SMITH GROUP
DISABILITY & REINSURANCE CONSULTANTS

May 14, 2008

Dear Smith Group Client:

We are pleased to provide the 1st Quarter 2008 Earnings Conference Call Summary for leading group LTD carriers.

This report is based on insurers' quarterly earnings releases. The data and information upon which this summary is based are readily available in the public domain. Sources include press releases, statistical supplements, SEC filings, and earnings conference calls. As a service to its reinsurance and consulting clients, Smith Group compiles this earnings information, analyzes group LTD statistics, and identifies notable trends.

This summary is not intended to make predictions about insurers or their results. Rather, this summary is meant to increase our collective understanding of the complicated business and times in which we operate.

We welcome your questions and comments.
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Prudential Financial

Profit (After FIT and before net unrealized investment Gains/Losses):

Line of Business	1Q08 Profit ($000,000)	1Q07 Profit ($000,000)	1Q08 Loss Ratio	1Q07 Loss Ratio
Group Disability	NA	NA	91.1%	91.0%
Group Life	NA	NA	87.1%	91.5%

EP/Sales:

Line of Business	1Q08 EP ($000,000)	1Q08 Sales ($000,000)	1Q07 EP ($000,000)	1Q07 sales ($000,000)
Disability	$288	$114	$217	$92
Life	$949	$112	$832	$103

Notable Statements

● The Group Insurance business reported adjusted operating income of $90 million in the current quarter, up $39 million from a year ago. The cumulative adjustment of premiums for earlier periods on large group contributed $20 million to the current quarter results. The remainder of the increase came primarily from more favorable group disability results and reflects an increase in earned premiums with an essentially unchanged claims ratio.

● Insurance sales were $226 million in the current quarter, up from $195 million dollars a year ago. More than half of the increase came from group disability business and reflects premiums in exchange for our assumption of existing reserves.

Unum

Profit (Before FIT and net unrealized investment Gains/Losses):

Line of Business	1Q08 Profit ($000,000)	1Q07 Profit ($000,000)	1Q08 Benefit Ratio	1Q07 Benefit Ratio
Unum US	$162.7	$142.4	80.5%	84.0%
LTD/STD	$38.6	$28.7	91.0%	93.4%
Life & AD&D	$55.4	$49.4	68.2%	75.2%
Voluntary/Supp	$68.7	$64.3	57.8%	60.3%
Unum Limited	$87.1	$75.1	57.3%	61.1%
Colonial	$67.4	$59.6	47.2%	49.2%

EP/Sales

Line of Business	1Q08 EP ($000,000)	1Q08 Sales ($000,000)	1Q07 EP ($000,000)	1Q07 Sales ($000,000)
Unum US	$1,230.4	$173.7	$1,244.9	$134.9

LTD	$459.4	$36.1	$471.4	$25.5
STD	$109.0	$13.4	$118.7	$15.2
Life	$261.4	$27.1	$280.8	$20.1
AD&D	$31.0	$2.9	$32.4	$2.0
Voluntary	$110.1	$66.2	$99.2	$49.4
Unum Limited	$240.6	$18.7	$222.3	$20.8
LTD	$185.0	$14.8	$174.6	$16.3
Life	$45.5	$2.1	$38.7	$2.8
Other	$10.1	$1.8	$9.0	$1.7
Colonial	$240.4	$67.7	$223.4	$67.6
LTD/STD	$149.5	$43.9	$139.7	$42.8
Life	$38.5	$13.5	$35.6	$14.3
Cancer & CI	$52.4	$10.3	$48.1	$10.5

Notable Statements

● Extremely encouraged by the sales growth in Unum U.S. (29% increase). Emphasis on voluntary products and the company is focused around the core market, which is selling to the small and mid-sized employer. Sales trends in these two important markets were strong in the first quarter with core market group sales increasing 36.5% and voluntary benefits sales increasing 34%.

● Limited roll out of Unum's "Simply Unum" product which began in late 2007 is producing very encouraging results. Now it's too early for Simply Unum to have an impact on our sales results, however, we are encouraged by the broker and customer receptivity and early results are very much in line with our expectations. On April 1st, we rolled out the offering out to six additional field sales offices and plan to operate in an additional 12 field sales offices by mid-year. We plan to complete our full nationwide roll out as we receive state approval for each of these products and services.

