
Section 1: 8-K (8-K)

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549**

FORM 8-K

**Current Report
Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): May 1, 2018

UNUM GROUP

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of
incorporation)

001-11294

(Commission File
Number)

62-1598430

(IRS Employer Identification No.)

1 Fountain Square

Chattanooga, Tennessee 37402

(Address of principal executive offices) (Zip Code)

(423) 294-1011

(Registrant's telephone number, including area code)

Not Applicable

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 2.02 Results of Operations and Financial Condition.

On May 1, 2018, Unum Group issued a news release reporting its results for the first quarter of 2018, a copy of which is furnished herewith as Exhibit 99.1 to this Current Report on Form 8-K and incorporated herein by reference.

Also on May 1, 2018, Unum Group posted on its website at www.unum.com the Statistical Supplement relating to its financial results for the first quarter of 2018. A copy of the Statistical Supplement is furnished herewith as Exhibit 99.2 and incorporated herein by reference.

In accordance with General Instruction B.2 of Form 8-K, the information in this report, including Exhibits 99.1 and 99.2, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be deemed to be incorporated by reference into any of Unum Group's filings under the Securities Act of 1933 or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

Item 9.01 Financial Statements and Exhibits.

The following exhibits are furnished (but not filed) with this report:

(d) Exhibits.

99.1 News release of Unum Group dated May 1, 2018, concerning earnings for the first quarter of 2018.

99.2 Statistical Supplement of Unum Group for the first quarter of 2018.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Unum Group
(Registrant)

May 1, 2018

By: /s/ J. Paul Jullienne

Name: J. Paul Jullienne
Title: Vice President, Managing Counsel, and
Corporate Secretary

INDEX TO EXHIBITS

<u>Exhibit No.</u>	<u>Description</u>
99.1	News release of Unum Group dated May 1, 2018, concerning earnings for the first quarter of 2018.
99.2	Statistical Supplement of Unum Group for the first quarter of 2018.

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Section 2: EX-99.1 (EXHIBIT 99.1)



news

Exhibit 99.1

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FOR IMMEDIATE RELEASE

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MEDIA Jim Sabourin 423 294 6300

Unum Group Reports First Quarter 2018 Results

CHATTANOOGA, Tenn. (May 1, 2018) - Unum Group (NYSE: UNM) today reported net income of \$273.5 million (\$1.23 per diluted common share) for the first quarter of 2018, compared to net income of \$229.9 million (\$1.00 per diluted common share) for the first quarter of 2017.

Included in net income are net after-tax realized investment gains and losses on the Company's investment portfolio. Excluding net after-tax realized investment gains and losses, after-tax adjusted operating income was \$275.1 million (\$1.24 per diluted common share) in the first quarter of 2018. Net income, for the first quarter of 2017, also included a loss from a guaranty fund assessment related to an unaffiliated insurer that was declared insolvent of \$20.6 million before tax and \$13.4 million after tax (\$0.06 per diluted common share). Excluding net after-tax realized investment gains and losses and the loss from the guaranty fund assessment, after-tax adjusted operating income was \$236.1 million (\$1.02 per diluted common share) in the first quarter of 2017.

"The first quarter was a solid start to the year, reflecting both a lower tax rate and a corresponding earnings per share growth rate of more than 20 percent. The fundamentals of our business remained strong and our overall performance largely aligned with our expectations, with good premium growth and overall stable benefits experience," said Richard P. McKenney, president and chief executive officer. "We continue to look for ways to grow our business both organically and through targeted, strategic acquisitions."



RESULTS BY SEGMENT

We measure and analyze our segment performance on the basis of "adjusted operating income" or "adjusted operating loss", which differ from income before income tax as presented in our consolidated statements of income due to the exclusion of net realized investment gains and losses and certain other items. These performance measures are in accordance with GAAP guidance for segment reporting, but they should not be viewed as a substitute for income before income tax or net income.

Unum US Segment

Unum US reported adjusted operating income of \$243.9 million in the first quarter of 2018, an increase of 2.0 percent from \$239.1 million in the first quarter of 2017. Premium income for the segment increased 5.8 percent to \$1,438.8 million in the first quarter of 2018, compared to premium income of \$1,360.4 million in the first quarter of 2017. Net investment income for the segment declined 4.1 percent to \$194.2 million in the first quarter of 2018, compared to \$202.5 million in the first quarter of 2017.

Within the Unum US operating segment, the group disability line of business reported a 6.4 percent decline in adjusted operating income to \$83.0 million in the first quarter of 2018, compared to \$88.7 million in the first quarter of 2017. Premium income in group disability increased 4.3 percent to \$617.5 million in the first quarter of 2018, compared to \$592.3 million in the first quarter of 2017, with growth in the in-force block resulting from prior period sales growth and improved persistency. Net investment income declined by 6.3 percent to \$108.2 million in the first quarter of 2018, compared to \$115.5 million in the first quarter of 2017, due to a decrease in the level of invested assets, a decline in portfolio yield, and slightly lower miscellaneous investment income. The benefit ratio for the first quarter of 2018 was 75.6 percent, compared to 76.6 percent in the first quarter of 2017, due primarily to favorable claim recovery experience in the group long-term disability product line, partially offset by higher claims incidence in the group short-term disability product line. Group long-term disability sales were \$30.1 million in the first quarter of 2018, a decline of 16.4 percent from \$36.0 million in the first quarter of 2017. Group short-term disability sales were \$16.3 million in the first quarter of 2018, a decline of 3.6 percent from \$16.9 million in the first quarter of 2017. Persistency in the group long-term disability line of business was 90.8 percent for the first quarter of 2018, compared to 88.1 percent for the first quarter of 2017. Persistency in the group short-term disability line of business was 86.6 percent for the first quarter of 2018, compared to 85.2 percent for the first quarter of 2017.

The group life and accidental death and dismemberment line of business reported adjusted operating income of \$64.6 million in the first quarter of 2018, an increase of 15.4 percent from \$56.0 million in the first quarter of 2017. Premium income for this line of business increased 8.3 percent to \$437.9 million in the first quarter of 2018, compared to \$404.4 million in the first quarter of 2017, primarily due to sales growth and overall favorable persistency. Net investment income declined 2.9 percent to \$26.8 million in the first quarter of 2018, compared to \$27.6 million in the first quarter of 2017, primarily due to a decline in yield, partially offset by an increase in the level of invested assets and higher miscellaneous investment income. The benefit ratio in the first quarter of 2018 was 70.7 percent, compared to 71.9 percent in the first quarter of 2017, driven primarily



by favorable waiver of premium experience in the group life product line. Sales of group life and accidental death and dismemberment products increased 19.9 percent in the first quarter of 2018 to \$44.6 million, compared to \$37.2 million in the first quarter of 2017. Persistency in the group life line of business was 89.3 percent for the first quarter of 2018, compared to 87.4 percent for the first quarter of 2017.

The supplemental and voluntary line of business reported an increase of 2.0 percent in adjusted operating income to \$96.3 million in the first quarter of 2018, compared to \$94.4 million in the first quarter of 2017. Premium income for supplemental and voluntary increased 5.4 percent to \$383.4 million in the first quarter of 2018, compared to \$363.7 million in the first quarter of 2017. This increase was primarily driven by growth in the voluntary benefits product line from higher sales and continued growth in the dental and vision product line from expanded distribution, offsetting a decline in premium income in the individual disability line. Net investment income declined 0.3 percent to \$59.2 million in the first quarter of 2018, compared to \$59.4 million in the first quarter of 2017, due to a decline in yield and lower miscellaneous investment income, which was partially offset by an increase in the level of invested assets. The benefit ratio for the individual disability product line was 51.0 percent for the first quarter of 2018, compared to 54.6 percent for the first quarter of 2017, due to the favorable impact from the reinsurance agreement entered during the fourth quarter of 2016 whereby we ceded additional business in the first quarter of 2018 compared to the prior year period. Excluding the impact of this agreement, benefits experience for the individual disability product line was generally consistent with the first quarter of 2017. The benefit ratio for voluntary benefits was 42.3 percent in the first quarter of 2018, compared to 42.2 percent for the first quarter of 2017, reflecting generally consistent claims experience between the two periods. The benefit ratio for dental and vision was 68.6 percent for the first quarter of 2018, compared to 71.6 percent for the first quarter of 2017, primarily driven by lower average claim size. Relative to the first quarter of 2017, sales in the individual disability line of business increased 10.5 percent in the first quarter of 2018 to \$17.9 million. Sales in the voluntary benefits line of business increased 4.2 percent in the first quarter of 2018 to \$153.5 million. Sales in the dental and vision product line totaled \$12.2 million for the first quarter of 2018, an increase of 23.2 percent compared to the first quarter of 2017. Persistency in the individual disability product line was 90.7 percent for the first quarter of 2018, compared to 91.1 percent for the first quarter of 2017. Persistency in the voluntary benefits product line was 76.9 percent for the first quarter of 2018, compared to 75.9 percent for the first quarter of 2017. Persistency in the dental and vision product line was 85.0 percent for the first quarter of 2018, compared to 83.4 percent for the first quarter of 2017.

Unum UK Segment

Unum UK reported adjusted operating income of \$29.8 million in the first quarter of 2018, an increase of 12.0 percent from \$26.6 million in the first quarter of 2017. In local currency, adjusted operating income totaled £21.4 million in the first quarter of both 2018 and 2017.

Premium income increased by 15.1 percent to \$139.6 million in the first quarter of 2018, compared to \$121.3 million in the first quarter of 2017. In local currency, premium income was £100.3 million in the first quarter of 2018, an increase of 2.5 percent from £97.9 million in the first quarter of 2017, primarily driven by



overall improved persistency and sales growth in the group critical illness and dental product lines. Net investment income was \$27.6 million in the first quarter of 2018, an increase of 3.8 percent from \$26.6 million in the first quarter of 2017. In local currency, net investment income was £19.9 million in the first quarter of 2018, a decline of 7.0 percent from £21.4 million in the first quarter of 2017, due primarily to lower yield on fixed-rate bonds, partially offset by the increase in the level of invested assets. The benefit ratio in the first quarter of 2018 was 71.9 percent, compared to 71.4 percent in the first quarter of 2017, due primarily to unfavorable claims experience in the group life and critical illness product lines, partially offset by favorable claim resolutions in the group long-term disability product line.

Sales declined by 13.2 percent to \$17.1 million in the first quarter of 2018, compared to \$19.7 million in the first quarter of 2017. In local currency, sales for the first quarter of 2018 declined by 22.6 percent to £12.3 million, compared to £15.9 million in the first quarter of 2017. Persistency in the group long-term disability line of business was 86.7 percent for the first quarter of 2018, compared to 84.2 percent for the first quarter of 2017. Persistency in the group life line of business was 85.5 percent for the first quarter of 2018, compared to 82.0 percent for the first quarter of 2017. Persistency in the supplemental line of business was 91.5 percent for the first quarter of both 2018 and 2017.

Colonial Life Segment

Colonial Life reported a 1.7 percent decline in adjusted operating income to \$81.0 million in the first quarter of 2018, compared to \$82.4 million in the first quarter of 2017. Premium income for the first quarter of 2018 increased 6.4 percent to \$398.3 million, compared to \$374.3 million in the first quarter of 2017, driven by sales growth and solid persistency. Net investment income totaled \$37.3 million in the first quarter of 2018, compared to \$35.1 million in the first quarter of 2017, primarily driven by an increase in the level of invested assets and higher miscellaneous investment income, which were partially offset by a decline in portfolio yield. The benefit ratio in the first quarter of 2018 was 51.6 percent, compared to 50.8 percent in the first quarter of 2017, due primarily to higher claims incidence and a higher average claim size in the life line of business, partially offset by favorable claims experience in the accident, sickness and disability line of business.

