

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): July 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 and 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.

Securities registered pursuant to Section 12(b) of the Act:

<u>Title of each class</u>	<u>Trading Symbol</u>	<u>Name of each exchange on which registered</u>
Common stock, \$0.10 par value	UNM	New York Stock Exchange
6.250% Junior Subordinated Notes due 2058	UNMA	New York Stock Exchange

CHATTANOOGA, Tenn. (July 30, 2019) - Unum Group (NYSE: UNM) today reported net income of \$281.2 million (\$1.33 per diluted common share) for the second quarter of 2019, compared to net income of \$285.5 million (\$1.29 per diluted common share) for the second 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 \$286.9 million (\$1.36 per diluted common share) in the second quarter of 2019, compared to \$287.6 million (\$1.30 per diluted common share) in the second quarter of 2018.

"We are very pleased with our financial results for the second quarter and the strong premium growth we are generating in our core business segments," said Richard P. McKenney, president and chief executive officer. "We are continuing to make strong progress as we execute on our strategic priorities and deliver on our purpose to provide essential financial protection to millions of workers and families."

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



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 \$254.3 million in the second quarter of 2019, an increase of 1.3 percent from \$251.1 million in the second quarter of 2018. Premium income for the segment increased 6.2 percent to \$1,504.5 million in the second quarter of 2019, compared to premium income of \$1,416.3 million in the second quarter of 2018. Net investment income for the segment declined 6.3 percent to \$184.1 million in the second quarter of 2019, compared to \$196.5 million in the second quarter of 2018.

Within the Unum US operating segment, the group disability line of business reported a 2.5 percent increase in adjusted operating income to \$83.6 million in the second quarter of 2019, compared to \$81.6 million in the second quarter of 2018. Premium income in group disability increased 6.0 percent to \$644.8 million in the second quarter of 2019, compared to \$608.4 million in the second quarter of 2018, with prior period sales growth in both product lines and improved persistency in the group short-term disability product line. Net investment income declined by 9.2 percent to \$98.9 million in the second quarter of 2019, compared to \$108.9 million in the second quarter of 2018, due to a decline in yield on invested assets, lower miscellaneous investment income, and a decrease in the level of invested assets. The benefit ratio for the second quarter of 2019 was 74.7 percent, compared to 76.2 percent in the second quarter of 2018, due primarily to favorable claim recovery experience in the group long-term disability product line, partially offset by higher paid claim volumes in the group short-term disability product line. Group long-term disability sales were \$48.7 million in the second quarter of 2019, an increase of 18.8 percent from \$41.0 million in the second quarter of 2018. Group short-term disability sales were \$36.6 million in the second quarter of 2019, an increase of 55.1 percent from \$23.6 million in the second quarter of 2018. Persistency in the group long-term disability line of business was 90.5 percent for the first half of 2019, compared to 90.6 percent for the first half of 2018. Persistency in the group short-term disability line of business was 90.3 percent for the first half of 2019, compared to 87.7 percent for the first half of 2018.

The group life and accidental death and dismemberment line of business reported adjusted operating income of \$62.7 million in the second quarter of 2019, a decrease of 6.7 percent from \$67.2 million in the second quarter of 2018. Premium income for this line of business increased 7.4 percent to \$461.7 million in the second quarter of 2019, compared to \$429.7 million in the second quarter of 2018, primarily due to prior period sales growth and favorable persistency. Net investment income declined 0.7 percent to \$27.0 million in the second quarter of 2019, compared to \$27.2 million in the second 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 second quarter of 2019 was 72.9 percent, compared to 70.3 percent in the second quarter of 2018, driven primarily by a higher average claim size. Sales of group life and accidental death and dismemberment products declined 1.3 percent in the second quarter of 2019 to \$53.8 million, compared to \$54.5 million in the second quarter of 2018. Persistency in the group life line of business was 91.2 percent for the first half of 2019, compared to 90.9 percent for the first half of 2018. Persistency in the accidental death and dismemberment line of business was 90.1 percent for the first half of 2019, compared to 89.2 percent for the first half of 2018.

The supplemental and voluntary line of business reported an increase of 5.6 percent in adjusted operating income to \$108.0 million in the second quarter of 2019, compared to \$102.3 million in the second quarter of 2018. Premium income for supplemental and voluntary increased 5.2 percent to \$398.0 million in the second quarter of 2019, compared to \$378.2 million in the second quarter of 2018. This increase was primarily driven by higher sales in the voluntary benefits and dental and vision product lines. Net investment income decreased 3.6 percent to \$58.2 million in the second quarter of 2019, compared to \$60.4 million in the second quarter of 2018, 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 53.5 percent for the second quarter of 2019, compared to 50.0 percent for the second quarter of 2018, due primarily to unfavorable claims activity and less favorable mortality experience. The benefit ratio for voluntary benefits was 42.5 percent in the second quarter of 2019, compared to 43.3 percent for the second quarter of 2018, with favorable claims experience in our disability and hospital indemnity products. The benefit ratio for dental and vision was 71.6 percent for the second quarter of 2019, compared to 69.4 percent for the second quarter of 2018, due to a higher average claims size. Relative to the second quarter of 2018, sales in the individual disability line of business declined 23.8 percent in the second quarter of 2019 to \$14.4 million. Sales in the voluntary benefits line of business increased 12.7 percent in the second quarter of 2019 to \$54.0 million. Sales in the dental and vision product line totaled \$14.2 million for the second quarter of 2019, an increase of 20.3 percent compared to the second quarter of 2018. Persistency in the individual disability product line was 90.3 percent for the first half of 2019, compared to 90.5 percent for the first half of 2018. Persistency in the voluntary benefits product line was 72.7 percent for the first half of 2019, compared to 76.4 percent for the first half of 2018. Persistency in the dental and vision product line was 84.7 percent for the first half of 2019, compared to 85.2 percent for the first half of 2018.

Unum International

The Unum International segment reported adjusted operating income of \$30.7 million in the second quarter of 2019, an increase of 11.2 percent from \$27.6 million in the second quarter of 2018.

Premium income increased 14.2 percent to 158.6 million in the second quarter of 2019, compared to \$138.9 million in the second quarter of 2018. Net investment income was \$44.8 million in the second quarter of 2019, compared to \$32.1 million in the second quarter of 2018.



Sales increased by 4.9 percent to \$29.7 million in the second quarter of 2019, compared to \$28.3 million in the second quarter of 2018.

The Unum UK line of business reported adjusted operating income, in local currency, of £22.7 million in the second quarter of 2019, an increase of 11.3 percent from £20.4 million in the second quarter of 2018. Premium income was £109.6 million in the second quarter of 2019, an increase of 7.3 percent from £102.1 million in the second quarter of 2018, driven by higher overall persistency, sales growth, and the impact of premium rate increases in the group long-term disability product line. Net investment income was £33.5 million in the second quarter of 2019, an increase of 42.6 percent from £23.5 million in the second quarter of 2018, due to higher miscellaneous investment income, resulting from a higher than normal level of bond calls, and a higher level of invested assets, partially offset by a lower yield on fixed-rate bonds. Investment income also increased 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. The benefit ratio in the second quarter of 2019 was 85.6 percent, compared to 76.7 percent in the second quarter of 2018, due to unfavorable mortality experience and a reduction in the claim reserve discount rate to recognize the impact on future portfolio yields from the higher than normal level of bond calls. Sales increased by 0.5 percent to £20.7 million in the second quarter of 2019 compared to £20.6 million in the second quarter of 2018. Persistency in the group long-term disability line of business was 89.5 percent in the first half of 2019, compared to 86.9 percent in the first half of 2018. Persistency in the group life line of business was 88.4 percent in the first half of 2019, compared to 84.1 percent in the first half of 2018. Persistency in the supplemental line of business was 92.2 percent in the first half of 2019, compared to 92.3 percent in the first half of 2018.

Colonial Life Segment

Colonial Life reported a 0.2 percent decrease in adjusted operating income to \$84.4 million in the second quarter of 2019, compared to \$84.6 million in the second quarter of 2018. Premium income for the second quarter of 2019 increased 6.4 percent to \$420.9 million, compared to \$395.4 million in the second quarter of 2018, primarily driven by growth in the in-force block resulting from prior period sales growth, which includes the expansion of our dental and vision products, partially offset by a lower level of persistency. Net investment income totaled \$37.2 million the second quarter of 2019, compared to \$40.2 million in the second quarter of 2018, primarily driven by lower miscellaneous investment income and a lower yield on invested assets, partially offset by an increase in the level of invested assets. The benefit ratio in the second quarter of 2019 was 51.4 percent, compared to 51.0 percent in the second quarter of 2018, due primarily to higher claims incidence in our cancer and critical illness line of business, partially offset by lower claims incidence in our life line of business.

Sales decreased 4.2 percent to \$126.9 million in the second quarter of 2019 from \$132.4 million in the second quarter of 2018. Persistency in Colonial Life was 77.1 percent for the first half of 2019, compared to 78.1 percent for the first half of 2018.



Closed Block Segment

The Closed Block segment reported adjusted operating income of \$33.7 million in the second quarter of 2019, compared to \$29.6 million in the second quarter of 2018.

Premium income for this segment declined 4.2 percent in the second quarter of 2019 compared to the second quarter of 2018, primarily due to policy terminations and maturities, partially offset by premium rate increases on certain in-force business in our long-term care line of business. Net investment income increased 2.6 percent to \$354.5 million in the second quarter of 2019, compared to \$345.6 million in the second quarter of 2018, primarily driven by an increase in the level of invested assets, partially offset by lower miscellaneous investment income. The interest adjusted loss ratio for the individual disability line of business was 81.3 percent in the second quarter of 2019, compared to 82.9 percent in the second quarter of 2018, due to a reduction in the claim reserve discount rate to recognize the impact on future portfolio yields resulting from an increased level of miscellaneous investment income in the second quarter of 2018, partially offset by higher claims incidence in the second quarter of 2019. The interest adjusted loss ratio for the long-term care line of business was 87.4 percent in the second quarter of 2019 and was not comparable to the interest adjusted loss ratio of 96.9 percent in the second 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 86.7 percent.