Unum US

● Our pretax operating earnings for Unum U.S. increased by 14% with strong performance across each of the three reporting lines. Improvements in the claim management process continue to enhance results in this segment's group disability line.

● The group disability benefit ratio for the first quarter was 91%, down another 50 basis points from the fourth quarter of 2007 and 240 basis points lower than the first quarter of 2007. Incidence trends remain generally stable in the first quarter for both our LTD and our STD lines of business. We did not see any material change in the incidence in the quarter based on anything that is happening in the economy.

● We also saw solid results across the other lines including group life and accidental death and dismemberment.

● U.S. sales were very strong this quarter, increasing 29% from the first quarter of 2007 with encouraging underlying trends both in our core market sales, our voluntary benefit sales as well as our key account growth.

● Our analysis of incidence trends shows no significant variations either in any occupational categories or by case size. We have cautioned that if recessionary pressures show up in our claim incidence trends, it would more likely occur with a lag. However, we see no current signs of economic pressure on this part of our business. Additionally, the STD line, which can be a precursor to LTD claim activity, also continues to perform well with stable claim incidence trends evident in first quarter.

● Core market sales for our group lines, which we define as LTD, STD and Group Life were very strong, increasing 36.5% for the first quarter following an increase of 20% in the fourth quarter. We continue to be opportunistic in the large case market and sales for the first quarter grew by 12.4%. Our mix of sales was also encouraging with 61% core and 39% large case sales, which is in line with our long-term objectives.

● Momentum continues to build in the voluntary benefits line with sales increasing 34% for the quarter. And individual disability recently issued sales, which increased 8% for full-year 2007, grew by 13.8% here in the first quarter.

● Premium persistency in our group lines improved for each of our LTD, STD and Group Life lines in 2008 compared to last year with terminations again focused mainly in the large case segments.

Unum UK

● We continue to see excellent risk results with a benefit ratio at 57.3% in the first quarter and all three business lines produced lower benefit ratios year-over-year.

● Sales declined 10% in the first quarter on a dollar basis reflecting a difficult comparison due to some legislative changes introduced in 2007 and also some very competitive market conditions especially for our group life products and our sales to large employers

● Risk results were excellent with a benefit ratio of 57.3% for the quarter compared to 61.1% in the year-ago quarter and 60.8% in the fourth quarter of '07. Lower rates of claim incidence for both group long-term disability and group life and an increased rate of claim recoveries for group long-term disability drove these results.

Colonial

● Earnings at Colonial increased 13% to $67.4 million in the first quarter, a record quarterly result for Colonial Life. Results continue to reflect positive benefit experience for the accident, sickness and disability product lines.

● Sales were flat for the first quarter, a disappointing overall start to the year but we did see encouraging signs with positive core market and new account growth.

● Excellent quarterly results, in fact a record quarter, with favorable risk experience in the accident, sickness and disability product line. The benefit ratio continues to run below our long-term expectations and we continue to expect a gradual rise in the benefit ratio to more historical levels going forward.

Other items

● Our first quarter estimate of risk-based capital remains about 340% for our traditional U.S. life insurance companies, substantially higher than our long-term target of 300% and our year-end target, 2008 target of 315% to 325%.

● Holding Company liquidity was $624 million, comfortably above our target to cover one year of fixed charges plus maintain a capital position for business and economic volatility.

● We continued to improve the relationships with many of our key stakeholders, highlighted by the important conclusion on favorable terms of the California settlement agreement, which closely followed our successful completion of the multi-state review and claim reassessment process.

Analyst Questions

● Question about recessionary environment and potential impact on claims. “In past recessionary cycles, has it really been on the incidence side that you've seen it or is it really on claims duration? Because as I think about it, it would seem that it would be harder to get people to return to work when there is fewer jobs as opposed to seeing a big flood of new claims coming in, just curious what you're seeing on that end?”