Sales increased 7.6 percent to \$103.7 million in the first quarter of 2018 from \$96.4 million in the first quarter of 2017, driven by increased sales in all products and market segments. Persistency in Colonial Life was 79.0 percent for the first quarter of 2018, compared to 78.5 percent for the first quarter of 2017.

Closed Block Segment

The Closed Block segment reported adjusted operating income of \$28.9 million in the first quarter of 2018, compared to \$31.6 million in the first quarter of 2017.

Premium income for this segment declined 4.7 percent in the first quarter of 2018 compared to the first quarter of 2017, primarily due to policy terminations and maturities for the individual disability line of business. Premium income for long-term care decreased slightly due primarily to policy terminations, partially offset by rate increases. Net investment income increased 0.7 percent to \$337.7 million in the first quarter of 2018,



compared to \$335.3 million in the first quarter of 2017, primarily driven by an increase in the level of invested assets, which was partially offset by a lower portfolio yield. The interest adjusted loss ratio for the individual disability line of business declined to 77.1 percent in the first quarter of 2018, compared to 83.6 percent in the first quarter of 2017, due primarily to a lower average size of new claims. The interest adjusted loss ratio for the long-term care line of business was 96.6 percent in the first quarter of 2018, compared to 88.6 percent in the first quarter of 2017, due primarily to higher claims incidence which was partially offset by favorable claim resolutions related to mortality experience. Also contributing to the higher interest adjusted loss ratio was less favorable policy terminations.

Corporate Segment

The Corporate segment reported an adjusted operating loss of \$40.3 million for the first quarter of 2018, compared to an adjusted operating loss, including the loss from a guaranty fund assessment, of \$60.4 million for the first quarter of 2017. The adjusted operating loss in the year ago first quarter, excluding the loss from the assessment, was \$39.8 million.

OTHER INFORMATION

Shares Outstanding

The Company's weighted average number of shares outstanding, assuming dilution, was 222.6 million for the first quarter of 2018, compared to 230.4 million for the first quarter of 2017. Shares outstanding totaled 221.2 million at March 31, 2018. During the first quarter of 2018, the Company repurchased approximately 1.9 million shares at a cost of approximately \$100 million.

Capital Management

At March 31, 2018, the weighted average risk-based capital ratio for the Company's traditional U.S. insurance companies was approximately 380 percent, and cash and marketable securities in the holding companies equaled \$887 million.



Book Value

Book value per common share as of March 31, 2018 was \$42.95, compared to \$39.91 at March 31, 2017.

Outlook

The Company continues to expect after-tax adjusted operating income growth per share for full-year 2018 to be within the range of 17 percent to 23 percent.

NON-GAAP FINANCIAL MEASURES

We analyze our performance using non-GAAP financial measures. A non-GAAP financial measure is a numerical measure of a company's performance, financial position, or cash flows that excludes or includes amounts that are not normally excluded or included in the most directly comparable measure calculated and presented in accordance with GAAP. The non-GAAP financial measure of "after-tax adjusted operating income" differs from net income as presented in our consolidated operating results and income statements prepared in accordance with GAAP due to the exclusion of net realized investment gains and losses and certain other items as specified in the reconciliations in the Financial Highlights section below. We believe adjusted operating income is a better performance measure and better indicator of the profitability and underlying trends in our business.

Realized investment gains or losses depend on market conditions and do not necessarily relate to decisions regarding the underlying business of our segments. Our investment focus is on investment income to support our insurance liabilities as opposed to the generation of realized investment gains or losses. Although we may experience realized investment gains or losses which will affect future earnings levels, a long-term focus is necessary to maintain profitability over the life of the business since our underlying business is long-term in nature, and we need to earn the interest rates assumed in calculating our liabilities.

We may at other times exclude certain other items from our discussion of financial ratios and metrics in order to enhance the understanding and comparability of our operational performance and the underlying fundamentals, but this exclusion is not an indication that similar items may not recur and does not replace net income or net loss as a measure of our overall profitability.

Information reconciling the Company's outlook on after-tax adjusted operating income growth per share to the comparable GAAP financial measure is not provided. The only amounts excluded from after-tax adjusted operating income are those described in the preceding paragraphs. The Company is unable to predict with reasonable certainty realized investment gains and losses, which are affected by overall market conditions and also by factors such as an economic or political change in the country of the issuer, a regulatory change pertaining to the issuer's industry, a significant improvement or deterioration in the cash flows of the issuer, unforeseen accounting irregularities or fraud committed by an issuer, movement in credit spreads, ratings upgrades or downgrades, a change in the issuer's marketplace or business prospects, or any other event that significantly affects the issuers of the fixed maturity securities which the Company holds in its investment portfolio.



CONFERENCE CALL INFORMATION

Members of Unum Group senior management will host a conference call on Wednesday, May 2, at 9:00 a.m. (Eastern Time) to discuss the results of operations for the first quarter. Topics may include forward-looking information, such as the Company's outlook on future results, trends in operations, and other material information.

The dial-in number for the conference call is (800) 239-9838 for U.S. and Canada (pass code 3476122). For international, the dial-in number is (323) 794-2551 (pass code 3476122). A live webcast of the call will also be available at www.investors.unum.com in a listen-only mode. It is recommended that webcast viewers access the "Investors" section of the Company's website and opt-in to the webcast approximately 5-10 minutes prior to the start of the call. The Company will maintain a replay of the call on its website through Wednesday, May 9. A replay of the call will also be available by dialing (888) 203-1112 (U.S. and Canada) or (719) 457-0820 (International) - pass code 3476122.

In conjunction with today's earnings announcement, the Company's Statistical Supplement for the first quarter of 2018 is available on the "Investors" section of the Company's website.

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ABOUT UNUM GROUP

Unum (www.unum.com) is one of the leading providers of employee benefits products and services and the largest provider of disability insurance products in the United States and the United Kingdom.

SAFE HARBOR STATEMENT

Certain information in this news release constitutes "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are those not based on historical information, but rather relate to our outlook, future operations, strategies, financial results, or other developments and speak only as of the date made. These forward-looking statements, including statements about anticipated growth in after-tax adjusted operating income per share, are subject to numerous assumptions, risks, and uncertainties, many of which are beyond our control. The following factors, in addition to other factors mentioned from time to time, may cause actual results to differ materially from those contemplated by the forward-looking statements: (1) sustained periods of low interest rates; (2) fluctuation in insurance reserve liabilities and claim payments due to changes in claim incidence, recovery rates, mortality and morbidity rates, and policy benefit offsets due to, among other factors, the rate of unemployment and consumer confidence, the emergence of new diseases, epidemics, or pandemics, new trends and developments in medical treatments, the effectiveness of our claims operational processes, and changes in governmental programs; (3) unfavorable economic or business conditions, both domestic and foreign, that may result in decreases in sales, premiums, or persistency, as well as unfavorable claims activity; (4) legislative, regulatory, or tax changes, both domestic and foreign, including the effect of potential legislation and increased regulation in the current political environment; (5) investment results, including, but not limited to, changes in interest rates, defaults, changes in credit spreads, impairments, and the lack of appropriate investments in the market which can be acquired to match our liabilities; (6) a cyber attack or other security breach could result in the unauthorized acquisition of confidential data; (7)



the failure of our business recovery and incident management processes to resume our business operations in the event of a natural catastrophe, cyber attack, or other event; (8) execution risk related to our technology needs; (9) increased competition from other insurers and financial services companies due to industry consolidation, new entrants to our markets, or other factors; (10) changes in our financial strength and credit ratings; (11) damage to our reputation due to, among other factors, regulatory investigations, legal proceedings, external events, and/or inadequate or failed internal controls and procedures; (12) actual experience in the broad array of our products that deviates from our assumptions used in pricing, underwriting, and reserving; (13) changes in accounting standards, practices, or policies; (14) effectiveness of our risk management program; (15) contingencies and the level and results of litigation; (16) availability of reinsurance in the market and the ability of our reinsurers to meet their obligations to us; (17) ineffectiveness of our derivatives hedging programs due to changes in the economic environment, counterparty risk, ratings downgrades, capital market volatility, changes in interest rates, and/or regulation; (18) fluctuation in foreign currency exchange rates; (19) ability to generate sufficient internal liquidity and/or obtain external financing; (20) recoverability and/or realization of the carrying value of our intangible assets, long-lived assets, and deferred tax assets; and (21) terrorism, both within the U.S. and abroad, ongoing military actions, and heightened security measures in response to these types of threats.

For further discussion of risks and uncertainties which could cause actual results to differ from those contained in the forward-looking statements, see Part 1, Item 1A "Risk Factors" of our annual report on Form 10-K for the year ended December 31, 2017. The forward-looking statements in this news release are being made as of the date of this news release, and the Company expressly disclaims any obligation to update or revise any forward-looking statement contained herein, even if made available on our website or otherwise.



Unum Group
FINANCIAL HIGHLIGHTS
(Unaudited)

(\$ in millions, except share data)

	Three Months Ended March 31	
	2018	2017
Revenue		
Premium Income	\$ 2,250.0	\$ 2,142.9
Net Investment Income	602.3	602.4
Net Realized Investment Gain (Loss)	(2.2)	11.0
Other Income	49.5	50.2
Total Revenue	2,899.6	2,806.5
Benefits and Expenses		
Benefits and Change in Reserves for Future Benefits	1,807.9	1,749.0
Commissions	282.3	270.2
Interest and Debt Expense	40.2	39.8
Deferral of Acquisition Costs	(169.3)	(162.1)
Amortization of Deferred Acquisition Costs	151.5	141.5
Other Expenses	445.9	437.8
Total Benefits and Expenses	2,558.5	2,476.2
Income Before Income Tax	341.1	330.3
Income Tax	67.6	100.4
Net Income	\$ 273.5	\$ 229.9
PER SHARE INFORMATION		
Net Income Per Common Share		
Basic	\$ 1.23	\$ 1.00
Assuming Dilution	\$ 1.23	\$ 1.00
Weighted Average Common Shares - Basic (000s)	221,894.0	229,429.6
Weighted Average Common Shares - Assuming Dilution (000s)	222,577.0	230,378.8
Outstanding Shares - (000s)	221,168.7	228,194.5



Reconciliation of Non-GAAP Financial Measures

	Three Months Ended March 31			
	2018		2017	
	(in millions)	per share *	(in millions)	per share *
Net Income	\$ 273.5	\$ 1.23	\$ 229.9	\$ 1.00
Excluding:				
Net Realized Investment Gain (Loss) (net of tax expense (benefit) of (\$0.6); \$3.8)	(1.6)	(0.01)	7.2	0.04
Loss from Guaranty Fund Assessment (net of tax benefit of \$-; \$7.2)	—	—	(13.4)	(0.06)
After-tax Adjusted Operating Income	<u>\$ 275.1</u>	<u>\$ 1.24</u>	<u>\$ 236.1</u>	<u>\$ 1.02</u>

* Assuming Dilution

	March 31			
	2018		2017	
	(in millions)	per share	(in millions)	per share
Total Stockholders' Equity (Book Value)	\$ 9,499.5	\$ 42.95	\$ 9,107.4	\$ 39.91
Excluding:				
Net Unrealized Gain on Securities	356.1	1.61	483.0	2.12
Net Gain on Hedges	273.5	1.24	316.8	1.38
Subtotal	8,869.9	40.10	8,307.6	36.41
Excluding:				
Foreign Currency Translation Adjustment	(207.0)	(0.94)	(336.9)	(1.47)
Subtotal	9,076.9	41.04	8,644.5	37.88
Excluding:				
Unrecognized Pension and Postretirement Benefit Costs	(505.0)	(2.28)	(462.5)	(2.03)
Total Stockholders' Equity, Excluding Accumulated Other Comprehensive Income (Loss)	<u>\$ 9,581.9</u>	<u>\$ 43.32</u>	<u>\$ 9,107.0</u>	<u>\$ 39.91</u>

UNUM IS A REGISTERED TRADEMARK AND MARKETING BRAND OF UNUM GROUP AND ITS INSURING SUBSIDIARIES.