Corporate Segment

The Corporate segment reported an adjusted operating loss of \$43.8 million for the second quarter of 2019, compared to an adjusted operating loss of \$35.5 million for the second quarter of 2018.

OTHER INFORMATION

Shares Outstanding

The Company's weighted average number of shares outstanding, assuming dilution, was 211.1 million for the second quarter of 2019, compared to 221.1 million for the second quarter of 2018. Shares outstanding totaled 209.6 million at June 30, 2019. During the second quarter of 2019, the Company repurchased approximately 2.9 million shares at a cost of approximately \$100 million.

Capital Management

At June 30, 2019, the weighted average risk-based capital ratio for the Company's traditional U.S. insurance companies was approximately 365 percent, and cash and marketable securities in the holding companies equaled \$977 million.

Book Value

Book value per common share as of June 30, 2019 was \$45.11, compared to \$43.20 at June 30, 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, July 31, at 9:00 a.m. (Eastern Time) to discuss the results of operations for the second 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 (888) 394-8218 for U.S. and Canada (pass code 8531320). For international, the dial-in number is (323) 794-2590 (pass code 8531320). 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 webcast on its website. A replay of the call will also be available through August 7 by dialing (888) 203-1112 (U.S. and Canada) or (719) 457-0820 (International) - pass code 8531320.

In conjunction with today's earnings announcement, the Company's Statistical Supplement for the second quarter of 2019 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) 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 systems 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 and our subsequently filed quarterly reports on Form 10-Q. 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 June 30		Six Months Ended June 30	
	2019	2018	2019	2018
Revenue				
Premium Income	\$ 2,343.1	\$ 2,221.0	\$ 4,681.8	\$ 4,471.0
Net Investment Income	624.9	623.6	1,219.6	1,225.9
Net Realized Investment Loss	(7.3)	(2.6)	(6.2)	(4.8)
Other Income	56.0	48.3	109.1	97.8
Total Revenue	3,016.7	2,890.3	6,004.3	5,789.9
Benefits and Expenses				
Benefits and Change in Reserves for Future Benefits	1,902.6	1,804.1	3,743.4	3,612.0
Commissions	284.4	273.5	574.5	555.8
Interest and Debt Expense	42.6	42.4	84.7	82.6
Deferral of Acquisition Costs	(170.3)	(165.7)	(344.0)	(335.0)
Amortization of Deferred Acquisition Costs	151.6	140.2	322.2	291.7
Other Expenses	453.8	441.0	918.2	886.9
Total Benefits and Expenses	2,664.7	2,535.5	5,299.0	5,094.0
Income Before Income Tax	352.0	354.8	705.3	695.9
Income Tax	70.8	69.3	143.2	136.9
Net Income	\$ 281.2	\$ 285.5	\$ 562.1	\$ 559.0
PER SHARE INFORMATION				
Net Income Per Common Share				
Basic	\$ 1.33	\$ 1.29	\$ 2.64	\$ 2.53
Assuming Dilution	\$ 1.33	\$ 1.29	\$ 2.64	\$ 2.52
Weighted Average Common Shares - Basic (000s)	211,068.7	220,776.7	212,672.8	221,335.7
Weighted Average Common Shares - Assuming Dilution (000s)	211,112.6	221,062.7	212,761.1	221,820.2
Outstanding Shares - (000s)			209,575.2	218,681.9



Reconciliation of Non-GAAP Financial Measures

	Three Months Ended June 30			
	2019		2018	
	(in millions)	per share *	(in millions)	per share *
Net Income	\$ 281.2	\$ 1.33	\$ 285.5	\$ 1.29
Excluding:				
Net Realized Investment Loss (net of tax benefit of \$1.6; \$0.5)	(5.7)	(0.03)	(2.1)	(0.01)
After-tax Adjusted Operating Income	\$ 286.9	\$ 1.36	\$ 287.6	\$ 1.30

* Assuming Dilution

	June 30			
	2019		2018	
	(in millions)	per share	(in millions)	per share
Total Stockholders' Equity (Book Value)	\$ 9,453.1	\$ 45.11	\$ 9,446.4	\$ 43.20
Excluding:				
Net Unrealized Gain on Securities	286.9	1.37	224.5	1.03
Net Gain on Hedges	218.0	1.04	266.8	1.22
Subtotal	8,948.2	42.70	8,955.1	40.95
Excluding:				
Foreign Currency Translation Adjustment	(307.6)	(1.46)	(268.8)	(1.23)
Subtotal	9,255.8	44.16	9,223.9	42.18
Excluding:				
Unrecognized Pension and Postretirement Benefit Costs	(439.8)	(2.10)	(498.7)	(2.28)
Total Stockholders' Equity, Excluding Accumulated Other Comprehensive Loss	\$ 9,695.6	\$ 46.26	\$ 9,722.6	\$ 44.46

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)

Second Quarter 2019

Statistical Supplement



Unum Group
Statistical Supplement Second Quarter 2019

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(in millions of dollars, except share data and where noted)
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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		Six Months Ended		Year Ended	
	6/30/2019	6/30/2018	6/30/2019	6/30/2018	12/31/2018	12/31/2017
Consolidated U.S. GAAP Results⁽¹⁾						
Premium Income	\$ 2,343.1	\$ 2,221.0	\$ 4,681.8	\$ 4,471.0	\$ 8,986.1	\$ 8,597.1
Adjusted Operating Revenue	\$ 3,024.0	\$ 2,892.9	\$ 6,010.5	\$ 5,794.7	\$ 11,638.0	\$ 11,246.5
Net Realized Investment Gain (Loss)	(7.3)	(2.6)	(6.2)	(4.8)	(39.5)	40.3
Revenue	\$ 3,016.7	\$ 2,890.3	\$ 6,004.3	\$ 5,789.9	\$ 11,598.5	\$ 11,286.8
Net Income	\$ 281.2	\$ 285.5	\$ 562.1	\$ 559.0	\$ 523.4	\$ 994.2
Net Income Per Common Share:						
Basic	\$ 1.33	\$ 1.29	\$ 2.64	\$ 2.53	\$ 2.38	\$ 4.39
Assuming Dilution	\$ 1.33	\$ 1.29	\$ 2.64	\$ 2.52	\$ 2.38	\$ 4.37
Assets			\$ 65,843.7	\$ 62,366.6	\$ 61,875.6	\$ 64,013.1
Stockholders' Equity			\$ 9,453.1	\$ 9,446.4	\$ 8,621.8	\$ 9,574.9
Adjusted Operating Return on Equity						
Unum US	17.7%	18.2%	17.6%	18.5%	18.4%	15.9%
Unum International	13.8%	14.1%	13.6%	14.6%	13.4%	15.2%
Colonial Life	17.4%	17.7%	17.4%	18.2%	18.0%	16.2%
Core Operating Segments	17.2%	17.7%	17.1%	18.0%	17.8%	15.9%
Consolidated	12.9%	12.9%	12.9%	12.7%	13.2%	11.6%
Traditional U.S. Life Insurance Companies' Statutory Results⁽²⁾						
Net Gain from Operations, After Tax	\$ 278.0	\$ 249.4	\$ 501.1	\$ 491.4	\$ 959.8	\$ 812.4
Net Realized Investment Gain (Loss), After Tax	(12.1)	2.6	(16.8)	1.1	(6.8)	(5.0)
Net Income	\$ 265.9	\$ 252.0	\$ 484.3	\$ 492.5	\$ 953.0	\$ 807.4
Capital and Surplus			\$ 3,600.0	\$ 3,496.1	\$ 3,572.7	\$ 3,448.3
Weighted Average Risk-based Capital Ratio			~ 365%	~ 385%	~ 370%	~ 390%

⁽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

	6/30/2019		6/30/2018		12/31/2018		12/31/2017	
	(in millions)	per share	(in millions)	per share	(in millions)	per share	(in millions)	per share
Total Stockholders' Equity (Book Value)	\$ 9,453.1	\$ 45.11	\$ 9,446.4	\$ 43.20	\$ 8,621.8	\$ 40.19	\$ 9,574.9	\$ 43.02
Excluding:								
Net Unrealized Gain (Loss) on Securities	286.9	1.37	224.5	1.03	(312.4)	(1.46)	607.8	2.73
Net Gain on Hedges	218.0	1.04	266.8	1.22	250.6	1.17	282.3	1.27
Subtotal	8,948.2	42.70	8,955.1	40.95	8,683.6	40.48	8,684.8	39.02
Excluding:								
Foreign Currency Translation Adjustment	(307.6)	(1.46)	(268.8)	(1.23)	(305.2)	(1.42)	(254.5)	(1.15)
Subtotal	9,255.8	44.16	9,223.9	42.18	8,988.8	41.90	8,939.3	40.17
Excluding:								
Unrecognized Pension and Postretirement Benefit Costs	(439.8)	(2.10)	(498.7)	(2.28)	(447.2)	(2.08)	(508.1)	(2.28)
Total Stockholders' Equity, Excluding Accumulated Other Comprehensive Income (Loss)	<u>\$ 9,695.6</u>	<u>\$ 46.26</u>	<u>\$ 9,722.6</u>	<u>\$ 44.46</u>	<u>\$ 9,436.0</u>	<u>\$ 43.98</u>	<u>\$ 9,447.4</u>	<u>\$ 42.45</u>
Dividends Paid	\$ 112.9	\$ 0.52	\$ 103.3	\$ 0.46	\$ 217.0	\$ 0.98	\$ 196.0	\$ 0.86

	Three Months Ended		Six Months Ended		Year Ended	
	6/30/2019	6/30/2018	6/30/2019	6/30/2018	12/31/2018	12/31/2017
Shares Repurchased (millions)	2.9	2.5	5.6	4.4	8.7	8.2
Cost of Shares Repurchased (millions) ⁽¹⁾	\$ 100.2	\$ 100.1	\$ 200.2	\$ 200.3	\$ 350.7	\$ 400.4
Price (UNM closing price on last trading day of period)			\$ 33.55	\$ 36.99	\$ 29.38	\$ 54.89
Leverage Ratio			29.6%	27.4%	26.8%	26.1%
Holding Company Cash and Marketable Securities			\$ 977	\$ 1,160	\$ 602	\$ 864

⁽¹⁾ Includes commissions of \$0.2 million for the three months ended June 30, 2019 and a de minimis amount for the three months ended June 30, 2018. For the six months ended June 30, 2019 and 2018, each of these amounts included commissions of \$0.2 million. For the years ended December 31, 2018 and 2017, these amounts included commissions of \$0.7 million and \$0.3 million, respectively.

