SMITH GROUP
DISABILITY & REINSURANCE CONSULTANTS

May 2016

Dear GC Smith Group Client:

We are pleased to provide the 1st Quarter 2016 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 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.

Direct inquiries to:
Joe Skvorak
jskvorak@smithgroupre.com
707 Sable Oaks Dr.
South Portland, ME 04106
(207) 791-8315

About GC Smith Group

Smith LTD Management Group, Inc. is a disability and reinsurance consultant and a subsidiary of Guy Carpenter & Company, LLC, which is a global leader in providing risk and reinsurance intermediary services. Guy Carpenter is a wholly owned subsidiary of Marsh & McLennan Companies (NYSE: MMC), a global team of professional services companies offering clients advice and solutions in the areas of risk, strategy and human capital.

GUY CARPENTER

HEALTHCARE & LIFE
SPECIALTY PRACTICE

Prudential Financial

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

Line of Business	1Q16 Profit ($000,000)	1Q15 Profit ($000,000)	1Q16 Loss Ratio	1Q15 Loss Ratio
Group Insurance	$26	$30	88.1%	89.4%
Group Disability	NA	NA	82.2%	72.2%
Group Life	NA	NA	89.4%	92.8%

EP/Sales:

Line of Business	1Q16 EP ($000,000)	1Q16 Sales ($000,000)	1Q15 EP ($000,000)	1Q15 Sales ($000,000)
Disability	$216	$79	$199	$31
Life	$1,009	$232	$978	$131

Notable Statements

● Our Group insurance business continues to show the benefits to earnings of our multi-year underwriting efforts. We also saw an increase in sales levels following several years of weakness, as we benefited from several large case wins in the quarter.

● Group Insurance sales based on annualized new business premiums were $311 million for the quarter, nearly double the level of a year ago. Most sales occur in the first quarter based on calendar year inception. Following the substantial completion of underwriting and repricing actions we've taken over the last few years, we did see an increase in sales of both Group Life and Group Disability, including more larger cases.

Unum

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

Line of Business	1Q16 Profit ($000,000)	1Q15 Profit ($000,000)	1Q16 Benefit Ratio	1Q15 Benefit Ratio
Unum US	$215.9	$214.3	69.3%	68.3%
LTD/STD	$70.4	$74.3	80.6%	80.1%
Life & AD&D	$55.4	$57.9	71.5%	70.9%
US Supp & Vol	$90.1	$82.1	46.5%	44%
Unum UK	$33.6	$32.6	68%	65.3%
Colonial	$77.4	$77.6	50.9%	51.3%

EP/Sales

Line of Business	1Q16 EP ($000,000)	1Q16 Sales ($000,000)	1Q15 EP ($000,000)	1Q15 Sales ($000,000)
Unum US	$1,301.3	$237.1	$1,230.2	$248.4
LTD	$430.6	$37.5	$405.3	$37.3
STD	$157.5	$16.2	$147.7	$24.0
Life/AD&D	$386.1	$40.8	$367.6	$42.9
Voluntary/Supp	$327.1	$142.6	$309.6	$144.2
Unum UK	$139.3	$18.4	$139.0	$16.7
LTD	$93.1	$10.2	$96.5	$10.6
Life	$28.7	$4.7	$30.5	$5.5
Other	$17.5	$3.5	$12.0	$.6
Colonial	$351.2	$89.9	$332.2	$77.5
Acc/Sick/Dis	$205.6	$58.3	$196.5	$49.3
Life	$67.7	$17.0	$62.3	$15.9
Cancer & CI	$77.9	$14.6	$73.4	$12.3

Notable Statements

Unum U.S.

● For Unum U.S., we generated premium growth of 5.8% for the first quarter, with good persistency trends, strong contributions from our renewal programs and pricing actions and our 2015 sales levels. New sales did decline in the first quarter due to some increased competition we're seeing in the market and also some difficult sales comparisons.

● Operating income in our Group disability business was $70.4 million in the first quarter of 2016, a decline of 5.2% from the year-ago quarter of $74.3 million. Premium income increased 6.3% over the year-ago quarter, but we continue to see pressure on net investment income which declined by 3.4%, compared to the year-ago quarter, driven primarily by lower portfolio yields. The benefit ratio of 80.6% in the first quarter was at the favorable end of our expectations, although it was higher than the very favorable 80.1% benefit ratio we experienced in the first quarter of last year.