Response: In terms of our current business situation, as we said LTD incidence is flat. STD incidence was actually slightly improved in the quarter. IDI incidence was solid, flat. Waiver of premium incidence was flat, voluntary disability and critical illness incidence levels were favorable. So we just didn't really see any pressure at all from the incidence side. Looking back at prior recessions, I think the impact was more from the incidence side of the equation than from the recovery side of the equation although you do see some pressure on the recovery side, but more from the incidence side. In the 2001, 2002, 2003 recessionary period incidence went upwards but it was primarily driven by a large case and as you know we've significantly shrunk our large case presence over the last several years. Back then our large case business was about 33% of our in-force business and it’s down to 26% of our business. So, it’s a considerably different mix of business today than we had back then. We also have much more diversified earnings and our claims operating performance is clearly reflected over the last eight quarters that were much tighter on claim management and our renewal machine has been... just terrific over the last four years. So, in a lot of ways I think that the pressures that we experience in '01

'02 are going to be mitigated and softened I think as a result of our diversified business mix and our approach to the business.

● Question about the favorable Group Life experience: "There was a dramatic reduction year-over-year in the Group Life benefit ratio. It's now much lower than it was on a full-year basis than each of the last three years, should we view this benefit ratio, 68.2% in the quarter, as a new standard or was it anomaly?"

Response: "I wouldn't think of it as an ongoing run rate. I think generally a bit more favorable than normal and could move up a little bit. However, the overall profitability and margin on the business, we would expect to stay relatively flat with where it is, but if you look at the underlying issues there, the incidence was a touch better. The average claim was pretty flat with what it was before. The waiver of premium, which is another kind of risk driver in there, was favorable. I think the mix of business is probably helping us, certainly getting out of some of these larger cases over the last couple of years has improved the profitability. I think bottom line is, profitability should stay very strong, but you may see the benefit ratio tick up a little bit."

● Question about the voluntary and supplemental business. "You had pretty solid earnings and sales were up 34%, and you've obviously had your roll out of Simply Unum. So, if you could just talk about your expectations there for sales and profitability as we go forward?"

Response: " We did have an excellent quarter and we had terrific momentum entering the year in our voluntary benefits business. In addition to that, not so much as a result of the Simply Unum content as much as sort of the overall attitude that we have in the marketplace in our distribution systems around commitment to voluntary products in our longer-term strategy around Simply Unum. I think we have increased core market focus in voluntary benefits. We are expanding our rep distribution channel in the core market, and that of course I think will drive additional voluntary benefits down the road. So, we are very optimistic about sales growth in VB. We are also introducing new products. We have good diversity in our voluntary benefits lines of business, and we'll continue to introduce additional voluntary lines in 2009. And so overall, I see that as being an increasing percentage over the course of time of our Unum U.S. book of business. And of course, we have terrific investments in our enrollment capabilities there as well, which I think will drive increased participation in our voluntary lines and we have solid persistency there too. So, overall it's a really good story."

● Question on the economy and whether or not it's impacting the Colonial segment: "Do you believe you're seeing any impact from the economy on either sales or account penetration on those cases you currently have? And if so, how does that factor into your sales expectations for the year? One of your competitors said that they may be seeing some impacts. So, I'm curious in kind of why you're seeing in your experience."

Response: "Yes, we're watching that very, very closely as you can imagine. In the first quarter, we're not really seeing much impact quite honestly from the economy, our

account penetration is very stable. The number of payers overall in terms of those purchasing new policies from us is actually up about 3.5% or so, and our persistency is very stable, actually increasing somewhat. So, at this point in time we just not see much of an impact. And so as we look out to the future, we're still cautiously optimistic that we'll be able to hit our sales targets for the year."

Reliance Standard Life (RSL)

Profit (Operating income, pre-tax, excluding after-tax realized investment gains or losses):

Line of Business	1Q08 ($000)	1Q07 ($000)	1Q08 Loss Ratio	1Q07 Loss Ratio
Group (LTD, STD, Excess WC, Life, Travel Accident, Dental)	$4,051	$8,311	69.2%	71.5%

EP/Sales

Line of Business	1Q08 EP ($000)	1Q08 Sales ($000)	1Q07 EP ($000)	1Q07 Sales ($000)
Disability (mostly LTD)	$141,648	$28,112	$124,882	$35,100
Life	$99,458	$22,698	$88,084	$18,710
Excess WC	$66,652	$4,304	$72,414	$14,510
Travel Accident, Dental, Other	$16,508	$10,305	$14,205	$11,227

Notable Statements

● Premiums at RSL increased 13% in the quarter, driven by 13% growth in its two main products Group Disability and Group Life. RSL's production declined 6%, as the strong increase in group life sales was offset by a decline in disability sales. Last year's first quarter disability production included a larger contribution from our IEB clients new sales in that quarter.

