

Unum Group
FINANCIAL HIGHLIGHTS
(Unaudited)

(\$ in millions, except share data)

	Three Months Ended December 31		Year Ended December 31	
	2018	2017	2018	2017
Revenue				
Premium Income	\$ 2,263.3	\$ 2,158.4	\$ 8,986.1	\$ 8,597.1
Net Investment Income	608.6	619.8	2,453.7	2,451.7
Net Realized Investment Gain (Loss)	(41.4)	11.4	(39.5)	40.3
Other Income	50.3	49.6	198.2	197.7
Total Revenue	2,880.8	2,839.2	11,598.5	11,286.8
Benefits and Expenses				
Benefits and Change in Reserves for Future Benefits	1,829.5	1,789.1	8,020.4	7,055.7
Commissions	275.8	266.9	1,108.4	1,060.8
Interest and Debt Expense	42.0	40.1	167.3	159.9
Deferral of Acquisition Costs	(166.2)	(157.9)	(668.0)	(628.0)
Amortization of Deferred Acquisition Costs	136.9	123.6	565.5	527.1
Other Expenses	453.1	432.1	1,777.1	1,707.3
Total Benefits and Expenses	2,571.1	2,493.9	10,970.7	9,882.8
Income Before Income Tax	309.7	345.3	627.8	1,404.0
Income Tax	60.6	78.4	104.4	409.8
Net Income	\$ 249.1	\$ 266.9	\$ 523.4	\$ 994.2
PER SHARE INFORMATION				
Net Income Per Common Share				
Basic	\$ 1.15	\$ 1.19	\$ 2.38	\$ 4.39
Assuming Dilution	\$ 1.15	\$ 1.19	\$ 2.38	\$ 4.37
Weighted Average Common Shares - Basic (000s)	217,049.3	223,872.5	219,635.6	226,492.4
Weighted Average Common Shares - Assuming Dilution (000s)	217,441.5	224,828.6	220,058.6	227,335.2
Outstanding Shares - (000s)			214,553.0	222,547.1

Reconciliation of Non-GAAP Financial Measures

(\$ in millions, except share data)

	Three Months Ended December 31			
	2018		2017	
		per share *		per share *
Net Income	\$ 249.1	\$ 1.15	\$ 266.9	\$ 1.19
Excluding:				
Net Realized Investment Gain (Loss) (net of tax expense (benefit) of \$(8.8); \$4.2)	(32.6)	(0.15)	7.2	0.03
Unclaimed Death Benefits Reserve Increase (net of tax benefit of \$-; \$13.6)	-	-	(25.4)	(0.11)
Net Tax Benefit from Impacts of TCJA	-	-	31.5	0.14
After-tax Adjusted Operating Income	\$ 281.7	\$ 1.30	\$ 253.6	\$ 1.13
	Year Ended December 31			
	2018		2017	
		per share *		per share *
Net Income	\$ 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 from 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	\$ 1,145.0	\$ 5.20	\$ 976.2	\$ 4.29

* Assuming Dilution

	December 31			
	2018		2017	
		per share		per share
Total Stockholders' Equity (Book Value)	\$ 8,621.8	\$ 40.19	\$ 9,574.9	\$ 43.02
Excluding:				
Net Unrealized Gain (Loss) on Securities	(312.4)	(1.46)	607.8	2.73
Net Gain on Hedges	250.6	1.17	282.3	1.27
Subtotal	8,683.6	40.48	8,684.8	39.02
Excluding:				
Foreign Currency Translation Adjustment	(305.2)	(1.42)	(254.5)	(1.15)
Subtotal	8,988.8	41.90	8,939.3	40.17
Excluding:				
Unrecognized Pension and Postretirement Benefit Costs	(447.2)	(2.08)	(508.1)	(2.28)
Total Stockholders' Equity, Excluding Accumulated Other Comprehensive Income (Loss)	\$ 9,436.0	\$ 43.98	\$ 9,447.4	\$ 42.45