Unum Group Ratings

	AM Best	Fitch	Moody's	S&P
Outlook	Stable	Negative	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		Six Months Ended		Year Ended	
	6/30/2019	6/30/2018	6/30/2019	6/30/2018	12/31/2018	12/31/2017
Revenue						
Premium Income	\$ 2,343.1	\$ 2,221.0	\$ 4,681.8	\$ 4,471.0	\$ 8,986.1	\$ 8,597.1
Net Investment Income	624.9	623.6	1,219.6	1,225.9	2,453.7	2,451.7
Net Realized Investment Gain (Loss)	(7.3)	(2.6)	(6.2)	(4.8)	(39.5)	40.3
Other Income	56.0	48.3	109.1	97.8	198.2	197.7
Total Revenue	3,016.7	2,890.3	6,004.3	5,789.9	11,598.5	11,286.8
Benefits and Expenses						
Benefits and Change in Reserves for Future Benefits	1,902.6	1,804.1	3,743.4	3,612.0	8,020.4	7,055.7
Commissions	284.4	273.5	574.5	555.8	1,108.4	1,060.8
Interest and Debt Expense - Non-recourse Debt	1.4	1.7	3.0	3.4	6.9	6.7
Interest and Debt Expense - All Other Debt	41.2	40.7	81.7	79.2	160.4	153.2
Deferral of Acquisition Costs	(170.3)	(165.7)	(344.0)	(335.0)	(668.0)	(628.0)
Amortization of Deferred Acquisition Costs	151.6	140.2	322.2	291.7	565.5	527.1
Other Expenses	453.8	441.0	918.2	886.9	1,777.1	1,707.3
Total Benefits and Expenses	2,664.7	2,535.5	5,299.0	5,094.0	10,970.7	9,882.8
Income Before Income Tax	352.0	354.8	705.3	695.9	627.8	1,404.0
Income Tax Expense	70.8	69.3	143.2	136.9	104.4	409.8
Net Income	\$ 281.2	\$ 285.5	\$ 562.1	\$ 559.0	\$ 523.4	\$ 994.2
Weighted Average Shares Outstanding						
Basic	211.1	220.8	212.7	221.3	219.6	226.5
Assuming Dilution	211.1	221.1	212.8	221.8	220.1	227.3
Actual Number of Shares Outstanding			209.6	218.7	214.6	222.5

Unum Group Sales Data for Unum US Segment

	Three Months Ended			Six Months Ended			Year Ended	
	6/30/2019	6/30/2018	% Change	6/30/2019	6/30/2018	% Change	12/31/2018	12/31/2017
Sales by Product								
Group Disability and Group Life and AD&D								
Group Long-term Disability	\$ 48.7	\$ 41.0	18.8 %	\$ 85.6	\$ 71.1	20.4 %	\$ 243.8	\$ 240.8
Group Short-term Disability	36.6	23.6	55.1	57.5	39.9	44.1	138.7	162.5
Group Life and AD&D	53.8	54.5	(1.3)	94.4	99.1	(4.7)	282.4	310.5
Subtotal	139.1	119.1	16.8	237.5	210.1	13.0	664.9	713.8
Supplemental and Voluntary								
Individual Disability	14.4	18.9	(23.8)	29.5	36.8	(19.8)	77.2	67.9
Voluntary Benefits	54.0	47.9	12.7	206.4	201.4	2.5	303.1	292.5
Dental and Vision	14.2	11.8	20.3	26.7	24.0	11.3	69.4	54.8
Subtotal	82.6	78.6	5.1	262.6	262.2	0.2	449.7	415.2
Total Sales	\$ 221.7	\$ 197.7	12.1	\$ 500.1	\$ 472.3	5.9	\$ 1,114.6	\$ 1,129.0
Sales by Market Sector								
Group Disability and Group Life and AD&D								
Core Market (< 2,000 employees)	\$ 83.6	\$ 80.9	3.3 %	\$ 132.3	\$ 135.8	(2.6)%	\$ 395.1	\$ 416.9
Large Case Market	55.5	38.2	45.3	105.2	74.3	41.6	269.8	296.9
Subtotal	139.1	119.1	16.8	237.5	210.1	13.0	664.9	713.8
Supplemental and Voluntary	82.6	78.6	5.1	262.6	262.2	0.2	449.7	415.2
Total Sales	\$ 221.7	\$ 197.7	12.1	\$ 500.1	\$ 472.3	5.9	\$ 1,114.6	\$ 1,129.0

Unum Group Sales Data for Unum International Segment

<i>(in millions of dollars)</i>	Three Months Ended			Six Months Ended			Year Ended	
	6/30/2019	6/30/2018	% Change	6/30/2019	6/30/2018	% Change	12/31/2018	12/31/2017
Sales by Product								
Group Long-term Disability	\$ 12.4	\$ 15.6	(20.5)%	\$ 20.6	\$ 23.4	(12.0)%	\$ 44.7	\$ 47.1
Group Life	6.8	5.7	19.3	12.9	10.2	26.5	21.5	24.4
Supplemental	10.5	7.0	50.0	18.8	11.8	59.3	20.8	14.4
Total Sales	<u>\$ 29.7</u>	<u>\$ 28.3</u>	4.9	<u>\$ 52.3</u>	<u>\$ 45.4</u>	15.2	<u>\$ 87.0</u>	<u>\$ 85.9</u>

Sales by Market Sector

Group Long-term Disability and Group Life								
Core Market (< 500 employees)	\$ 9.9	\$ 10.9	(9.2)%	\$ 18.4	\$ 18.5	(0.5)%	\$ 36.6	\$ 30.4
Large Case Market	9.3	10.4	(10.6)	15.1	15.1	—	29.6	41.1
Subtotal	19.2	21.3	(9.9)	33.5	33.6	(0.3)	66.2	71.5
Supplemental	10.5	7.0	50.0	18.8	11.8	59.3	20.8	14.4
Total Sales	<u>\$ 29.7</u>	<u>\$ 28.3</u>	4.9	<u>\$ 52.3</u>	<u>\$ 45.4</u>	15.2	<u>\$ 87.0</u>	<u>\$ 85.9</u>

(in millions of pounds)

Unum UK Sales by Product

Group Long-term Disability	£ 9.7	£ 11.4	(14.9)%	£ 15.9	£ 17.0	(6.5)%	£ 33.5	£ 36.6
Group Life	5.3	4.1	29.3	10.0	7.4	35.1	16.2	18.9
Supplemental	5.7	5.1	11.8	9.5	8.5	11.8	12.8	11.3
Total Sales	<u>£ 20.7</u>	<u>£ 20.6</u>	0.5	<u>£ 35.4</u>	<u>£ 32.9</u>	7.6	<u>£ 62.5</u>	<u>£ 66.8</u>

Unum UK Sales by Market Sector

Group Long-term Disability and Group Life								
Core Market (< 500 employees)	£ 7.8	£ 8.0	(2.5)%	£ 14.3	£ 13.4	6.7 %	£ 27.6	£ 23.6
Large Case Market	7.2	7.5	(4.0)	11.6	11.0	5.5	22.1	31.9
Subtotal	15.0	15.5	(3.2)	25.9	24.4	6.1	49.7	55.5
Supplemental	5.7	5.1	11.8	9.5	8.5	11.8	12.8	11.3
Total Sales	<u>£ 20.7</u>	<u>£ 20.6</u>	0.5	<u>£ 35.4</u>	<u>£ 32.9</u>	7.6	<u>£ 62.5</u>	<u>£ 66.8</u>

Unum Group Sales Data for Colonial Life Segment

	Three Months Ended			Six Months Ended			Year Ended	
	6/30/2019	6/30/2018	% Change	6/30/2019	6/30/2018	% Change	12/31/2018	12/31/2017
Sales by Product								
Accident, Sickness, and Disability	\$ 81.2	\$ 83.6	(2.9)%	\$ 153.4	\$ 150.0	2.3 %	\$ 355.0	\$ 323.2
Life	26.0	27.6	(5.8)	45.7	48.9	(6.5)	111.9	107.7
Cancer and Critical Illness	19.7	21.2	(7.1)	36.6	37.2	(1.6)	94.4	88.8
Total Sales	<u>\$ 126.9</u>	<u>\$ 132.4</u>	(4.2)	<u>\$ 235.7</u>	<u>\$ 236.1</u>	(0.2)	<u>\$ 561.3</u>	<u>\$ 519.7</u>
Sales by Market Sector								
Commercial								
Core Market (< 1,000 employees)	\$ 81.4	\$ 85.9	(5.2)%	\$ 152.8	\$ 153.8	(0.7)%	\$ 349.0	\$ 313.5
Large Case Market	20.0	20.2	(1.0)	34.3	35.9	(4.5)	95.5	90.9
Subtotal	101.4	106.1	(4.4)	187.1	189.7	(1.4)	444.5	404.4
Public Sector	25.5	26.3	(3.0)	48.6	46.4	4.7	116.8	115.3
Total Sales	<u>\$ 126.9</u>	<u>\$ 132.4</u>	(4.2)	<u>\$ 235.7</u>	<u>\$ 236.1</u>	(0.2)	<u>\$ 561.3</u>	<u>\$ 519.7</u>