● Our traditional products RSL continue to focus most heavily on the attractive small case market. We had a solid increase in core activity and in the number of new cases sold compared to last year's first quarter. RSL's production continued to benefit from an emphasis on voluntary product which represented 19% of the core production in the first quarter.

Analyst Questions

"And my last question I would say, can you give us a little more color in terms of premium growth expectations for both RSL and Safety National?"

Response: "We're still seeing what we would consider to be against the background of the public comments about economy, the economy pretty attractive payroll growth still in the 3 that 4% range depending on the products we're looking at in the geographies, but still we have checked the payroll growth that's helping us out there. And, from our sales perspective, we think that the premium growth that we have been able to post and the double digit range looked to continue to be achievable if you combine the payroll with what we are able to do on production and attractive pricing we've been getting. We are confident about that kind of payroll that kind of premium growth at RSL on the safety side with the flatter market, we've had to dampen our expectations there somewhat on what we're going to see on premium growth and we think the kinds of circumstances that you see in the first quarter may be indicative. We would like -- we believe we can do somewhat better than that, but we think that may be indicative of where we are compared to 07, I should say not that those are continual decrease from here, but compared to '07. And, on the other hand we definitely like the terms of trade at which we're riding the business in safety. We think it continues to show very good long term profitability potential, and we intend to stay focused on that."

Standard Financial Group

Profit (Operating income, pre-tax, excluding after-tax realized investment gains or losses):

Line of Business	1Q08 Profit ($000,000)	1Q07 Profit ($000,000)
Insurance Services	$78.9	$67.1

EP/Sales

Line of Business	1Q08EP ($000,000)	1Q08 Sales ($000,000)	1Q07 EP ($000,000)	1Q07 Sales ($000,000)
LTD	$217.1	$34.3	$206.1	$41.9
STD	$53.9	$12.2	$52.9	$12.5
Life & AD&D	$215.2	$64.0	$191.1	$59.2
Other	$18.4	$10.3	$18.2	$6.5
ERR	($10.1)	--	($11.0)	--
Total EB	$494.5	$120.8	$457.3	$120.1

Notable Statements

● In the Insurance Services Group, claims were better than our long-term average over the past four years and significantly better than our typical first quarter.

● Premium growth in the first quarter of 2008 was 9.1%, which is ahead of our 6% to 8% growth expectation for the year. Premium growth this quarter resulted primarily from growth in both our Group Life and Individual Disability businesses.

● We continue to like our mix of business. A significant portion of our premium is from our life product and a significant portion of the remaining LTD premium is from industries that have historically been resistant to recessionary pressures. With good product, industry, geographic and case size diversification, we have not seen a correlation between slowing economic conditions and our claims experience.

● Sales in our group business were $120.8 million in the first quarter, slightly ahead of $120.1 million for the first quarter of 2007. Our sales results this quarter reflect a continued price competitive market environment. As we've said in the past, we will not chase cases where the market rate is significantly lower than our risk rate. We will continue to drive our sales force with the necessary resources to help them target the right cases that meet our profitability objectives.

● 2007 industry growth figures were just made available to us. I'm pleased that once again we grew faster than the industry as a whole, continuing to garner more market share. While growth rates will fluctuate from quarter-to-quarter and year-to-year, the group insurance business has plenty of opportunity for growth overtime

● During the first quarter, we lowered the discount rate used to establish new reserves by 35 basis points to 5.0%, a rate, which is 50 basis points lower than the 5.5% used in the first quarter of 2007.

● Analyst question about premium growth. “We've been seeing several quarters in a row now of very solid growth here, maybe if you could talk a little bit about January 1 renewals and how that has positively impacted this quarter.”

Response: “Sure, very good premium growth in the first quarter. Keep in mind that we had some very large cases in the latter half of the year, which we're now seeing the benefit of the ongoing premium flow in the first and second quarters here. So, that's in part responsible for that result. We continue to expect to see premium growth in that 6% to 8% range for calendar 2008. And you are right that certainly that number is affected by new sales, but also by the persistency trends, which as you know we report annually at the end of the year. We've gone through our one-one renewals. I don't see anything there that is too bothersome. There is always some cases there that you like to lose that you didn't want to keep around, because they were not hitting your profitability objectives and then on occasion, there is always a case or two in there that you would like not to have lost.”