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Section 3: EX-99.2 (EXHIBIT 99.2)

First Quarter 2018

Statistical Supplement



Unum Group
Statistical Supplement First Quarter 2018

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See "Appendix to Statistical Supplement" on page 16 for a summary of significant items and page 16.1 for a reconciliation of our non-GAAP financial measures.

N.M. = not a meaningful percentage

Unum Group Financial Highlights

	Three Months Ended		Year Ended	
	3/31/2018	3/31/2017	12/31/2017	12/31/2016
Consolidated U.S. GAAP Results¹				
Premium Income	\$ 2,250.0	\$ 2,142.9	\$ 8,597.1	\$ 8,357.7
Adjusted Operating Revenue	\$ 2,901.8	\$ 2,795.5	\$ 11,246.5	\$ 11,022.3
Net Realized Investment Gain (Loss)	(2.2)	11.0	40.3	24.2
Revenue	<u>\$ 2,899.6</u>	<u>\$ 2,806.5</u>	<u>\$ 11,286.8</u>	<u>\$ 11,046.5</u>
Net Income	\$ 273.5	\$ 229.9	\$ 994.2	\$ 931.4
Net Income Per Common Share:				
Basic	\$ 1.23	\$ 1.00	\$ 4.39	\$ 3.96
Assuming Dilution	\$ 1.23	\$ 1.00	\$ 4.37	\$ 3.95
Assets	\$ 63,012.3	\$ 62,524.7	\$ 64,013.1	\$ 61,941.5
Stockholders' Equity	\$ 9,499.5	\$ 9,107.4	\$ 9,574.9	\$ 8,698.0
Adjusted Operating Return on Equity				
Unum US	17.9%	15.4%	15.9%	15.0%
Unum UK	14.4%	15.8%	15.2%	18.6%
Colonial Life	17.6%	17.4%	16.2%	17.4%
Core Operating Segments	17.5%	15.8%	15.9%	15.9%
Consolidated	12.5%	11.4%	11.6%	11.2%
Traditional U.S. Life Insurance Companies' Statutory Results²				
Net Gain from Operations, After Tax	\$ 242.0	\$ 180.1	\$ 812.4	\$ 884.6
Net Realized Investment Gain (Loss), After Tax	(1.5)	0.4	(5.0)	(29.5)
Net Income	<u>\$ 240.5</u>	<u>\$ 180.5</u>	<u>\$ 807.4</u>	<u>\$ 855.1</u>
Capital and Surplus	\$ 3,427.3	\$ 3,548.3	\$ 3,448.3	\$ 3,626.9
Weighted Average Risk-based Capital Ratio	~ 380%	>390%	~ 390%	~ 400%

¹ Generally Accepted Accounting Principles

² Our traditional U.S. life insurance companies are Provident Life and Accident Insurance Company, Unum Life Insurance Company of America, The Paul Revere Life Insurance Company, Colonial Life & Accident Insurance Company, Provident Life and Casualty Insurance Company, First Unum Life Insurance Company, Unum Insurance Company and Starmount Life Insurance Company.

Unum Group Capital Metrics

	3/31/2018		3/31/2017		12/31/2017		12/31/2016	
	(in millions)	per share	(in millions)	per share	(in millions)	per share	(in millions)	per share
Total Stockholders' Equity (Book Value)	\$ 9,499.5	\$ 42.95	\$ 9,107.4	\$ 39.91	\$ 9,574.9	\$ 43.02	\$ 8,968.0	\$ 39.02
Excluding:								
Net Unrealized Gain on Securities	356.1	1.61	483.0	2.12	607.8	2.73	440.6	1.92
Net Gain on Hedges	273.5	1.24	316.8	1.38	282.3	1.27	327.5	1.42
Subtotal	8,869.9	40.10	8,307.6	36.41	8,684.8	39.02	8,199.9	35.68
Excluding:								
Foreign Currency Translation Adjustment	(207.0)	(0.94)	(336.9)	(1.47)	(254.5)	(1.15)	(354.0)	(1.54)
Subtotal	9,076.9	41.04	8,644.5	37.88	8,939.3	40.17	8,553.9	37.22
Excluding:								
Unrecognized Pension and Postretirement Benefit Costs	(505.0)	(2.28)	(462.5)	(2.03)	(508.1)	(2.28)	(465.1)	(2.02)
Total Stockholders' Equity, Excluding Accumulated Other Comprehensive Income (Loss)	<u>\$ 9,581.9</u>	<u>\$ 43.32</u>	<u>\$ 9,107.0</u>	<u>\$ 39.91</u>	<u>\$ 9,447.4</u>	<u>\$ 42.45</u>	<u>\$ 9,019.0</u>	<u>\$ 39.24</u>
Dividends Paid	\$ 52.4	\$ 0.23	\$ 46.5	\$ 0.20	\$ 196.0	\$ 0.86	\$ 182.6	\$ 0.77

	Three Months Ended		Year Ended	
	3/31/2018	3/31/2017	12/31/2017	12/31/2016
Shares Repurchased (millions)	1.9	2.1	8.2	11.9
Cost of Shares Repurchased (millions) ⁽¹⁾	\$ 100.2	\$ 100.0	\$ 400.4	\$ 403.3
Price (UNM closing price on last trading day of period)	\$ 47.61	\$ 46.89	\$ 54.89	\$ 43.93
Leverage Ratio	25.7%	26.9%	26.1%	27.2%
Holding Company Cash and Marketable Securities	\$ 887	\$ 648	\$ 864	\$ 594

⁽¹⁾ Includes commissions of \$0.2 million for the three months ended March 31, 2018, a de minimis amount for the three months ended March 31, 2017, and \$0.3 million and \$0.2 million for the years ended December 31, 2017 and 2016, respectively.

Unum Group Ratings

	AM Best	Fitch	Moody's	S&P
Outlook	Stable	Stable	Stable	Stable
Issuer Credit Ratings	bbb	BBB	Baa2	BBB
Financial Strength Ratings				
Provident Life and Accident Insurance Company	A	A	A2	A
Unum Life Insurance Company of America	A	A	A2	A
Colonial Life & Accident Insurance Company	A	A	A2	A
The Paul Revere Life Insurance Company	A	A	A2	A
Starmount Life Insurance Company	A-	NR	NR	NR
Unum Insurance Company	A-	A	A2	NR
Unum Limited	NR	NR	NR	A-

NR = not rated

Unum Group Consolidated Statements of Income

	Three Months Ended		Year Ended	
	3/31/2018	3/31/2017	12/31/2017	12/31/2016
Revenue				
Premium Income	\$ 2,250.0	\$ 2,142.9	\$ 8,597.1	\$ 8,357.7
Net Investment Income	602.3	602.4	2,451.7	2,459.0
Net Realized Investment Gain (Loss)	(2.2)	11.0	40.3	24.2
Other Income	49.5	50.2	197.7	205.6
Total Revenue	2,899.6	2,806.5	11,286.8	11,046.5
Benefits and Expenses				
Benefits and Change in Reserves for Future Benefits	1,807.9	1,749.0	7,055.7	6,941.8
Commissions	282.3	270.2	1,060.8	1,026.7
Interest and Debt Expense - Non-recourse Debt	1.7	1.7	6.7	6.9
Interest and Debt Expense - All Other Debt	38.5	38.1	153.2	159.1
Deferral of Acquisition Costs	(169.3)	(162.1)	(628.0)	(592.4)
Amortization of Deferred Acquisition Costs	151.5	141.5	527.1	493.0
Other Expenses	445.9	437.8	1,707.3	1,663.7
Total Benefits and Expenses	2,558.5	2,476.2	9,882.8	9,698.8
Income Before Income Tax	341.1	330.3	1,404.0	1,347.7
Income Tax	67.6	100.4	409.8	416.3
Net Income	\$ 273.5	\$ 229.9	\$ 994.2	\$ 931.4
Weighted Average Shares Outstanding				
Basic	221.9	229.4	226.5	235.4
Assuming Dilution	222.6	230.4	227.3	236.0
Actual Number of Shares Outstanding	221.2	228.2	222.5	229.8

Unum Group Sales Data for Unum US Segment

	Three Months Ended			Year Ended	
	3/31/2018	3/31/2017	% Change	12/31/2017	12/31/2016
Sales by Product					
Group Disability and Group Life and AD&D					
Group Long-term Disability	\$ 30.1	\$ 36.0	(16.4)%	\$ 240.8	\$ 217.8
Group Short-term Disability	16.3	16.9	(3.6)	162.5	114.6
Group Life and AD&D	44.6	37.2	19.9	310.5	270.1
Subtotal	91.0	90.1	1.0	713.8	602.5
Supplemental and Voluntary					
Individual Disability	17.9	16.2	10.5	67.9	65.1
Voluntary Benefits	153.5	147.3	4.2	292.5	261.7
Dental and Vision	12.2	9.9	23.2	54.8	14.5
Subtotal	183.6	173.4	5.9	415.2	341.3
Total Sales	\$ 274.6	\$ 263.5	4.2	\$ 1,129.0	\$ 943.8
Sales by Market Sector					
Group Disability and Group Life and AD&D					
Core Market (< 2,000 employees)	\$ 54.9	\$ 56.3	(2.5)%	\$ 416.9	\$ 378.1
Large Case Market	36.1	33.8	6.8	296.9	224.4
Subtotal	91.0	90.1	1.0	713.8	602.5
Supplemental and Voluntary					
	183.6	173.4	5.9	415.2	341.3
Total Sales	\$ 274.6	\$ 263.5	4.2	\$ 1,129.0	\$ 943.8

Unum Group Sales Data for Unum UK Segment

(in millions of dollars)

	Three Months Ended			Year Ended	
	3/31/2018	3/31/2017	% Change	12/31/2017	12/31/2016
Sales by Product					
Group Long-term Disability	\$ 7.8	\$ 13.5	(42.2)%	\$ 47.1	\$ 50.2
Group Life	4.5	3.9	15.4	24.4	23.8
Supplemental	4.8	2.3	108.7	14.4	10.5
Total Sales	<u>\$ 17.1</u>	<u>\$ 19.7</u>	(13.2)	<u>\$ 85.9</u>	<u>\$ 84.5</u>

Sales by Market Sector

Group Long-term Disability and Group Life					
Core Market (< 500 employees)	\$ 7.6	\$ 6.4	18.8 %	\$ 30.4	\$ 42.0
Large Case Market	4.7	11.0	(57.3)	41.1	32.0
Subtotal	12.3	17.4	(29.3)	71.5	74.0
Supplemental	4.8	2.3	108.7	14.4	10.5
Total Sales	<u>\$ 17.1</u>	<u>\$ 19.7</u>	(13.2)	<u>\$ 85.9</u>	<u>\$ 84.5</u>

(in millions of pounds)

Sales by Product					
Group Long-term Disability	£ 5.6	£ 10.9	(48.6)%	£ 36.6	£ 37.2
Group Life	3.3	3.1	6.5	18.9	17.8
Supplemental	3.4	1.9	78.9	11.3	7.7
Total Sales	<u>£ 12.3</u>	<u>£ 15.9</u>	(22.6)	<u>£ 66.8</u>	<u>£ 62.7</u>

Sales by Market Sector

Group Long-term Disability and Group Life					
Core Market (< 500 employees)	£ 5.4	£ 5.2	3.8 %	£ 23.6	£ 31.2
Large Case Market	3.5	8.8	(60.2)	31.9	23.8
Subtotal	8.9	14.0	(36.4)	55.5	55.0
Supplemental	3.4	1.9	78.9	11.3	7.7
Total Sales	<u>£ 12.3</u>	<u>£ 15.9</u>	(22.6)	<u>£ 66.8</u>	<u>£ 62.7</u>

Unum Group Sales Data for Colonial Life Segment

	Three Months Ended			Year Ended	
	3/31/2018	3/31/2017	% Change	12/31/2017	12/31/2016
Sales by Product					
Accident, Sickness, and Disability	\$ 66.4	\$ 61.5	8.0%	\$ 323.2	\$ 310.6
Life	21.3	20.9	1.9	107.7	94.0
Cancer and Critical Illness	16.0	14.0	14.3	88.8	79.0
Total Sales	<u>\$ 103.7</u>	<u>\$ 96.4</u>	7.6	<u>\$ 519.7</u>	<u>\$ 483.6</u>
Sales by Market Sector					
Commercial					
Core Market (< 1,000 employees)	\$ 67.9	\$ 63.0	7.8%	\$ 313.5	\$ 291.3
Large Case Market	15.7	15.4	1.9	90.9	77.4
Subtotal	83.6	78.4	6.6	404.4	368.7
Public Sector	20.1	18.0	11.7	115.3	114.9
Total Sales	<u>\$ 103.7</u>	<u>\$ 96.4</u>	7.6	<u>\$ 519.7</u>	<u>\$ 483.6</u>

Certain prior year and prior period amounts in the table above were reclassified to conform to current year presentation.

