

## 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): April 30, 2019

## 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))

Indicate by check mark whether the registrant is an emerging growth company as defined in as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

- Emerging growth company
- If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

**Item 2.02 Results of Operations and Financial Condition.**

On April 30, 2019, Unum Group issued a news release reporting its results for the first quarter of 2019, 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 April 30, 2019, Unum Group posted on its website at [www.unum.com](http://www.unum.com) the Statistical Supplement relating to its financial results for the first quarter of 2019. 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 April 30, 2019, concerning earnings for the first quarter of 2019.](#)

99.2 [Statistical Supplement of Unum Group for the first quarter of 2019.](#)

**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)

April 30, 2019

By: /s/ J. Paul Jullienne

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

[\(Back To Top\)](#)

**Section 2: EX-99.1 (EXHIBIT 99.1)**



news

FOR IMMEDIATE RELEASE

**Contacts**

INVESTORS Tom White 423 294 8996

MEDIA Jim Sabourin 423 294 6300

**Unum Group Reports First Quarter 2019 Results**

quarter of 2019, compared to net income of \$273.5 million (\$1.23 per diluted common share) for the first quarter of 2018.

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 \$280.3 million (\$1.31 per diluted common share) in the first quarter of 2019, and \$275.1 million (\$1.24 per diluted common share) in the first quarter of 2018.

"The first quarter was a very good start to 2019, with results consistent with our growth expectations for the year. Our core business segments continue to demonstrate the positive operating trends we have seen over the past several quarters, with solid premium growth and stable benefits experience driving strong margins and cash generation," said Richard P. McKenney, president and chief executive officer. "Our strong financial position allows us to continue to execute on our strategy of growing our existing business, investing in our operations, and expanding our reach, while consistently returning capital to our shareholders."



## **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. 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 \$252.3 million in the first quarter of 2019, an increase of 3.4 percent compared to adjusted operating income of \$243.9 million in the first quarter of 2018. Premium income for the segment increased 4.4 percent to \$1,501.9 million in the first quarter of 2019, compared to premium income of \$1,438.8 million in the first quarter of 2018. Net investment income for the segment declined 6.2 percent to \$182.1 million in the first quarter of 2019, compared to \$194.2 million in the first quarter of 2018.

Within the Unum US operating segment, the group disability line of business reported a 0.5 percent decline in adjusted operating income to \$82.6 million in the first quarter of 2019, compared to \$83.0 million in the first quarter of 2018. Premium income in group disability increased 3.9 percent to \$641.6 million in the first quarter of 2019, compared to \$617.5 million in the first quarter of 2018, with growth in the in-force block due to higher sales and improved persistency. Net investment income declined by 7.6 percent to \$100.0 million in the first quarter of 2019, compared to \$108.2 million in the first quarter of 2018, due to a decrease in the level of invested assets, a decline in yield on invested assets, and lower miscellaneous investment income. The benefit ratio for the first quarter of 2019 was 74.7 percent, compared to 75.6 percent in the first quarter of 2018, due primarily to lower claims incidence and favorable claim recovery experience in our group long-term disability product line, partially offset by higher paid claim volumes in our group short-term disability product line. Group long-term disability sales were \$36.9 million in the first quarter of 2019, an increase of 22.6 percent from \$30.1 million in the first quarter of 2018. Group short-term disability sales were \$20.9 million in the first quarter of 2019, an increase of 28.2 percent from \$16.3 million in the first quarter of 2018. Persistency in the group long-term disability line of business was 90.9 percent in the first quarter of 2019, compared to 90.8 percent in the first quarter of 2018. Persistency in the group short-term disability line of business was 90.5 percent in the first quarter of 2019, compared to 86.6 percent in the first quarter of 2018.

The group life and accidental death and dismemberment line of business reported adjusted operating income of \$67.4 million in the first quarter of 2019, an increase of 4.3 percent compared to adjusted operating income of \$64.6 million in the first quarter of 2018. Premium income for this line of business increased 4.0 percent to \$455.4 million in the first quarter of 2019, compared to \$437.9 million in the first quarter of 2018, primarily due to prior period sales growth and overall favorable persistency. Net investment income declined 4.5 percent to \$25.6 million in the first quarter of 2019, compared to \$26.8 million in the first quarter of 2018, primarily due to a decline in yield on invested assets and lower miscellaneous investment income, partially offset by an increase in the level of invested assets. The benefit ratio in the first quarter of 2019 was 70.9



percent and was generally consistent with the benefit ratio of 70.7 percent in the first quarter of 2018. Sales in the group life and accidental death and dismemberment product line decreased 9.0 percent in the first quarter of 2019 to \$40.6 million, compared to \$44.6 million in the first quarter of 2018. Persistency in the group life line of business was 91.0 percent in the first quarter of 2019, compared to 89.3 percent in the first quarter of 2018. Persistency in the accidental death and dismemberment line of business was 90.3 percent in the first quarter of 2019, compared to 86.2 percent in the first quarter of 2018.

The supplemental and voluntary line of business reported an increase of 6.2 percent in adjusted operating income to \$102.3 million in the first quarter of 2019, compared to adjusted operating income of \$96.3 million in the first quarter of 2018. Premium income increased 5.6 percent to \$404.9 million in the first quarter of 2019, compared to \$383.4 million in the first quarter of 2018, driven primarily by higher prior period sales, particularly in our dental and vision products. Net investment income decreased 4.6 percent to \$56.5 million in the first quarter of 2019, compared to \$59.2 million in the first quarter of 2018, primarily due to a decline in yield on invested assets and lower miscellaneous investment income, partially offset by growth in the level of invested assets. The benefit ratio for the individual disability product line was 49.9 percent for the first quarter of 2019, compared to 51.0 percent for the first quarter of 2018, reflecting favorable claims incidence and lower average claim size. The benefit ratio for voluntary benefits was 35.4 percent in the first quarter of 2019, compared to a benefit ratio of 42.3 percent in the first quarter of 2018, due primarily to the release of active life reserves resulting from a higher level of policy terminations. The benefit ratio for dental and vision was 67.7 percent for the first quarter of 2019, compared to 68.6 percent for the first quarter of 2018, due primarily to lower claims utilization. Relative to the first quarter of 2018, sales in the individual disability line of business decreased 15.6 percent in the first quarter of 2019 to \$15.1 million. Sales in the voluntary benefits line of business decreased 0.7 percent in the first quarter of 2019 to \$152.4 million. Sales in the dental and vision line totaled \$12.5 million for the first quarter of 2019, an increase of 2.5 percent compared to the first quarter of 2018. Persistency in the individual disability product line was 90.3 percent in the first quarter of 2019, compared to 90.7 percent in the first quarter of 2018. Persistency in the voluntary benefits product line was 73.0 percent in the first quarter of 2019, compared to 76.9 percent in the first quarter of 2018. Persistency in the dental and vision product line was 84.3 percent in the first quarter of 2019 compared to 85.0 percent in the first quarter of 2018.

#### **Unum International Segment**

The Unum International segment reported adjusted operating income of \$29.1 million in the first quarter of 2019, a decrease of 2.3 percent from \$29.8 million in the first quarter of 2018.

Premium income increased 10.3 percent to \$154.0 million in the first quarter of 2019, compared to \$139.6 million in the first quarter of 2018, primarily due to the addition of Unum Poland in the fourth quarter of 2018. Net investment income was \$24.8 million in the first quarter of 2019, compared to \$27.6 million in the first quarter of 2018.



Sales increased by 32.2 percent to \$22.6 million in the first quarter of 2019, compared to \$17.1 million in the first quarter of 2018.

The Unum UK line of business reported adjusted operating income, in local currency, of £21.6 million in the first quarter of 2019, an increase of 0.9 percent from £21.4 million in the first quarter of 2018. Premium income was £105.0 million in the first quarter of 2019, an increase of 4.7 percent from £100.3 million in the first quarter of 2018, driven by higher overall persistency and sales growth. Net investment income was £17.8 million in the first quarter of 2019, a decrease of 10.6 percent from £19.9 million in the first quarter of 2018, due primarily to a lower yield on fixed-rate bonds and lower investment income from inflation index-linked bonds, which we invest in to support the claim reserves associated with certain of our group policies that provide for inflation-linked increases in benefits. Partially offsetting the decrease in net investment income was a higher level of invested assets. The benefit ratio in the first quarter of 2019 was 70.2 percent, compared to 71.9 percent in the first quarter of 2018, reflecting the favorable impact of inflation-linked decreases in benefits related to our group products. Sales increased by 19.5 percent to £14.7 million compared to £12.3 million in the first quarter of 2018. Persistency in the group long-term disability line of business was 89.3 percent in the first quarter of 2019, compared to 86.7 percent in the first quarter of 2018. Persistency in the group life line of business was 85.7 percent in the first quarter of 2019, compared to 85.5 percent in the first quarter of 2018. Persistency in the supplemental line of business was 91.5 percent in the first quarter of 2019, which was consistent with the first quarter of 2018.

### **Colonial Life Segment**

Colonial Life reported a 5.2 percent increase in adjusted operating income to \$85.2 million in the first quarter of 2019, compared to adjusted operating income of \$81.0 million in the first quarter of 2018.

Premium income for the first quarter of 2019 increased 5.3 percent to \$419.3 million, compared to \$398.3 million in the first quarter of 2018, primarily driven by sales growth, which includes the expansion of our dental and vision products, offset partially by a lower level of persistency. Net investment income totaled \$36.9 million in the first quarter of 2019, compared to \$37.3 million in the first quarter of 2018, primarily due to a decline in yield on invested assets and lower miscellaneous investment income, partially offset by an increase in the level of invested assets. The benefit ratio in the first quarter of 2019 was 51.1 percent, compared to 51.6 percent in the first quarter of 2018, reflecting favorable experience in the life product line, partially offset by unfavorable experience in the cancer and critical illness product line.

Sales increased 4.9 percent to \$108.8 million in the first quarter of 2019 from \$103.7 million in the first quarter of 2018, driven by growth in existing customer account sales and the expansion of our dental and vision products, partially offset by a decrease in new customer account sales. Persistency was 77.3 percent in the first quarter of 2019 and 79.0 percent in the first quarter of 2018.



### **Closed Block Segment**

The Closed Block segment reported adjusted operating income of \$31.0 million in the first quarter of 2019, compared to \$28.9 million in the first quarter of 2018.

Premium income declined 3.6 percent in the first quarter of 2019 compared to the first quarter of 2018, primarily due to policy terminations and maturities, partially offset by a slight increase in premium income for the long-term care line of business resulting from premium rate increases on certain in-force policies. Net investment income increased 2.6 percent to \$346.6 million in the first quarter of 2019, compared to \$337.7 million in the first quarter of 2018, primarily due to a higher level of invested assets, partially offset by lower miscellaneous investment income. The interest adjusted loss ratio for the individual disability line of business was 80.1 percent in the first quarter of 2019, compared to 77.1 percent in the first quarter of 2018, due to less favorable mortality experience and average new claim size. The interest adjusted loss ratio for the long-term care line of business was 88.5 percent in the first quarter of 2019 and was not comparable to the interest adjusted loss ratio of 96.6 percent in the first quarter of 2018 due to the update in our assumptions during the third quarter of 2018, but was consistent with our expectations. The interest adjusted loss ratio for the period subsequent to the update in our assumptions was 86.4 percent.