Unum Group Consolidated Balance Sheets

	June 30 2019	December 31 2018
Assets		
Investments		
Fixed Maturity Securities	\$ 46,440.2	\$ 43,011.7
Mortgage Loans	2,218.9	2,295.0
Policy Loans	3,633.1	3,729.9
Other Long-term Investments	735.0	702.9
Short-term Investments	1,367.2	968.1
Total Investments	54,394.4	50,707.6
Other Assets		
Cash and Bank Deposits	60.8	94.0
Accounts and Premiums Receivable	1,716.4	1,615.5
Reinsurance Recoverable	4,752.8	4,662.4
Accrued Investment Income	803.2	690.6
Deferred Acquisition Costs	2,301.9	2,309.4
Goodwill	350.1	350.3
Property and Equipment	556.1	546.9
Deferred Income Tax	—	109.9
Other Assets	908.0	789.0
Total Assets	\$ 65,843.7	\$ 61,875.6

Unum Group Consolidated Balance Sheets - Continued

	June 30 2019	December 31 2018
Liabilities and Stockholders' Equity		
Liabilities		
Policy and Contract Benefits	\$ 1,751.4	\$ 1,695.7
Reserves for Future Policy and Contract Benefits	47,138.3	44,841.9
Unearned Premiums	448.3	363.3
Other Policyholders' Funds	1,597.0	1,594.8
Income Tax Payable	250.2	24.0
Deferred Income Tax	37.0	—
Long-term Debt - Non-recourse	107.6	137.1
Long-term Debt - All Other	3,233.6	2,834.2
Other Liabilities	1,827.2	1,762.8
Total Liabilities	56,390.6	53,253.8
Stockholders' Equity		
Common Stock	30.6	30.5
Additional Paid-in Capital	2,335.6	2,321.7
Accumulated Other Comprehensive Loss	(242.5)	(814.2)
Retained Earnings	10,308.9	9,863.1
Treasury Stock	(2,979.5)	(2,779.3)
Total Stockholders' Equity	9,453.1	8,621.8
Total Liabilities and Stockholders' Equity	\$ 65,843.7	\$ 61,875.6

Unum Group Deferred Acquisition Costs by Segment

	Unum US	Unum International	Colonial Life	Consolidated
Balances at December 31, 2017	\$ 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	5.1	—	18.4	23.5
Foreign Currency	—	(1.2)	—	(1.2)
Balances at December 31, 2018	1,239.4	20.0	1,050.0	2,309.4
Capitalization	171.0	6.6	166.4	344.0
Amortization	(186.5)	(3.6)	(132.1)	(322.2)
Adjustment Related to Unrealized Investment Gains and Losses	(5.6)	—	(23.5)	(29.1)
Foreign Currency	—	(0.2)	—	(0.2)
Balances at June 30, 2019	\$ 1,218.3	\$ 22.8	\$ 1,060.8	\$ 2,301.9

Unum Group Balance Sheets by Segment - June 30, 2019

	Unum US								
	Group Disability	Group Life and Accidental Death & Dismemberment	Supplemental and Voluntary	Total Unum US	Unum International	Colonial Life	Closed Block	Corporate	Consolidated
Assets									
Investments	\$ 8,232.5	\$ 2,500.7	\$ 5,018.1	\$ 15,751.3	\$ 3,608.4	\$ 3,229.2	\$ 30,260.4	\$ 1,545.1	\$ 54,394.4
Deferred Acquisition Costs	99.9	80.5	1,037.9	1,218.3	22.8	1,060.8	—	—	2,301.9
Goodwill	8.9	—	271.1	280.0	42.4	27.7	—	—	350.1
All Other	485.0	232.9	470.8	1,188.7	95.8	213.3	5,936.3	1,363.2	8,797.3
Total Assets	\$ 8,826.3	\$ 2,814.1	\$ 6,797.9	\$ 18,438.3	\$ 3,769.4	\$ 4,531.0	\$ 36,196.7	\$ 2,908.3	\$ 65,843.7
Liabilities									
Reserves and Policyholder Benefits	\$ 7,267.2	\$ 1,725.1	\$ 4,175.6	\$ 13,167.9	\$ 2,803.6	\$ 2,662.7	\$ 32,300.8	\$ —	\$ 50,935.0
Debt	—	—	—	—	—	—	107.6	3,233.6	3,341.2
All Other	124.4	14.1	381.8	520.3	142.3	220.4	(86.9)	1,318.3	2,114.4
Total Liabilities	7,391.6	1,739.2	4,557.4	13,688.2	2,945.9	2,883.1	32,321.5	4,551.9	56,390.6
Allocated Stockholders' Equity									
Other Allocated Stockholders' Equity	1,421.3	1,044.2	2,096.8	4,562.3	749.8	1,524.7	3,830.1	(1,718.7)	8,948.2
Net Unrealized Gain on Securities and Net Gain on Hedges	13.4	30.7	143.7	187.8	73.7	123.2	45.1	75.1	504.9
Total Allocated Stockholders' Equity	1,434.7	1,074.9	2,240.5	4,750.1	823.5	1,647.9	3,875.2	(1,643.6)	9,453.1
Total Liabilities and Allocated Stockholders' Equity	\$ 8,826.3	\$ 2,814.1	\$ 6,797.9	\$ 18,438.3	\$ 3,769.4	\$ 4,531.0	\$ 36,196.7	\$ 2,908.3	\$ 65,843.7

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

Unum US									
	Group Disability	Group Life and Accidental Death & Dismemberment	Supplemental and Voluntary	Total Unum US	Unum International	Colonial Life	Closed Block	Corporate	Consolidated
Assets									
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
Total Assets	\$ 8,456.2	\$ 2,694.0	\$ 6,360.7	\$ 17,510.9	\$ 3,426.8	\$ 4,237.9	\$ 34,527.6	\$ 2,172.4	\$ 61,875.6
Liabilities									
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
Total Liabilities	6,994.6	1,733.7	4,222.4	12,950.7	2,665.0	2,643.5	30,962.0	4,032.6	53,253.8
Allocated Stockholders' Equity									
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)
Total Allocated Stockholders' Equity	1,461.6	960.3	2,138.3	4,560.2	761.8	1,594.4	3,565.6	(1,860.2)	8,621.8
Total Liabilities and Allocated Stockholders' Equity	\$ 8,456.2	\$ 2,694.0	\$ 6,360.7	\$ 17,510.9	\$ 3,426.8	\$ 4,237.9	\$ 34,527.6	\$ 2,172.4	\$ 61,875.6

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 (loss) 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 (loss) before income tax, or net income (loss).

	Three Months Ended			Six Months Ended		
	6/30/2019	6/30/2018	% Change	6/30/2019	6/30/2018	% Change
Premium Income						
Unum US	\$ 1,504.5	\$ 1,416.3	6.2 %	\$ 3,006.4	\$ 2,855.1	5.3 %
Unum International	158.6	138.9	14.2	312.6	278.5	12.2
Colonial Life	420.9	395.4	6.4	840.2	793.7	5.9
Closed Block	259.1	270.4	(4.2)	522.6	543.7	(3.9)
	2,343.1	2,221.0	5.5	4,681.8	4,471.0	4.7
Net Investment Income						
Unum US	184.1	196.5	(6.3)	366.2	390.7	(6.3)
Unum International	44.8	32.1	39.6	69.6	59.7	16.6
Colonial Life	37.2	40.2	(7.5)	74.1	77.5	(4.4)
Closed Block	354.5	345.6	2.6	701.1	683.3	2.6
Corporate	4.3	9.2	(53.3)	8.6	14.7	(41.5)
	624.9	623.6	0.2	1,219.6	1,225.9	(0.5)
Other Income						
Unum US	36.8	28.8	27.8	71.3	57.8	23.4
Unum International	0.3	—	N.M.	0.3	—	N.M.
Colonial Life	0.7	0.3	133.3	1.3	0.6	116.7
Closed Block	16.5	18.9	(12.7)	34.5	37.9	(9.0)
Corporate	1.7	0.3	N.M.	1.7	1.5	13.3
	56.0	48.3	15.9	109.1	97.8	11.6
Total Adjusted Operating Revenue						
Unum US	1,725.4	1,641.6	5.1	3,443.9	3,303.6	4.2
Unum International	203.7	171.0	19.1	382.5	338.2	13.1
Colonial Life	458.8	435.9	5.3	915.6	871.8	5.0
Closed Block	630.1	634.9	(0.8)	1,258.2	1,264.9	(0.5)
Corporate	6.0	9.5	(36.8)	10.3	16.2	(36.4)
	\$ 3,024.0	\$ 2,892.9	4.5	\$ 6,010.5	\$ 5,794.7	3.7

