

**RECONCILIATION OF NON-GAAP FINANCIAL MEASURES**

	Three Months Ended June 30			
	2013		2012	
	(in millions)	per share *	(in millions)	per share *
After-tax Operating Income	\$ 218.5	\$ 0.82	\$ 225.3	\$ 0.79
Net Realized Investment Gain (Loss), Net of Tax	8.6	0.03	(1.4)	-
Non-operating Retirement-related Loss, Net of Tax	(8.5)	(0.03)	(7.5)	(0.03)
Net Income	<u>\$ 218.6</u>	<u>\$ 0.82</u>	<u>\$ 216.4</u>	<u>\$ 0.76</u>

\* Assuming dilution

	June 30	
	2013	2012
	per share	
Total Stockholders' Equity (Book Value)	\$ 31.80	\$ 29.94
Net Unrealized Gain on Securities	1.12	2.60
Net Gain on Cash Flow Hedges	1.54	1.46
Subtotal	29.14	25.88
Foreign Currency Translation Adjustment	(0.53)	(0.38)
Subtotal	29.67	26.26
Unrecognized Pension and Postretirement Benefit Costs	(1.30)	(1.54)
Total Stockholders' Equity, Excluding Accumulated Other Comprehensive Income	<u>\$ 30.97</u>	<u>\$ 27.80</u>

	Average Equity, As Adjusted	After-tax Operating Income (Loss)	Annualized Operating Return on Equity
	(in millions)		
Three Months Ended June 30, 2013			
Core Operations	\$ 5,837.2	\$ 213.4	14.6%
Closed Block	2,550.7	19.5	
Corporate	(865.2)	(14.4)	
Total	<u>\$ 7,522.7</u>	<u>\$ 218.5</u>	11.6%

	June 30	March 31
	2013	2013
	(in millions)	
Total Stockholders' Equity, As Reported	\$ 8,380.6	\$ 8,557.8
Net Unrealized Gain on Securities	295.6	792.4
Net Gain on Cash Flow Hedges	405.5	399.6
Total Stockholders' Equity, As Adjusted	<u>\$ 7,679.5</u>	<u>\$ 7,365.8</u>
Average Equity, As Adjusted	\$ 7,522.7	

	Three Months Ended June 30		Percent Change
	2013	2012	
	(in millions)		
Unum UK			
Premium Income, As Reported	£ 89.6	£ 109.4	
Group Life Reinsurance Ceded	26.3	3.3	
Premium Income, As Adjusted	<u>£ 115.9</u>	<u>£ 112.7</u>	3%