### **Corporate Segment**

The Corporate segment reported an adjusted operating loss of \$45.4 million in the first quarter of 2019, compared to an adjusted operating loss of \$40.3 million in the first quarter of 2018, due primarily to lower net investment income and an increase in expenses resulting from a higher level of outstanding debt, a higher overall rate of interest, and higher pension costs.

## **OTHER INFORMATION**

### **Shares Outstanding**

The Company's weighted average number of shares outstanding, assuming dilution, was 214.4 million for the first quarter of 2019, compared to 222.6 million for the first quarter of 2018. Shares outstanding totaled 212.3 million at March 31, 2019. During the first quarter of 2019, the Company repurchased approximately 2.7 million shares at a cost of approximately \$100 million.

### **Capital Management**

At March 31, 2019, the weighted average risk-based capital ratio for the Company's traditional U.S. insurance companies was approximately 360 percent, and cash and marketable securities in the holding companies equaled \$594.0 million.

### **Book Value**

Book value per common share as of March 31, 2019 was \$42.68, compared to \$42.95 at March 31, 2018.



### Outlook

The Company continues to expect after-tax adjusted operating income growth per share for full-year 2019 to be within the range of 4 percent to 7 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 as specified in the reconciliations in the Financial Highlights section below. We believe after-tax 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. We exclude these items as we believe them to be infrequent or unusual in nature, 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 1, 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) 479-1004 for U.S. and Canada (pass code 1053742). For international, the dial-in number is (323) 794-2598 (pass code 1053742). A live webcast of the call will also be available at [www.investors.unum.com](http://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 8. 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 1053742.

In conjunction with today's earnings announcement, the Company's Statistical Supplement for the first quarter of 2019 is available on the "Investors" section of the Company's website.

# # #

#### **ABOUT UNUM GROUP**

Unum ([www.unum.com](http://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) changes in or interpretations of laws and regulations, including tax laws and regulations; (5) a cyber attack or other security breach could result in the unauthorized acquisition of confidential data; (6) 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; (7) 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; (8) increased competition from other insurers and financial services companies due to industry consolidation, new entrants to our markets, or other factors; (9) changes in our financial strength and credit ratings; (10) our ability to execute on our technology system upgrades or replacements; (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, 2018. The forward-looking statements in this news release are being made as of the date of this news release, and we expressly disclaim 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	
	2019	2018
<b>Revenue</b>		
Premium Income	\$ 2,338.7	\$ 2,250.0
Net Investment Income	594.7	602.3
Net Realized Investment Gain (Loss)	1.1	(2.2)
Other Income	53.1	49.5
<b>Total Revenue</b>	<b>2,987.6</b>	<b>2,899.6</b>
<b>Benefits and Expenses</b>		
Benefits and Change in Reserves for Future Benefits	1,840.8	1,807.9
Commissions	290.1	282.3
Interest and Debt Expense	42.1	40.2
Deferral of Acquisition Costs	(173.7)	(169.3)
Amortization of Deferred Acquisition Costs	170.6	151.5
Other Expenses	464.4	445.9
<b>Total Benefits and Expenses</b>	<b>2,634.3</b>	<b>2,558.5</b>
<b>Income Before Income Tax</b>	<b>353.3</b>	<b>341.1</b>
Income Tax	72.4	67.6
<b>Net Income</b>	<b>\$ 280.9</b>	<b>\$ 273.5</b>
<b>PER SHARE INFORMATION</b>		
Net Income Per Common Share		
Basic	\$ 1.31	\$ 1.23
Assuming Dilution	\$ 1.31	\$ 1.23
Weighted Average Common Shares - Basic (000s)	214,297.1	221,894.0
Weighted Average Common Shares - Assuming Dilution (000s)	214,429.7	222,577.0
Outstanding Shares - (000s)	212,290.3	221,168.7



### Reconciliation of Non-GAAP Financial Measures

	Three Months Ended March 31			
	2019		2018	
	(in millions)	per share *	(in millions)	per share *
<b>Net Income</b>	\$ 280.9	\$ 1.31	\$ 273.5	\$ 1.23
Excluding:				
Net Realized Investment Gain (Loss) (net of tax expense (benefit) of \$0.5; \$(0.6))	0.6	—	(1.6)	(0.01)
<b>After-tax Adjusted Operating Income</b>	<u>\$ 280.3</u>	<u>\$ 1.31</u>	<u>\$ 275.1</u>	<u>\$ 1.24</u>

\* Assuming Dilution

	March 31			
	2019		2018	
	(in millions)	per share	(in millions)	per share
<b>Total Stockholders' Equity (Book Value)</b>	\$ 9,060.5	\$ 42.68	\$ 9,499.5	\$ 42.95
Excluding:				
Net Unrealized Gain (Loss) on Securities	(0.1)	—	356.1	1.61
Net Gain on Hedges	230.1	1.08	273.5	1.24
Subtotal	8,830.5	41.60	8,869.9	40.10
Excluding:				
Foreign Currency Translation Adjustment	(287.9)	(1.36)	(207.0)	(0.94)
Subtotal	9,118.4	42.96	9,076.9	41.04
Excluding:				
Unrecognized Pension and Postretirement Benefit Costs	(444.4)	(2.09)	(505.0)	(2.28)
<b>Total Stockholders' Equity, Excluding Accumulated Other Comprehensive Income (Loss)</b>	<u>\$ 9,562.8</u>	<u>\$ 45.05</u>	<u>\$ 9,581.9</u>	<u>\$ 43.32</u>

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

[\(Back To Top\)](#)

## Section 3: EX-99.2 (EXHIBIT 99.2)

# First Quarter 2019

---

Statistical Supplement



**Unum Group**  
**Statistical Supplement First Quarter 2019**

**TABLE OF CONTENTS**  
*(in millions of dollars, except share data and where noted)*  
Interim Results are Unaudited

	Page
<a href="#"><u>Financial Highlights</u></a>	<a href="#"><u>1</u></a>
<a href="#"><u>Capital Metrics</u></a>	<a href="#"><u>2</u></a>
<a href="#"><u>Ratings</u></a>	<a href="#"><u>3</u></a>
<a href="#"><u>Consolidated Statements of Income</u></a>	<a href="#"><u>4</u></a>
<a href="#"><u>Sales Data by Segment</u></a>	<a href="#"><u>5</u></a>
<a href="#"><u>Consolidated Balance Sheets</u></a>	<a href="#"><u>6</u></a>
<a href="#"><u>Financial Results by Segment</u></a>	<a href="#"><u>7</u></a>
<a href="#"><u>Quarterly Historical Financial Results by Segment</u></a>	<a href="#"><u>8</u></a>
<a href="#"><u>Financial Results and Selected Statistics by Segment</u></a>	
<a href="#"><u>Unum US</u></a>	<a href="#"><u>9</u></a>
<a href="#"><u>Unum International</u></a>	<a href="#"><u>10</u></a>
<a href="#"><u>Colonial Life</u></a>	<a href="#"><u>11</u></a>
<a href="#"><u>Closed Block</u></a>	<a href="#"><u>12</u></a>
<a href="#"><u>Corporate</u></a>	<a href="#"><u>13</u></a>
<a href="#"><u>Reserves</u></a>	<a href="#"><u>14</u></a>
<a href="#"><u>Investments</u></a>	<a href="#"><u>15</u></a>
<a href="#"><u>Appendix to Statistical Supplement</u></a>	<a href="#"><u>16</u></a>

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	
	3/31/2019	3/31/2018	12/31/2018	12/31/2017
<b>Consolidated U.S. GAAP Results<sup>1</sup></b>				
Premium Income	\$ 2,338.7	\$ 2,250.0	\$ 8,986.1	\$ 8,597.1
Adjusted Operating Revenue	\$ 2,986.5	\$ 2,901.8	\$ 11,638.0	\$ 11,246.5
Net Realized Investment Gain (Loss)	1.1	(2.2)	(39.5)	40.3
Revenue	<u>\$ 2,987.6</u>	<u>\$ 2,899.6</u>	<u>\$ 11,598.5</u>	<u>\$ 11,286.8</u>
<b>Net Income</b>	<b>\$ 280.9</b>	<b>\$ 273.5</b>	<b>\$ 523.4</b>	<b>\$ 994.2</b>
Net Income Per Common Share:				
Basic	\$ 1.31	\$ 1.23	\$ 2.38	\$ 4.39
Assuming Dilution	\$ 1.31	\$ 1.23	\$ 2.38	\$ 4.37
Assets	\$ 63,921.7	\$ 63,012.3	\$ 61,875.6	\$ 64,013.1
Stockholders' Equity	\$ 9,060.5	\$ 9,499.5	\$ 8,621.8	\$ 9,574.9
<b>Adjusted Operating Return on Equity</b>				
Unum US	17.6%	17.9%	18.4%	15.9%
Unum International	13.2%	14.4%	13.4%	15.2%
Colonial Life	17.4%	17.6%	18.0%	16.2%
Core Operating Segments	17.1%	17.5%	17.8%	15.9%
Consolidated	12.8%	12.5%	13.2%	11.6%
<b>Traditional U.S. Life Insurance Companies' Statutory Results<sup>2</sup></b>				
Net Gain from Operations, After Tax	\$ 223.1	\$ 242.0	\$ 959.8	\$ 812.4
Net Realized Investment Loss, After Tax	(4.7)	(1.5)	(6.8)	(5.0)
Net Income	<u>\$ 218.4</u>	<u>\$ 240.5</u>	<u>\$ 953.0</u>	<u>\$ 807.4</u>
Capital and Surplus	\$ 3,511.3	\$ 3,427.3	\$ 3,572.7	\$ 3,448.3
Weighted Average Risk-based Capital Ratio	~ 360%	~ 380%	~ 370%	~ 390%