Unum Group Financial Results by Segment - Continued

	Three Months Ended			Six Months Ended		
	6/30/2019	6/30/2018	% Change	6/30/2019	6/30/2018	% Change
Benefits and Expenses						
Unum US	\$ 1,471.1	\$ 1,390.5	5.8 %	\$ 2,937.3	\$ 2,808.6	4.6 %
Unum International	173.0	143.4	20.6	322.7	280.8	14.9
Colonial Life	374.4	351.3	6.6	746.0	706.2	5.6
Closed Block	596.4	605.3	(1.5)	1,193.5	1,206.4	(1.1)
Corporate	49.8	45.0	10.7	99.5	92.0	8.2
	<u>2,664.7</u>	<u>2,535.5</u>	5.1	<u>5,299.0</u>	<u>5,094.0</u>	4.0
Income (Loss) Before Income Tax and Net Realized Investment Loss						
Unum US	254.3	251.1	1.3	506.6	495.0	2.3
Unum International	30.7	27.6	11.2	59.8	57.4	4.2
Colonial Life	84.4	84.6	(0.2)	169.6	165.6	2.4
Closed Block	33.7	29.6	13.9	64.7	58.5	10.6
Corporate	(43.8)	(35.5)	(23.4)	(89.2)	(75.8)	(17.7)
	<u>359.3</u>	<u>357.4</u>	0.5	<u>711.5</u>	<u>700.7</u>	1.5
Income Tax						
	<u>72.4</u>	<u>69.8</u>	3.7	<u>144.3</u>	<u>138.0</u>	4.6
Income Before Net Realized Investment Loss						
	<u>286.9</u>	<u>287.6</u>	(0.2)	<u>567.2</u>	<u>562.7</u>	0.8
Net Realized Investment Loss (net of tax benefit of \$1.6; \$0.5; \$1.1; \$1.1)						
	(5.7)	(2.1)	171.4	(5.1)	(3.7)	37.8
Net Income						
	<u>\$ 281.2</u>	<u>\$ 285.5</u>	(1.5)	<u>\$ 562.1</u>	<u>\$ 559.0</u>	0.6

Unum Group Quarterly Historical Financial Results by Segment

	6/30/19	3/31/19	12/31/18	9/30/18	6/30/18	3/31/18	12/31/17	9/30/17	6/30/17
Premium Income									
Unum US	\$ 1,504.5	\$ 1,501.9	\$ 1,435.1	\$ 1,446.2	\$ 1,416.3	\$ 1,438.8	\$ 1,364.5	\$ 1,360.9	\$ 1,357.7
Unum International	158.6	154.0	152.3	138.0	138.9	139.6	133.4	131.5	126.8
Colonial Life	420.9	419.3	410.1	400.0	395.4	398.3	382.1	378.7	376.3
Closed Block	259.1	263.5	265.8	267.6	270.4	273.3	278.4	282.5	281.4
	<u>2,343.1</u>	<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>
Net Investment Income									
Unum US	184.1	182.1	187.7	200.3	196.5	194.2	202.1	201.0	205.6
Unum International	44.8	24.8	31.1	26.4	32.1	27.6	31.9	28.5	33.2
Colonial Life	37.2	36.9	37.0	36.7	40.2	37.3	37.1	36.0	36.7
Closed Block	354.5	346.6	345.8	348.0	345.6	337.7	341.5	337.2	340.0
Corporate	4.3	4.3	7.0	7.8	9.2	5.5	7.2	6.3	5.0
	<u>624.9</u>	<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>
Other Income									
Unum US	36.8	34.5	30.0	30.7	28.8	29.0	27.9	26.5	30.1
Unum International	0.3	—	0.4	—	—	—	0.1	0.6	—
Colonial Life	0.7	0.6	0.2	0.4	0.3	0.3	0.3	0.3	0.2
Closed Block	16.5	18.0	18.6	18.9	18.9	19.0	19.9	18.9	20.2
Corporate	1.7	—	1.1	0.1	0.3	1.2	1.4	0.4	0.7
	<u>56.0</u>	<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>
Total Adjusted Operating Revenue									
Unum US	1,725.4	1,718.5	1,652.8	1,677.2	1,641.6	1,662.0	1,594.5	1,588.4	1,593.4
Unum International	203.7	178.8	183.8	164.4	171.0	167.2	165.4	160.6	160.0
Colonial Life	458.8	456.8	447.3	437.1	435.9	435.9	419.5	415.0	413.2
Closed Block	630.1	628.1	630.2	634.5	634.9	630.0	639.8	638.6	641.6
Corporate	6.0	4.3	8.1	7.9	9.5	6.7	8.6	6.7	5.7
	<u>\$ 3,024.0</u>	<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>

Unum Group Quarterly Historical Financial Results by Segment - Continued

	6/30/19	3/31/19	12/31/18	9/30/18	6/30/18	3/31/18	12/31/17	9/30/17	6/30/17
Benefits and Expenses									
Unum US	1,471.1	1,466.2	1,404.1	1,406.3	1,390.5	1,418.1	1,356.9	1,330.0	1,345.6
Unum International	173.0	149.7	153.4	138.3	143.4	137.4	135.7	134.1	131.1
Colonial Life	374.4	371.6	361.9	352.9	351.3	354.9	352.8	333.3	331.4
Closed Block	596.4	597.1	595.4	1,353.1	605.3	601.1	606.7	612.0	609.0
Corporate	49.8	49.7	56.3	55.0	45.0	47.0	41.8	42.9	43.3
	<u>2,664.7</u>	<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>
Income (Loss) Before Income Tax Expense (Benefit) and Net Realized Investment Gain (Loss)									
Unum US	254.3	252.3	248.7	270.9	251.1	243.9	237.6	258.4	247.8
Unum International	30.7	29.1	30.4	26.1	27.6	29.8	29.7	26.5	28.9
Colonial Life	84.4	85.2	85.4	84.2	84.6	81.0	66.7	81.7	81.8
Closed Block	33.7	31.0	34.8	(718.6)	29.6	28.9	33.1	26.6	32.6
Corporate	(43.8)	(45.4)	(48.2)	(47.1)	(35.5)	(40.3)	(33.2)	(36.2)	(37.6)
	<u>359.3</u>	<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>
Income Tax Expense (Benefit)	<u>72.4</u>	<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>
Income (Loss) Before Net Realized Investment Gain (Loss)	<u>286.9</u>	<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>
Net Realized Investment Gain (Loss)	(7.3)	1.1	(41.4)	6.7	(2.6)	(2.2)	11.4	9.8	8.1
Tax Expense (Benefit) on Net Realized Investment Gain (Loss)	(1.6)	0.5	(8.8)	(1.1)	(0.5)	(0.6)	4.2	3.6	3.4
Net Income (Loss)	<u>\$ 281.2</u>	<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>
Net Income (Loss) Per Common Share - Assuming Dilution	<u>\$ 1.33</u>	<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>

Unum Group Financial Results for Unum US Segment

	Three Months Ended		Six Months Ended		Year Ended	
	6/30/2019	6/30/2018	6/30/2019	6/30/2018	12/31/2018	12/31/2017
Adjusted Operating Revenue						
Premium Income	\$ 1,504.5	\$ 1,416.3	\$ 3,006.4	\$ 2,855.1	\$ 5,736.4	\$ 5,443.5
Net Investment Income	184.1	196.5	366.2	390.7	778.7	811.2
Other Income	36.8	28.8	71.3	57.8	118.5	113.2
Total	1,725.4	1,641.6	3,443.9	3,303.6	6,633.6	6,367.9
Benefits and Expenses						
Benefits and Change in Reserves for Future Benefits	1,017.1	949.3	1,997.8	1,910.2	3,856.5	3,693.4
Commissions	157.8	151.7	320.8	313.1	620.6	590.8
Deferral of Acquisition Costs	(83.4)	(85.0)	(171.0)	(174.5)	(344.0)	(325.5)
Amortization of Deferred Acquisition Costs	82.6	78.5	186.5	167.7	315.1	293.6
Other Expenses	297.0	296.0	603.2	592.1	1,170.8	1,132.7
Total	1,471.1	1,390.5	2,937.3	2,808.6	5,619.0	5,385.0
Income Before Income Tax and Net Realized Investment Gains and Losses	254.3	251.1	506.6	495.0	1,014.6	982.9
Unclaimed Death Benefits (UDB) Reserve Increase	—	—	—	—	—	26.6
Adjusted Operating Income	\$ 254.3	\$ 251.1	\$ 506.6	\$ 495.0	\$ 1,014.6	\$ 1,009.5
Operating Ratios (% of Premium Income):						
Benefit Ratio	67.6%	67.0%	66.5%	66.9%	67.2%	67.8%
Benefit Ratio Excluding UDB Reserve Increase						67.4%
Other Expense Ratio	19.7%	20.9%	20.1%	20.7%	20.4%	20.8%
Income Ratio						18.1%
Adjusted Operating Income Ratio	16.9%	17.7%	16.9%	17.3%	17.7%	18.5%

Unum Group Financial Results for Unum US Group Disability

	Three Months Ended		Six Months Ended		Year Ended	
	6/30/2019	6/30/2018	6/30/2019	6/30/2018	12/31/2018	12/31/2017
Adjusted Operating Revenue						
Premium Income						
Group Long-term Disability	\$ 457.2	\$ 437.4	\$ 910.1	\$ 878.6	\$ 1,766.2	\$ 1,749.6
Group Short-term Disability	187.6	171.0	376.3	347.3	706.3	639.8
Total Premium Income	644.8	608.4	1,286.4	1,225.9	2,472.5	2,389.4
Net Investment Income	98.9	108.9	198.9	217.1	432.7	460.5
Other Income	34.4	26.6	66.6	52.9	109.0	98.3
Total	778.1	743.9	1,551.9	1,495.9	3,014.2	2,948.2
Benefits and Expenses						
Benefits and Change in Reserves for Future Benefits	481.5	463.7	960.6	930.6	1,880.7	1,828.5
Commissions	48.4	45.4	98.7	94.3	186.5	181.9
Deferral of Acquisition Costs	(13.0)	(12.4)	(24.8)	(24.7)	(48.2)	(46.9)
Amortization of Deferred Acquisition Costs	13.0	11.2	25.2	22.4	44.7	39.9
Other Expenses	164.6	154.4	326.0	308.7	612.2	587.0
Total	694.5	662.3	1,385.7	1,331.3	2,675.9	2,590.4
Adjusted Operating Income	\$ 83.6	\$ 81.6	\$ 166.2	\$ 164.6	\$ 338.3	\$ 357.8
Operating Ratios (% of Premium Income):						
Benefit Ratio	74.7%	76.2%	74.7%	75.9%	76.1%	76.5%
Other Expense Ratio	25.5%	25.4%	25.3%	25.2%	24.8%	24.6%
Adjusted Operating Income Ratio	13.0%	13.4%	12.9%	13.4%	13.7%	15.0%
Persistency:						
Group Long-term Disability			90.5%	90.6%	90.9%	89.9%
Group Short-term Disability			90.3%	87.7%	87.2%	86.6%