Unum Group Consolidated Balance Sheets

	March 31 2018	December 31 2017
Assets		
Investments		
Fixed Maturity Securities	\$ 44,500.1	\$ 45,457.8
Mortgage Loans	2,200.8	2,213.2
Policy Loans	3,573.3	3,571.1
Other Long-term Investments	706.5	646.8
Short-term Investments	712.6	1,155.1
Total Investments	<u>51,693.3</u>	<u>53,044.0</u>
Other Assets		
Cash and Bank Deposits	308.9	77.4
Accounts and Premiums Receivable	1,736.7	1,665.7
Reinsurance Recoverable	4,815.5	4,879.2
Accrued Investment Income	745.8	690.1
Deferred Acquisition Costs	2,213.4	2,184.6
Goodwill	348.9	338.6
Property and Equipment	508.4	504.8
Other Assets	641.4	628.7
Total Assets	<u>\$ 63,012.3</u>	<u>\$ 64,013.1</u>
Liabilities		
Policy and Contract Benefits	\$ 1,623.1	\$ 1,605.2
Reserves for Future Policy and Contract Benefits	44,668.5	45,601.6
Unearned Premiums	432.8	373.1
Other Policyholders' Funds	1,635.6	1,595.0
Income Tax Payable	61.3	2.9
Deferred Income Tax	128.9	199.0
Short-term Debt	200.0	199.9
Long-term Debt - Non-recourse	181.3	196.0
Long-term Debt - All Other	2,540.6	2,542.4
Payables for Collateral on Investments	382.2	396.2
Other Liabilities	1,658.5	1,726.9
Total Liabilities	<u>53,512.8</u>	<u>54,438.2</u>
Stockholders' Equity		
Common Stock	30.5	30.5
Additional Paid-in Capital	2,302.4	2,303.3
Accumulated Other Comprehensive Income (Loss)	(82.4)	127.5
Retained Earnings	9,777.8	9,542.2
Treasury Stock	(2,528.8)	(2,428.6)
Total Stockholders' Equity	<u>9,499.5</u>	<u>9,574.9</u>
Total Liabilities and Stockholders' Equity	<u>\$ 63,012.3</u>	<u>\$ 64,013.1</u>

Unum Group Deferred Acquisition Costs by Segment

	Unum US	Unum UK	Colonial Life	Consolidated
Balances at December 31, 2016	\$ 1,176.5	\$ 21.4	\$ 896.3	\$ 2,094.2
Capitalization	325.5	7.0	295.5	628.0
Amortization	(293.6)	(9.1)	(224.4)	(527.1)
Adjustment Related to Unrealized Investment Gains and Losses	(3.0)	—	(9.5)	(12.5)
Foreign Currency	—	2.0	—	2.0
Balances at December 31, 2017	1,205.4	21.3	957.9	2,184.6
Capitalization	89.5	1.5	78.3	169.3
Amortization	(89.2)	(2.1)	(60.2)	(151.5)
Adjustment Related to Unrealized Investment Gains and Losses	2.4	—	7.8	10.2
Foreign Currency	—	0.8	—	0.8
Balances at March 31, 2018	\$ 1,208.1	\$ 21.5	\$ 983.8	\$ 2,213.4

Unum Group Balance Sheets by Segment - March 31, 2018

	Unum US								
	Group Disability	Group Life and Accidental Death & Dismemberment	Supplemental and Voluntary	Total Unum US	Unum UK	Colonial Life	Closed Block	Corporate	Consolidated
Assets									
Investments	\$ 8,465.8	\$ 2,305.3	\$ 4,703.4	\$ 15,474.5	\$ 2,789.8	\$ 2,992.2	\$ 28,790.1	\$ 1,646.7	\$ 51,693.3
Deferred Acquisition Costs	97.9	78.8	1,031.4	1,208.1	21.5	983.8	—	—	2,213.4
Goodwill	8.8	—	271.1	279.9	41.3	27.7	—	—	348.9
All Other	349.6	235.0	489.2	1,073.8	645.0	289.2	5,813.7	935.0	8,756.7
Total Assets	<u>\$ 8,922.1</u>	<u>\$ 2,619.1</u>	<u>\$ 6,495.1</u>	<u>\$ 18,036.3</u>	<u>\$ 3,497.6</u>	<u>\$ 4,292.9</u>	<u>\$ 34,603.8</u>	<u>\$ 2,581.7</u>	<u>\$ 63,012.3</u>
Liabilities									
Reserves and Policyholder Benefits	\$ 7,225.9	\$ 1,752.2	\$ 4,010.3	\$ 12,988.4	\$ 2,707.6	\$ 2,498.7	\$ 30,165.3	\$ —	\$ 48,360.0
Debt	—	—	—	—	—	—	181.3	2,740.6	2,921.9
All Other	133.4	26.1	345.3	504.8	79.6	200.7	96.1	1,349.7	2,230.9
Total Liabilities	<u>7,359.3</u>	<u>1,778.3</u>	<u>4,355.6</u>	<u>13,493.2</u>	<u>2,787.2</u>	<u>2,699.4</u>	<u>30,442.7</u>	<u>4,090.3</u>	<u>53,512.8</u>
Allocated Stockholders' Equity									
Other Allocated Stockholders' Equity	1,551.5	852.0	2,052.0	4,455.5	663.6	1,520.7	3,679.2	(1,449.1)	8,869.9
Net Unrealized Gain (Loss) on Securities and Net Gain on Hedges	11.3	(11.2)	87.5	87.6	46.8	72.8	481.9	(59.5)	629.6
Total Allocated Stockholders' Equity	<u>1,562.8</u>	<u>840.8</u>	<u>2,139.5</u>	<u>4,543.1</u>	<u>710.4</u>	<u>1,593.5</u>	<u>4,161.1</u>	<u>(1,508.6)</u>	<u>9,499.5</u>
Total Liabilities and Allocated Stockholders' Equity	<u>\$ 8,922.1</u>	<u>\$ 2,619.1</u>	<u>\$ 6,495.1</u>	<u>\$ 18,036.3</u>	<u>\$ 3,497.6</u>	<u>\$ 4,292.9</u>	<u>\$ 34,603.8</u>	<u>\$ 2,581.7</u>	<u>\$ 63,012.3</u>

Allocated stockholders' equity is determined on the basis of an internal allocation formula that reflects the volume and risk components of the business and aligns with our target capital levels for regulatory and rating agency purposes. We modify this formula periodically to recognize changes in the views of capital requirements.

Unum Group Balance Sheets by Segment - December 31, 2017

	Unum US								
	<u>Group Disability</u>	<u>Group Life and Accidental Death & Dismemberment</u>	<u>Supplemental and Voluntary</u>	<u>Total Unum US</u>	<u>Unum UK</u>	<u>Colonial Life</u>	<u>Closed Block</u>	<u>Corporate</u>	<u>Consolidated</u>
Assets									
Investments	\$ 8,630.4	\$ 2,315.2	\$ 4,645.5	\$ 15,591.1	\$ 3,075.6	\$ 2,939.9	\$ 29,027.5	\$ 2,409.9	\$ 53,044.0
Deferred Acquisition Costs	96.7	77.7	1,031.0	1,205.4	21.3	957.9	—	—	2,184.6
Goodwill	—	—	271.1	271.1	39.8	27.7	—	—	338.6
All Other	364.2	174.6	502.7	1,041.5	291.4	258.6	6,023.7	830.7	8,445.9
Total Assets	<u>\$ 9,091.3</u>	<u>\$ 2,567.5</u>	<u>\$ 6,450.3</u>	<u>\$ 18,109.1</u>	<u>\$ 3,428.1</u>	<u>\$ 4,184.1</u>	<u>\$ 35,051.2</u>	<u>\$ 3,240.6</u>	<u>\$ 64,013.1</u>
Liabilities									
Reserves and Policyholder Benefits	\$ 7,426.5	\$ 1,742.2	\$ 4,035.6	\$ 13,204.3	\$ 2,627.7	\$ 2,478.3	\$ 30,864.6	\$ —	\$ 49,174.9
Debt	—	—	—	—	—	—	196.0	2,742.3	2,938.3
All Other	146.1	29.7	366.9	542.7	86.9	207.7	69.2	1,418.5	2,325.0
Total Liabilities	<u>7,572.6</u>	<u>1,771.9</u>	<u>4,402.5</u>	<u>13,747.0</u>	<u>2,714.6</u>	<u>2,686.0</u>	<u>31,129.8</u>	<u>4,160.8</u>	<u>54,438.2</u>
Allocated Stockholders' Equity									
Other Allocated Stockholders' Equity	1,501.1	775.3	1,915.9	4,192.3	643.2	1,389.2	3,406.3	(946.2)	8,684.8
Net Unrealized Gain on Securities and Net Gain on Hedges	17.6	20.3	131.9	169.8	70.3	108.9	515.1	26.0	890.1
Total Allocated Stockholders' Equity	<u>1,518.7</u>	<u>795.6</u>	<u>2,047.8</u>	<u>4,362.1</u>	<u>713.5</u>	<u>1,498.1</u>	<u>3,921.4</u>	<u>(920.2)</u>	<u>9,574.9</u>
Total Liabilities and Allocated Stockholders' Equity	<u>\$ 9,091.3</u>	<u>\$ 2,567.5</u>	<u>\$ 6,450.3</u>	<u>\$ 18,109.1</u>	<u>\$ 3,428.1</u>	<u>\$ 4,184.1</u>	<u>\$ 35,051.2</u>	<u>\$ 3,240.6</u>	<u>\$ 64,013.1</u>

Unum Group Financial Results by Segment

We measure and analyze our segment performance on the basis of "adjusted operating revenue" and "adjusted operating income" or "adjusted operating loss", which differ from total revenue and income before income tax as presented in our consolidated statements of income due to the exclusion of net realized investment gains and losses and certain other items as specified in the following pages. These performance measures are in accordance with GAAP guidance for segment reporting, but they should not be viewed as a substitute for total revenue, income before income tax, or net income.

