

Analysis of Profitability by Segment

(Dollar amounts in thousands)

	Nine months ended September 30,		Increase (Decrease)	
	<u>2009</u>	<u>2008</u>	<u>Amount</u>	<u>%</u>
Life insurance	\$332,468	\$319,725	\$12,743	4
Health insurance	130,161	147,826	-17,665	-12
Annuity	2,252	2,404	-152	-6
Other insurance:				
Other income	2,080	3,027	-947	-31
Administrative expense	-116,646	-116,251	-395	0
Investment	227,531	250,661	-23,130	-9
Corporate and adjustments	-14,638	-14,284	-354	2
	<u>563,208</u>	<u>593,108</u>	<u>-29,900</u>	<u>-5</u>
Pretax total (pretax operating income)				
Applicable taxes	-189,463	-198,378	8,915	-4
	<u>373,745</u>	<u>394,730</u>	<u>-20,985</u>	<u>-5</u>
After-tax total (net operating income)				
Reconciling items, net of tax:				
Realized gains (losses)	-78,284	-80,924	2,640	
Part D adjustment	-6,626	-7,572	946	
Tax settlements	3,020	10,707	-7,687	
Net proceeds (costs) from legal settlements	0	-688	688	
Gain on sale of agency buildings	0	181	-181	
Loss on Company-occupied property	-231	-1,384	1,153	
	<u>\$291,624</u>	<u>\$315,050</u>	<u>-\$23,426</u>	<u>-7</u>
Net Income				