

Analysis of Profitability by Segment

(Dollar amounts in thousands)

	Nine months ended September 30,		Increase (Decrease)	
	<u>2010</u>	<u>2009</u>	<u>Amount</u>	<u>%</u>
Life insurance	\$340,385	\$318,350	\$22,035	7
Health insurance	126,078	130,161	-4,083	-3
Annuity	983	2	981	
Other insurance:				
Other income	2,324	2,058	266	13
Administrative expense	-114,922	-113,587	-1,335	1
Investment	221,138	210,602	10,536	5
Corporate and adjustments	<u>-16,198</u>	<u>-14,638</u>	<u>-1,560</u>	11
Pretax total (pretax operating income from continuing operations)	559,788	532,948	26,840	5
Applicable taxes	<u>-188,594</u>	<u>-179,269</u>	<u>-9,325</u>	5
After-tax total (net operating income from continuing operations)	371,194	353,679	17,515	5
Discontinued Operations - UILIC	<u>18,531</u>	<u>20,066</u>	<u>-1,535</u>	-8
After-tax total (net operating income from all operations)	389,725	373,745	15,980	4
Reconciling items, net of tax:				
Realized gains (losses) - Investments	6,697	-70,535	77,232	
Realized gains (losses) - Discontinued Operations - UILIC	1,472	-7,749	9,221	
Loss on disposal of discontinued operations	-31,085	0	-31,085	
Part D adjustment	-4,553	-6,626	2,073	
Tax settlements	0	3,020	-3,020	
Loss on Company-occupied property	<u>0</u>	<u>-231</u>	<u>231</u>	
Net Income	<u>\$362,256</u>	<u>\$291,624</u>	<u>\$70,632</u>	<u>24</u>