	Three Months Ended			Year Ended		
	3/31/2018	3/31/2017	% Change	12/31/2017	12/31/2016	% Change
Premium Income						
Unum US	\$ 1,438.8	\$ 1,360.4	5.8 %	\$ 5,443.5	\$ 5,240.9	3.9 %
Unum UK	139.6	121.3	15.1	513.0	529.3	(3.1)
Colonial Life	398.3	374.3	6.4	1,511.4	1,417.1	6.7
Closed Block	273.3	286.9	(4.7)	1,129.2	1,170.4	(3.5)
	2,250.0	2,142.9	5.0	8,597.1	8,357.7	2.9
Net Investment Income						
Unum US	194.2	202.5	(4.1)	811.2	828.7	(2.1)
Unum UK	27.6	26.6	3.8	120.2	118.1	1.8
Colonial Life	37.3	35.1	6.3	144.9	141.5	2.4
Closed Block	337.7	335.3	0.7	1,354.0	1,352.2	0.1
Corporate	5.5	2.9	89.7	21.4	18.5	15.7
	602.3	602.4	—	2,451.7	2,459.0	(0.3)
Other Income						
Unum US	29.0	28.7	1.0	113.2	113.3	(0.1)
Unum UK	—	—	—	0.7	0.2	N.M.
Colonial Life	0.3	0.3	—	1.1	1.2	(8.3)
Closed Block	19.0	20.8	(8.7)	79.8	86.0	(7.2)
Corporate	1.2	0.4	200.0	2.9	4.9	(40.8)
	49.5	50.2	(1.4)	197.7	205.6	(3.8)
Total Adjusted Operating Revenue						
Unum US	1,662.0	1,591.6	4.4	6,367.9	6,182.9	3.0
Unum UK	167.2	147.9	13.0	633.9	647.6	(2.1)
Colonial Life	435.9	409.7	6.4	1,657.4	1,559.8	6.3
Closed Block	630.0	643.0	(2.0)	2,563.0	2,608.6	(1.7)
Corporate	6.7	3.3	103.0	24.3	23.4	3.8
	\$ 2,901.8	\$ 2,795.5	3.8	\$ 11,246.5	\$ 11,022.3	2.0

Unum Group Financial Results by Segment - Continued

	Three Months Ended			Year Ended		
	3/31/2018	3/31/2017	% Change	12/31/2017	12/31/2016	% Change
Benefits and Expenses						
Unum US	\$ 1,418.1	\$ 1,352.5	4.9 %	\$ 5,385.0	\$ 5,268.7	2.2 %
Unum UK	137.4	121.3	13.3	522.2	519.0	0.6
Colonial Life	354.9	327.3	8.4	1,344.8	1,245.6	8.0
Closed Block	601.1	611.4	(1.7)	2,439.1	2,479.1	(1.6)
Corporate	47.0	63.7	(26.2)	191.7	186.4	2.8
	<u>2,558.5</u>	<u>2,476.2</u>	3.3	<u>9,882.8</u>	<u>9,698.8</u>	1.9
Income (Loss) Before Income Tax and Net Realized Investment Gain (Loss)						
Unum US	243.9	239.1	2.0	982.9	914.2	7.5
Unum UK	29.8	26.6	12.0	111.7	128.6	(13.1)
Colonial Life	81.0	82.4	(1.7)	312.6	314.2	(0.5)
Closed Block	28.9	31.6	(8.5)	123.9	129.5	(4.3)
Corporate	(40.3)	(60.4)	33.3	(167.4)	(163.0)	2.7
	<u>343.3</u>	<u>319.3</u>	7.5	<u>1,363.7</u>	<u>1,323.5</u>	3.0
Income Tax	<u>68.2</u>	<u>96.6</u>	(29.4)	<u>394.8</u>	<u>407.9</u>	(3.2)
Income Before Net Realized Investment Gain (Loss)	<u>275.1</u>	<u>222.7</u>	23.5	<u>968.9</u>	<u>915.6</u>	5.8
Net Realized Investment Gain (Loss) (net of tax expense (benefit) of \$(0.6); \$3.8; \$15.0; \$8.4)	<u>(1.6)</u>	<u>7.2</u>	(122.2)	<u>25.3</u>	<u>15.8</u>	60.1
Net Income	<u>\$ 273.5</u>	<u>\$ 229.9</u>	19.0	<u>\$ 994.2</u>	<u>\$ 931.4</u>	6.7

Unum Group Quarterly Historical Financial Results by Segment

	3/31/18	12/31/17	9/30/17	6/30/17	3/31/17	12/31/16	9/30/16	6/30/16	3/31/16
Premium Income									
Unum US	\$ 1,438.8	\$ 1,364.5	\$ 1,360.9	\$ 1,357.7	\$ 1,360.4	\$ 1,325.2	\$ 1,315.0	\$ 1,299.4	\$ 1,301.3
Unum UK	139.6	133.4	131.5	126.8	121.3	121.9	127.3	140.8	139.3
Colonial Life	398.3	382.1	378.7	376.3	374.3	360.4	354.1	351.4	351.2
Closed Block	273.3	278.4	282.5	281.4	286.9	291.7	293.0	290.0	295.7
	<u>2,250.0</u>	<u>2,158.4</u>	<u>2,153.6</u>	<u>2,142.2</u>	<u>2,142.9</u>	<u>2,099.2</u>	<u>2,089.4</u>	<u>2,081.6</u>	<u>2,087.5</u>
Net Investment Income									
Unum US	194.2	202.1	201.0	205.6	202.5	206.3	207.3	207.7	207.4
Unum UK	27.6	31.9	28.5	33.2	26.6	28.8	28.5	34.0	26.8
Colonial Life	37.3	37.1	36.0	36.7	35.1	35.8	36.1	35.6	34.0
Closed Block	337.7	341.5	337.2	340.0	335.3	343.6	334.1	341.1	333.4
Corporate	5.5	7.2	6.3	5.0	2.9	3.4	5.4	4.9	4.8
	<u>602.3</u>	<u>619.8</u>	<u>609.0</u>	<u>620.5</u>	<u>602.4</u>	<u>617.9</u>	<u>611.4</u>	<u>623.3</u>	<u>606.4</u>
Other Income									
Unum US	29.0	27.9	26.5	30.1	28.7	27.7	28.7	27.9	29.0
Unum UK	—	0.1	0.6	—	—	—	—	0.2	—
Colonial Life	0.3	0.3	0.3	0.2	0.3	0.2	0.4	0.3	0.3
Closed Block	19.0	19.9	18.9	20.2	20.8	20.7	21.5	21.4	22.4
Corporate	1.2	1.4	0.4	0.7	0.4	2.4	0.9	1.3	0.3
	<u>49.5</u>	<u>49.6</u>	<u>46.7</u>	<u>51.2</u>	<u>50.2</u>	<u>51.0</u>	<u>51.5</u>	<u>51.1</u>	<u>52.0</u>
Total Adjusted Operating Revenue									
Unum US	1,662.0	1,594.5	1,588.4	1,593.4	1,591.6	1,559.2	1,551.0	1,535.0	1,537.7
Unum UK	167.2	165.4	160.6	160.0	147.9	150.7	155.8	175.0	166.1
Colonial Life	435.9	419.5	415.0	413.2	409.7	396.4	390.6	387.3	385.5
Closed Block	630.0	639.8	638.6	641.6	643.0	656.0	648.6	652.5	651.5
Corporate	6.7	8.6	6.7	5.7	3.3	5.8	6.3	6.2	5.1
	<u>\$ 2,901.8</u>	<u>\$ 2,827.8</u>	<u>\$ 2,809.3</u>	<u>\$ 2,813.9</u>	<u>\$ 2,795.5</u>	<u>\$ 2,768.1</u>	<u>\$ 2,752.3</u>	<u>\$ 2,756.0</u>	<u>\$ 2,745.9</u>

Unum Group Quarterly Historical Financial Results by Segment - Continued

	3/31/18	12/31/17	9/30/17	6/30/17	3/31/17	12/31/16	9/30/16	6/30/16	3/31/16
Benefits and Expenses									
Unum US	\$ 1,418.1	\$ 1,356.9	\$ 1,330.0	\$ 1,345.6	\$ 1,352.5	\$ 1,319.1	\$ 1,320.0	\$ 1,307.8	\$ 1,321.8
Unum UK	137.4	135.7	134.1	131.1	121.3	120.8	127.6	138.1	132.5
Colonial Life	354.9	352.8	333.3	331.4	327.3	316.5	311.6	309.4	308.1
Closed Block	601.1	606.7	612.0	609.0	611.4	621.4	620.0	619.9	617.8
Corporate	47.0	41.8	42.9	43.3	63.7	47.5	52.0	45.9	41.0
	<u>2,558.5</u>	<u>2,493.9</u>	<u>2,452.3</u>	<u>2,460.4</u>	<u>2,476.2</u>	<u>2,425.3</u>	<u>2,431.2</u>	<u>2,421.1</u>	<u>2,421.2</u>
Income (Loss) Before Income Tax and Net Realized Investment Gain (Loss)									
Unum US	243.9	237.6	258.4	247.8	239.1	240.1	231.0	227.2	215.9
Unum UK	29.8	29.7	26.5	28.9	26.6	29.9	28.2	36.9	33.6
Colonial Life	81.0	66.7	81.7	81.8	82.4	79.9	79.0	77.9	77.4
Closed Block	28.9	33.1	26.6	32.6	31.6	34.6	28.6	32.6	33.7
Corporate	(40.3)	(33.2)	(36.2)	(37.6)	(60.4)	(41.7)	(45.7)	(39.7)	(35.9)
	<u>343.3</u>	<u>333.9</u>	<u>357.0</u>	<u>353.5</u>	<u>319.3</u>	<u>342.8</u>	<u>321.1</u>	<u>334.9</u>	<u>324.7</u>
Income Tax	<u>68.2</u>	<u>74.2</u>	<u>110.9</u>	<u>113.1</u>	<u>96.6</u>	<u>113.1</u>	<u>92.4</u>	<u>101.9</u>	<u>100.5</u>
Income Before Net Realized Investment Gain (Loss)	<u>275.1</u>	<u>259.7</u>	<u>246.1</u>	<u>240.4</u>	<u>222.7</u>	<u>229.7</u>	<u>228.7</u>	<u>233.0</u>	<u>224.2</u>
Net Realized Investment Gain (Loss)	(2.2)	11.4	9.8	8.1	11.0	28.4	11.0	5.3	(20.5)
Tax Expense (Benefit) on Net Realized Investment Gain (Loss)	(0.6)	4.2	3.6	3.4	3.8	10.1	3.7	1.5	(6.9)
Net Income	<u>\$ 273.5</u>	<u>\$ 266.9</u>	<u>\$ 252.3</u>	<u>\$ 245.1</u>	<u>\$ 229.9</u>	<u>\$ 248.0</u>	<u>\$ 236.0</u>	<u>\$ 236.8</u>	<u>\$ 210.6</u>
Net Income Per Common Share - Assuming Dilution	<u>\$ 1.23</u>	<u>\$ 1.19</u>	<u>\$ 1.12</u>	<u>\$ 1.07</u>	<u>\$ 1.00</u>	<u>\$ 1.07</u>	<u>\$ 1.01</u>	<u>\$ 1.00</u>	<u>\$ 0.88</u>

Unum Group Financial Results for Unum US Segment

	Three Months Ended		Year Ended	
	3/31/2018	3/31/2017	12/31/2017	12/31/2016
Adjusted Operating Revenue				
Premium Income	\$ 1,438.8	\$ 1,360.4	\$ 5,443.5	\$ 5,240.9
Net Investment Income	194.2	202.5	811.2	828.7
Other Income	29.0	28.7	113.2	113.3
Total	1,662.0	1,591.6	6,367.9	6,182.9
Benefits and Expenses				
Benefits and Change in Reserves for Future Benefits	960.9	923.4	3,693.4	3,624.3
Commissions	161.4	153.2	590.8	580.4
Deferral of Acquisition Costs	(89.5)	(87.3)	(325.5)	(314.1)
Amortization of Deferred Acquisition Costs	89.2	83.5	293.6	275.2
Other Expenses	296.1	279.7	1,132.7	1,102.9
Total	1,418.1	1,352.5	5,385.0	5,268.7
Income Before Income Tax and Net Realized Investment Gains and Losses				
	243.9	239.1	982.9	914.2
Unclaimed Death Benefits (UDB) Reserve Increase	—	—	26.6	—
Adjusted Operating Income	\$ 243.9	\$ 239.1	\$ 1,009.5	\$ 914.2
Operating Ratios (% of Premium Income):				
Benefit Ratio	66.8%	67.9%	67.8%	69.2%
Benefit Ratio Excluding UDB Reserve Increase			67.4%	
Other Expense Ratio	20.6%	20.6%	20.8%	21.0%
Income Ratio	17.0%	17.6%	18.1%	17.4%
Adjusted Operating Income Ratio			18.5%	

