

Analysis of Profitability by Segment
(Dollar amounts in thousands)

	Twelve months ended December 31,		Increase (Decrease)	
	<u>2009</u>	<u>2008</u>	<u>Amount</u>	<u>%</u>
Life insurance	\$446,889	\$431,775	\$15,114	4
Health insurance	170,410	194,711	-24,301	-12
Annuity	3,396	-6,423	9,819	-153
Other insurance:				
Other income	2,936	4,154	-1,218	-29
Administrative expense	-154,284	-159,283	4,999	-3
Investment	297,310	328,141	-30,831	-9
Corporate and adjustments	-19,450	-21,278	1,828	-9
	<u>747,207</u>	<u>771,797</u>	<u>-24,590</u>	<u>-3</u>
Pre-tax total (pretax operating income)				
Applicable taxes	-251,627	-258,510	6,883	-3
	<u>495,580</u>	<u>513,287</u>	<u>-17,707</u>	<u>-3</u>
After-tax total (net operating income)				
Realized gains (losses) (after tax)	-93,254	-69,878	-23,376	
Gain on sale of agency buildings, net of tax	0	181	-181	
Tax settlements (after tax)	2,858	10,823	-7,965	
Net proceeds (cost) from legal settlement (after tax)	0	-770	770	
Loss on company occupied property (after tax)	-231	-1,384	1,153	
	<u>\$404,953</u>	<u>\$452,259</u>	<u>-\$47,306</u>	<u>-10</u>
Net Income				