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

	Three Months Ended		Six Months Ended		Year Ended	
	6/30/2019	6/30/2018	6/30/2019	6/30/2018	12/31/2018	12/31/2017
Adjusted Operating Revenue						
Premium Income						
Group Life	\$ 420.0	\$ 391.1	\$ 834.4	\$ 790.3	\$ 1,583.7	\$ 1,467.5
Accidental Death & Dismemberment	41.7	38.6	82.7	77.3	156.3	147.5
Total Premium Income	461.7	429.7	917.1	867.6	1,740.0	1,615.0
Net Investment Income	27.0	27.2	52.6	54.0	106.5	109.9
Other Income	0.7	1.1	1.3	2.2	4.7	4.8
Total	489.4	458.0	971.0	923.8	1,851.2	1,729.7
Benefits and Expenses						
Benefits and Change in Reserves for Future Benefits	336.8	302.0	659.7	611.8	1,237.7	1,169.8
Commissions	37.8	34.9	75.4	71.6	141.1	131.3
Deferral of Acquisition Costs	(10.1)	(9.7)	(19.2)	(19.9)	(38.2)	(36.2)
Amortization of Deferred Acquisition Costs	9.2	8.9	18.7	18.0	35.9	31.9
Other Expenses	53.0	54.7	106.3	110.5	214.6	217.4
Total	426.7	390.8	840.9	792.0	1,591.1	1,514.2
Income Before Income Tax and Net Realized Investment Gains and Losses	62.7	67.2	130.1	131.8	260.1	215.5
UDB Reserve Increase	—	—	—	—	—	18.5
Adjusted Operating Income	\$ 62.7	\$ 67.2	\$ 130.1	\$ 131.8	\$ 260.1	\$ 234.0
Operating Ratios (% of Premium Income):						
Benefit Ratio	72.9%	70.3%	71.9%	70.5%	71.1%	72.4%
Benefit Ratio Excluding UDB Reserve Increase						71.3%
Other Expense Ratio	11.5%	12.7%	11.6%	12.7%	12.3%	13.5%
Income Ratio						13.3%
Adjusted Operating Income Ratio	13.6%	15.6%	14.2%	15.2%	14.9%	14.5%
Persistency:						
Group Life			91.2%	90.9%	91.2%	88.0%
Accidental Death & Dismemberment			90.1%	89.2%	89.9%	87.2%

Unum Group Financial Results for Unum US Supplemental and Voluntary

	Three Months Ended		Six Months Ended		Year Ended	
	6/30/2019	6/30/2018	6/30/2019	6/30/2018	12/31/2018	12/31/2017
Adjusted Operating Revenue						
Premium Income						
Individual Disability	\$ 108.5	\$ 104.7	\$ 219.2	\$ 209.6	\$ 425.4	\$ 420.2
Voluntary Benefits	228.6	223.9	463.0	453.7	895.7	849.4
Dental and Vision	60.9	49.6	120.7	98.3	202.8	169.5
Total Premium Income	398.0	378.2	802.9	761.6	1,523.9	1,439.1
Net Investment Income	58.2	60.4	114.7	119.6	239.5	240.8
Other Income	1.7	1.1	3.4	2.7	4.8	10.1
Total	457.9	439.7	921.0	883.9	1,768.2	1,690.0
Benefits and Expenses						
Benefits and Change in Reserves for Future Benefits	198.8	183.6	377.5	367.8	738.1	695.1
Commissions	71.6	71.4	146.7	147.2	293.0	277.6
Deferral of Acquisition Costs	(60.3)	(62.9)	(127.0)	(129.9)	(257.6)	(242.4)
Amortization of Deferred Acquisition Costs	60.4	58.4	142.6	127.3	234.5	221.8
Other Expenses	79.4	86.9	170.9	172.9	344.0	328.3
Total	349.9	337.4	710.7	685.3	1,352.0	1,280.4
Income Before Income Tax and Net Realized Investment Gains and Losses	108.0	102.3	210.3	198.6	416.2	409.6
UDB Reserve Increase	—	—	—	—	—	8.1
Adjusted Operating Income	\$ 108.0	\$ 102.3	\$ 210.3	\$ 198.6	\$ 416.2	\$ 417.7
Operating Ratios (% of Premium Income):						
Benefit Ratios:						
Individual Disability	53.5%	50.0%	51.7%	50.5%	50.6%	47.2%
Voluntary Benefits	42.5%	43.3%	38.9%	42.8%	42.8%	44.6%
Voluntary Benefits Excluding UDB Reserve Increase						43.6%
Dental and Vision	71.6%	69.4%	69.7%	69.0%	68.5%	69.6%
Other Expense Ratio	19.9%	23.0%	21.3%	22.7%	22.6%	22.8%
Income Ratio						28.5%
Adjusted Operating Income Ratio	27.1%	27.0%	26.2%	26.1%	27.3%	29.0%
Persistency:						
Individual Disability			90.3%	90.5%	90.3%	91.0%
Voluntary Benefits			72.7%	76.4%	75.9%	77.5%
Dental and Vision			84.7%	85.2%	84.5%	85.4%

Unum Group Financial Results for Unum International Segment

	Three Months Ended		Six Months Ended		Year Ended	
	6/30/2019	6/30/2018	6/30/2019	6/30/2018	12/31/2018	12/31/2017
Adjusted Operating Revenue						
Premium Income						
Group Long-term Disability	\$ 89.6	\$ 89.7	\$ 177.5	\$ 180.5	\$ 358.9	\$ 340.3
Group Life	28.8	27.9	56.0	56.5	110.8	103.1
Supplemental	40.2	21.3	79.1	41.5	99.1	69.6
Total Premium Income	158.6	138.9	312.6	278.5	568.8	513.0
Net Investment Income	44.8	32.1	69.6	59.7	117.2	120.2
Other Income	0.3	—	0.3	—	0.4	0.7
Total	203.7	171.0	382.5	338.2	686.4	633.9
Benefits and Expenses						
Benefits and Change in Reserves for Future Benefits	130.8	106.6	237.3	206.9	419.8	381.9
Commissions	11.5	9.6	23.6	19.0	39.1	35.5
Deferral of Acquisition Costs	(3.7)	(2.4)	(6.6)	(3.9)	(8.1)	(7.0)
Amortization of Deferred Acquisition Costs	1.8	2.1	3.6	4.2	8.2	9.1
Other Expenses	32.6	27.5	64.8	54.6	113.5	102.7
Total	173.0	143.4	322.7	280.8	572.5	522.2
Adjusted Operating Income	\$ 30.7	\$ 27.6	\$ 59.8	\$ 57.4	\$ 113.9	\$ 111.7

Unum Group Financial Results for Unum UK

<i>(in millions of pounds, except exchange rate)</i>	Three Months Ended		Six Months Ended		Year Ended	
	6/30/2019	6/30/2018	6/30/2019	6/30/2018	12/31/2018	12/31/2017
Adjusted Operating Revenue						
Premium Income						
Group Long-term Disability	£ 69.7	£ 66.0	£ 137.2	£ 131.2	£ 269.0	£ 264.0
Group Life	22.5	20.5	43.3	41.1	83.0	80.0
Supplemental	17.4	15.6	34.1	30.1	61.3	53.9
Total Premium Income	109.6	102.1	214.6	202.4	413.3	397.9
Net Investment Income	33.5	23.5	51.3	43.4	86.5	93.3
Other Income	0.1	—	0.1	—	—	0.5
Total	143.2	125.6	266.0	245.8	499.8	491.7
Benefits and Expenses						
Benefits and Change in Reserves for Future Benefits	93.8	78.3	167.5	150.4	307.4	296.2
Commissions	6.6	7.0	13.6	13.8	27.1	27.6
Deferral of Acquisition Costs	(1.8)	(1.8)	(2.9)	(2.9)	(5.0)	(5.4)
Amortization of Deferred Acquisition Costs	1.3	1.6	2.7	3.1	6.1	7.0
Other Expenses	20.6	20.1	40.8	39.6	80.2	79.7
Total	120.5	105.2	221.7	204.0	415.8	405.1
Adjusted Operating Income	£ 22.7	£ 20.4	£ 44.3	£ 41.8	£ 84.0	£ 86.6
Weighted Average Pound/Dollar Exchange Rate	1.286	1.353	1.296	1.373	1.336	1.290
Operating Ratios (% of Premium Income):						
Benefit Ratio	85.6%	76.7%	78.1%	74.3%	74.4%	74.4%
Other Expense Ratio	18.8%	19.7%	19.0%	19.6%	19.4%	20.0%
Adjusted Operating Income Ratio	20.7%	20.0%	20.6%	20.7%	20.3%	21.8%
Persistency:						
Group Long-term Disability			89.5%	86.9%	87.8%	87.4%
Group Life			88.4%	84.1%	88.5%	84.1%
Supplemental			92.2%	92.3%	93.1%	91.0%