● Analyst question: “Is there anything you can talk about in terms of the pipeline in the second quarter and kind of what you're seeing in terms of opportunity and I guess market competition?”

Response: “I would say that the market competition is significant. Our reps would say that there is no lack of competitors on each case and we continue to see competitors do what we continue to believe as kind of some irrational kind of pricing behaviors and so on. But the good news is our folks are still out there issuing proposals, we are getting a look at a number of cases and that's exactly where we want to be at this stage.”

● Follow-up question from an analyst: “Yes. Okay, that's helpful. And I guess the second question is when you look at sort of how strong your sales were in the second half of last year and you consider the comments that you are making about the competitive environment, I mean it seems like it wouldn't be unreasonable, I think the sales could be down this year. I mean is that... are you still striving to have up sales for the year or is that just something that you are going to let it fall out, however it falls out?”

Response: “I think you are exactly right, very competitive environment. We've kind of gone on record time and time again to say that we won't chase the market. I do believe that there are some people out there that are doing some kind of ridiculous things whether they would be on price alone or with longer rate guarantees. I’ll give you a quick example just to give you a sense of it. Middle of last year we issued a renewal on a relatively large case that we had and it was a significant renewal increase. The customer ultimately decided to not take that increase and went with another carrier that wrote the business at about 15% or 20% less than our current rate. Now, the bad news is this was a very large mortgage lender that has been hammered by the mortgage subprime crisis and has now laid off over half of their people. So, I like the actions that we took. We went after a large rate increase because we were a little bit ahead of the curve there. And to the extent that there are other people out there that are willing to make frankly not well advised moves, we are content to step back from that, allow those cases to go on their books and they won't be profitable. They’ll come back to market inside of about two years, then the customer will be primed for a rate increase and we’ll pick it up at that time.”

● Analyst question about how the economy may impact Standard’s block: “Couple of questions for you. One is you mentioned in your prepared comments that you weren't seeing any correlation between a slowing economy and your book of business. Could you dissect it for us a little bit further and are you seeing any correlation in the more economically sensitive industry groups? And then separate from that, maybe a bigger picture question, if you think back to the last couple of economic slowdowns, did you see any patterns with respect to pricing changes or mergers and acquisitions.”

Response: “First of all, keep in mind that about 45% of our premium is life premium, which we would assume as not subject to recessionary pressures. Beyond that, then we look at our LTD premium and what we see there is about half of our LTD premium comes from what we would term probably recession-resistant industries, whether they be public or higher education, healthcare, those kinds of industries and so on. One of the things that… we did take a quick look at just to get a sense of it, as we went back and looked at what industries experienced job growth, say from March of '07 through March of '08 just as a proxy to get a sense of what's going on out there. When we look at that,

that's about 65%, 66% of our LTD block is contained within those industries. That may very well be while we don't see correlations between a potential recessionary environment and/or claims experience, we continue to monitor that closely, but as of this stage we can't say that we see any correlation there."

Aetna

Profit (Operating income, pre-tax, excluding after-tax realized investment gains or losses):

Line of Business	1Q08 Profit ($000,000)	1Q07 Profit ($000,000)
Group Insurance (Life, Disability, LTC)	$34.9	$31.1

EP

Line of Business	1Q08 Earned Premium ($000,000)	1Q07 Earned Premium ($000,000)
Group Insurance	$512.5	$544.1

Notable Statements

● As announced earlier this month, Bank of America has chosen Aetna as a primary provider for a broad range of benefits. This will include medical, dental, behavioral health, disease management, life and disability for active and eligible U.S-based associates and expatriates.

● Group insurance premiums declined 4% year-over-year. This was primarily due to the lapses of accounts that were not meeting our profit margin targets. Additionally, continued pricing discipline and improved disability results contributed to the 610-basis point improvement in our benefit ratio, year-over-year. The third key component of operating margin results is operating expense efficiency. We continue to leverage our infrastructure this quarter by growing revenue in core markets and products, driving down unit costs with technology and business process improvements all while investing for future profitable growth.