Unum Group Financial Results for Unum US Group Disability

	Three Months Ended		Year Ended	
	3/31/2018	3/31/2017	12/31/2017	12/31/2016
Adjusted Operating Revenue				
Premium Income				
Group Long-term Disability	\$ 441.2	\$ 434.4	\$ 1,749.6	\$ 1,726.6
Group Short-term Disability	176.3	157.9	639.8	626.1
Total Premium Income	617.5	592.3	2,389.4	2,352.7
Net Investment Income	108.2	115.5	460.5	479.5
Other Income	26.3	24.0	98.3	91.1
Total	752.0	731.8	2,948.2	2,923.3
Benefits and Expenses				
Benefits and Change in Reserves for Future Benefits	466.9	453.8	1,828.5	1,863.8
Commissions	48.9	46.4	181.9	178.2
Deferral of Acquisition Costs	(12.3)	(12.0)	(46.9)	(46.4)
Amortization of Deferred Acquisition Costs	11.2	10.0	39.9	35.9
Other Expenses	154.3	144.9	587.0	572.1
Total	669.0	643.1	2,590.4	2,603.6
Adjusted Operating Income	\$ 83.0	\$ 88.7	\$ 357.8	\$ 319.7
Operating Ratios (% of Premium Income):				
Benefit Ratio	75.6%	76.6%	76.5%	79.2%
Other Expense Ratio	25.0%	24.5%	24.6%	24.3%
Adjusted Operating Income Ratio	13.4%	15.0%	15.0%	13.6%
Persistency:				
Group Long-term Disability	90.8%	88.1%	89.9%	91.0%
Group Short-term Disability	86.6%	85.2%	86.6%	87.7%

Unum Group Financial Results for Unum US Group Life and Accidental Death & Dismemberment

	Three Months Ended		Year Ended	
	3/31/2018	3/31/2017	12/31/2017	12/31/2016
Adjusted Operating Revenue				
Premium Income				
Group Life	\$ 399.2	\$ 367.8	\$ 1,467.5	\$ 1,410.0
Accidental Death & Dismemberment	38.7	36.6	147.5	140.3
Total Premium Income	437.9	404.4	1,615.0	1,550.3
Net Investment Income	26.8	27.6	109.9	113.4
Other Income	1.1	1.0	4.8	4.5
Total	465.8	433.0	1,729.7	1,668.2
Benefits and Expenses				
Benefits and Change in Reserves for Future Benefits	309.8	290.7	1,169.8	1,112.6
Commissions	36.7	32.6	131.3	126.8
Deferral of Acquisition Costs	(10.2)	(9.3)	(36.2)	(35.7)
Amortization of Deferred Acquisition Costs	9.1	8.0	31.9	29.2
Other Expenses	55.8	55.0	217.4	213.5
Total	401.2	377.0	1,514.2	1,446.4
Income Before Income Tax and Net Realized Investment Gains and Losses	64.6	56.0	215.5	221.8
UDB Reserve Increase	—	—	18.5	—
Adjusted Operating Income	\$ 64.6	\$ 56.0	\$ 234.0	\$ 221.8
Operating Ratios (% of Premium Income):				
Benefit Ratio	70.7%	71.9%	72.4%	71.8%
Benefit Ratio Excluding UDB Reserve Increase			71.3%	
Other Expense Ratio	12.7%	13.6%	13.5%	13.8%
Income Ratio	14.8%	13.8%	13.3%	14.3%
Adjusted Operating Income Ratio			14.5%	
Persistency:				
Group Life	89.3%	87.4%	88.0%	90.7%
Accidental Death & Dismemberment	86.2%	87.1%	87.2%	90.3%

Unum Group Financial Results for Unum US Supplemental and Voluntary

	Three Months Ended		Year Ended	
	3/31/2018	3/31/2017	12/31/2017	12/31/2016
Adjusted Operating Revenue				
Premium Income				
Individual Disability	\$ 104.9	\$ 107.0	\$ 420.2	\$ 480.3
Voluntary Benefits	229.8	215.2	849.4	796.5
Dental and Vision	48.7	41.5	169.5	61.1
Total Premium Income	383.4	363.7	1,439.1	1,337.9
Net Investment Income	59.2	59.4	240.8	235.8
Other Income	1.6	3.7	10.1	17.7
Total	444.2	426.8	1,690.0	1,591.4
Benefits and Expenses				
Benefits and Change in Reserves for Future Benefits	184.2	178.9	695.1	647.9
Commissions	75.8	74.2	277.6	275.4
Deferral of Acquisition Costs	(67.0)	(66.0)	(242.4)	(232.0)
Amortization of Deferred Acquisition Costs	68.9	65.5	221.8	210.1
Other Expenses	86.0	79.8	328.3	317.3
Total	347.9	332.4	1,280.4	1,218.7
Income Before Income Tax and Net Realized Investment Gains and Losses	96.3	94.4	409.6	372.7
UDB Reserve Increase	—	—	8.1	—
Adjusted Operating Income	\$ 96.3	\$ 94.4	\$ 417.7	\$ 372.7
Operating Ratios (% of Premium Income):				
Benefit Ratios:				
Individual Disability	51.0%	54.6%	47.2%	52.9%
Voluntary Benefits	42.3%	42.2%	44.6%	44.3%
Voluntary Benefits Excluding UDB Reserve Increase			43.6%	
Dental and Vision	68.6%	71.6%	69.6%	66.6%
Other Expense Ratio	22.4%	21.9%	22.8%	23.7%
Income Ratio	25.1%	26.0%	28.5%	27.9%
Adjusted Operating Income Ratio			29.0%	
Persistency:				
Individual Disability	90.7%	91.1%	91.0%	91.1%
Voluntary Benefits	76.9%	75.9%	77.5%	76.9%
Dental and Vision	85.0%	83.4%	85.4%	84.6%

Unum Group Financial Results for Unum UK Segment

	Three Months Ended		Year Ended	
	3/31/2018	3/31/2017	12/31/2017	12/31/2016
Adjusted Operating Revenue				
Premium Income				
Group Long-term Disability	\$ 90.8	\$ 80.8	\$ 340.3	\$ 355.2
Group Life	28.6	24.8	103.1	105.7
Supplemental	20.2	15.7	69.6	68.4
Total Premium Income	139.6	121.3	513.0	529.3
Net Investment Income	27.6	26.6	120.2	118.1
Other Income	—	—	0.7	0.2
Total	167.2	147.9	633.9	647.6
Benefits and Expenses				
Benefits and Change in Reserves for Future Benefits	100.3	86.7	381.9	367.4
Commissions	9.4	8.8	35.5	38.9
Deferral of Acquisition Costs	(1.5)	(1.8)	(7.0)	(8.2)
Amortization of Deferred Acquisition Costs	2.1	2.2	9.1	9.7
Other Expenses	27.1	25.4	102.7	111.2
Total	137.4	121.3	522.2	519.0
Adjusted Operating Income	\$ 29.8	\$ 26.6	\$ 111.7	\$ 128.6

Unum Group Financial Results for Unum UK Segment - Continued

<i>(in millions of pounds, except exchange rate)</i>	Three Months Ended		Year Ended	
	3/31/2018	3/31/2017	12/31/2017	12/31/2016
Adjusted Operating Revenue				
Premium Income				
Group Long-term Disability	£ 65.2	£ 65.2	£ 264.0	£ 262.0
Group Life	20.6	20.0	80.0	78.0
Supplemental	14.5	12.7	53.9	50.5
Total Premium Income	100.3	97.9	397.9	390.5
Net Investment Income	19.9	21.4	93.3	87.3
Other Income	—	—	0.5	0.1
Total	120.2	119.3	491.7	477.9
Benefits and Expenses				
Benefits and Change in Reserves for Future Benefits	72.1	69.9	296.2	270.9
Commissions	6.8	7.1	27.6	28.9
Deferral of Acquisition Costs	(1.1)	(1.4)	(5.4)	(6.1)
Amortization of Deferred Acquisition Costs	1.5	1.7	7.0	7.2
Other Expenses	19.5	20.6	79.7	82.2
Total	98.8	97.9	405.1	383.1
Adjusted Operating Income	£ 21.4	£ 21.4	£ 86.6	£ 94.8
Weighted Average Pound/Dollar Exchange Rate	1.393	1.243	1.290	1.357
Operating Ratios (% of Premium Income):				
Benefit Ratio	71.9%	71.4%	74.4%	69.4%
Other Expense Ratio	19.4%	21.0%	20.0%	21.0%
Adjusted Operating Income Ratio	21.3%	21.9%	21.8%	24.3%
Persistency:				
Group Long-term Disability	86.7%	84.2%	87.4%	89.5%
Group Life	85.5%	82.0%	84.1%	81.3%
Supplemental	91.5%	91.5%	91.0%	89.9%

Unum Group Financial Results for Colonial Life Segment

	Three Months Ended		Year Ended	
	3/31/2018	3/31/2017	12/31/2017	12/31/2016
Adjusted Operating Revenue				
Premium Income				
Accident, Sickness, and Disability	\$ 231.3	\$ 219.1	\$ 884.2	\$ 830.0
Life	81.0	74.2	300.4	273.8
Cancer and Critical Illness	86.0	81.0	326.8	313.3
Total Premium Income	398.3	374.3	1,511.4	1,417.1
Net Investment Income	37.3	35.1	144.9	141.5
Other Income	0.3	0.3	1.1	1.2
Total	435.9	409.7	1,657.4	1,559.8
Benefits and Expenses				
Benefits and Change in Reserves for Future Benefits	205.7	190.2	788.6	726.4
Commissions	90.2	85.2	344.5	313.6
Deferral of Acquisition Costs	(78.3)	(73.0)	(295.5)	(270.1)
Amortization of Deferred Acquisition Costs	60.2	55.8	224.4	208.1
Other Expenses	77.1	69.1	282.8	267.6
Total	354.9	327.3	1,344.8	1,245.6
Income Before Income Tax and Net Realized Investment Gains and Losses	81.0	82.4	312.6	314.2
UDB Reserve Increase	—	—	12.4	—
Adjusted Operating Income	\$ 81.0	\$ 82.4	\$ 325.0	\$ 314.2
Operating Ratios (% of Premium Income):				
Benefit Ratio	51.6%	50.8%	52.2%	51.3%
Benefit Ratio Excluding UDB Reserve Increase			51.4%	
Other Expense Ratio	19.4%	18.5%	18.7%	18.9%
Income Ratio	20.3%	22.0%	20.7%	22.2%
Adjusted Operating Income Ratio			21.5%	
Persistency:				
Accident, Sickness, and Disability	75.3%	74.6%	75.1%	75.6%
Life	84.2%	84.5%	84.4%	85.0%
Cancer and Critical Illness	83.1%	81.9%	82.7%	82.9%

