

**Analysis of Profitability by Segment**  
(Dollar amounts in thousands)

	Twelve months ended December 31,		Increase (Decrease)	
	<u>2010</u>	<u>2009</u>	<u>Amount</u>	<u>%</u>
Life insurance	\$455,266	\$427,412	\$27,854	7
Health insurance	170,059	170,410	-351	0
Annuity	1,348	312	1,036	332
Other insurance:				
Other income	2,834	2,914	-80	-3
Administrative expense	-155,615	-150,325	-5,290	4
Investment	297,145	275,650	21,495	8
Corporate and adjustments	<u>-29,810</u>	<u>-19,450</u>	<u>-10,360</u>	53
Pre-tax total	741,227	706,923	34,304	5
Applicable taxes	<u>-243,204</u>	<u>-238,153</u>	<u>-5,051</u>	2
After-tax total, before discontinued operations	498,023	468,770	29,253	6
Discontinued Operations	<u>27,932</u>	<u>26,810</u>	<u>1,122</u>	4
Total	525,955	495,580	30,375	6
Reconciling items, net of tax:				
Realized gains (losses) - Investments	24,270	-85,345	109,615	
Realized gains (losses) - Discontinued Operations	1,852	-7,909	9,761	
Loss on disposal of discontinued operations	-35,013	0	-35,013	
Gain on sale of agency buildings	0	0	0	
Tax settlements	0	2,858	-2,858	
Loss on company occupied property	<u>0</u>	<u>-231</u>	<u>231</u>	
Net Income	<u>\$517,064</u>	<u>\$404,953</u>	<u>\$112,111</u>	<u>28</u>