Principal Financial Group

Profit (Operating income, post-tax, excluding after-tax realized investment gains or losses):

Line of Business	1Q08 Profit ($000,000)	1Q07 Profit ($000,000)	1Q08 Loss Ratio	1Q07 Loss Ratio
Specialty Benefits	$20.6	$18.5	N/A	N/A
Group	N/A	N/A	68.1%	70.2%

Disability				
Group Life	N/A	N/A	72.5%	72.4%

*Life & Health Division includes Individual Life, Health Insurance and Specialty Benefits

Line of Business	1Q08EP ($000,000)	1Q08 Sales ($000,000)	1Q07 EP ($000,000)	1Q07 Sales ($000,000)
Disability	$76.5	$21.0	$72.5	$27.3
Life	$86.1	$15.3	$83.7	$22.9

Notable Statements

● Specialty benefits earnings were $24 million, an increase of $6 million from the first quarter of 2007. The increase reflects growth in the business and a favorable reserve adjustment in the individual disability line of $4 million after tax.

Cigna

Profit (Income from continuing operations, excluding realized investment gains/losses, after taxes):

Line of Business	1Q08 Profit ($000,000)	1Q07 Profit ($000,000)
Group Disability & Group Life	$68	$60

EP

Line of Business	1Q08 EP ($000,000)	1Q07 EP ($000,000)
Disability	$247	$227
Life	$308	$279

Notable Statements

● Our group Disability and Life and International businesses delivered another strong quarter with competitively strong top line growth and profit margins. For the quarter, our group Disability and Life business reported earnings of $68 million on 9% year-over-year premium growth, and an after tax margin that continues to be industry leading.

● Regarding the full year 2008 outlook, we expect that earnings per share will be in the range of $4.05 and $4.25 per share, which is consistent with our prior guidance. The outlook now reflects the impact of the Great-West acquisition on 2008 results and increased earnings expectations for our group Disability and Life, and International businesses, essentially offset by lowered expectations for our HealthCare business.

Assurant

Profit (Net operating income after tax, before net realized gains and losses and the after tax effect of one time events.):

Line of Business	1Q08 Profit ($000)	1Q07 Profit ($0000)	1Q08 Loss Ratio	1Q07 Loss Ratio
Employee Benefits* (includes DRMS)	$16,332	$28,857	70.3%	71.3%

* Employee benefits includes dental, disability & life

EP/Sales

Line of Business	1Q08 EP ($000)	1Q08 Sales ($000)	1Q07 EP ($000)	1Q07 Sales ($000)
LTD & STD	$116,300	$18,909	$118,189	$20,394
Life	$52,564	$9,836	$54,102	$11,875

Notable Statements

● At Assurant Employee Benefits, we've chosen to become a specialty carrier in this market and to transform itself to focus on the needs of the small employer. We are executing on our growth strategy by building a sales force for the small market and developing alternate distribution networks like Disability RMS. Now moving forward, our growth strategy will expand to include increasing voluntary sales and acquiring blocks of business.

● Group disability experience continues to be very favorable.

● Our targeted small case market has distinct advantages. Historically, small employers appreciate and are more willing to pay for benefit choices. Additionally, in the disability business, small cases have on average lower claim costs for person covered. Small cases are also less prone to fluctuation and claim incidence during these top economic cycles. As we continue to focus on growing, we expect the lower loss experience associated with the small case will be partially offset by higher sales expenses until we build scale.

● We are encouraged by our sales momentum as we look at 2008 and beyond. Our overall sales for the first quarter 2008 were flat relative to the first quarter of 2007. Sales in our under 500 life target market have increased. Sales were up 57% over the first quarter of 2006, when we were in the early stages of implementing our small case strategy.

● Business written to approximately 30 Disability RMS clients provides another avenue to distribute our products and services in small case market. When you combine the AEB sales force without the Disability RMS, nearly 500 sales reps are from disability products which Assurant holds in risk.

● The next chapter for insurance employee benefits is growth, and in these tough economic times, there are a number of factors including the breadth of our product portfolio that make us attractive to the small employer. Our growth will focus on four key areas. First, even better executing our small case strategy. Second, growing alternate distribution; third, growing voluntary sales and fourth, acquiring blocks of business.

● Analyst question about the declining economy and rise in unemployment may have on Assurant's business.