Unum Group Financial Results for Colonial Life Segment

	Three Months Ended		Six Months Ended		Year Ended	
	6/30/2019	6/30/2018	6/30/2019	6/30/2018	12/31/2018	12/31/2017
Adjusted Operating Revenue						
Premium Income						
Accident, Sickness, and Disability	\$ 242.4	\$ 228.6	\$ 484.6	\$ 459.9	\$ 929.3	\$ 884.2
Life	88.3	81.5	175.9	162.5	328.4	300.4
Cancer and Critical Illness	90.2	85.3	179.7	171.3	346.1	326.8
Total Premium Income	420.9	395.4	840.2	793.7	1,603.8	1,511.4
Net Investment Income	37.2	40.2	74.1	77.5	151.2	144.9
Other Income	0.7	0.3	1.3	0.6	1.2	1.1
Total	458.8	435.9	915.6	871.8	1,756.2	1,657.4
Benefits and Expenses						
Benefits and Change in Reserves for Future Benefits	216.2	201.6	430.4	407.3	824.9	788.6
Commissions	94.9	91.1	189.3	181.3	364.6	344.5
Deferral of Acquisition Costs	(83.2)	(78.3)	(166.4)	(156.6)	(315.9)	(295.5)
Amortization of Deferred Acquisition Costs	67.2	59.6	132.1	119.8	242.2	224.4
Other Expenses	79.3	77.3	160.6	154.4	305.2	282.8
Total	374.4	351.3	746.0	706.2	1,421.0	1,344.8
Income Before Income Tax and Net Realized Investment Gains and Losses	84.4	84.6	169.6	165.6	335.2	312.6
UDB Reserve Increase	—	—	—	—	—	12.4
Adjusted Operating Income	\$ 84.4	\$ 84.6	\$ 169.6	\$ 165.6	\$ 335.2	\$ 325.0
Operating Ratios (% of Premium Income):						
Benefit Ratio	51.4%	51.0%	51.2%	51.3%	51.4%	52.2%
Benefit Ratio Excluding UDB Reserve Increase						51.4%
Other Expense Ratio	18.8%	19.5%	19.1%	19.5%	19.0%	18.7%
Income Ratio						20.7%
Adjusted Operating Income Ratio	20.1%	21.4%	20.2%	20.9%	20.9%	21.5%
Persistency:						
Accident, Sickness, and Disability			73.2%	74.2%	74.2%	75.1%
Life			83.3%	83.8%	83.6%	84.4%
Cancer and Critical Illness			81.2%	82.6%	82.4%	82.7%

Unum Group Financial Results for Closed Block Segment

	Three Months Ended		Six Months Ended		Year Ended	
	6/30/2019	6/30/2018	6/30/2019	6/30/2018	12/31/2018	12/31/2017
Adjusted Operating Revenue						
Premium Income						
Individual Disability	\$ 94.4	\$ 106.9	\$ 192.5	\$ 216.3	\$ 420.8	\$ 471.8
Long-term Care	162.6	161.5	325.6	322.8	648.3	648.7
All Other	2.1	2.0	4.5	4.6	8.0	8.7
Total Premium Income	259.1	270.4	522.6	543.7	1,077.1	1,129.2
Net Investment Income	354.5	345.6	701.1	683.3	1,377.1	1,354.0
Other Income	16.5	18.9	34.5	37.9	75.4	79.8
Total	630.1	634.9	1,258.2	1,264.9	2,529.6	2,563.0
Benefits and Expenses						
Benefits and Change in Reserves for Future Benefits	538.5	546.6	1,077.9	1,087.6	2,919.2	2,191.8
Commissions	20.2	21.1	40.8	42.4	84.1	90.0
Interest and Debt Expense	1.4	1.7	3.0	3.4	6.9	6.7
Other Expenses	36.3	35.9	71.8	73.0	144.7	150.6
Total	596.4	605.3	1,193.5	1,206.4	3,154.9	2,439.1
Income (Loss) Before Income Tax and Net Realized Investment Gains and Losses						
	33.7	29.6	64.7	58.5	(625.3)	123.9
Long-term Care Reserve Increase	—	—	—	—	750.8	—
Adjusted Operating Income	\$ 33.7	\$ 29.6	\$ 64.7	\$ 58.5	\$ 125.5	\$ 123.9
Interest Adjusted Loss Ratios:						
Individual Disability	81.3%	82.9%	80.7%	80.0%	80.4 %	82.4%
Long-term Care	87.4%	96.9%	88.0%	96.7%	206.8 %	91.1%
Long-term Care Excluding the Reserve Increase					91.0 %	
Operating Ratios (% of Premium Income):						
Other Expense Ratio	14.0%	13.3%	13.7%	13.4%	13.4 %	13.3%
Income (Loss) Ratio					(58.1)%	
Adjusted Operating Income Ratio	13.0%	10.9%	12.4%	10.8%	11.7 %	11.0%
Persistency:						
Individual Disability			88.3%	88.8%	88.3 %	89.6%
Long-term Care			95.6%	95.6%	95.8 %	95.9%

Unum Group Financial Results for Corporate Segment

	Three Months Ended		Six Months Ended		Year Ended	
	6/30/2019	6/30/2018	6/30/2019	6/30/2018	12/31/2018	12/31/2017
Adjusted Operating Revenue						
Net Investment Income	\$ 4.3	\$ 9.2	\$ 8.6	\$ 14.7	\$ 29.5	\$ 21.4
Other Income	1.7	0.3	1.7	1.5	2.7	2.9
Total	6.0	9.5	10.3	16.2	32.2	24.3
Interest and Other Expenses	49.8	45.0	99.5	92.0	203.3	191.7
Loss Before Income Tax and Net Realized Investment Gains and Losses	(43.8)	(35.5)	(89.2)	(75.8)	(171.1)	(167.4)
Loss from Guaranty Fund Assessment	—	—	—	—	—	20.6
Adjusted Operating Loss	\$ (43.8)	\$ (35.5)	\$ (89.2)	\$ (75.8)	\$ (171.1)	\$ (146.8)

Unum Group Reserves

June 30, 2019

	Gross						Total	Total
	Policy Reserves	%	Claim Reserves			Total	Reinsurance Ceded	Total Net
			Inurred	IBNR	%			
Group Disability	\$ —	—%	\$ 5,835.0	\$ 694.4	28.3%	\$ 6,529.4	\$ 70.5	\$ 6,458.9
Group Life and Accidental Death & Dismemberment	60.9	0.3	714.9	227.1	4.1	1,002.9	8.5	994.4
Individual Disability	509.3	2.5	1,378.2	136.5	6.5	2,024.0	215.4	1,808.6
Voluntary Benefits	1,659.9	8.2	48.7	59.1	0.5	1,767.7	26.2	1,741.5
Dental and Vision	—	—	—	15.1	0.1	15.1	0.2	14.9
Unum US Segment	2,230.1	11.0	7,976.8	1,132.2	39.5	11,339.1	320.8	11,018.3
Unum International Segment	183.2	0.9	1,877.5	103.4	8.6	2,164.1	82.0	2,082.1
Colonial Life Segment	2,166.1	10.6	300.5	124.7	1.8	2,591.3	6.4	2,584.9
Individual Disability	291.6	1.5	8,927.4	184.6	39.5	9,403.6	1,662.9	7,740.7
Long-term Care	9,667.6	47.5	1,932.9	224.1	9.3	11,824.6	45.3	11,779.3
Other	5,804.8	28.5	184.4	122.1	1.3	6,111.3	5,078.2	1,033.1
Closed Block Segment	15,764.0	77.5	11,044.7	530.8	50.1	27,339.5	6,786.4	20,553.1
Subtotal	\$ 20,343.4	100.0%	\$ 21,199.5	\$ 1,891.1	100.0%	43,434.0	7,195.6	36,238.4
Adjustment Related to Unrealized Investment Gains and Losses						5,455.7	385.7	5,070.0
Consolidated						\$ 48,889.7	\$ 7,581.3	\$ 41,308.4

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
Unum US Segment	2,215.2	11.0	8,057.6	1,098.3	39.7	11,371.1	322.5	11,048.6
Unum International Segment	175.7	0.9	1,838.4	115.0	8.4	2,129.1	84.6	2,044.5
Colonial Life Segment	2,112.5	10.5	292.6	131.4	1.8	2,536.5	8.0	2,528.5
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
Closed Block Segment	15,664.9	77.6	11,060.2	555.5	50.1	27,280.6	6,806.3	20,474.3
Subtotal	\$ 20,168.3	100.0%	\$ 21,248.8	\$ 1,900.2	100.0%	43,317.3	7,221.4	36,095.9
Adjustment Related to Unrealized Investment Gains and Losses						3,220.3	261.4	2,958.9
Consolidated						\$ 46,537.6	\$ 7,482.8	\$ 39,054.8

Unum Group Investments

	6/30/2019		6/30/2019		12/31/2018
Fixed Maturity Securities (Fair Value)					
Public	\$ 30,256.5	65.2%	Selected Statistics		
Asset-Backed Securities	56.9	0.1	Earned Book Yield	5.04%	5.15%
Residential Mortgage-Backed Securities	1,426.8	3.1	Average Duration (in years)	7.71	7.64
Commercial Mortgage-Backed Securities	82.7	0.2			
Private Placements	5,772.5	12.4			
High Yield	3,205.9	6.9			
Government Securities	2,890.9	6.2			
Municipal Securities ⁽¹⁾	2,708.0	5.8			
Redeemable Preferred Stocks	40.0	0.1			
Total	\$ 46,440.2	100.0%			

	Amortized Cost	Fair Value			
Quality Ratings of Fixed Maturity Securities			Schedule BA and Non-Current		
Aaa	8.2%	7.9%	Total Non-Current Investments	\$ 35.9	\$ 36.0
Aa	7.4	8.1	Total Schedule BA Assets	\$ 614.9	\$ 575.3
A	27.0	28.3			
Baa	49.6	48.8			
Below Baa	7.8	6.9			
Total	100.0%	100.0%			

⁽¹⁾ Includes \$1.5 million of high yield taxable municipals.