● Group Life and AD&D operating income was $55.4 million for the first quarter, a decline of 4.3% from the year-ago quarter. Premium income continues to grow, increasing 5% over the year-ago quarter. The benefit ratio was 71.5% for the first quarter, compared to 70.9% in the year-ago quarter, due to increased incidence and a higher average claim size.

● LTD sales were flat in the first quarter, while STD sales declined 32.5% compared to the year-ago quarter. LTD sales improved in the large-scale segment, due to strong sales to existing customers, offsetting lower sales in the core market segment. Group Life and AD&D sales declined 4.9% for the quarter, as we continue to take disciplined pricing approach to this market.

● Persistency for Unum U.S. continues at very healthy levels. For the group lines combined, persistency was stable at 88.8%.

Unum UK

● Operating income was £23.5 million for the first quarter, an increase of 9.3% over the year-ago quarter of £21.5 million.

● The benefit ratio was 67.9% for the first quarter, compared to 65.3% in the year-ago quarter. Higher claims incidence trends in the group life line of business and the impact of inflation linked benefit changes were partially offset by more favorable experience in group disability. Overall, profitability of the Unum UK segment remains quite favorable with an operating ROE of 17.7% for the first quarter, compared to 16.1% in the year-ago quarter.

● Sales in the UK were strong, increasing 16.4% in local currency, with favorable trends in core markets for both group long term disability and group life, along with the benefit of the NDP acquisition and an increase in other supplemental product sales. Persistency was favorable at 85.6%, due to improvements across the product lines. Given these trends, premium income growth for the UK this quarter was 6.1% in local currency.

Colonial

● Colonial Life again generated strong consistent results with operating income of $77.4 million, compared to $77.6 million in the year-ago quarter. The slight decline in operating income was driven by lower net investment income reflecting lower miscellaneous investment income.

●The benefit ratio improved to 50.9% in the first quarter, compared to 51.3% for the year-ago quarter, driven by favorable benefits experience in the Accident and Sickness and Critical Illness product lines.

● Margins remain strong for Colonial Life with an operating ROE of 17.7%, compared to 16.9% in the year-ago quarter.

Analyst Questions

● What are you seeing in the competitive environment? I know there are some impact on your sales, probably just from comparisons being tough from the year ago, but can you give us some color around sales and sales outlook.

Response: I'd start by just saying we feel really good about the strengths of the product portfolio and expanding product portfolio. The distribution relationship 's rock solid in the service proposition, so, I think that's just important context. As you highlighted, we do have a tough comparison in the first quarter.

A year ago, sales were up in the high teens. But even given the tough comparison, if you sort of unpack the aggregate sales number here in first quarter of 2016, there's some pretty encouraging trends within our supplemental and voluntary segment, we saw voluntary benefits, as Jack highlighted, grow by 16% in the core, and actually large case voluntary benefits had really good momentum as well. We had a $25-million sale last year to an existing client.

To give you a sense, this year our biggest VB sale was just a little under $4 million. So, broad-based traction and success with voluntary. And also in the segment, recently issued IDI sales were up 36%, and that's been a really good story for us and fits with our strategy of selling multiple lines into existing clients.

As you highlighted, the soft spot for us was new group insurance sales, and we felt that most acutely in what we would call the midmarket, which is sort of employers 250 to 2,000 lives. To give you a sense, proposal activity in that segment was actually up in the low double digits. So, good traction in terms of taking good looks at opportunities, but our ability to close that business was definitely constrained by an increasingly aggressive underwriting environment out there.

We saw that materialize a bit in the second half of last year and it's definitely persisted here into the first quarter of 2016. We have seen this cycle many times. So, we're going to maintain our discipline.

We'll certainly look to write business where we can do so profitably, but we're going to have to, I think, keep a real close eye on it. Group insurance, this is our smallest sales quarter of the year, so a lot of work to transpire between now and the end of the year, but the competitive market is one we're going to watch really closely on the new sales front.

I guess the final thing I'd say is renewal placement activity, another place where you'd see competition; we were really pleased with the ability to place rate increase due to the interest rate environment and persistency hanging in just a tick below 90%, earned

premium growth up about 6%. Feel good in aggregate, but watching the new sales environment is going to be really important.

● On group life you saw an uptick in the benefits ratio there. Was that mortality? If you could give us more details on what you saw?

Response: A little bit adverse, although we talk about that business being a 70% to 72% benefit ratio. We found ourselves just at the top end of that range. It was a little bit of incidence but average size or severity was more the culprit this quarter.

● Just a question on the organic growth in the quarter. Can you comment in terms of the wage growth or employment growth that you see in your premium numbers?