Response: "Historically, the disability business has had been impacted by changes in unemployment. And if you look back over the prior two recessionary periods, most of the impact, the change in claim incidents occurred in large cases, cases of over 1000 lives. And I believe that our focus on the small case business is going to insulate us a lot from that. The other thing that we paid a lot of attention to 2Q is not having much exposure in any particular SIC code or geographic area and our two largest exposures, and again they are small in the low teens, are in education and the healthcare area, both of which should not be impacted by these trends. So I feel like the strategy is working for us."

MetLife

Profit (Operating Earnings after tax and before after-tax investment gains):

Line of Business	1Q08 Profit ($000,000)	1Q07 Profit ($000,000)	1Q08 Loss Ratio	1Q07 Loss Ratio
Group Disability	N/A	N/A	80.6%	87.0%
Group Life	$5*	$103	93.8%	91.8%

* investment loss of $115 million

EP

Line of Business	1Q08 EP ($000,000)	1Q07 EP ($000,000)
Disability	$438	$405
Life	$1,641	$1,576

MetLife does not disclose sales numbers in these lines.

Notable Statements

● Group life mortality of 93.8% was within our guidance range of 91% to 95%.

● Group disability morbidity ratio improved to 80.6% for the quarter, well below our target range of 89% to 94%. This strong result was not due to an unusual reserve release, but instead was primarily caused by favorable disability recoveries.

Hartford

Profit (Pre-Tax and before after)

Line of Business	1Q08 ($000,000)	1Q07 ($000,000)
Group Benefits (Disability, Life, Other)	$67	$55

EP/Sales

Line of Business	1Q08 EP ($000,000)	1Q08 Sales ($000,000)	1Q07 EP ($000,000)	1Q07 Sales $(000,000)
Group Disability	$480	$190	$470	$177
Group Life	$508	$186	$473	$156

Notable Statements

● Analyst question about Group Benefits: "Can you just talk about, you had some strength in your disability sales and with the macro environment where it is can you just talk about what you're seeing in that business right now and what your outlook is?"

Response: "Yes, I would say the market remains somewhat where it's been. It's competitive, but we can find places to really be successful. What I would say is that overall, when you look at this over time you tend to have a little bit of lumpiness. Sometimes we'll have stronger disability sales, sometimes stronger life sales. I wouldn't read too much into that. When you have national cases you'll get a few big ones some quarters and not in other quarters. Overall we think the market is good for us. We have good growth prospects. If you're talking about recession and are we concerned about that I would say no, we're not. Overall we think the business will fare well through a recessionary period. So both from a top line, again, it's competitive in the overall market and the United States isn't really growing, but we think we can get a good, solid return as we have and a solid top line."

Jefferson Pilot

Line of Business	1Q08 Profit ($000,000)	1Q07 Profit ($000,000)	1Q08 Loss Ratio	1Q07 Loss Ratio
Group Protection	$26.3	$23.1	71.0%	72.7%
Group Disability	$15.4	$13.3	68.1%	69.5%
Group Life	$10.1	$8.6	71.9%	75.0%

EP/Sales

Line of Business	1Q08 EP ($000,000)	1Q08 Sales ($000,000)	1Q07 EP ($000,000)	1Q07 Sales ($000,000)
Group Protection	$370.4	$54.1	$331.3	$60.5
Group Disability	$163.2	$24.9	$144.8	$28.6

Group Life	$132.9	$21.3	$118.6	$22.5

* includes life, disability & dental

Notable Statements

● In our Group Protection business, loss ratios performed as expected across all major lines. While loss ratios can still be volatile at times, disciplined field underwriting and productivity improvements in our claims operation have resulted in loss ratios falling more consistently in the lower end of our stated range.

● Our Group Protection business delivered another solid quarter, and while sales were down 11% from first quarter '07 levels, this was primarily the result of the soft January and February and March sales have rebounded. In the quarter, we added sales reps, which along with expanding the availability of long and short-term disability policies in a number of states will provide additional growth opportunities over the course of the year.