Unum Group Investments at June 30, 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	\$ 3,156.4	\$ 272.5	\$ 263.9	\$ 14.0	\$ 2,892.5	\$ 286.5
Capital Goods	4,460.7	501.6	299.9	9.1	4,160.8	510.7
Communications	3,039.7	438.1	157.1	9.6	2,882.6	447.7
Consumer Cyclical	1,541.3	154.3	44.4	2.6	1,496.9	156.9
Consumer Non-Cyclical	7,084.5	762.5	708.1	49.3	6,376.4	811.8
Energy	4,788.9	626.2	296.0	31.5	4,492.9	657.7
Financial Institutions	3,455.7	348.1	29.7	1.3	3,426.0	349.4
Mortgage/Asset-Backed	1,566.4	104.6	70.6	0.5	1,495.8	105.1
Sovereigns	1,004.7	197.9	22.3	1.6	982.4	199.5
Technology	1,882.4	112.7	193.9	8.8	1,688.5	121.5
Transportation	2,251.6	280.2	97.1	1.6	2,154.5	281.8
U.S. Government Agencies and Municipalities	4,594.2	637.4	8.1	0.3	4,586.1	637.7
Public Utilities	7,613.7	1,199.3	197.3	18.2	7,416.4	1,217.5
Total	\$ 46,440.2	\$ 5,635.4	\$ 2,388.4	\$ 148.4	\$ 44,051.8	\$ 5,783.8

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	\$ 193.3	\$ 3.8	\$ 125.5	\$ 6.1
91 through 180 days	5.8	—	37.3	1.3
181 through 270 days	26.5	2.2	19.7	1.4
271 days to 1 year	83.9	2.4	81.0	6.3
Greater than 1 year	1,165.8	50.1	649.6	74.8
Total	\$ 1,475.3	\$ 58.5	\$ 913.1	\$ 89.9

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								
	June 30	March 31	December 31	September 30	June 30	March 31	December 31	September 30	June 30
	2019			2018			2017		
Total Revenue	\$ 3,016.7	\$ 2,987.6	\$ 2,880.8	\$ 2,927.8	\$ 2,890.3	\$ 2,899.6	\$ 2,839.2	\$ 2,819.1	\$ 2,822.0
Excluding:									
Net Realized Investment Gain (Loss)	(7.3)	1.1	(41.4)	6.7	(2.6)	(2.2)	11.4	9.8	8.1
Adjusted Operating Revenue	<u>\$ 3,024.0</u>	<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>

Reconciliation of Non-GAAP Financial Measures - Continued

	After-Tax Adjusted Operating Income (Loss)	Average Allocated Equity ⁽¹⁾	Annualized Adjusted Operating Return On Equity
Three Months Ended June 30, 2019			
Unum US	\$ 200.8	\$ 4,533.3	17.7%
Unum International	26.1	753.9	13.8%
Colonial Life	66.6	1,527.6	17.4%
Core Operating Segments	293.5	6,814.8	17.2%
Closed Block	24.3	3,762.9	
Corporate	(30.9)	(1,688.3)	
Total	\$ 286.9	\$ 8,889.4	12.9%
Three Months Ended June 30, 2018			
Unum US	\$ 198.9	\$ 4,365.9	18.2%
Unum International	22.7	644.0	14.1%
Colonial Life	66.9	1,509.2	17.7%
Core Operating Segments	288.5	6,519.1	17.7%
Closed Block	24.0	3,679.2	
Corporate	(24.9)	(1,285.8)	
Total	\$ 287.6	\$ 8,912.5	12.9%

⁽¹⁾ Excludes net unrealized gain (loss) on securities and net gain on hedges and is calculated using the stockholders' equity balances presented on page 16.6.

Reconciliation of Non-GAAP Financial Measures - Continued

	After-Tax Adjusted Operating Income (Loss)	Average Allocated Equity ⁽²⁾	Annualized Adjusted Operating Return On Equity
Six Months Ended June 30, 2019			
Unum US	\$ 400.4	\$ 4,551.7	17.6%
Unum International	50.8	746.9	13.6%
Colonial Life	134.0	1,543.3	17.4%
Core Operating Segments	585.2	6,841.9	17.1%
Closed Block	48.0	3,722.7	
Corporate	(66.0)	(1,750.3)	
Total	\$ 567.2	\$ 8,814.3	12.9%
Six Months Ended June 30, 2018			
Unum US	\$ 392.1	\$ 4,235.8	18.5%
Unum International	46.2	633.9	14.6%
Colonial Life	131.1	1,443.4	18.2%
Core Operating Segments	569.4	6,313.1	18.0%
Closed Block	47.4	3,544.6	
Corporate	(54.1)	(1,030.5)	
Total	\$ 562.7	\$ 8,827.2	12.7%

⁽²⁾ Excludes net unrealized gain (loss) on securities and net gain on hedges and is calculated using the stockholders' equity balances presented on page 16.6. 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 six months ended June 30, 2019, and June 30, 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 ⁽³⁾	Adjusted Operating Return On Equity
Year Ended December 31, 2018			
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)	
Total	\$ 1,145.0	\$ 8,691.6	13.2%
Year Ended December 31, 2017			
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)	
Total	\$ 976.2	\$ 8,442.4	11.6%

⁽³⁾ Excludes net unrealized gain (loss) on securities and net gain on hedges and is calculated using the stockholders' equity balances presented on page 16.6. 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:

	6/30/2019	3/31/2019	12/31/2018	6/30/2018	3/31/2018	12/31/2017	12/31/2016
Total Stockholders' Equity	\$ 9,453.1	\$ 9,060.5	\$ 8,621.8	\$ 9,446.4	\$ 9,499.5	\$ 9,574.9	\$ 8,968.0
Excluding:							
Net Unrealized Gain (Loss) on Securities	286.9	(0.1)	(312.4)	224.5	356.1	607.8	440.6
Net Gain on Hedges	218.0	230.1	250.6	266.8	273.5	282.3	327.5
Total Adjusted Stockholders' Equity	<u>\$ 8,948.2</u>	<u>\$ 8,830.5</u>	<u>\$ 8,683.6</u>	<u>\$ 8,955.1</u>	<u>\$ 8,869.9</u>	<u>\$ 8,684.8</u>	<u>\$ 8,199.9</u>
	Three Months Ended	Six Months Ended	Twelve Months Ended	Three Months Ended	Six Months Ended	Twelve Months Ended	
	6/30/2019		12/31/2018	6/30/2018		12/31/2017	
Average Stockholders' Equity Excluding Net Unrealized Gain (Loss) on Securities and Net Gain on Hedges	\$ 8,889.4	\$ 8,814.3	\$ 8,691.6	\$ 8,912.5	\$ 8,827.2	\$ 8,442.4	

Reconciliation of Non-GAAP Financial Measures - Continued

	Three Months Ended June 30				Six Months Ended June 30			
	2019		2018		2019		2018	
	(in millions)	per share *	(in millions)	per share *	(in millions)	per share *	(in millions)	per share *
Net Income	\$ 281.2	\$ 1.33	\$ 285.5	\$ 1.29	\$ 562.1	\$ 2.64	\$ 559.0	\$ 2.52
Excluding:								
Net Realized Investment Loss (net of tax benefit of \$1.6; \$0.5; \$1.1; \$1.1)	(5.7)	(0.03)	(2.1)	(0.01)	(5.1)	(0.03)	(3.7)	(0.02)
After-tax Adjusted Operating Income	<u>\$ 286.9</u>	<u>\$ 1.36</u>	<u>\$ 287.6</u>	<u>\$ 1.30</u>	<u>\$ 567.2</u>	<u>\$ 2.67</u>	<u>\$ 562.7</u>	<u>\$ 2.54</u>
					Year Ended December 31			
					2018		2017	
					(in millions)	per share *	(in millions)	per share *
Net Income					\$ 523.4	\$ 2.38	\$ 994.2	\$ 4.37
Excluding:								
Net Realized Investment Gain (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)	—	—
After-tax Adjusted Operating Income					<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

	June 30		December 31	
	2019	2018	2018	2017
Debt	\$ 3,341.2	\$ 3,197.7	\$ 2,971.3	\$ 2,938.3
Including:				
Lease Liability	117.5	—	—	—
Excluding:				
Non-recourse Debt	107.6	166.5	137.1	196.0
Adjusted Debt and Lease Liability	<u>\$ 3,351.1</u>	<u>\$ 3,031.2</u>	<u>\$ 2,834.2</u>	<u>\$ 2,742.3</u>
Total Stockholders' Equity	\$ 9,453.1	\$ 9,446.4	\$ 8,621.8	\$ 9,574.9
Excluding:				
Net Unrealized Gain (Loss) on Securities and Net Gain on Hedges	504.9	491.3	(61.8)	890.1
Northwind Capital	970.1	938.3	953.1	912.2
Equity, As Adjusted	7,978.1	8,016.8	7,730.5	7,772.6
Debt, As Adjusted and Lease Liability	3,351.1	3,031.2	2,834.2	2,742.3
Total Adjusted Capital	<u>\$ 11,329.2</u>	<u>\$ 11,048.0</u>	<u>\$ 10,564.7</u>	<u>\$ 10,514.9</u>
Leverage Ratio⁽⁴⁾	29.6%	27.4%	26.8%	26.1%

⁽⁴⁾ 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.

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