

Analysis of Profitability by Segment
(Dollar amounts in thousands)

	Twelve months ended December 31,		Increase (Decrease)	
	<u>2015</u>	<u>2014</u>	<u>Amount</u>	<u>%</u>
Life insurance	\$569,402	\$556,489	\$12,913	2
Health insurance	204,377	199,319	5,058	3
Annuity	4,568	4,312	256	6
Other insurance:				
Other income	2,379	2,354	25	1
Administrative expense	(186,191)	(174,832)	(11,359)	6
Investment	219,504	224,364	(4,860)	(2)
Corporate and adjustments	<u>(37,667)</u>	<u>(40,362)</u>	<u>2,695</u>	<u>(7)</u>
Pre-tax total	776,372	771,644	4,728	1
Applicable taxes	<u>(253,459)</u>	<u>(252,041)</u>	<u>(1,418)</u>	1
Afetr-tax total, before discontinued operations	522,913	519,603	3,310	
Discontinued Operations (after tax)	<u>10,807</u>	<u>14,865</u>	<u>(4,058)</u>	<u>(27)</u>
Total	533,720	534,468	(748)	0
Realized gains (losses) (after tax)	(5,714)	15,306	(21,020)	
Legal settlement expenses (after tax)	0	(1,519)	1,519	
Administrative settlements (after tax)	(906)	(5,316)	4,410	
Net Income	<u><u>\$527,100</u></u>	<u><u>\$542,939</u></u>	<u><u>(\$15,839)</u></u>	<u><u>(3)</u></u>