

Analysis of Profitability by Segment

(Dollar amounts in thousands)

	Three months ended March 31,		Increase (Decrease)	
	<u>2010</u>	<u>2009</u>	<u>Amount</u>	<u>%</u>
Life insurance	\$116,052	\$110,470	\$5,582	5
Health insurance	40,545	45,584	-5,039	-11
Annuity	140	-4,096	4,236	-103
Other insurance:				
Other income	618	666	-48	-7
Administrative expense	-37,832	-39,417	1,585	-4
Investment	77,048	80,161	-3,113	-4
Corporate and adjustments	<u>-5,598</u>	<u>-4,373</u>	<u>-1,225</u>	<u>28</u>
Pretax total (pretax operating income)	190,973	188,995	1,978	1
Applicable taxes	<u>-64,397</u>	<u>-63,740</u>	<u>-657</u>	<u>1</u>
After-tax total (net operating income)	126,576	125,255	1,321	1
Reconciling items, net of tax:				
Realized gains (losses)	5,039	-41,045	46,084	
Part D adjustment	-9,939	-10,663	724	
Tax settlements	<u>0</u>	<u>3,159</u>	<u>-3,159</u>	
Net Income	<u>\$121,676</u>	<u>\$76,706</u>	<u>\$44,970</u>	<u>59</u>