Unum Group Financial Results for Closed Block Segment

	Three Months Ended		Year Ended	
	3/31/2018	3/31/2017	12/31/2017	12/31/2016
Adjusted Operating Revenue				
Premium Income				
Individual Disability	\$ 109.4	\$ 121.3	\$ 471.8	\$ 521.9
Long-term Care	161.3	163.1	648.7	643.9
All Other	2.6	2.5	8.7	4.6
Total Premium Income	273.3	286.9	1,129.2	1,170.4
Net Investment Income	337.7	335.3	1,354.0	1,352.2
Other Income	19.0	20.8	79.8	86.0
Total	630.0	643.0	2,563.0	2,608.6
Benefits and Expenses				
Benefits and Change in Reserves for Future Benefits	541.0	548.7	2,191.8	2,223.7
Commissions	21.3	23.0	90.0	93.8
Interest and Debt Expense	1.7	1.7	6.7	6.9
Other Expenses	37.1	38.0	150.6	154.7
Total	601.1	611.4	2,439.1	2,479.1
Adjusted Operating Income	\$ 28.9	\$ 31.6	\$ 123.9	\$ 129.5
Interest Adjusted Loss Ratios:				
Individual Disability	77.1%	83.6%	82.4%	83.6%
Long-term Care	96.6%	88.6%	91.1%	91.1%
Operating Ratios (% of Premium Income):				
Other Expense Ratio	13.6%	13.2%	13.3%	13.2%
Adjusted Operating Income Ratio	10.6%	11.0%	11.0%	11.1%
Persistency:				
Individual Disability	89.3%	90.4%	89.6%	90.9%
Long-term Care	95.7%	95.1%	95.9%	94.8%

Unum Group Financial Results for Corporate Segment

	Three Months Ended		Year Ended	
	3/31/2018	3/31/2017	12/31/2017	12/31/2016
Adjusted Operating Revenue				
Net Investment Income	\$ 5.5	\$ 2.9	\$ 21.4	\$ 18.5
Other Income	1.2	0.4	2.9	4.9
Total	<u>6.7</u>	<u>3.3</u>	<u>24.3</u>	<u>23.4</u>
Interest and Other Expenses	47.0	63.7	191.7	186.4
Loss Before Income Tax and Net Realized Investment Gains and Losses	(40.3)	(60.4)	(167.4)	(163.0)
Loss from Guaranty Fund Assessment	—	20.6	20.6	—
Adjusted Operating Loss	<u>\$ (40.3)</u>	<u>\$ (39.8)</u>	<u>\$ (146.8)</u>	<u>\$ (163.0)</u>

Unum Group Reserves

March 31, 2018

	Gross						Total Reinsurance Ceded	Total Net
	Policy Reserves	%	Claim Reserves			Total		
			Incurred	IBNR	%			
Group Disability	\$ —	—%	\$ 5,973.2	\$ 656.6	28.6%	\$ 6,629.8	\$ 72.6	\$ 6,557.2
Group Life and Accidental Death & Dismemberment	54.5	0.3	717.1	217.7	4.0	989.3	5.0	984.3
Individual Disability	529.4	2.8	1,333.0	133.5	6.3	1,995.9	210.3	1,785.6
Voluntary Benefits	1,579.2	8.2	48.9	64.0	0.5	1,692.1	27.3	1,664.8
Dental and Vision	—	—	(0.8)	11.2	—	10.4	0.2	10.2
Unum US Segment	2,163.1	11.3	8,071.4	1,083.0	39.4	11,317.5	315.4	11,002.1
Unum UK Segment	18.7	0.1	2,002.6	100.3	9.1	2,121.6	87.7	2,033.9
Colonial Life Segment	2,014.1	10.6	292.2	137.1	1.9	2,443.4	8.5	2,434.9
Individual Disability	393.6	2.1	9,313.7	221.9	41.1	9,929.2	1,618.7	8,310.5
Long-term Care	8,550.4	44.9	1,526.4	154.7	7.2	10,231.5	39.2	10,192.3
Other	5,913.0	31.0	185.6	119.7	1.3	6,218.3	5,118.0	1,100.3
Closed Block Segment	14,857.0	78.0	11,025.7	496.3	49.6	26,379.0	6,775.9	19,603.1
Subtotal	\$ 19,052.9	100.0%	\$ 21,391.9	\$ 1,816.7	100.0%	42,261.5	7,187.5	35,074.0
Adjustment Related to Unrealized Investment Gains and Losses						4,030.1	321.0	3,709.1
Consolidated						\$ 46,291.6	\$ 7,508.5	\$ 38,783.1

The adjustment related to unrealized investment gains and losses reflects the changes that would be necessary to policyholder liabilities if the unrealized investment gains and losses related to the corresponding available-for-sale securities had been realized. Changes in this adjustment are primarily due to movements in the U.S. Treasury rates and credit spreads.

Unum Group Reserves

December 31, 2017

	Gross						Total Reinsurance Ceded	Total Net
	Policy Reserves	%	Claim Reserves		%	Total		
			Inurred	IBNR				
Group Disability	\$ —	—%	\$ 6,047.0	\$ 624.2	28.7%	\$ 6,671.2	\$ 73.8	\$ 6,597.4
Group Life and Accidental Death & Dismemberment	54.9	0.3	735.5	208.0	4.1	998.4	5.2	993.2
Individual Disability	533.4	2.8	1,318.0	137.6	6.3	1,989.0	207.5	1,781.5
Voluntary Benefits	1,566.7	8.3	46.7	61.0	0.5	1,674.4	27.3	1,647.1
Dental and Vision	—	—	0.7	11.3	0.1	12.0	0.3	11.7
Unum US Segment	2,155.0	11.4	8,147.9	1,042.1	39.7	11,345.0	314.1	11,030.9
Unum UK Segment	18.1	0.1	1,918.3	108.3	8.7	2,044.7	87.0	1,957.7
Colonial Life Segment	1,989.4	10.5	288.3	137.2	1.8	2,414.9	8.5	2,406.4
Individual Disability	418.5	2.2	9,407.4	219.1	41.5	10,045.0	1,619.8	8,425.2
Long-term Care	8,414.3	44.5	1,494.8	150.9	7.1	10,060.0	40.3	10,019.7
Other	5,894.8	31.3	187.3	120.4	1.2	6,202.5	5,090.6	1,111.9
Closed Block Segment	14,727.6	78.0	11,089.5	490.4	49.8	26,307.5	6,750.7	19,556.8
Subtotal	\$ 18,890.1	100.0%	\$ 21,444.0	\$ 1,778.0	100.0%	42,112.1	7,160.3	34,951.8
Adjustment Related to Unrealized Investment Gains and Losses						5,094.7	375.8	4,718.9
Consolidated						\$ 47,206.8	\$ 7,536.1	\$ 39,670.7

Unum Group Investments

	3/31/2018		3/31/2018		12/31/2017
Fixed Maturity Securities (Fair Value)					
Public	\$ 29,149.9	65.6%	Selected Statistics		
Asset-Backed Securities	83.5	0.2	Earned Book Yield	5.09%	5.23%
Residential Mortgage-Backed Securities (1)	1,653.9	3.7	Average Duration (in years)	7.66	7.70
Commercial Mortgage-Backed Securities	105.4	0.2			
Private Placements	5,433.6	12.2			
High Yield	3,255.2	7.3			
Government Securities	2,420.0	5.4			
Municipal Securities (2)	2,357.3	5.3			
Redeemable Preferred Stocks	41.3	0.1			
Total	\$ 44,500.1	100.0%			

	Amortized Cost	Fair Value			
Quality Ratings of Fixed Maturity Securities			Schedule BA and Non-Current		
Aaa	8.2%	8.0%	Total Non-Current Investments	\$ 36.2	\$ 32.9
Aa	7.4	7.9	Total Schedule BA Assets	\$ 532.4	\$ 535.4
A	28.4	29.6			
Baa	48.0	47.2			
Below Baa	8.0	7.3			
Total	100.0%	100.0%			

(1) Includes \$9.7 million of high yield mortgage-backed securities.

(2) Includes \$1.4 million of high yield taxable municipal securities.

Unum Group Investments at March 31, 2018

Fixed Maturity Securities - By Industry Classification - Unrealized Gains and Losses

Classification	Fair Value	Net Unrealized Gain	Fair Value of Fixed Maturity Securities with Gross Unrealized Loss	Gross Unrealized Loss	Fair Value of Fixed Maturity Securities with Gross Unrealized Gain	Gross Unrealized Gain
Basic Industry	\$ 2,835.1	\$ 209.5	\$ 578.9	\$ 18.7	\$ 2,256.2	\$ 228.2
Capital Goods	4,210.2	378.4	801.2	26.5	3,409.0	404.9
Communications	2,956.2	338.5	535.4	26.8	2,420.8	365.3
Consumer Cyclical	1,399.0	104.3	224.9	5.7	1,174.1	110.0
Consumer Non-Cyclical	6,737.4	520.2	1,870.7	81.8	4,866.7	602.0
Energy	4,857.2	520.1	704.2	40.5	4,153.0	560.6
Financial Institutions	3,394.8	218.6	762.7	17.0	2,632.1	235.6
Mortgage/Asset-Backed	1,842.8	66.4	480.4	14.7	1,362.4	81.1
Sovereigns	873.7	181.1	38.8	0.8	834.9	181.9
Technology	1,529.9	61.1	341.0	9.2	1,188.9	70.3
Transportation	1,978.5	211.9	303.0	10.2	1,675.5	222.1
U.S. Government Agencies and Municipalities	3,903.6	476.0	394.4	13.6	3,509.2	489.6
Public Utilities	7,981.7	1,062.1	552.9	27.6	7,428.8	1,089.7
Total	\$ 44,500.1	\$ 4,348.2	\$ 7,588.5	\$ 293.1	\$ 36,911.6	\$ 4,641.3

Gross Unrealized Loss on Fixed Maturity Securities By Length of Time in Unrealized Loss Position

Category	Investment-Grade		Below-Investment-Grade	
	Fair Value	Gross Unrealized Loss	Fair Value	Gross Unrealized Loss
Less than 91 days	\$ 3,993.0	\$ 79.8	\$ 704.2	\$ 19.8
91 through 180 days	681.4	40.5	227.3	13.6
181 through 270 days	827.2	30.5	62.0	2.9
271 days to 1 year	0.2	—	—	—
Greater than 1 year	779.0	47.9	314.2	58.1
Total	\$ 6,280.8	\$ 198.7	\$ 1,307.7	\$ 94.4

Appendix to Statistical Supplement

2018 Significant Items

- In January of 2018, we entered into a definitive agreement to acquire Pramerica Zycie TUiR SA ("Pramerica"), a financial protection benefits provider in Poland. The acquisition of Pramerica will expand our European presence, which we believe to be an attractive market for financial protection benefits. The transaction, which we anticipate will close by the end of 2018 subject to customary approvals and closing conditions, is not expected to materially impact our results of operations or financial position for 2018 or alter our share repurchase and common stock dividend strategy.
- In January 2016, the Financial Accounting Standards Board (FASB) issued an update that changed the accounting and disclosure requirements for certain financial instruments. These changes include a requirement to measure equity investments, other than those that result in consolidation or are accounted for under the equity method, at fair value through net income unless the investment qualifies for certain practicability exceptions. In addition, the update clarified guidance related to the valuation allowance assessment when recognizing deferred tax assets resulting from unrealized losses on available-for-sale fixed maturity securities. We adopted this update effective January 1, 2018 using a modified retrospective approach through a cumulative-effect adjustment as of January 1, 2018 which resulted in a decrease to accumulated other comprehensive income (AOCI) of \$17.5 million, an increase to retained earnings of \$14.5 million, a decrease to other long-term investments of \$3.8 million, and a decrease to deferred income tax liability of \$0.8 million.

