

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

| | Three Months Ended | | | |
|---|--------------------|----------------|-------------------|----------------|
| | December 31, 2007 | | December 31, 2006 | |
| | (in millions) | per share * | (in millions) | per share * |
| Income from Continuing Operations, As Adjusted | \$ 213.1 | \$ 0.59 | \$ 179.8 | \$ 0.52 |
| Adjustments, After Tax | | | | |
| Net Realized Investment Gain (Loss) | (16.5) | (0.05) | 0.5 | - |
| Debt Extinguishment Cost | (36.1) | (0.10) | (1.9) | (0.01) |
| Special Tax Items | - | - | 95.8 | 0.28 |
| Income from Continuing Operations | 160.5 | 0.44 | 274.2 | 0.79 |
| Income from Discontinued Operations, Net of Tax | - | - | 1.9 | 0.01 |
| Net Income | <u>\$ 160.5</u> | <u>\$ 0.44</u> | <u>\$ 276.1</u> | <u>\$ 0.80</u> |

| | Three Months Ended December 31 | |
|---|--------------------------------|-----------------|
| | 2007 | 2006 |
| | (in millions) | |
| Operating Income Before Income Tax and Net Realized Investment Gain (Loss), As Adjusted | \$ 306.8 | \$ 265.0 |
| Debt Extinguishment Cost | (55.6) | (2.7) |
| Interest on Federal Income Tax Refund | - | 2.6 |
| Operating Income Before Income Tax and Net Realized Investment Gain (Loss) | 251.2 | 264.9 |
| Income Tax (Benefit) on Operating Income | 74.2 | (8.8) |
| Net Realized Investment Gain (Loss), After Tax | (16.5) | 0.5 |
| Income from Continuing Operations | 160.5 | 274.2 |
| Income from Discontinued Operations, Net of Tax | - | 1.9 |
| Net Income | <u>\$ 160.5</u> | <u>\$ 276.1</u> |

| | As of | | | |
|--|-------------------|-------------------|-------------------|-------------------|
| | December 31 | September 30 | December 31 | December 31 |
| | 2007 | 2007 | 2006 | 2005 |
| (in millions) | | | | |
| Total Stockholders' Equity, As Adjusted | \$ 7,501.3 | \$ 7,347.2 | \$ 6,567.3 | \$ 6,049.9 |
| Net Unrealized Gain on Securities | 356.1 | 346.6 | 534.8 | 1,040.7 |
| Net Gain on Cash Flow Hedges | 182.5 | 137.0 | 194.2 | 273.3 |
| Cumulative Effect of Accounting Principle Changes (effective 1/1/2007) | - | - | 422.5 | - |
| Total Stockholders' Equity (Book Value) | <u>\$ 8,039.9</u> | <u>\$ 7,830.8</u> | <u>\$ 7,718.8</u> | <u>\$ 7,363.9</u> |
| Three Month Average Equity, As Adjusted | \$ 7,424.3 | | \$ 6,519.8 | |
| Twelve Month Average Equity, As Adjusted | \$ 7,034.3 | | | |

| | As of |
|--|-------------------|
| | December 31 |
| | 2007 |
| (in millions) | |
| Debt, As Reported | \$ 2,690.2 |
| Exclude Non-recourse Debt | 912.5 |
| Debt, As Adjusted | <u>\$ 1,777.7</u> |
| Total Stockholders' Equity, As Reported | \$ 8,039.9 |
| Exclude Net Unrealized Gain on Securities and Cash Flow Hedges | 538.6 |
| Exclude Northwind and Tailwind Capital | 954.7 |
| | 6,546.6 |
| Debt, As Adjusted | 1,777.7 |
| Total Capital, As Adjusted | <u>\$ 8,324.3</u> |
| Debt to Capital Ratio | <u>21.4%</u> |

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES - Continued

| Return On Equity | | |
|--------------------------------------|--|-----------------------------|
| Three Months Ended December 31, 2007 | | |
| (in millions) | | |
| Average Allocated Equity | Income from Continuing Operations, As Adjusted | Annualized Return On Equity |
| Unum US | \$ 4,608.6 | \$ 118.6 |
| Unum UK | 954.0 | 70.3 |
| Colonial | 855.6 | 38.0 |
| Core Operating Segments | 6,418.2 | 226.9 |
| Individual Disability - Closed Block | 2,458.5 | 15.2 |
| Corporate and Other | (1,452.4) | (29.0) |
| Total | \$ 7,424.3 | \$ 213.1 |
| | | 11.5% |

| Return On Equity | | |
|---|--|------------------|
| Twelve Months Ended December 31, 2007 | | |
| (in millions) | | |
| Average Allocated Equity | Income from Continuing Operations, As Adjusted | Return On Equity |
| Core Operating Segments | \$ 6,253.6 | \$ 830.8 |
| Individual Disability - Closed Block | 2,481.3 | 68.1 |
| Corporate and Other | (1,700.6) | (112.7) |
| Total | \$ 7,034.3 | 786.2 |
| | | 11.2% |
| Adjustments, After Tax | | |
| Net Realized Investment Loss | (43.2) | |
| Debt Extinguishment Cost | (36.1) | |
| Claim Reassessment Charges | (34.5) | |
| Income from Discontinued Operations, Net of Tax | 6.9 | |
| Net Income | \$ 679.3 | |

| Return On Equity | | |
|---|--|------------------|
| Twelve Months Ended December 31, 2006 | | |
| (in millions) | | |
| Average Allocated Equity | Income from Continuing Operations, As Adjusted | Return On Equity |
| Core Operating Segments | \$ 6,304.1 | \$ 630.9 |
| Individual Disability - Closed Block | 2,590.0 | 77.1 |
| Corporate and Other | (2,374.3) | (104.7) |
| Total | \$ 6,519.8 | 603.3 |
| | | 10.0% |
| Adjustments, After Tax | | |
| Net Realized Investment Gain | 1.5 | |
| Debt Extinguishment Cost | (16.9) | |
| Claim Reassessment Charges | (267.4) | |
| Broker Compensation Settlement | (12.7) | |
| Special Tax Items | 95.8 | |
| Income from Discontinued Operations, Net of Tax | 7.4 | |
| Net Income | \$ 411.0 | |

* Assuming Dilution