

## Analysis of Profitability by Segment

(Dollar amounts in thousands)

	Six months ended June 30,		Increase (Decrease)	
	<u>2009</u>	<u>2008</u>	<u>Amount</u>	<u>%</u>
Life insurance	\$221,094	\$211,715	\$9,379	4
Health insurance	88,666	99,518	-10,852	-11
Annuity	1,073	2,099	-1,026	-49
Other insurance:				
Other income	1,386	1,870	-484	-26
Administrative expense	-79,248	-77,962	-1,286	2
Investment	156,342	167,488	-11,146	-7
Corporate and adjustments	-9,778	-9,933	155	-2
	<u>379,535</u>	<u>394,795</u>	<u>-15,260</u>	<u>-4</u>
Pretax total (pretax operating income)				
Applicable taxes	-128,078	-132,359	4,281	-3
	<u>251,457</u>	<u>262,436</u>	<u>-10,979</u>	<u>-4</u>
After-tax total (net operating income)				
Reconciling items, net of tax:				
Realized gains (losses)	-52,802	-9,530	-43,272	
Part D adjustment	-10,990	-10,744	-246	
Tax settlements	3,159	10,106	-6,947	
Net proceeds (costs) from legal settlements	0	869	-869	
Gain on sale of agency buildings	0	146	-146	
Loss on Company-occupied property	0	-1,384	1,384	
	<u>0</u>	<u>-1,384</u>	<u>1,384</u>	
Net Income	<u>\$190,824</u>	<u>\$251,899</u>	<u>-\$61,075</u>	<u>-24</u>