Sun

Profit (Net income after tax):

Line of Business	1Q08 Profit ($000,000)	1Q07 Profit ($000,000)
Employee Benefits Group (U.S.)	$19	($1)

EP/Sales

Line of Business	108 EP ($000,000)	1Q08 Sales ($000,000)	1Q08 EP ($000,000)	1Q07 Sales ($000,000)
Employee Benefits Group (U.S.)	$480	N/A	$352	N/A

Notable Statements

● Favorable mortality and morbidity in group benefits

● Employee benefits group had improved claims experience and business growth primarily from our acquisition in the second quarter of last year (Genworth)

● In Group Benefits, a lot of the focus has been selling in the small and mid-size markets, we have had a lot of good success there and it’s inherently more profitable business.

Summary

Company	Earnings	Sales	EP
Prudential	**Not reported by line of business**	**Dis: $114M (↑23.9%)** **Life: $112M (↑8.7%)**	**Dis: $288M (↑32.7%)** **Life: $949M (↑14.1%)**
Unum	**LTD/STD: $38.6M (↑34.5%)** **Life/AD&D: $55.4M (↑12.1%)** **Vol WB: $68.7M(↑6.8%)** **Limited: $87.1M (↑16.0%)** **Colonial: $67.4M (↑13.1%)**	**U.S Brokerage** **LTD: $36.1M(↑41.6%)** **STD: $13.4M(↓12%)** **Life: $27.1M(↑34.8%)** **ADD: $2.9M(↑45%)** **Vol: $66.2M(↑34%)** **Unum Limited** **LTD: $14.8M(↓9%)** **Life: $2.1M(↓25%)** **Other: $1.8M(↑5.9%)** **Colonial** **LTD: $43.9M(↑2.6%)** **Life: $13.5M (↓6.6%)** **Other:$10.3M(↓2%)**	**U.S. Brokerage** **LTD: $459.4M (↓2.5%)** **STD: $109M (↓9%)** **Life: $261.4M (↓7%)** **AD&D: $31M (↓4.4)** **Vol: $110.1M(↑11%)** **Unum Limited** **LTD: $185.0M (↑6%)** **Life: $45.5M (↑17.6%)** **Other: $10.1M (↑12.4%)** **Colonial** **LTD: $149.5M (↑7%)** **Life: $38.5M (↑8.1%)** **Other: $52.4M (↑8.9%)**
RSL	**Group: $40.5M(↓51%)**	**Dis: $28.1(↓20%)** **Life: $28.9M (↑21.3%)**	**Dis: $141.6M (↑13.4%)** **Life: $99.5 (↑12.9%)**
Standard	**Group: $78.9M (↑17.6%)**	**LTD: $34.3M (↓18%)** **STD: $12.2M (↓2.4%)** **Life/AD&D: $64M (↑8.1%)**	**LTD: $217.1M (↑5.3%)** **STD: $53.9M (↑1.9%)** **Life/AD&D: $215.2M (↑12.6%)**
Aetna	**Group: $34.9M (↑12.2%)**	**Group:N/A**	**Group: $512.5M (↓6 %)**
Principal	**Specialty Benefits: $20.6M (↑11.4%)**	**Dis: $21M (↓23%)** **Life:$15.3M (↓32%)**	**Dis: $76.5M (↑5.5%)** **Life: $86.1M (↑2.9%)**
Cigna	**Group Dis & Life: $68M(↑13.3%)**	**N/A**	**Dis: $247M (↑8.8%)** **Life: $308M (↑10.4%)**
Assurant	**Employee Benefit: $16.3M(↓43%)**	**LTD/STD: $18.9M (↓7%)** **Life: $9.8M (↓17%)**	**LTD/STD: $116.3(↓1.6%)** **Life: $52.6M (↓2.9%)**
Met	**Not reported by line of business**	**Not reported by line of business**	**Dis: $438M (↑8.1)** **Life: $1,641M (↑4.1%)**
Hartford	**Group: $67M (↑21.8%)**	**Dis: $190M (↑7.3%)** **Life: $186M (↑19.2%)**	**Dis: $480M (↑2.1%)** **Life: $508M (↑7.4%)**
JP	**Dis: $15.4M (↑15.8%)** **Life: $10.1M (↑17.4%)**	**Dis: $24.9M(↓13%)** **Life: $21.3M (↓5%)**	**Dis: $163.2M (↑12.7%)** **Life: $132.9M (↑12.1%)**
Sun	**U.S. Employee Benefits Group: $19M)**	**U.S. Group: N/A**	**U.S. Group: $480M (↑36.3%)**

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