2017 Significant Items

- Fourth quarter of 2017 unclaimed death benefit reserve increase of \$18.5 million for Unum US group life, \$8.1 million for Unum US voluntary life and \$12.4 million for Colonial Life voluntary life, for a total reserve increase of \$39.0 million before tax and \$25.4 million after tax.
- Fourth quarter of 2017 net tax benefit of \$31.5 million resulting from H.R. 1, An Act to Provide Reconciliation Pursuant to Titles II and V of the Concurrent Resolution on the Budget for Fiscal Year 2018, more commonly known as the Tax Cuts and Jobs Act (TCJA) enacted on December 22, 2017. This is comprised of a tax benefit of \$97.9 million related to the revaluation of our net deferred tax liabilities associated with our U.S. operations to the newly enacted U.S. corporate tax rate and a tax expense of \$66.4 million resulting from the tax on undistributed and previously untaxed foreign earnings and profits.
- Fourth quarter of 2017 results for the Unum US individual disability product line reflects a reserve release of \$19.5 million before tax and \$12.7 million after tax, resulting from our annual review of reserve adequacy which reflects the recognition of updated morbidity assumptions in our disabled life reserves.
- First quarter of 2017 loss from a guaranty fund assessment of \$20.6 million before tax and \$13.4 million after tax.

2016 Significant Item

- In August 2016, we acquired 100 percent of the shares and voting interests in H&J Capital, L.L.C., parent of Starmount Life Insurance Company and AlwaysCare Benefits (which collectively we refer to as Starmount) for a total cash purchase price of \$140.3 million, plus contingent cash consideration of \$10.0 million. Starmount Life Insurance Company is an independent provider of dental and vision insurance in the U.S. workplace, and AlwaysCare Benefits is a nationally licensed, third-party administrator. Starmount's dental and vision products and new dental and vision products marketed by Unum US are reported in our Unum US segment within our supplemental and voluntary product lines. Colonial Life dental and vision products were introduced in 2018 and are reported in our Accident, Sickness and Disability product line. This acquisition, the results of which are included in our consolidated financial statements for the period subsequent to the date of acquisition, did not have a material impact on revenue, operating results, or sales during 2016.

Appendix to Statistical Supplement - Continued

Non-GAAP Financial Measures

We analyze our performance using non-GAAP financial measures which exclude or include amounts that are not normally excluded or included in the most directly comparable measure calculated and presented in accordance with GAAP. We believe the following non-GAAP financial measures are better performance measures and better indicators of the revenue and profitability and underlying trends in our business:

- Consolidated adjusted operating revenue, which excludes realized investment gains or losses;
- After-tax adjusted operating income or loss, which excludes realized investment gains or losses and certain other items, as applicable;
- Adjusted operating return on equity, which is calculated using after-tax adjusted operating income or loss and excludes from equity the unrealized gain or loss on securities and net gain on hedges;
- Leverage ratio, which excludes the unrealized gain or loss on securities and net gain on hedges, and the non-recourse debt and associated capital of Northwind Holdings, LLC;
- Book value per common share, which is calculated excluding AOCI; and
- Benefit ratio for our Unum US individual disability product, adjusted for the reserve release in the fourth quarter of 2017.

Realized investment gains or losses and unrealized gains or losses on securities and net gains on hedges depend on market conditions and do not necessarily relate to decisions regarding the underlying business of our Company. Leverage ratio and book value per common share excluding certain components of AOCI, certain of which tend to fluctuate depending on market conditions and general economic trends, are important measures. We also exclude certain other items from our discussion of financial ratios and metrics in order to enhance the understanding and comparability of our operational performance and the underlying fundamentals, but this exclusion is not an indication that similar items may not recur and does not replace the comparable GAAP measures in the determination of overall profitability.

Information reconciling the Company's outlook on after-tax adjusted operating income growth per share to the comparable GAAP financial measure is not provided. The only amounts excluded from after-tax adjusted operating income are those described in this Appendix to Statistical Supplement. The Company is unable to predict with reasonable certainty realized investment gains and losses, which are affected by overall market conditions and also by factors such as an economic or political change in the country of the issuer, a regulatory change pertaining to the issuer's industry, a significant improvement or deterioration in the cash flows of the issuer, unforeseen accounting irregularities or fraud committed by an issuer, movement in credit spreads, ratings upgrades or downgrades, a change in the issuer's marketplace or business prospects, or any other event that significantly affects the issuers of the fixed maturity securities which the Company holds in its investment portfolio. For a reconciliation of the most directly comparable GAAP measures to these non-GAAP financial measures, refer to the "Reconciliation of Non-GAAP Financial Measures" beginning on page 16.2, other than book value per common share, which is presented on page 2.

Reconciliation of Non-GAAP Financial Measures

	Three Months Ended									
	March 31	December 31	September 30	June 30	March 31	December 31	September 30	June 30	March 31	
	2018		2017				2016			
Total Revenue	\$ 2,899.6	\$ 2,839.2	\$ 2,819.1	\$ 2,822.0	\$ 2,806.5	\$ 2,796.5	\$ 2,763.3	\$ 2,761.3	\$ 2,725.4	
Excluding:										
Net Realized Investment Gain (Loss)	(2.2)	11.4	9.8	8.1	11.0	28.4	11.0	5.3	(20.5)	
Adjusted Operating Revenue	<u>\$ 2,901.8</u>	<u>\$ 2,827.8</u>	<u>\$ 2,809.3</u>	<u>\$ 2,813.9</u>	<u>\$ 2,795.5</u>	<u>\$ 2,768.1</u>	<u>\$ 2,752.3</u>	<u>\$ 2,756.0</u>	<u>\$ 2,745.9</u>	

	After-Tax Adjusted Operating Income (Loss)	Average Allocated Equity ⁽¹⁾	Annualized Adjusted Operating Return On Equity
Three Months Ended March 31, 2018			
Unum US	\$ 193.2	\$ 4,325.4	17.9%
Unum UK	23.5	653.4	14.4%
Colonial Life	64.2	1,455.0	17.6%
Core Operating Segments	280.9	6,433.8	17.5%
Closed Block	23.4	3,544.5	
Corporate	(29.2)	(1,193.7)	
Total	<u>\$ 275.1</u>	<u>\$ 8,784.6</u>	12.5%
Three Months Ended March 31, 2017			
Unum US	\$ 156.2	\$ 4,066.1	15.4%
Unum UK	22.7	575.4	15.8%
Colonial Life	53.7	1,231.4	17.4%
Core Operating Segments	232.6	5,872.9	15.8%
Closed Block	21.3	3,161.3	
Corporate	(17.8)	(780.4)	
Total	<u>\$ 236.1</u>	<u>\$ 8,253.8</u>	11.4%

⁽¹⁾ Excludes net unrealized gain on securities and net gain on hedges and is calculated using the stockholders' equity balances presented on page 16.3. Due to the implementation of a Financial Accounting Standards Board update for which the beginning balance of 2018 for certain stockholders' equity line items were adjusted, we are computing the average allocated equity for 2018 using internally allocated equity that reflects the adjusted beginning balance at January 1, 2018. As a result, average equity for the three months ended March 31, 2018 for certain of our segments will not compute using the historical allocated equity at December 31, 2017.

Reconciliation of Non-GAAP Financial Measures - Continued

	After-Tax Adjusted Operating Income (Loss)	Average Allocated Equity ⁽²⁾	Adjusted Operating Return On Equity
Year Ended December 31, 2017			
Unum US	\$ 656.2	\$ 4,130.2	15.9%
Unum UK	92.1	607.3	15.2%
Colonial Life	211.2	1,308.1	16.2%
Core Operating Segments	959.5	6,045.6	15.9%
Closed Block	86.4	3,290.1	
Corporate	(69.7)	(893.3)	
Total	\$ 976.2	\$ 8,442.4	11.6%
Year Ended December 31, 2016			
Unum US	\$ 598.3	\$ 3,992.2	15.0%
Unum UK	113.8	610.6	18.6%
Colonial Life	204.9	1,173.9	17.4%
Core Operating Segments	917.0	5,776.7	15.9%
Closed Block	87.0	3,055.1	
Corporate	(88.4)	(691.0)	
Total	\$ 915.6	\$ 8,140.8	11.2%

⁽²⁾ Excludes net unrealized gain on securities and net gain on hedges and is calculated using the stockholders' equity balances presented below.

Average allocated equity is computed as follows:

	3/31/2018	12/31/2017	3/31/2017	12/31/2016	12/31/2015
Total Stockholders' Equity	\$ 9,499.5	\$ 9,574.9	\$ 9,107.4	\$ 8,968.0	\$ 8,663.9
Excluding:					
Net Unrealized Gain on Securities	356.1	607.8	483.0	440.6	204.3
Net Gain on Hedges	273.5	282.3	316.8	327.5	378.0
Total Adjusted Stockholders' Equity	\$ 8,869.9	\$ 8,684.8	\$ 8,307.6	\$ 8,199.9	\$ 8,081.6
	Three Months Ended	Twelve Months Ended	Three Months Ended	Twelve Months Ended	
	3/31/2018	12/31/2017	3/31/2017	12/31/2016	
Average Stockholders' Equity Excluding Net Unrealized Gain on Securities and Net Gain on Hedges	\$ 8,784.6	\$ 8,442.4	\$ 8,253.8	\$ 8,140.8	

Reconciliation of Non-GAAP Financial Measures - Continued

	Three Months Ended March 31			
	2018		2017	
	(in millions)	per share *	(in millions)	per share *
Net Income	\$ 273.5	\$ 1.23	\$ 229.9	\$ 1.00
Excluding:				
Net Realized Investment Gain (Loss) (net of tax expense (benefit) of (\$0.6); \$3.8)	(1.6)	(0.01)	7.2	0.04
Loss from Guaranty Fund Assessment (net of tax benefit of \$-; \$7.2)	—	—	(13.4)	(0.06)
After-tax Adjusted Operating Income	<u>\$ 275.1</u>	<u>\$ 1.24</u>	<u>\$ 236.1</u>	<u>\$ 1.02</u>
	Year Ended December 31			
	2017		2016	
	(in millions)	per share *	(in millions)	per share *
Net Income	\$ 994.2	\$ 4.37	\$ 931.4	\$ 3.95
Excluding:				
Net Realized Investment Gain (Loss) (net of tax expense of \$15.0; \$8.4)	25.3	0.11	15.8	0.07
Loss from Guaranty Fund Assessment (net of tax benefit of \$7.2; \$-)	(13.4)	(0.06)	—	—
Unclaimed Death Benefits Reserve Increase (net of tax benefit of \$13.6; \$-)	(25.4)	(0.11)	—	—
Net Tax Benefit for Impacts of TCJA	31.5	0.14	—	—
After-tax Adjusted Operating Income	<u>976.2</u>	<u>4.29</u>	<u>915.6</u>	<u>3.88</u>
Excluding:				
Unum US Individual Disability Reserve Release (net of tax expense of \$6.8; \$-)	12.7	0.05	—	—
After-tax Adjusted Operating Income, Excluding Unum US Individual Disability Reserve Release	<u>\$ 963.5</u>	<u>\$ 4.24</u>	<u>\$ 915.6</u>	<u>\$ 3.88</u>

* Assuming Dilution

Reconciliation of Non-GAAP Financial Measures - Continued

	March 31		December 31	
	2018	2017	2017	2016
Debt	\$ 2,921.9	\$ 2,984.6	\$ 2,938.3	\$ 2,999.4
Excluding:				
Non-recourse Debt	181.3	240.2	196.0	255.0
Adjusted Debt	\$ 2,740.6	\$ 2,744.4	\$ 2,742.3	\$ 2,744.4
Total Stockholders' Equity	\$ 9,499.5	\$ 9,107.4	\$ 9,574.9	\$ 8,968.0
Excluding:				
Net Unrealized Gain on Securities and Net Gain on Hedges	629.6	799.8	890.1	768.1
Northwind Capital	928.3	860.5	912.2	862.6
Equity, As Adjusted	7,941.6	7,447.1	7,772.6	7,337.3
Debt, As Adjusted	2,740.6	2,744.4	2,742.3	2,744.4
Total Adjusted Capital	\$ 10,682.2	\$ 10,191.5	\$ 10,514.9	\$ 10,081.7
Leverage Ratio	25.7%	26.9%	26.1%	27.2%