Response: I'll take that one. We've talked about it over the last couple of years, moving from a little bit of a drag to a little bit of a lift. I think he's that's what we saw play out here. I would say while we've seen macroeconomic employment growth, a lot of that growth has come from part-time, nontraditional and contract workers, where that's not as big a part of our block, but we have started to see some of that wage come through. I would sort of be thinking of it in the 1% to slightly under that kind of lift. It varies a bit by product.

● On group disability margins, obviously, they've improved steadily over the past few years. And improved again in the first quarter. So, to what extent do you think sub-81% level is a sustainable level in the group disability benefits ratio?

Response: We did have a good risk quarter in group disability, actually, first quarter of last year was exceptionally good. I would say the group disability loss ratio is going to move one or two points around that 80% to 82% range.

There's a little bit of seasonality as we go you through the summer months. I'd expect some of our paid incidence to pick up just a little bit if prior year proves out. Over time the improvement in the loss ratio that you're citing, a lot of that is us taking rate action in the book to account for interest rates.

So, as our net investment income is falling, we're making up with that through price levels, which shows up in our loss ratio. So, I would characterize it as a good, solid to slightly favorable risk quarter and within our targets, looking forward.

Aetna

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

Line of Business	1Q16 Profit ($000,000)	1Q15 Profit ($000,000)
Group Insurance (Life, Disability, LTC)	$21.3	$43.9

EP

Line of Business	1Q16 Earned Premium ($000,000)	1Q15 Earned Premium ($000,000)
Group Insurance	$608.8	$617

Notable Statements

● Benefit ratio of 88.7% versus 84.9% a year ago

● Net income for the group insurance business fell sharply to $23.4 million for the first quarter, compared with $45.8 million a year before as a result of lower underwriting margins on its disability insurance products

Principal Financial Group

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

Line of Business	1Q16 Profit ($000,000)	1Q15 Profit ($000,000)	1Q16 Loss Ratio	1Q15 Loss Ratio
Specialty Benefits	$38.6	$46.8	66.4%	63.1%
Group Disability	---	---	65.5%	69.4%
Group Life	---	---	67.4%	68.1%

Line of Business	1Q16 EP ($000,000)	1Q16 Sales ($000,000)	1Q15 EP ($000,000)	1Q15 Sales ($000,000)
Disability	$99.6	$31.8	$91.9	$29.4
Life	$98.1	$29.2	$88.6	$24.4

Notable Statements

● On the protection side, we're also using technology to improve the customer experience when buying life and disability insurance. Recently we launched the first phase of a digital sales solution for these products on principal.com. The solution delivers tools to help potential customers assess their coverage needs, get a price quote, and obtain assistance to complete the process.

● Specialty Benefits quarterly pre-tax operating earnings were $39 million. First quarter 2015 was positively impacted by the recovery of reinsurance premiums, partially offset by higher expenses. After normalizing prior-year results, pre-tax operating earnings decreased 5%. Growth in the block of business was offset by higher individual disability claims compared to the prior period, which can be volatile in any one quarter. The overall loss ratio for the first quarter was within the targeted range.

● The underlying fundamentals of the business remain strong, with record sales and retention, and normalized premium and fee growth of 8%, as well as double-digit increase in trailing 12-month pre-tax operating earnings. As a reminder, Specialty Benefits operating earnings are seasonally impacted by higher first quarter dental and vision claims, and higher first quarter non-deferred sales-related expenses. Typically, distribution of annual earnings in this business is 20% in the first quarter, 25% in the second and third quarters, and 30% in the fourth quarter.

Cigna

Profit (Post-tax, post investment gains/losses):

Line of Business	1Q16 Profit ($000,000)	1Q15 Profit ($000,000)
Group Disability & Life	$15	$51

EP

Line of Business	1Q16 EP ($000,000)	1Q15EP ($000,000)
Disability	$492	$448
Life	$446	$444

Notable Statements

● The decline in Disability reflects modifications to the disability claims management process to drive improved quality and consistency, which extended the claims processing cycle in the quarter, resulting in higher claim costs.

● We now expect full year 2016 Group Disability and Life adjusted income from operations to be somewhat lower than full year 2015 earnings results. This expectation has been reflected in our full year 2016 outlook.

● To allow more time for the claim process enhancements to mature before updating reserve assumptions, the timing of the annual disability reserve review has been moved from the second quarter to the third quarter of 2016.

