

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

	Three Months Ended June 30			
	2012		2011	
	(in millions)	per share *	(in millions)	per share *
After-tax Operating Income	\$ 225.3	\$ 0.79	\$ 235.0	\$ 0.76
Net Realized Investment Loss, Net of Tax	(1.4)	-	(2.2)	-
Non-Operating Retirement-related Loss, Net of Tax	(7.5)	(0.03)	(5.2)	(0.02)
Net Income	<u>\$ 216.4</u>	<u>\$ 0.76</u>	<u>\$ 227.6</u>	<u>\$ 0.74</u>

* Assuming Dilution

	Three Months Ended June 30	
	2012	2011
	(in millions)	
Operating Income by Segment	\$ 310.1	\$ 346.1
Net Realized Investment Loss	(2.1)	(3.6)
Non-Operating Retirement-related Loss	(11.6)	(8.0)
Income Tax	(80.0)	(106.9)
Net Income	<u>\$ 216.4</u>	<u>\$ 227.6</u>

	Average Allocated Equity	After-tax Operating Income	Annualized Return On Equity
	(in millions)		
Three Months Ended June 30, 2012			
Unum US	\$ 4,017.1	\$ 139.4	13.9%
Unum UK	800.2	24.2	12.1%
Colonial Life	1,056.2	43.9	16.6%
Closed Block	2,118.7	17.1	
Corporate	(769.9)	0.7	
Total	<u>\$ 7,222.3</u>	<u>\$ 225.3</u>	

	June 30 2012	March 31 2012
	(in millions)	
Total Stockholders' Equity, As Adjusted	\$ 7,247.2	\$ 7,197.5
Net Unrealized Gain on Securities	728.1	584.4
Net Gain on Cash Flow Hedges	410.6	398.0
Total Stockholders' Equity (Book Value)	<u>\$ 8,385.9</u>	<u>\$ 8,179.9</u>
Average Equity, As Adjusted	\$ 7,222.3	