

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

	Three Months Ended March 31			
	2013		2012	
	(in millions)	per share *	(in millions)	per share *
After-tax Operating Income	\$ 215.6	\$ 0.80	\$ 213.2	\$ 0.73
Net Realized Investment Gain, Net of Tax	6.7	0.03	8.3	0.03
Non-operating Retirement-related Loss, Net of Tax	(9.7)	(0.04)	(7.6)	(0.03)
Net Income	<u>\$ 212.6</u>	<u>\$ 0.79</u>	<u>\$ 213.9</u>	<u>\$ 0.73</u>

* Assuming dilution

	March 31	
	2013	2012
	per share	
Total Stockholders' Equity (Book Value)	\$ 32.06	\$ 28.62
Net Unrealized Gain on Securities	2.97	2.05
Net Gain on Cash Flow Hedges	1.50	1.39
Subtotal	<u>27.59</u>	<u>25.18</u>
Foreign Currency Translation Adjustment	(0.53)	(0.32)
Subtotal	<u>28.12</u>	<u>25.50</u>
Unrecognized Pension and Postretirement Benefit Costs	(2.12)	(1.53)
Total Stockholders' Equity, Excluding Accumulated Other Comprehensive Income	<u>\$ 30.24</u>	<u>\$ 27.03</u>

	Average Equity, As Adjusted	After-tax Operating Income (Loss)	Annualized Operating Return on Equity
	(in millions)		
Three Months Ended March 31, 2013			
Core Operations	\$ 5,965.4	\$ 209.7	14.1%
Closed Block	2,489.1	17.6	
Corporate	(1,102.9)	(11.7)	
Total	<u>\$ 7,351.6</u>	<u>\$ 215.6</u>	11.7%

	March 31	December 31
	2013	2012
	(in millions)	
Total Stockholders' Equity, As Reported	\$ 8,557.8	\$ 8,612.6
Net Unrealized Gain on Securities	792.4	873.5
Net Gain on Cash Flow Hedges	399.6	401.6
Total Stockholders' Equity, As Adjusted	<u>\$ 7,365.8</u>	<u>\$ 7,337.5</u>
Average Equity, As Adjusted	\$ 7,351.6	