

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

	Three Months Ended September 30				Nine Months Ended September 30 2012 (in millions)
	2012		2011		
	(in millions)	per share *	(in millions)	per share *	
After-tax Operating Income	\$ 224.0	\$ 0.80	\$ 223.1	\$ 0.75	\$ 662.5
Net Realized Investment Gain (Loss), Net of Tax	13.8	0.06	(15.9)	(0.05)	20.7
Non-operating Retirement-related Loss, Net of Tax	(7.6)	(0.03)	(5.2)	(0.02)	(22.7)
Net Income	<u>\$ 230.2</u>	<u>\$ 0.83</u>	<u>\$ 202.0</u>	<u>\$ 0.68</u>	<u>\$ 660.5</u>

* Assuming Dilution

	Three Months Ended September 30	
	2012	2011
	(in millions)	
Operating Income by Segment	\$ 310.7	\$ 320.6
Net Realized Investment Gain (Loss)	21.3	(23.9)
Non-operating Retirement-related Loss	(11.6)	(8.0)
Income Tax	(90.2)	(86.7)
Net Income	<u>\$ 230.2</u>	<u>\$ 202.0</u>

	Average Allocated Equity	After-tax Operating Income (Loss)	Annualized Return On Equity
	(in millions)		
Nine Months Ended September 30, 2012			
Unum US	\$ 4,019.0	\$ 416.2	13.8%
Unum UK	787.4	73.1	12.4%
Colonial Life	1,051.1	133.9	17.0%
Closed Block	2,121.5	43.8	
Corporate	(715.5)	(4.5)	
Total	<u>\$ 7,263.5</u>	<u>\$ 662.5</u>	

	September 30 2012	December 31 2011
	(in millions)	
Total Stockholders' Equity, As Adjusted	\$ 7,380.8	\$ 7,146.2
Net Unrealized Gain on Securities	892.2	614.8
Net Gain on Cash Flow Hedges	400.3	408.7
Total Stockholders' Equity (Book Value)	<u>\$ 8,673.3</u>	<u>\$ 8,169.7</u>
Average Equity, As Adjusted	\$ 7,263.5	

	September 30 2012
	(in millions)
Debt, As Reported	\$ 3,239.8
Exclude Non-recourse Debt and Securities Lending Agreements	1,045.2
Debt, As Adjusted	<u>\$ 2,194.6</u>
Total Stockholders' Equity, As Reported	\$ 8,673.3
Exclude Net Unrealized Gain on Securities and Net Gain on Cash Flow Hedges	1,292.5
Exclude Northwind and Tailwind Capital	855.7
	<u>6,525.1</u>
Debt, As Adjusted	2,194.6
Total Capital, As Adjusted	<u>\$ 8,719.7</u>
Debt to Capital Ratio	<u>25.2%</u>