

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

	Three Months Ended December 31			
	2011		2010	
	(in millions)	per share *	(in millions)	per share *
After-tax Operating Income	\$ 227.6	\$ 0.78	\$ 208.6	\$ 0.66
Deferred Acquisition Costs Impairment and Reserve Charges for				
Long-term Care Closed Block, Net of Tax	(561.2)	(1.92)	-	-
Reserve Charge for Individual Disability Closed Block, Net of Tax	(119.3)	(0.41)	-	-
Tax Reduction from IRS Settlement	41.3	0.14	-	-
Tax Related to U.K. Repatriation	(18.6)	(0.06)	-	-
Net Realized Investment Gain, Net of Tax	4.8	0.02	17.2	0.05
Net Income (Loss)	\$ (425.4)	\$ (1.45)	\$ 225.8	\$ 0.71

* Assuming Dilution

	Twelve Months Ended December 31			
	2011		2010	
	(in millions)	per share *	(in millions)	per share *
After-tax Operating Income	\$ 896.8	\$ 2.95	\$ 880.6	\$ 2.69
Deferred Acquisition Costs Impairment and Reserve Charges for				
Long-term Care Closed Block, Net of Tax	(561.2)	(1.85)	-	-
Reserve Charge for Individual Disability Closed Block, Net of Tax	(119.3)	(0.39)	-	-
Tax Reduction from IRS Settlement	41.3	0.14	-	-
Tax Related to U.K. Repatriation	(18.6)	(0.06)	-	-
Healthcare Reform Tax Legislation	-	-	(10.2)	(0.03)
Net Realized Investment Gain (Loss), Net of Tax	(3.6)	(0.01)	15.7	0.05
Net Income	\$ 235.4	\$ 0.78	\$ 886.1	\$ 2.71

* Assuming Dilution

	Three Months Ended December 31, 2011			
	As Reported	Long-term Care	Individual Disability	As Adjusted
		Reserve Charges	Closed Block Reserve Charge	
Operating Income (Loss) by Segment Before Income Tax and Net Realized Investment Gain				
Core Operations				
Unum US	\$ 208.6	\$ -	\$ -	\$ 208.6
Unum UK	53.7	-	-	53.7
Colonial Life	67.6	-	-	67.6
Total Core Operations	329.9	-	-	329.9
Closed Block	(1,014.9)	863.4	183.5	32.0
Corporate	(26.7)	-	-	(26.7)
Total Operating Income (Loss) by Segment	(711.7)	\$ 863.4	\$ 183.5	\$ 335.2
Net Realized Investment Gain	7.4	-	-	7.4
Income Tax (Benefit)	(278.9)	-	-	(278.9)
Net Loss	\$ (425.4)			

	Average Allocated Equity	After-Tax Operating Income (Loss)	Long-term Care DAC and Reserve Charges	Individual Disability Closed Block Reserve Charge	Special Tax Items	Adjusted After-Tax Operating Income (Loss)	Return On Equity
	(in millions)						
Twelve Months Ended December 31, 2011							
Unum US	\$ 4,141.9	\$ 538.9	\$ -	\$ -	\$ -	\$ 538.9	13.0%
Unum UK	763.8	153.9	-	-	-	153.9	20.2%
Colonial Life	1,114.5	183.3	-	-	-	183.3	16.5%
Closed Block	2,195.1	(589.5)	561.2	119.3	-	91.0	
Corporate	(347.6)	(47.6)	-	-	(22.7)	(70.3)	
Total	\$ 7,867.7	\$ 239.0	\$ 561.2	\$ 119.3	\$ (22.7)	\$ 896.8	

	December 31	
	2011	2010
	(in millions)	
Total Stockholders' Equity (Book Value)	\$ 8,577.0	\$ 8,944.4
Net Unrealized Gain on Securities	605.8	410.4
Net Gain on Cash Flow Hedges	408.7	361.0
Total Stockholders' Equity, As Adjusted	\$ 7,562.5	\$ 8,173.0

Average Equity, As Adjusted \$ 7,867.7