

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

	Three Months Ended June 30, 2006		Three Months Ended June 30, 2005	
	(in millions)	Per Share *	(in millions)	Per Share *
After-tax Operating Income Excluding Net Realized Investment Gain (Loss) and Cost Related to Early Retirement of Debt	\$ 140.4	\$ 0.43	\$ 128.7	\$ 0.42
Cost Related to Early Retirement of Debt, Net of Tax	(11.6)	(0.04)	-	-
After-tax Operating Income Excluding Net Realized Investment Gain (Loss)	128.8	0.39	128.7	0.42
Net Realized Investment Gain (Loss)	(5.8)	(0.02)	65.5	0.21
Income Tax Benefit (Expense) on Net Realized Investment Gain (Loss)	2.2	0.01	(22.9)	(0.08)
Net Income	\$ 125.2	\$ 0.38	\$ 171.3	\$ 0.55

	Three Months Ended June 30, 2006	Three Months Ended March 31, 2006	% Change
	(in millions)	(in millions)	
Operating Income by Segment	\$ 216.5	\$ 199.8	8%
Income Tax on Operating Income	76.1	68.6	
After-tax Operating Income Excluding Net Realized Investment Gain (Loss), Regulatory Reassessment Charge, and Cost Related to Early Retirement of Debt	140.4	131.2	
Regulatory Reassessment Charge, Net of Tax	-	(55.9)	
Cost Related to Early Retirement of Debt, Net of Tax	(11.6)	(3.4)	
After-tax Operating Income Excluding Net Realized Investment Gain (Loss)	128.8	71.9	
Net Realized Investment Gain (Loss)	(5.8)	2.5	
Income Tax Benefit (Expense) on Net Realized Investment Gain (Loss)	2.2	(1.0)	
Net Income	\$ 125.2	\$ 73.4	

	Three Months Ended March 31, 2006	
	(in millions)	Benefit Ratio**
U.S. Brokerage Group Income Protection		
Premium Income	\$ 619.8	
Benefits and Change in Reserves for Future Benefits	664.4	107.2%
Regulatory Reassessment Charge	72.8	
Benefits and Change in Reserves for Future Benefits, Excluding Regulatory Reassessment Charge	591.6	95.5%

	As of June 30			
	2006		2005	
	(in millions)	Per Share	(in millions)	Per Share
Book Value				
Total Stockholders' Equity	\$ 6,986.9	\$ 20.40	\$ 7,854.6	\$ 26.37
Exclude Net Unrealized Gain on Securities	60.7	0.18	1,548.6	5.20
Exclude Net Gain on Cash Flow Hedges	126.2	0.37	384.7	1.29
As Adjusted	\$ 6,800.0	\$ 19.85	\$ 5,921.3	\$ 19.88

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES - Continued

	As of <u>June 30, 2006</u> <u>(in millions)</u>
Debt	\$ 2,561.6
Exclude 50% of Adjustable Conversion Rate Equity Units (ACEs)	<u>150.0</u>
Adjusted Debt	\$ 2,411.6
Debt	\$ 2,561.6
Total Stockholders' Equity as Adjusted	<u>6,800.0</u>
Total Debt and Stockholders' Equity as Adjusted	\$ 9,361.6
Leverage Ratio	25.8%

Outlook Range

	<u>Twelve Months Ended December 31, 2006</u>			
	<u>(in millions)</u>	<u>Per Share ***</u>	<u>(in millions)</u>	<u>Per Share ***</u>
After-tax Operating Income Excluding Net Realized Investment Loss, Regulatory Reassessment Charge, and Cost Related to Early Retirement of Debt	\$ 555.0	\$ 1.65	\$ 572.0	\$ 1.70
Regulatory Reassessment Charge, Net of Tax	(55.9)	(0.17)	(55.9)	(0.17)
Cost Related to Early Retirement of Debt, Net of Tax	<u>(15.0)</u>	<u>(0.04)</u>	<u>(15.0)</u>	<u>(0.04)</u>
After-tax Operating Income Excluding Net Realized Investment Loss	484.1	1.44	501.1	1.49
Net Realized Investment Loss	(3.3)	(0.01)	(3.3)	(0.01)
Income Tax Benefit on Net Realized Investment Loss	<u>1.2</u>	<u>-</u>	<u>1.2</u>	<u>-</u>
Net Income	<u>\$ 482.0</u>	<u>\$ 1.43</u>	<u>\$ 499.0</u>	<u>\$ 1.48</u>

* Assuming Dilution

** Benefits and Change in Reserves for Future Benefits as a percent of Premium Income

*** Assuming Dilution - Forecasted Weighted Average Shares of 337.0 million