MetLife

Profit (Operating Earnings after tax, before after-tax investment gains/losses):

Line of Business	1Q16 Profit ($000,000)	1Q15 Profit ($000,000)	1Q16 Loss Ratio	1Q15 Loss Ratio
Group/Voluntary/Worksite	$174	$228	---	---
Group Life	---	---	85.9%	90.7%

EP

Line of Business	1Q16 EP ($000,000)	1Q15 EP ($000,000)
Group Non-Med Health*	$1,776	$1,708
Group Life	$1,590	$1,583

*includes dental, disability, LTC, AD&D, CI and vision

Notable Statements

● The Group Life mortality ratio was 85.9%, favorable to the prior-year quarter of 90.7% and the low end of the annual target range of 85% to 90%. We experienced lower claim severity versus the prior-year quarter while frequency was in line with our expectations.

● Group, Voluntary & Worksite Benefits or GVWB reported operating earnings of $174 million, down 24% versus the prior-year quarter and down 20% after adjusting for notable items in both periods. The primary drivers were less favorable underwriting as compared to a strong prior-year quarter and lower investment margins.

Hartford

Profit (Post-Tax, DAC. Pre capital gains/losses)

Line of Business	1Q16 ($000,000)	1Q15 ($000,000)
Group Benefits (Disability, Life, Other)	$50	$52

EP/Sales

Line of Business	1Q16 EP ($000,000)	1Q16 Sales ($000,000)	1Q15 EP ($000,000)	1Q15 Sales $(000,000)
Group Disability	$352	$84	$354	$123
Group Life	$369	$149	$365	$148

Notable Statements

● Circling back to Group Benefits, we delivered solid results with core earnings of $48 million, down approximately 8% from 2015, producing a core earnings margin of 5.5%. The main drivers to the decline were lower net investment income and slightly higher losses, offset by lower expenses. The overall performance of our group life and disability book remains strong and I am pleased with our operating performance.

● The modestly higher loss ratio is primarily due to the year-over-year volatility in AD&D claims and disability severity, driven by slightly higher average wage on recent claims.

● Looking at the top line, fully insured ongoing premium was up 1% for the quarter. Overall book persistency on our employer group block of business continues to hold around 90. Fully insured ongoing sales were $266 million for the quarter. This was our second-highest sales quarter over the past six years, surpassed only by first-quarter 2015, which was exceptionally strong.

Lincoln Financial

Profit (Post tax)

Line of Business	1Q16 Profit ($000,000)	1Q15 Profit ($000,000)	1Q16 Loss Ratio	1Q15 Loss Ratio
Group Protection	$5	($6)	69.6%	78.1%
Group Disability	---	---	67.2%	79.7%
Group Life	---	---	71.1%	77.7%

EP/Sales

Line of Business	1Q16 EP ($000,000)	1Q16 Sales ($000,000)	1Q15 EP ($000,000)	1Q15 Sales ($000,000)
Group Protection	$489	$59	$561	$56
Group Disability	---	$22	---	$22
Group Life	---	$27	---	$25

Notable Statements

● Group Protection earnings of $5 million compared to a loss of $6 million in the prior-year quarter, with both periods impacted by accelerated DAC amortization. The acceleration of amortization reduced earnings by approximately $18 million when compared to our typical quarterly run rate. As the first quarter is our heaviest renewal period, the amortization impact is greatest in this period but decreases in subsequent quarters. In fact, this is exactly what we saw last year as well, which gives us confidence that group's earnings power will continue to improve.

● This quarter's loss ratio clearly benefited from strong experience across all of our businesses. Notably, life and disability continue to benefit from our pricing actions while the latter saw further improvement in claims management.

● First quarter sales of $59 million increased 5% from the same period last year, which marked our first year-over-year sales increase since 2013. As our pricing actions have stabilized, the degree of market disruption has been reduced. As a result, we expect improvement in sales activity and growth to persist. As I noted last quarter, this will be important as we look to drive future margin improvement by growing premiums while sustaining pricing discipline.

Analyst Questions

● I was hoping you could provide some more details around group persistency this year around year-end versus what it was in the first quarter of 2015, and maybe what you would think of as sort of a more normal level when you weren't going through repricing initiatives.

Response: If you look at the period of time over which we've been going through this repricing process, you've definitely seen persistency decline. If you go back a few years,

persistency ran in the range of 80%. As you came into 2014, persistency ran in the mid-70s. The sort of the cumulative impact of the pricing actions started to really bite, we moved into the mid-60s in 2015. And that was similar to what we experienced in the first quarter of last year also. And then this year, in the first quarter we came in at 57%. Now, so we're down about 8 points from where we were last year. I think as you look forward, we would expect that persistency to start to grow back. Where it ends up over the long term, I expect sort of those mid-70s as a sort of consistent with the industry experience in this business.