<sup>1</sup> Generally Accepted Accounting Principles

<sup>2</sup> 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

	3/31/2019		3/31/2018		12/31/2018		12/31/2017	
	(in millions)	per share	(in millions)	per share	(in millions)	per share	(in millions)	per share
<b>Total Stockholders' Equity (Book Value)</b>	\$ 9,060.5	\$ 42.68	\$ 9,499.5	\$ 42.95	\$ 8,621.8	\$ 40.19	\$ 9,574.9	\$ 43.02
Excluding:								
Net Unrealized Gain (Loss) on Securities	(0.1)	—	356.1	1.61	(312.4)	(1.46)	607.8	2.73
Net Gain on Hedges	230.1	1.08	273.5	1.24	250.6	1.17	282.3	1.27
Subtotal	8,830.5	41.60	8,869.9	40.10	8,683.6	40.48	8,684.8	39.02
Excluding:								
Foreign Currency Translation Adjustment	(287.9)	(1.36)	(207.0)	(0.94)	(305.2)	(1.42)	(254.5)	(1.15)
Subtotal	9,118.4	42.96	9,076.9	41.04	8,988.8	41.90	8,939.3	40.17
Excluding:								
Unrecognized Pension and Postretirement Benefit Costs	(444.4)	(2.09)	(505.0)	(2.28)	(447.2)	(2.08)	(508.1)	(2.28)
<b>Total Stockholders' Equity, Excluding Accumulated Other Comprehensive Income (Loss)</b>	<u>\$ 9,562.8</u>	<u>\$ 45.05</u>	<u>\$ 9,581.9</u>	<u>\$ 43.32</u>	<u>\$ 9,436.0</u>	<u>\$ 43.98</u>	<u>\$ 9,447.4</u>	<u>\$ 42.45</u>
Dividends Paid	\$ 57.5	\$ 0.26	\$ 52.4	\$ 0.23	\$ 217.0	\$ 0.98	\$ 196.0	\$ 0.86

	Three Months Ended		Year Ended	
	3/31/2019	3/31/2018	12/31/2018	12/31/2017
Shares Repurchased (millions)	2.7	1.9	8.7	8.2
Cost of Shares Repurchased (millions) <sup>(1)</sup>	\$ 100.0	\$ 100.2	\$ 350.7	\$ 400.4
Price (UNM closing price on last trading day of period)	\$ 33.83	\$ 47.61	\$ 29.38	\$ 54.89
Leverage Ratio	27.3%	25.7%	26.8%	26.1%
Holding Company Cash and Marketable Securities	\$ 594	\$ 887	\$ 602	\$ 864

<sup>(1)</sup> Includes commissions of a de minimis amount for the three months ended March 31, 2019, \$0.2 million for the three months ended March 31, 2018, and \$0.7 million and \$0.3 million for the years ended December 31, 2018 and 2017, respectively.



## Unum Group Ratings

	AM Best	Fitch	Moody's	S&P
<b>Outlook</b>	Stable	Negative	Stable	Stable
<b>Issuer Credit Ratings</b>	bbb	BBB	Baa2	BBB
<b>Financial Strength Ratings</b>				
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	
	3/31/2019	3/31/2018	12/31/2018	12/31/2017
<b>Revenue</b>				
Premium Income	\$ 2,338.7	\$ 2,250.0	\$ 8,986.1	\$ 8,597.1
Net Investment Income	594.7	602.3	2,453.7	2,451.7
Net Realized Investment Gain (Loss)	1.1	(2.2)	(39.5)	40.3
Other Income	53.1	49.5	198.2	197.7
<b>Total Revenue</b>	<b>2,987.6</b>	<b>2,899.6</b>	<b>11,598.5</b>	<b>11,286.8</b>
<b>Benefits and Expenses</b>				
Benefits and Change in Reserves for Future Benefits	1,840.8	1,807.9	8,020.4	7,055.7
Commissions	290.1	282.3	1,108.4	1,060.8
Interest and Debt Expense - Non-recourse Debt	1.6	1.7	6.9	6.7
Interest and Debt Expense - All Other Debt	40.5	38.5	160.4	153.2
Deferral of Acquisition Costs	(173.7)	(169.3)	(668.0)	(628.0)
Amortization of Deferred Acquisition Costs	170.6	151.5	565.5	527.1
Other Expenses	464.4	445.9	1,777.1	1,707.3
<b>Total Benefits and Expenses</b>	<b>2,634.3</b>	<b>2,558.5</b>	<b>10,970.7</b>	<b>9,882.8</b>
<b>Income Before Income Tax</b>	<b>353.3</b>	<b>341.1</b>	<b>627.8</b>	<b>1,404.0</b>
Income Tax	72.4	67.6	104.4	409.8
<b>Net Income</b>	<b>\$ 280.9</b>	<b>\$ 273.5</b>	<b>\$ 523.4</b>	<b>\$ 994.2</b>
<b>Weighted Average Shares Outstanding</b>				
Basic	214.3	221.9	219.6	226.5
Assuming Dilution	214.4	222.6	220.1	227.3
<b>Actual Number of Shares Outstanding</b>	<b>212.3</b>	<b>221.2</b>	<b>214.6</b>	<b>222.5</b>

**Unum Group Sales Data for Unum US Segment**

	Three Months Ended			Year Ended	
	3/31/2019	3/31/2018	% Change	12/31/2018	12/31/2017
<b>Sales by Product</b>					
Group Disability and Group Life and AD&D					
Group Long-term Disability	\$ 36.9	\$ 30.1	22.6 %	\$ 243.8	\$ 240.8
Group Short-term Disability	20.9	16.3	28.2	138.7	162.5
Group Life and AD&D	40.6	44.6	(9.0)	282.4	310.5
Subtotal	98.4	91.0	8.1	664.9	713.8
Supplemental and Voluntary					
Individual Disability	15.1	17.9	(15.6)	77.2	67.9
Voluntary Benefits	152.4	153.5	(0.7)	303.1	292.5
Dental and Vision	12.5	12.2	2.5	69.4	54.8
Subtotal	180.0	183.6	(2.0)	449.7	415.2
<b>Total Sales</b>	<b>\$ 278.4</b>	<b>\$ 274.6</b>	<b>1.4</b>	<b>\$ 1,114.6</b>	<b>\$ 1,129.0</b>
<b>Sales by Market Sector</b>					
Group Disability and Group Life and AD&D					
Core Market (< 2,000 employees)	\$ 48.7	\$ 54.9	(11.3)%	\$ 395.1	\$ 416.9
Large Case Market	49.7	36.1	37.7	269.8	296.9
Subtotal	98.4	91.0	8.1	664.9	713.8
Supplemental and Voluntary					
	180.0	183.6	(2.0)	449.7	415.2
<b>Total Sales</b>	<b>\$ 278.4</b>	<b>\$ 274.6</b>	<b>1.4</b>	<b>\$ 1,114.6</b>	<b>\$ 1,129.0</b>

## Unum Group Sales Data for Unum International Segment

<i>(in millions of dollars)</i>	Three Months Ended			Year Ended	
	3/31/2019	3/31/2018	% Change	12/31/2018	12/31/2017
<b>Sales by Product</b>					
Group Long-term Disability	\$ 8.2	\$ 7.8	5.1%	\$ 44.7	\$ 47.1
Group Life	6.1	4.5	35.6	21.5	24.4
Supplemental	8.3	4.8	72.9	20.8	14.4
<b>Total Sales</b>	<b>\$ 22.6</b>	<b>\$ 17.1</b>	<b>32.2</b>	<b>\$ 87.0</b>	<b>\$ 85.9</b>

### Sales by Market Sector

Group Long-term Disability and Group Life					
Core Market (< 500 employees)	\$ 8.5	\$ 7.6	11.8%	\$ 36.6	\$ 30.4
Large Case Market	5.8	4.7	23.4	29.6	41.1
Subtotal	14.3	12.3	16.3	66.2	71.5
Supplemental	8.3	4.8	72.9	20.8	14.4
<b>Total Sales</b>	<b>\$ 22.6</b>	<b>\$ 17.1</b>	<b>32.2</b>	<b>\$ 87.0</b>	<b>\$ 85.9</b>

*(in millions of pounds)*

### Unum UK Sales by Product

Group Long-term Disability	£ 6.2	£ 5.6	10.7%	£ 33.5	£ 36.6
Group Life	4.7	3.3	42.4	16.2	18.9
Supplemental	3.8	3.4	11.8	12.8	11.3
<b>Total Sales</b>	<b>£ 14.7</b>	<b>£ 12.3</b>	<b>19.5</b>	<b>£ 62.5</b>	<b>£ 66.8</b>

### Unum UK Sales by Market Sector

Group Long-term Disability and Group Life					
Core Market (< 500 employees)	£ 6.5	£ 5.4	20.4%	£ 27.6	£ 23.6
Large Case Market	4.4	3.5	25.7	22.1	31.9
Subtotal	10.9	8.9	22.5	49.7	55.5
Supplemental	3.8	3.4	11.8	12.8	11.3
<b>Total Sales</b>	<b>£ 14.7</b>	<b>£ 12.3</b>	<b>19.5</b>	<b>£ 62.5</b>	<b>£ 66.8</b>

**Unum Group Sales Data for Colonial Life Segment**

	Three Months Ended			Year Ended	
	3/31/2019	3/31/2018	% Change	12/31/2018	12/31/2017
<b>Sales by Product</b>					
Accident, Sickness, and Disability	\$ 72.2	\$ 66.4	8.7 %	\$ 355.0	\$ 323.2
Life	19.7	21.3	(7.5)	111.9	107.7
Cancer and Critical Illness	16.9	16.0	5.6	94.4	88.8
<b>Total Sales</b>	<u>\$ 108.8</u>	<u>\$ 103.7</u>	4.9	<u>\$ 561.3</u>	<u>\$ 519.7</u>
<b>Sales by Market Sector</b>					
Commercial					
Core Market (< 1,000 employees)	\$ 71.4	\$ 67.9	5.2 %	\$ 349.0	\$ 313.5
Large Case Market	14.3	15.7	(8.9)	95.5	90.9
Subtotal	85.7	83.6	2.5	444.5	404.4
Public Sector	23.1	20.1	14.9	116.8	115.3
<b>Total Sales</b>	<u>\$ 108.8</u>	<u>\$ 103.7</u>	4.9	<u>\$ 561.3</u>	<u>\$ 519.7</u>

**Unum Group Consolidated Balance Sheets**

	March 31 2019	December 31 2018
<b>Assets</b>		
<b>Investments</b>		
Fixed Maturity Securities	\$ 44,782.6	\$ 43,011.7
Mortgage Loans	2,206.6	2,295.0
Policy Loans	3,673.3	3,729.9
Other Long-term Investments	696.7	702.9
Short-term Investments	1,194.4	968.1
<b>Total Investments</b>	<b>52,553.6</b>	<b>50,707.6</b>
<b>Other Assets</b>		
Cash and Bank Deposits	62.1	94.0
Accounts and Premiums Receivable	1,712.2	1,615.5
Reinsurance Recoverable	4,717.7	4,662.4
Accrued Investment Income	742.2	690.6
Deferred Acquisition Costs	2,298.2	2,309.4
Goodwill	351.0	350.3
Property and Equipment	548.2	546.9
Deferred Income Tax	30.2	109.9
Other Assets	906.3	789.0
<b>Total Assets</b>	<b>\$ 63,921.7</b>	<b>\$ 61,875.6</b>

