale of agency buildings (6)3,980	Deduct applicable income taxes							-200,827	
Add (deduct) realized investment gains (losses)8,629Deduct net costs from legal settlements (4)-418Deduct Part D adjustment (1)-5,015Add gain from sale of agency buildings (6)3,980	Segment profits after tax (net operat	ing income)						389,913	
Add (deduct) realized investment gains (losses)8,629Deduct net costs from legal settlements (4)-418Deduct Part D adjustment (1)-5,015Add gain from sale of agency buildings (6)3,980	Add back income taxes applicable to s	eament profita	bility					200.827	
Deduct net costs from legal settlements (4)-418Deduct Part D adjustment (1)-5,015Add gain from sale of agency buildings (6)3,980								,	
Deduct Part D adjustment (1)-5,015Add gain from sale of agency buildings (6)3,980								,	
Add gain from sale of agency buildings (6) 3,980									
		6)							
			erations"					\$597,916	

(1) Medicare Part D items adjusted to GAAP from the segment analysis, which matches expected benefits with policy premium.

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

(3) Elimination of intersegment commission.

(4) Legal settlements.

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

(6) Gain from sale of agency buildings.

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

	For the nine months ended September 30, 2006							
	Other &							
	Life	Health	Annuity	Investment	Corporate	Adjustments		Consolidated
Revenue:								
Premium	\$1,142,930	\$922,663	\$17,219			\$9,318	(1)	\$2,092,130
Net investment income				\$468,869		353	(2)	469,222
Other income					\$3,190	5,354	(3,4)	8,544
Total revenue	1,142,930	922,663	17,219	468,869	3,190	15,025		2,569,896
Expenses:								
Policy benefits	754,768	623,115	17,149			11,930	(1)	1,406,962
Required interest on reserves	-271,108	-18,060	-20,841	310,009				0
Amortization of acquisition costs	306,627	99,186	11,828	-133,879				283,762
Commissions and premium tax	57,640	65,801	39			-980	(3)	122,500
Insurance administrative expense (5)					117,190			117,190
Parent expense					6,369			6,369
Stock option expense					4,983			4,983
Financing costs:								
Debt				54,712		353	(2)	55,065
Benefit from interest rate swaps				-491				-491
Total expenses	847,927	770,042	8,175	230,351	128,542	11,303		1,996,340
Subtotal	295,003	152,621	9,044	238,518	-125,352	3,722		573,556
Non-operating items						-3,722	(1,4)	-3,722
Measure of segment profitability								
(pretax operating income)	\$295,003	\$152,621	\$9,044	\$238,518	-\$125,352	\$0		\$569,834
Deduct applicable income taxes								-196,031
Segment profits after tax (net operat	ing income)							373,803
Add back income taxes applicable to s	eament profita	bility						196,031
Remove benefit from interest rate swaps (included in "Realized investment gains (losses)")								-491
Add (deduct) realized investment gains (losses)								-5,814
Add net proceeds from legal settlements (4)							6,334	
Deduct Part D adjustment (1)								-2,612
Pretax income per "Consolidated St	atement of On	erations"						\$567,251
retax meenie per consolidated of	atoment of Op							ψυστ,201

(1) Medicare Part D items adjusted to GAAP from the segment analysis, which matches expected benefits with policy premium.

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

(3) Elimination of intersegment commission.

(4) Legal settlements related to disposed subsidiary.

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

## Analysis of Profitability by Segment

(Dollar amounts in thousands)

	Nine mont Septem		Increase (Decrease)		
	2007	2006	Amount	%	
Life insurance	\$308,612	\$295,003	\$13,609	5	
Health insurance	155,632	152,621	3,011	2	
Annuity	7,756	9,044	-1,288	-14	
Other insurance:					
Other income	3,244	3,190	54	2	
Administrative expense	-115,652	-117,190	1,538	-1	
Investment	243,724	238,518	5,206	2	
Corporate and adjustments	-12,576	-11,352	-1,224	11	
Pretax total (pretax operating income)	590,740	569,834	20,906	4	
Applicable taxes	-200,827	-196,031	-4,796	2	
After-tax total (net operating income)	389,913	373,803	16,110	4	
Reconciling items:					
Remove benefit from interest rate swaps					
(after tax) from Investment Segment	0	-319	319		
Realized gains (losses) (after tax)	5,609	-3,949	9,558		
Part D adjustment (after tax)	-3,260	-1,698	-1,562		
Tax settlements	613	4,239	-3,626		
Net proceeds (costs) from legal settlements (after tax)	-272	4,117	-4,389		
Gain on sale of agency buildings (after tax)	2,587	0	2,587		
Net Income	\$395,190	\$376,193	\$18,997	5	