**Unum Group Consolidated Balance Sheets - Continued**

	March 31 2019	December 31 2018
<b>Liabilities and Stockholders' Equity</b>		
<b>Liabilities</b>		
Policy and Contract Benefits	\$ 1,708.6	\$ 1,695.7
Reserves for Future Policy and Contract Benefits	46,109.4	44,841.9
Unearned Premiums	417.7	363.3
Other Policyholders' Funds	1,608.2	1,594.8
Income Tax Payable	268.3	24.0
Long-term Debt - Non-recourse	122.3	137.1
Long-term Debt - All Other	2,836.4	2,834.2
Other Liabilities	1,790.3	1,762.8
<b>Total Liabilities</b>	<b>54,861.2</b>	<b>53,253.8</b>
<b>Stockholders' Equity</b>		
Common Stock	30.5	30.5
Additional Paid-in Capital	2,328.5	2,321.7
Accumulated Other Comprehensive Loss	(502.3)	(814.2)
Retained Earnings	10,083.1	9,863.1
Treasury Stock	(2,879.3)	(2,779.3)
<b>Total Stockholders' Equity</b>	<b>9,060.5</b>	<b>8,621.8</b>
<b>Total Liabilities and Stockholders' Equity</b>	<b>\$ 63,921.7</b>	<b>\$ 61,875.6</b>

**Unum Group Deferred Acquisition Costs by Segment**

	<b>Unum US</b>	<b>Unum International</b>	<b>Colonial Life</b>	<b>Consolidated</b>
<b>Balances at December 31, 2017</b>	\$ 1,205.4	\$ 21.3	\$ 957.9	\$ 2,184.6
Capitalization	344.0	8.1	315.9	668.0
Amortization	(315.1)	(8.2)	(242.2)	(565.5)
Adjustment Related to Unrealized Investment Gains and Losses	5.1	—	18.4	23.5
Foreign Currency	—	(1.2)	—	(1.2)
<b>Balances at December 31, 2018</b>	1,239.4	20.0	1,050.0	2,309.4
Capitalization	87.6	2.9	83.2	173.7
Amortization	(103.9)	(1.8)	(64.9)	(170.6)
Adjustment Related to Unrealized Investment Gains and Losses	(3.0)	—	(11.7)	(14.7)
Foreign Currency	—	0.4	—	0.4
<b>Balances at March 31, 2019</b>	\$ 1,220.1	\$ 21.5	\$ 1,056.6	\$ 2,298.2



**Unum Group Balance Sheets by Segment - March 31, 2019**

	<b>Unum US</b>								
	Group Disability	Group Life and Accidental Death & Dismemberment	Supplemental and Voluntary	Total Unum US	Unum International	Colonial Life	Closed Block	Corporate	Consolidated
<b>Assets</b>									
Investments	\$ 8,123.9	\$ 2,378.1	\$ 4,861.1	\$ 15,363.1	\$ 3,138.4	\$ 3,101.3	\$ 29,363.4	\$ 1,587.4	\$ 52,553.6
Deferred Acquisition Costs	99.9	79.6	1,040.6	1,220.1	21.5	1,056.6	—	—	2,298.2
Goodwill	8.9	—	271.1	280.0	43.3	27.7	—	—	351.0
All Other	352.1	269.5	317.3	938.9	443.4	101.2	6,178.8	1,056.6	8,718.9
<b>Total Assets</b>	<b>\$ 8,584.8</b>	<b>\$ 2,727.2</b>	<b>\$ 6,490.1</b>	<b>\$ 17,802.1</b>	<b>\$ 3,646.6</b>	<b>\$ 4,286.8</b>	<b>\$ 35,542.2</b>	<b>\$ 2,644.0</b>	<b>\$ 63,921.7</b>
<b>Liabilities</b>									
Reserves and Policyholder Benefits	\$ 7,118.7	\$ 1,707.6	\$ 4,094.2	\$ 12,920.5	\$ 2,785.0	\$ 2,618.4	\$ 31,520.0	\$ —	\$ 49,843.9
Debt	—	—	—	—	—	—	122.3	2,836.4	2,958.7
All Other	31.8	15.6	224.1	271.5	49.4	60.1	218.7	1,458.9	2,058.6
<b>Total Liabilities</b>	<b>7,150.5</b>	<b>1,723.2</b>	<b>4,318.3</b>	<b>13,192.0</b>	<b>2,834.4</b>	<b>2,678.5</b>	<b>31,861.0</b>	<b>4,295.3</b>	<b>54,861.2</b>
<b>Allocated Stockholders' Equity</b>									
Other Allocated Stockholders' Equity	1,426.4	994.2	2,083.7	4,504.3	758.0	1,530.6	3,695.6	(1,658.0)	8,830.5
Net Unrealized Gain (Loss) on Securities and Net Gain on Hedges	7.9	9.8	88.1	105.8	54.2	77.7	(14.4)	6.7	230.0
<b>Total Allocated Stockholders' Equity</b>	<b>1,434.3</b>	<b>1,004.0</b>	<b>2,171.8</b>	<b>4,610.1</b>	<b>812.2</b>	<b>1,608.3</b>	<b>3,681.2</b>	<b>(1,651.3)</b>	<b>9,060.5</b>
<b>Total Liabilities and Allocated Stockholders' Equity</b>	<b>\$ 8,584.8</b>	<b>\$ 2,727.2</b>	<b>\$ 6,490.1</b>	<b>\$ 17,802.1</b>	<b>\$ 3,646.6</b>	<b>\$ 4,286.8</b>	<b>\$ 35,542.2</b>	<b>\$ 2,644.0</b>	<b>\$ 63,921.7</b>

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, 2018**

	<b>Unum US</b>								
	Group Disability	Group Life and Accidental Death & Dismemberment	Supplemental and Voluntary	Total Unum US	Unum International	Colonial Life	Closed Block	Corporate	Consolidated
<b>Assets</b>									
Investments	\$ 7,984.2	\$ 2,353.1	\$ 4,703.2	\$ 15,040.5	\$ 3,017.4	\$ 3,030.8	\$ 28,481.0	\$ 1,137.9	\$ 50,707.6
Deferred Acquisition Costs	100.3	80.0	1,059.1	1,239.4	20.0	1,050.0	—	—	2,309.4
Goodwill	8.9	—	271.1	280.0	42.6	27.7	—	—	350.3
All Other	362.8	260.9	327.3	951.0	346.8	129.4	6,046.6	1,034.5	8,508.3
<b>Total Assets</b>	<b>\$ 8,456.2</b>	<b>\$ 2,694.0</b>	<b>\$ 6,360.7</b>	<b>\$ 17,510.9</b>	<b>\$ 3,426.8</b>	<b>\$ 4,237.9</b>	<b>\$ 34,527.6</b>	<b>\$ 2,172.4</b>	<b>\$ 61,875.6</b>
<b>Liabilities</b>									
Reserves and Policyholder Benefits	\$ 6,961.5	\$ 1,713.8	\$ 4,006.5	\$ 12,681.8	\$ 2,630.4	\$ 2,580.4	\$ 30,603.1	\$ —	\$ 48,495.7
Debt	—	—	—	—	—	—	137.1	2,834.2	2,971.3
All Other	33.1	19.9	215.9	268.9	34.6	63.1	221.8	1,198.4	1,786.8
<b>Total Liabilities</b>	<b>6,994.6</b>	<b>1,733.7</b>	<b>4,222.4</b>	<b>12,950.7</b>	<b>2,665.0</b>	<b>2,643.5</b>	<b>30,962.0</b>	<b>4,032.6</b>	<b>53,253.8</b>
<b>Allocated Stockholders' Equity</b>									
Other Allocated Stockholders' Equity	1,464.5	972.0	2,104.4	4,540.9	743.9	1,561.9	3,615.1	(1,778.2)	8,683.6
Net Unrealized Gain (Loss) on Securities and Net Gain on Hedges	(2.9)	(11.7)	33.9	19.3	17.9	32.5	(49.5)	(82.0)	(61.8)
<b>Total Allocated Stockholders' Equity</b>	<b>1,461.6</b>	<b>960.3</b>	<b>2,138.3</b>	<b>4,560.2</b>	<b>761.8</b>	<b>1,594.4</b>	<b>3,565.6</b>	<b>(1,860.2)</b>	<b>8,621.8</b>
<b>Total Liabilities and Allocated Stockholders' Equity</b>	<b>\$ 8,456.2</b>	<b>\$ 2,694.0</b>	<b>\$ 6,360.7</b>	<b>\$ 17,510.9</b>	<b>\$ 3,426.8</b>	<b>\$ 4,237.9</b>	<b>\$ 34,527.6</b>	<b>\$ 2,172.4</b>	<b>\$ 61,875.6</b>

## 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		
	3/31/2019	3/31/2018	% Change	12/31/2018	12/31/2017	% Change
<b>Premium Income</b>						
Unum US	\$ 1,501.9	\$ 1,438.8	4.4 %	\$ 5,736.4	\$ 5,443.5	5.4 %
Unum International	154.0	139.6	10.3	568.8	513.0	10.9
Colonial Life	419.3	398.3	5.3	1,603.8	1,511.4	6.1
Closed Block	263.5	273.3	(3.6)	1,077.1	1,129.2	(4.6)
	2,338.7	2,250.0	3.9	8,986.1	8,597.1	4.5
<b>Net Investment Income</b>						
Unum US	182.1	194.2	(6.2)	778.7	811.2	(4.0)
Unum International	24.8	27.6	(10.1)	117.2	120.2	(2.5)
Colonial Life	36.9	37.3	(1.1)	151.2	144.9	4.3
Closed Block	346.6	337.7	2.6	1,377.1	1,354.0	1.7
Corporate	4.3	5.5	(21.8)	29.5	21.4	37.9
	594.7	602.3	(1.3)	2,453.7	2,451.7	0.1
<b>Other Income</b>						
Unum US	34.5	29.0	19.0	118.5	113.2	4.7
Unum International	—	—	—	0.4	0.7	(42.9)
Colonial Life	0.6	0.3	100.0	1.2	1.1	9.1
Closed Block	18.0	19.0	(5.3)	75.4	79.8	(5.5)
Corporate	—	1.2	(100.0)	2.7	2.9	(6.9)
	53.1	49.5	7.3	198.2	197.7	0.3
<b>Total Adjusted Operating Revenue</b>						
Unum US	1,718.5	1,662.0	3.4	6,633.6	6,367.9	4.2
Unum International	178.8	167.2	6.9	686.4	633.9	8.3
Colonial Life	456.8	435.9	4.8	1,756.2	1,657.4	6.0
Closed Block	628.1	630.0	(0.3)	2,529.6	2,563.0	(1.3)
Corporate	4.3	6.7	(35.8)	32.2	24.3	32.5
	\$ 2,986.5	\$ 2,901.8	2.9	\$ 11,638.0	\$ 11,246.5	3.5

**Unum Group Financial Results by Segment - Continued**

	Three Months Ended			Year Ended		
	3/31/2019	3/31/2018	% Change	12/31/2018	12/31/2017	% Change
<b>Benefits and Expenses</b>						
Unum US	\$ 1,466.2	\$ 1,418.1	3.4 %	\$ 5,619.0	\$ 5,385.0	4.3 %
Unum International	149.7	137.4	9.0	572.5	522.2	9.6
Colonial Life	371.6	354.9	4.7	1,421.0	1,344.8	5.7
Closed Block	597.1	601.1	(0.7)	3,154.9	2,439.1	29.3
Corporate	49.7	47.0	5.7	203.3	191.7	6.1
	<u>2,634.3</u>	<u>2,558.5</u>	3.0	<u>10,970.7</u>	<u>9,882.8</u>	11.0
<b>Income (Loss) Before Income Tax and Net Realized Investment Gain (Loss)</b>						
Unum US	252.3	243.9	3.4	1,014.6	982.9	3.2
Unum International	29.1	29.8	(2.3)	113.9	111.7	2.0
Colonial Life	85.2	81.0	5.2	335.2	312.6	7.2
Closed Block	31.0	28.9	7.3	(625.3)	123.9	N.M.
Corporate	(45.4)	(40.3)	(12.7)	(171.1)	(167.4)	2.2
	<u>352.2</u>	<u>343.3</u>	2.6	<u>667.3</u>	<u>1,363.7</u>	(51.1)
<b>Income Tax</b>	<u>71.9</u>	<u>68.2</u>	5.4	<u>115.4</u>	<u>394.8</u>	(70.8)
<b>Income Before Net Realized Investment Gain (Loss)</b>	<u>280.3</u>	<u>275.1</u>	1.9	<u>551.9</u>	<u>968.9</u>	(43.0)
<b>Net Realized Investment Gain (Loss) (net of tax expense (benefit) of \$0.5; \$(0.6); \$(11.0); \$15.0)</b>						
	<u>0.6</u>	<u>(1.6)</u>	(137.5)	<u>(28.5)</u>	<u>25.3</u>	N.M.
<b>Net Income</b>	<u>\$ 280.9</u>	<u>\$ 273.5</u>	2.7	<u>\$ 523.4</u>	<u>\$ 994.2</u>	(47.4)

**Unum Group Quarterly Historical Financial Results by Segment**

	3/31/19	12/31/18	9/30/18	6/30/18	3/31/18	12/31/17	9/30/17	6/30/17	3/31/17
<b>Premium Income</b>									
Unum US	\$ 1,501.9	\$ 1,435.1	\$ 1,446.2	\$ 1,416.3	\$ 1,438.8	\$ 1,364.5	\$ 1,360.9	\$ 1,357.7	\$ 1,360.4
Unum International	154.0	152.3	138.0	138.9	139.6	133.4	131.5	126.8	121.3
Colonial Life	419.3	410.1	400.0	395.4	398.3	382.1	378.7	376.3	374.3
Closed Block	263.5	265.8	267.6	270.4	273.3	278.4	282.5	281.4	286.9
	<u>2,338.7</u>	<u>2,263.3</u>	<u>2,251.8</u>	<u>2,221.0</u>	<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>
<b>Net Investment Income</b>									
Unum US	182.1	187.7	200.3	196.5	194.2	202.1	201.0	205.6	202.5
Unum International	24.8	31.1	26.4	32.1	27.6	31.9	28.5	33.2	26.6
Colonial Life	36.9	37.0	36.7	40.2	37.3	37.1	36.0	36.7	35.1
Closed Block	346.6	345.8	348.0	345.6	337.7	341.5	337.2	340.0	335.3
Corporate	4.3	7.0	7.8	9.2	5.5	7.2	6.3	5.0	2.9
	<u>594.7</u>	<u>608.6</u>	<u>619.2</u>	<u>623.6</u>	<u>602.3</u>	<u>619.8</u>	<u>609.0</u>	<u>620.5</u>	<u>602.4</u>
<b>Other Income</b>									
Unum US	34.5	30.0	30.7	28.8	29.0	27.9	26.5	30.1	28.7
Unum International	—	0.4	—	—	—	0.1	0.6	—	—
Colonial Life	0.6	0.2	0.4	0.3	0.3	0.3	0.3	0.2	0.3
Closed Block	18.0	18.6	18.9	18.9	19.0	19.9	18.9	20.2	20.8
Corporate	—	1.1	0.1	0.3	1.2	1.4	0.4	0.7	0.4
	<u>53.1</u>	<u>50.3</u>	<u>50.1</u>	<u>48.3</u>	<u>49.5</u>	<u>49.6</u>	<u>46.7</u>	<u>51.2</u>	<u>50.2</u>
<b>Total Adjusted Operating Revenue</b>									
Unum US	1,718.5	1,652.8	1,677.2	1,641.6	1,662.0	1,594.5	1,588.4	1,593.4	1,591.6
Unum International	178.8	183.8	164.4	171.0	167.2	165.4	160.6	160.0	147.9
Colonial Life	456.8	447.3	437.1	435.9	435.9	419.5	415.0	413.2	409.7
Closed Block	628.1	630.2	634.5	634.9	630.0	639.8	638.6	641.6	643.0
Corporate	4.3	8.1	7.9	9.5	6.7	8.6	6.7	5.7	3.3
	<u>\$ 2,986.5</u>	<u>\$ 2,922.2</u>	<u>\$ 2,921.1</u>	<u>\$ 2,892.9</u>	<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>

**Unum Group Quarterly Historical Financial Results by Segment - Continued**

	3/31/19	12/31/18	9/30/18	6/30/18	3/31/18	12/31/17	9/30/17	6/30/17	3/31/17
<b>Benefits and Expenses</b>									
Unum US	\$ 1,466.2	\$ 1,404.1	\$ 1,406.3	\$ 1,390.5	\$ 1,418.1	\$ 1,356.9	\$ 1,330.0	\$ 1,345.6	\$ 1,352.5
Unum International	149.7	153.4	138.3	143.4	137.4	135.7	134.1	131.1	121.3
Colonial Life	371.6	361.9	352.9	351.3	354.9	352.8	333.3	331.4	327.3
Closed Block	597.1	595.4	1,353.1	605.3	601.1	606.7	612.0	609.0	611.4
Corporate	49.7	56.3	55.0	45.0	47.0	41.8	42.9	43.3	63.7
	<u>2,634.3</u>	<u>2,571.1</u>	<u>3,305.6</u>	<u>2,535.5</u>	<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>
<b>Income (Loss) Before Income Tax Expense (Benefit) and Net Realized Investment Gain (Loss)</b>									
Unum US	252.3	248.7	270.9	251.1	243.9	237.6	258.4	247.8	239.1
Unum International	29.1	30.4	26.1	27.6	29.8	29.7	26.5	28.9	26.6
Colonial Life	85.2	85.4	84.2	84.6	81.0	66.7	81.7	81.8	82.4
Closed Block	31.0	34.8	(718.6)	29.6	28.9	33.1	26.6	32.6	31.6
Corporate	(45.4)	(48.2)	(47.1)	(35.5)	(40.3)	(33.2)	(36.2)	(37.6)	(60.4)
	<u>352.2</u>	<u>351.1</u>	<u>(384.5)</u>	<u>357.4</u>	<u>343.3</u>	<u>333.9</u>	<u>357.0</u>	<u>353.5</u>	<u>319.3</u>
<b>Income Tax Expense (Benefit)</b>	<u>71.9</u>	<u>69.4</u>	<u>(92.0)</u>	<u>69.8</u>	<u>68.2</u>	<u>74.2</u>	<u>110.9</u>	<u>113.1</u>	<u>96.6</u>
<b>Income (Loss) Before Net Realized Investment Gain (Loss)</b>	<u>280.3</u>	<u>281.7</u>	<u>(292.5)</u>	<u>287.6</u>	<u>275.1</u>	<u>259.7</u>	<u>246.1</u>	<u>240.4</u>	<u>222.7</u>
Net Realized Investment Gain (Loss)	1.1	(41.4)	6.7	(2.6)	(2.2)	11.4	9.8	8.1	11.0
Tax Expense (Benefit) on Net Realized Investment Gain (Loss)	0.5	(8.8)	(1.1)	(0.5)	(0.6)	4.2	3.6	3.4	3.8
<b>Net Income (Loss)</b>	<u>\$ 280.9</u>	<u>\$ 249.1</u>	<u>\$ (284.7)</u>	<u>\$ 285.5</u>	<u>\$ 273.5</u>	<u>\$ 266.9</u>	<u>\$ 252.3</u>	<u>\$ 245.1</u>	<u>\$ 229.9</u>
<b>Net Income (Loss) Per Common Share - Assuming Dilution</b>	<u>\$ 1.31</u>	<u>\$ 1.15</u>	<u>\$ (1.30)</u>	<u>\$ 1.29</u>	<u>\$ 1.23</u>	<u>\$ 1.19</u>	<u>\$ 1.12</u>	<u>\$ 1.07</u>	<u>\$ 1.00</u>

**Unum Group Financial Results for Unum US Segment**

	Three Months Ended		Year Ended	
	3/31/2019	3/31/2018	12/31/2018	12/31/2017
<b>Adjusted Operating Revenue</b>				
Premium Income	\$ 1,501.9	\$ 1,438.8	\$ 5,736.4	\$ 5,443.5
Net Investment Income	182.1	194.2	778.7	811.2
Other Income	34.5	29.0	118.5	113.2
<b>Total</b>	<b>1,718.5</b>	<b>1,662.0</b>	<b>6,633.6</b>	<b>6,367.9</b>
<b>Benefits and Expenses</b>				
Benefits and Change in Reserves for Future Benefits	980.7	960.9	3,856.5	3,693.4
Commissions	163.0	161.4	620.6	590.8
Deferral of Acquisition Costs	(87.6)	(89.5)	(344.0)	(325.5)
Amortization of Deferred Acquisition Costs	103.9	89.2	315.1	293.6
Other Expenses	306.2	296.1	1,170.8	1,132.7
<b>Total</b>	<b>1,466.2</b>	<b>1,418.1</b>	<b>5,619.0</b>	<b>5,385.0</b>
<b>Income Before Income Tax and Net Realized Investment Gains and Losses</b>				
	252.3	243.9	1,014.6	982.9
Unclaimed Death Benefits (UDB) Reserve Increase	—	—	—	26.6
<b>Adjusted Operating Income</b>	<b>\$ 252.3</b>	<b>\$ 243.9</b>	<b>\$ 1,014.6</b>	<b>\$ 1,009.5</b>
<b>Operating Ratios (% of Premium Income):</b>				
Benefit Ratio	65.3%	66.8%	67.2%	67.8%
Benefit Ratio Excluding UDB Reserve Increase				67.4%
Other Expense Ratio	20.4%	20.6%	20.4%	20.8%
Income Ratio				18.1%
Adjusted Operating Income Ratio	16.8%	17.0%	17.7%	18.5%

**Unum Group Financial Results for Unum US Group Disability**

	Three Months Ended		Year Ended	
	3/31/2019	3/31/2018	12/31/2018	12/31/2017
<b>Adjusted Operating Revenue</b>				
Premium Income				
Group Long-term Disability	\$ 452.9	\$ 441.2	\$ 1,766.2	\$ 1,749.6
Group Short-term Disability	188.7	176.3	706.3	639.8
Total Premium Income	641.6	617.5	2,472.5	2,389.4
Net Investment Income	100.0	108.2	432.7	460.5
Other Income	32.2	26.3	109.0	98.3
<b>Total</b>	<b>773.8</b>	<b>752.0</b>	<b>3,014.2</b>	<b>2,948.2</b>
<b>Benefits and Expenses</b>				
Benefits and Change in Reserves for Future Benefits	479.1	466.9	1,880.7	1,828.5
Commissions	50.3	48.9	186.5	181.9
Deferral of Acquisition Costs	(11.8)	(12.3)	(48.2)	(46.9)
Amortization of Deferred Acquisition Costs	12.2	11.2	44.7	39.9
Other Expenses	161.4	154.3	612.2	587.0
<b>Total</b>	<b>691.2</b>	<b>669.0</b>	<b>2,675.9</b>	<b>2,590.4</b>
<b>Adjusted Operating Income</b>	<b>\$ 82.6</b>	<b>\$ 83.0</b>	<b>\$ 338.3</b>	<b>\$ 357.8</b>
Operating Ratios (% of Premium Income):				
Benefit Ratio	74.7%	75.6%	76.1%	76.5%
Other Expense Ratio	25.2%	25.0%	24.8%	24.6%
Adjusted Operating Income Ratio	12.9%	13.4%	13.7%	15.0%
Persistency:				
Group Long-term Disability	90.9%	90.8%	90.9%	89.9%
Group Short-term Disability	90.5%	86.6%	87.2%	86.6%



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

	Three Months Ended		Year Ended	
	3/31/2019	3/31/2018	12/31/2018	12/31/2017
<b>Adjusted Operating Revenue</b>				
Premium Income				
Group Life	\$ 414.4	\$ 399.2	\$ 1,583.7	\$ 1,467.5
Accidental Death & Dismemberment	41.0	38.7	156.3	147.5
<b>Total Premium Income</b>	<b>455.4</b>	<b>437.9</b>	<b>1,740.0</b>	<b>1,615.0</b>
Net Investment Income	25.6	26.8	106.5	109.9
Other Income	0.6	1.1	4.7	4.8
<b>Total</b>	<b>481.6</b>	<b>465.8</b>	<b>1,851.2</b>	<b>1,729.7</b>
<b>Benefits and Expenses</b>				
Benefits and Change in Reserves for Future Benefits	322.9	309.8	1,237.7	1,169.8
Commissions	37.6	36.7	141.1	131.3
Deferral of Acquisition Costs	(9.1)	(10.2)	(38.2)	(36.2)
Amortization of Deferred Acquisition Costs	9.5	9.1	35.9	31.9
Other Expenses	53.3	55.8	214.6	217.4
<b>Total</b>	<b>414.2</b>	<b>401.2</b>	<b>1,591.1</b>	<b>1,514.2</b>
<b>Income Before Income Tax and Net Realized Investment Gains and Losses</b>	<b>67.4</b>	<b>64.6</b>	<b>260.1</b>	<b>215.5</b>
UDB Reserve Increase	—	—	—	18.5
<b>Adjusted Operating Income</b>	<b>\$ 67.4</b>	<b>\$ 64.6</b>	<b>\$ 260.1</b>	<b>\$ 234.0</b>
Operating Ratios (% of Premium Income):				
Benefit Ratio	70.9%	70.7%	71.1%	72.4%
Benefit Ratio Excluding UDB Reserve Increase				71.3%
Other Expense Ratio	11.7%	12.7%	12.3%	13.5%
Income Ratio				13.3%
Adjusted Operating Income Ratio	14.8%	14.8%	14.9%	14.5%
Persistency:				
Group Life	91.0%	89.3%	91.2%	88.0%
Accidental Death & Dismemberment	90.3%	86.2%	89.9%	87.2%

**Unum Group Financial Results for Unum US Supplemental and Voluntary**

	Three Months Ended		Year Ended	
	3/31/2019	3/31/2018	12/31/2018	12/31/2017
<b>Adjusted Operating Revenue</b>				
Premium Income				
Individual Disability	\$ 110.7	\$ 104.9	\$ 425.4	\$ 420.2
Voluntary Benefits	234.4	229.8	895.7	849.4
Dental and Vision	59.8	48.7	202.8	169.5
Total Premium Income	404.9	383.4	1,523.9	1,439.1
Net Investment Income	56.5	59.2	239.5	240.8
Other Income	1.7	1.6	4.8	10.1
<b>Total</b>	<b>463.1</b>	<b>444.2</b>	<b>1,768.2</b>	<b>1,690.0</b>
<b>Benefits and Expenses</b>				
Benefits and Change in Reserves for Future Benefits	178.7	184.2	738.1	695.1
Commissions	75.1	75.8	293.0	277.6
Deferral of Acquisition Costs	(66.7)	(67.0)	(257.6)	(242.4)
Amortization of Deferred Acquisition Costs	82.2	68.9	234.5	221.8
Other Expenses	91.5	86.0	344.0	328.3
<b>Total</b>	<b>360.8</b>	<b>347.9</b>	<b>1,352.0</b>	<b>1,280.4</b>
<b>Income Before Income Tax and Net Realized Investment Gains and Losses</b>	<b>102.3</b>	<b>96.3</b>	<b>416.2</b>	<b>409.6</b>
UDB Reserve Increase	—	—	—	8.1
<b>Adjusted Operating Income</b>	<b>\$ 102.3</b>	<b>\$ 96.3</b>	<b>\$ 416.2</b>	<b>\$ 417.7</b>
Operating Ratios (% of Premium Income):				
Benefit Ratios:				
Individual Disability	49.9%	51.0%	50.6%	47.2%
Voluntary Benefits	35.4%	42.3%	42.8%	44.6%
Voluntary Benefits Excluding UDB Reserve Increase				43.6%
Dental and Vision	67.7%	68.6%	68.5%	69.6%
Other Expense Ratio	22.6%	22.4%	22.6%	22.8%
Income Ratio				28.5%
Adjusted Operating Income Ratio	25.3%	25.1%	27.3%	29.0%
Persistency:				
Individual Disability	90.3%	90.7%	90.3%	91.0%
Voluntary Benefits	73.0%	76.9%	75.9%	77.5%
Dental and Vision	84.3%	85.0%	84.5%	85.4%

**Unum Group Financial Results for Unum International Segment**

	Three Months Ended		Year Ended	
	3/31/2019	3/31/2018	12/31/2018	12/31/2017
<b>Adjusted Operating Revenue</b>				
Premium Income				
Group Long-term Disability	\$ 87.9	\$ 90.8	\$ 358.9	\$ 340.3
Group Life	27.2	28.6	110.8	103.1
Supplemental	38.9	20.2	99.1	69.6
Total Premium Income	154.0	139.6	568.8	513.0
Net Investment Income	24.8	27.6	117.2	120.2
Other Income	—	—	0.4	0.7
<b>Total</b>	<b>178.8</b>	<b>167.2</b>	<b>686.4</b>	<b>633.9</b>
<b>Benefits and Expenses</b>				
Benefits and Change in Reserves for Future Benefits	106.5	100.3	419.8	381.9
Commissions	12.1	9.4	39.1	35.5
Deferral of Acquisition Costs	(2.9)	(1.5)	(8.1)	(7.0)
Amortization of Deferred Acquisition Costs	1.8	2.1	8.2	9.1
Other Expenses	32.2	27.1	113.5	102.7
<b>Total</b>	<b>149.7</b>	<b>137.4</b>	<b>572.5</b>	<b>522.2</b>
<b>Adjusted Operating Income</b>	<b>\$ 29.1</b>	<b>\$ 29.8</b>	<b>\$ 113.9</b>	<b>\$ 111.7</b>

**Unum Group Financial Results for Unum UK**

<i>(in millions of pounds, except exchange rate)</i>	Three Months Ended		Year Ended	
	3/31/2019	3/31/2018	12/31/2018	12/31/2017
<b>Adjusted Operating Revenue</b>				
Premium Income				
Group Long-term Disability	£ 67.5	£ 65.2	£ 269.0	£ 264.0
Group Life	20.8	20.6	83.0	80.0
Supplemental	16.7	14.5	61.3	53.9
Total Premium Income	105.0	100.3	413.3	397.9
Net Investment Income	17.8	19.9	86.5	93.3
Other Income	—	—	—	0.5
<b>Total</b>	<b>122.8</b>	<b>120.2</b>	<b>499.8</b>	<b>491.7</b>
<b>Benefits and Expenses</b>				
Benefits and Change in Reserves for Future Benefits	73.7	72.1	307.4	296.2
Commissions	7.0	6.8	27.1	27.6
Deferral of Acquisition Costs	(1.1)	(1.1)	(5.0)	(5.4)
Amortization of Deferred Acquisition Costs	1.4	1.5	6.1	7.0
Other Expenses	20.2	19.5	80.2	79.7
<b>Total</b>	<b>101.2</b>	<b>98.8</b>	<b>415.8</b>	<b>405.1</b>
<b>Adjusted Operating Income</b>	<b>£ 21.6</b>	<b>£ 21.4</b>	<b>£ 84.0</b>	<b>£ 86.6</b>
Weighted Average Pound/Dollar Exchange Rate	1.306	1.393	1.336	1.290
Operating Ratios (% of Premium Income):				
Benefit Ratio	70.2%	71.9%	74.4%	74.4%
Other Expense Ratio	19.2%	19.4%	19.4%	20.0%
Adjusted Operating Income Ratio	20.6%	21.3%	20.3%	21.8%
Persistency:				
Group Long-term Disability	89.3%	86.7%	87.8%	87.4%
Group Life	85.7%	85.5%	88.5%	84.1%
Supplemental	91.5%	91.5%	93.1%	91.0%

**Unum Group Financial Results for Colonial Life Segment**

	Three Months Ended		Year Ended	
	3/31/2019	3/31/2018	12/31/2018	12/31/2017
<b>Adjusted Operating Revenue</b>				
Premium Income				
Accident, Sickness, and Disability	\$ 242.2	\$ 231.3	\$ 929.3	\$ 884.2
Life	87.6	81.0	328.4	300.4
Cancer and Critical Illness	89.5	86.0	346.1	326.8
Total Premium Income	419.3	398.3	1,603.8	1,511.4
Net Investment Income	36.9	37.3	151.2	144.9
Other Income	0.6	0.3	1.2	1.1
<b>Total</b>	<b>456.8</b>	<b>435.9</b>	<b>1,756.2</b>	<b>1,657.4</b>
<b>Benefits and Expenses</b>				
Benefits and Change in Reserves for Future Benefits	214.2	205.7	824.9	788.6
Commissions	94.4	90.2	364.6	344.5
Deferral of Acquisition Costs	(83.2)	(78.3)	(315.9)	(295.5)
Amortization of Deferred Acquisition Costs	64.9	60.2	242.2	224.4
Other Expenses	81.3	77.1	305.2	282.8
<b>Total</b>	<b>371.6</b>	<b>354.9</b>	<b>1,421.0</b>	<b>1,344.8</b>
<b>Income Before Income Tax and Net Realized Investment Gains and Losses</b>	<b>85.2</b>	<b>81.0</b>	<b>335.2</b>	<b>312.6</b>
UDB Reserve Increase	—	—	—	12.4
<b>Adjusted Operating Income</b>	<b>\$ 85.2</b>	<b>\$ 81.0</b>	<b>\$ 335.2</b>	<b>\$ 325.0</b>
Operating Ratios (% of Premium Income):				
Benefit Ratio	51.1%	51.6%	51.4%	52.2%
Benefit Ratio Excluding UDB Reserve Increase				51.4%
Other Expense Ratio	19.4%	19.4%	19.0%	18.7%
Income Ratio				20.7%
Adjusted Operating Income Ratio	20.3%	20.3%	20.9%	21.5%
Persistency:				
Accident, Sickness, and Disability	73.4%	75.3%	74.2%	75.1%
Life	83.3%	84.2%	83.6%	84.4%
Cancer and Critical Illness	81.2%	83.1%	82.4%	82.7%

**Unum Group Financial Results for Closed Block Segment**

	Three Months Ended		Year Ended	
	3/31/2019	3/31/2018	12/31/2018	12/31/2017
<b>Adjusted Operating Revenue</b>				
Premium Income				
Individual Disability	\$ 98.1	\$ 109.4	\$ 420.8	\$ 471.8
Long-term Care	163.0	161.3	648.3	648.7
All Other	2.4	2.6	8.0	8.7
Total Premium Income	263.5	273.3	1,077.1	1,129.2
Net Investment Income	346.6	337.7	1,377.1	1,354.0
Other Income	18.0	19.0	75.4	79.8
<b>Total</b>	<b>628.1</b>	<b>630.0</b>	<b>2,529.6</b>	<b>2,563.0</b>
<b>Benefits and Expenses</b>				
Benefits and Change in Reserves for Future Benefits	539.4	541.0	2,919.2	2,191.8
Commissions	20.6	21.3	84.1	90.0
Interest and Debt Expense	1.6	1.7	6.9	6.7
Other Expenses	35.5	37.1	144.7	150.6
<b>Total</b>	<b>597.1</b>	<b>601.1</b>	<b>3,154.9</b>	<b>2,439.1</b>
<b>Income (Loss) Before Income Tax and Net Realized Investment Gains and Losses</b>	<b>31.0</b>	<b>28.9</b>	<b>(625.3)</b>	<b>123.9</b>
Long-term Care Reserve Increase	—	—	750.8	—
<b>Adjusted Operating Income</b>	<b>\$ 31.0</b>	<b>\$ 28.9</b>	<b>\$ 125.5</b>	<b>\$ 123.9</b>
Interest Adjusted Loss Ratios:				
Individual Disability	80.1%	77.1%	80.4 %	82.4%
Long-term Care	88.5%	96.6%	206.8 %	91.1%
Long-term Care Excluding the Reserve Increase			91.0 %	
Operating Ratios (% of Premium Income):				
Other Expense Ratio	13.5%	13.6%	13.4 %	13.3%
Income (Loss) Ratio			(58.1)%	
Adjusted Operating Income Ratio	11.8%	10.6%	11.7 %	11.0%
Persistency:				
Individual Disability	88.1%	89.3%	88.3 %	89.6%
Long-term Care	95.6%	95.7%	95.8 %	95.9%

**Unum Group Financial Results for Corporate Segment**

	Three Months Ended		Year Ended	
	3/31/2019	3/31/2018	12/31/2018	12/31/2017
<b>Adjusted Operating Revenue</b>				
Net Investment Income	\$ 4.3	\$ 5.5	\$ 29.5	\$ 21.4
Other Income	—	1.2	2.7	2.9
<b>Total</b>	<b>4.3</b>	<b>6.7</b>	<b>32.2</b>	<b>24.3</b>
Interest and Other Expenses	49.7	47.0	203.3	191.7
<b>Loss Before Income Tax and Net Realized Investment Gains and Losses</b>	<b>(45.4)</b>	<b>(40.3)</b>	<b>(171.1)</b>	<b>(167.4)</b>
Loss from Guaranty Fund Assessment	—	—	—	20.6
<b>Adjusted Operating Loss</b>	<b>\$ (45.4)</b>	<b>\$ (40.3)</b>	<b>\$ (171.1)</b>	<b>\$ (146.8)</b>

## Unum Group Reserves

March 31, 2019

	Gross						Total Reinsurance Ceded	Total Net
	Policy Reserves	%	Claim Reserves		%	Total		
			Incurred	IBNR				
Group Disability	\$ —	—%	\$ 5,832.7	\$ 707.8	28.3%	\$ 6,540.5	\$ 69.9	\$ 6,470.6
Group Life and Accidental Death & Dismemberment	52.1	0.3	720.5	219.8	4.1	992.4	5.8	986.6
Individual Disability	513.0	2.5	1,366.1	136.3	6.4	2,015.4	213.5	1,801.9
Voluntary Benefits	1,641.9	8.1	47.5	61.0	0.5	1,750.4	26.9	1,723.5
Dental and Vision	—	—	0.2	19.7	0.1	19.9	0.2	19.7
<b>Unum US Segment</b>	<b>2,207.0</b>	<b>10.9</b>	<b>7,967.0</b>	<b>1,144.6</b>	<b>39.4</b>	<b>11,318.6</b>	<b>316.3</b>	<b>11,002.3</b>
<b>Unum International Segment</b>	<b>175.4</b>	<b>0.9</b>	<b>1,924.2</b>	<b>79.3</b>	<b>8.7</b>	<b>2,178.9</b>	<b>84.7</b>	<b>2,094.2</b>
<b>Colonial Life Segment</b>	<b>2,132.9</b>	<b>10.6</b>	<b>295.7</b>	<b>131.4</b>	<b>1.8</b>	<b>2,560.0</b>	<b>6.6</b>	<b>2,553.4</b>
Individual Disability	310.3	1.5	9,020.7	190.8	39.8	9,521.8	1,665.3	7,856.5
Long-term Care	9,571.9	47.3	1,866.1	219.6	9.0	11,657.6	41.5	11,616.1
Other	5,827.3	28.8	184.5	118.3	1.3	6,130.1	5,087.7	1,042.4
<b>Closed Block Segment</b>	<b>15,709.5</b>	<b>77.6</b>	<b>11,071.3</b>	<b>528.7</b>	<b>50.1</b>	<b>27,309.5</b>	<b>6,794.5</b>	<b>20,515.0</b>
<b>Subtotal</b>	<b>\$ 20,224.8</b>	<b>100.0%</b>	<b>\$ 21,258.2</b>	<b>\$ 1,884.0</b>	<b>100.0%</b>	<b>43,367.0</b>	<b>7,202.1</b>	<b>36,164.9</b>
<b>Adjustment Related to Unrealized Investment Gains and Losses</b>						4,451.0	328.5	4,122.5
<b>Consolidated</b>						<b>\$ 47,818.0</b>	<b>\$ 7,530.6</b>	<b>\$ 40,287.4</b>

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, 2018

	Gross						Total Reinsurance Ceded	Total Net
	Policy Reserves	%	Claim Reserves		%	Total		
			Inurred	IBNR				
Group Disability	\$ —	—%	\$ 5,900.0	\$ 670.8	28.4%	\$ 6,570.8	\$ 71.0	\$ 6,499.8
Group Life and Accidental Death & Dismemberment	52.9	0.3	750.7	217.8	4.2	1,021.4	7.1	1,014.3
Individual Disability	518.4	2.6	1,357.8	137.1	6.4	2,013.3	217.1	1,796.2
Voluntary Benefits	1,643.9	8.1	49.0	58.1	0.5	1,751.0	27.1	1,723.9
Dental and Vision	—	—	0.1	14.5	0.2	14.6	0.2	14.4
<b>Unum US Segment</b>	<b>2,215.2</b>	<b>11.0</b>	<b>8,057.6</b>	<b>1,098.3</b>	<b>39.7</b>	<b>11,371.1</b>	<b>322.5</b>	<b>11,048.6</b>
<b>Unum International Segment</b>	<b>175.7</b>	<b>0.9</b>	<b>1,838.4</b>	<b>115.0</b>	<b>8.4</b>	<b>2,129.1</b>	<b>84.6</b>	<b>2,044.5</b>
<b>Colonial Life Segment</b>	<b>2,112.5</b>	<b>10.5</b>	<b>292.6</b>	<b>131.4</b>	<b>1.8</b>	<b>2,536.5</b>	<b>8.0</b>	<b>2,528.5</b>
Individual Disability	332.2	1.6	9,085.0	199.6	40.1	9,616.8	1,646.6	7,970.2
Long-term Care	9,463.2	46.9	1,787.6	235.7	8.7	11,486.5	39.9	11,446.6
Other	5,869.5	29.1	187.6	120.2	1.3	6,177.3	5,119.8	1,057.5
<b>Closed Block Segment</b>	<b>15,664.9</b>	<b>77.6</b>	<b>11,060.2</b>	<b>555.5</b>	<b>50.1</b>	<b>27,280.6</b>	<b>6,806.3</b>	<b>20,474.3</b>
<b>Subtotal</b>	<b>\$ 20,168.3</b>	<b>100.0%</b>	<b>\$ 21,248.8</b>	<b>\$ 1,900.2</b>	<b>100.0%</b>	<b>43,317.3</b>	<b>7,221.4</b>	<b>36,095.9</b>
<b>Adjustment Related to Unrealized Investment Gains and Losses</b>						3,220.3	261.4	2,958.9
<b>Consolidated</b>						<b>\$ 46,537.6</b>	<b>\$ 7,482.8</b>	<b>\$ 39,054.8</b>

**Unum Group Investments**

	3/31/2019		3/31/2019		12/31/2018
<b>Fixed Maturity Securities (Fair Value)</b>					
Public	\$ 29,019.4	64.8%	<b>Selected Statistics</b>		
Asset-Backed Securities	47.4	0.1	Earned Book Yield	4.94%	5.15%
Residential Mortgage-Backed Securities	1,426.5	3.2	Average Duration (in years)	7.65	7.64
Commercial Mortgage-Backed Securities	82.2	0.2			
Private Placements	5,540.5	12.3			
High Yield	3,232.5	7.2			
Government Securities	2,853.5	6.4			
Municipal Securities (1)	2,540.4	5.7			
Redeemable Preferred Stocks	40.2	0.1			
<b>Total</b>	<b>\$ 44,782.6</b>	<b>100.0%</b>			

	Amortized Cost	Fair Value			
<b>Quality Ratings of Fixed Maturity Securities</b>			<b>Schedule BA and Non-Current</b>		
Aaa	8.2%	8.1%	Total Non-Current Investments	\$ 32.6	\$ 36.0
Aa	7.4	8.0	Total Schedule BA Assets	\$ 577.3	\$ 575.3
A	26.6	27.8			
Baa	49.8	48.9			
Below Baa	8.0	7.2			
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>			

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

**Unum Group Investments at March 31, 2019**

**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	\$ 3,029.8	\$ 185.1	\$ 606.6	\$ 23.7	\$ 2,423.2	\$ 208.8
Capital Goods	4,317.1	364.9	775.2	28.6	3,541.9	393.5
Communications	2,941.8	337.2	398.2	20.9	2,543.6	358.1
Consumer Cyclical	1,551.7	113.4	255.5	9.1	1,296.2	122.5
Consumer Non-Cyclical	6,646.8	494.0	1,559.5	89.7	5,087.3	583.7
Energy	4,698.5	492.2	528.4	38.4	4,170.1	530.6
Financial Institutions	3,258.8	251.7	361.2	7.7	2,897.6	259.4
Mortgage/Asset-Backed	1,556.1	82.5	185.4	2.0	1,370.7	84.5
Sovereigns	1,007.7	185.6	54.7	3.0	953.0	188.6
Technology	1,774.5	69.5	272.4	10.0	1,502.1	79.5
Transportation	2,159.1	208.4	328.0	9.9	1,831.1	218.3
U.S. Government Agencies and Municipalities	4,386.2	521.0	236.9	4.3	4,149.3	525.3
Public Utilities	7,454.5	1,002.9	501.1	24.5	6,953.4	1,027.4
<b>Total</b>	<b>\$ 44,782.6</b>	<b>\$ 4,308.4</b>	<b>\$ 6,063.1</b>	<b>\$ 271.8</b>	<b>\$ 38,719.5</b>	<b>\$ 4,580.2</b>

**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	\$ 102.9	\$ 3.0	\$ 78.1	\$ 1.0
91 through 180 days	174.9	5.0	130.0	2.1
181 through 270 days	167.3	7.4	153.4	3.8
271 days to 1 year	596.5	24.0	51.7	1.3
Greater than 1 year	3,722.3	135.9	886.0	88.3
<b>Total</b>	<b>\$ 4,763.9</b>	<b>\$ 175.3</b>	<b>\$ 1,299.2</b>	<b>\$ 96.5</b>

## Appendix to Statistical Supplement

### 2019 Significant Item

- In February 2016, the Financial Accounting Standards Board (FASB) issued an update that changed the accounting and disclosure requirements for leases. These changes include the requirement for lessees to report most leases on their balance sheets, regardless of whether the lease is classified as a finance lease or an operating lease. For lessees, the initial lease liability is equal to the present value of lease payments and a corresponding asset, adjusted for certain items, is also recorded. The expense recognition for lessees remained similar to previous accounting requirements for capital and operating leases. We adopted this update effective January 1, 2019 using a modified retrospective approach through a cumulative-effect adjustment as of January 1, 2019 which resulted in a decrease to retained earnings of \$3.4 million, an increase to other assets of \$117.7 million, a decrease in deferred income tax of \$0.4 million, an increase to other liabilities of \$122.0 million, and a decrease to income tax payable of \$1.3 million.

### 2018 Significant Items

- In October 2018, we acquired 100 percent of the shares and voting interests in Unum Poland, a financial protection benefits provider in Poland. This acquisition will expand our European presence, which we believe to be an attractive market for financial protection benefits. 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 2018.
- Third quarter of 2018 reserve increase of \$750.8 million before tax and \$593.1 million after tax related to long-term care.
- In January 2016, the 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.

## 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; and
- Book value per common share, which is calculated excluding AOCI.

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. We exclude these items as we believe them to be infrequent or unusual in nature, 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
	2019	2018			2017				
<b>Total Revenue</b>	\$ 2,987.6	\$ 2,880.8	\$ 2,927.8	\$ 2,890.3	\$ 2,899.6	\$ 2,839.2	\$ 2,819.1	\$ 2,822.0	\$ 2,806.5
Excluding:									
Net Realized Investment Gain (Loss)	1.1	(41.4)	6.7	(2.6)	(2.2)	11.4	9.8	8.1	11.0
<b>Adjusted Operating Revenue</b>	<u>\$ 2,986.5</u>	<u>\$ 2,922.2</u>	<u>\$ 2,921.1</u>	<u>\$ 2,892.9</u>	<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>

**Reconciliation of Non-GAAP Financial Measures - Continued**

	After-Tax Adjusted Operating Income (Loss)	Average Allocated Equity <sup>(1)</sup>	Annualized Adjusted Operating Return On Equity
<b>Three Months Ended March 31, 2019</b>			
Unum US	\$ 199.6	\$ 4,522.6	17.6%
Unum International	24.7	751.0	13.2%
Colonial Life	67.4	1,546.2	17.4%
Core Operating Segments	291.7	6,819.8	17.1%
Closed Block	23.7	3,655.4	
Corporate	(35.1)	(1,719.8)	
<b>Total</b>	<b>\$ 280.3</b>	<b>\$ 8,755.4</b>	<b>12.8%</b>
<b>Three Months Ended March 31, 2018</b>			
Unum US	\$ 193.2	\$ 4,325.4	17.9%
Unum International	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)	
<b>Total</b>	<b>\$ 275.1</b>	<b>\$ 8,784.6</b>	<b>12.5%</b>

<sup>(1)</sup> Excludes net unrealized gain (loss) on securities and net gain on hedges and is calculated using the stockholders' equity balances presented on page 16.5. Due to the implementation of a FASB update for which the beginning balances of 2019 and 2018 for certain stockholders' equity line items were adjusted, we are computing the average allocated equity for 2019 and 2018 using internally allocated equity that reflects the adjusted beginning balance at January 1, 2019 and January 1, 2018, respectively. As a result, average equity for the three months ended March 31, 2019, and March 31, 2018 for certain of our segments will not compute using the historical allocated equity at December 31, 2018 and December 31, 2017, respectively.

**Reconciliation of Non-GAAP Financial Measures - Continued**

	After-Tax Adjusted Operating Income (Loss)	Average Allocated Equity <sup>(2)</sup>	Adjusted Operating Return On Equity
<b>Year Ended December 31, 2018</b>			
Unum US	\$ 803.4	\$ 4,368.2	18.4%
Unum International	93.1	694.4	13.4%
Colonial Life	265.1	1,475.6	18.0%
Core Operating Segments	1,161.6	6,538.2	17.8%
Closed Block	117.0	3,512.5	
Corporate	(133.6)	(1,359.1)	
<b>Total</b>	<b>\$ 1,145.0</b>	<b>\$ 8,691.6</b>	<b>13.2%</b>
<b>Year Ended December 31, 2017</b>			
Unum US	\$ 656.2	\$ 4,130.2	15.9%
Unum International	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)	
<b>Total</b>	<b>\$ 976.2</b>	<b>\$ 8,442.4</b>	<b>11.6%</b>

<sup>(2)</sup> Excludes net unrealized gain (loss) on securities and net gain on hedges and is calculated using the stockholders' equity balances presented on page 16.5. Due to the implementation of a FASB 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 year ended December 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**

Average allocated equity is computed as follows:

	3/31/2019	12/31/2018	3/31/2018	12/31/2017	12/31/2016
<b>Total Stockholders' Equity</b>	\$ 9,060.5	\$ 8,621.8	\$ 9,499.5	\$ 9,574.9	\$ 8,968.0
Excluding:					
Net Unrealized Gain (Loss) on Securities	(0.1)	(312.4)	356.1	607.8	440.6
Net Gain on Hedges	230.1	250.6	273.5	282.3	327.5
<b>Total Adjusted Stockholders' Equity</b>	<u>\$ 8,830.5</u>	<u>\$ 8,683.6</u>	<u>\$ 8,869.9</u>	<u>\$ 8,684.8</u>	<u>\$ 8,199.9</u>

	Three Months Ended 3/31/2019	Twelve Months Ended 12/31/2018	Three Months Ended 3/31/2018	Twelve Months Ended 12/31/2017
Average Stockholders' Equity Excluding Net Unrealized Gain (Loss) on Securities and Net Gain on Hedges	\$ 8,755.4	\$ 8,691.6	\$ 8,784.6	\$ 8,442.4

	Three Months Ended March 31			
	2019		2018	
	(in millions)	per share *	(in millions)	per share *
<b>Net Income</b>	\$ 280.9	\$ 1.31	\$ 273.5	\$ 1.23
Excluding:				
Net Realized Investment Gain (Loss) (net of tax expense (benefit) of \$0.5; \$(0.6))	0.6	—	(1.6)	(0.01)
<b>After-tax Adjusted Operating Income</b>	<u>\$ 280.3</u>	<u>\$ 1.31</u>	<u>\$ 275.1</u>	<u>\$ 1.24</u>

	Year Ended December 31			
	2018		2017	
	(in millions)	per share *	(in millions)	per share *
<b>Net Income</b>	\$ 523.4	\$ 2.38	\$ 994.2	\$ 4.37
Excluding:				
Net Realized Investment Gain (Loss) (net of tax expense (benefit) of \$(11.0); \$15.0)	(28.5)	(0.12)	25.3	0.11
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
Long-term Care Reserve Increase (net of tax benefit of \$157.7; \$-)	(593.1)	(2.70)	—	—
<b>After-tax Adjusted Operating Income</b>	<u>1,145.0</u>	<u>5.20</u>	<u>976.2</u>	<u>4.29</u>

\* Assuming Dilution

**Reconciliation of Non-GAAP Financial Measures - Continued**

	March 31		December 31	
	2019	2018	2018	2017
<b>Debt</b>	\$ 2,958.7	\$ 2,921.9	\$ 2,971.3	\$ 2,938.3
Including:				
Lease Liability	122.1	—	—	—
Excluding:				
Non-recourse Debt	122.3	181.3	137.1	196.0
<b>Adjusted Debt and Lease Liability</b>	<u>\$ 2,958.5</u>	<u>\$ 2,740.6</u>	<u>\$ 2,834.2</u>	<u>\$ 2,742.3</u>
<b>Total Stockholders' Equity</b>	\$ 9,060.5	\$ 9,499.5	\$ 8,621.8	\$ 9,574.9
Excluding:				
Net Unrealized Gain (Loss) on Securities and Net Gain on Hedges	230.0	629.6	(61.8)	890.1
Northwind Capital	963.2	928.3	953.1	912.2
Equity, As Adjusted	7,867.3	7,941.6	7,730.5	7,772.6
Debt, As Adjusted and Lease Liability	2,958.5	2,740.6	2,834.2	2,742.3
<b>Total Adjusted Capital</b>	<u>\$ 10,825.8</u>	<u>\$ 10,682.2</u>	<u>\$ 10,564.7</u>	<u>\$ 10,514.9</u>
<b>Leverage Ratio<sup>(3)</sup></b>	27.3%	25.7%	26.8%	26.1%

<sup>(3)</sup> In connection with our January 1, 2019 adoption of the accounting update for leases, we have included the lease liability in the calculation of our leverage ratio on a prospective basis.