● I had a question for Randy on the group loss ratio. It's obviously a very favorable quarter. I think in the prior to – a few years ago, I think you've always talked about a 71% to 74% target. I guess just wondering, given you've done a lot of the repricing now, what type of expectations you have going forward?

Response: We haven't, Ryan, really updated that at all. I would say, as the proportion of business that is employee-paid becomes a bigger piece of the book, that that has a modestly lower loss ratio. So over time, you would expect that target to trend down a little bit.

When you look at the quarter itself, we came in at 69.6% for the quarter, it's really – you start to try to split these things to a pretty much finer level than you truly can. But when I look at the actual experience in the quarter, there are three primary items that really drive loss ratios if you're talking about disability insurance; you have incidence rates, you have terminations and you have the average-sized claim that comes on the books. When I look at those three – three items and how they impacted the quarter, once again, you're starting to split these things pretty fine. But probably about one to two points better than we would have expected for the quarter. So that 69.6% had a little bit of favorability in it but not too much.

● Okay, got it. And then in terms of Group Protection, looking at the kind of adjusted number in terms of the after-tax margin, it was a little bit over 4%. Maybe, like you mentioned, the disability underwriting results were a little bit favorable. But looking longer term, how close are you back to the historical margin that you target for? And then, maybe given where we are right now, do you expect – would you achieve that kind of longer-term target in a near-term horizon?

Response: What we say is that our long-term margin expectation is 5% to 7%. We had originally thought we'd get to that earlier, maybe the full year 2017. But because we had lower persistency than we expected and we've had declining premium, our expense ratio isn't where it needs to be. So, I think we're looking out to the lower end of that range the latter part of 2017 or even 2018. Now, if sales, which could happen, move along, properly priced and more robust than, say, 4% or 5%, which is sort of the industry average, that could occur sooner.

Sun

Profit (Net income after tax):

Line of Business	1Q16 Profit ($000,000)	1Q15 Profit ($000,000)
Employee Benefits Group (U.S.)	$39	$38

EP/Sales

Line of Business	1Q16 EP ($000,000)	1Q16 Sales ($000,000)	1Q15 EP ($000,000)	1Q15 Sales ($000,000)
Employee Benefits Group (U.S.)	$683	$82	$564	$57

Notable Statements

● We completed the purchase of the U.S. employee benefits business of Assurant on March 1. The acquired business moves us to a leadership position with $4 billion (U.S) of business in force and adds greater breadth, capabilities and talent in one of our strategic pillars for growth. Integration activities are well underway. And while we're still in the early phases of bringing these businesses together, we're pleased with the progress to date.

● Sales in US group benefits were up by $25 million over the prior year. Sales results reflect strong growth in group life and disability, involuntary as well as the sales results of Assurant Employee Benefits business for the month of March.

● In SLF US underlying earnings included one month of Assurant's employee benefits business and benefitted from favorable morbidity experience in the group business. Our expense management initiatives continued to make progress and improved our levels of profitability in the US.

Analyst Questions

● US group benefit sales were up pretty sharply in the quarter. I wanted to see if there's any additional color you could provide on what drove the sales strength. And maybe any sense on how much was due to the contribution from the Assurant acquisition versus organic growth. And then maybe more big picture, any color you can provide on the feedback or response you're getting from clients in terms of that acquisition and the impact it's having on your sales and renewal discussion.

Response: So in the first quarter there definitely was some impact from AEB sales in March, we just had one month of sales. But that's part of why you're seeing the big quarter over comparable quarter increase there. If you take out the AEB sales, group and

voluntary sales were up by 17% and stop loss was up by 20%, so not quite as dramatic as if you look at the total. But we are getting some good momentum with our sales now. As you know we've been going through a repricing effort the past two years. As we're much further into that process we're starting to see improved results, improved sales effectiveness and improved close ratios.

As to your second question, as to the reaction we're getting, so far it's been very positive. A couple of points there. On both the Sun Life and AEB side, we've seen no decrease in sales as I just said in fact on Sun Life legacy we're seeing an increase in sales, and Assurant had very good sales through really all of last year when it was well known that they were for sale and continuing into the first quarter. We're looking forward to June 1 which we characterized as opening day. And that's the first day that we will face the market together with the combined product suite under the Sun Life brand. And there's quite a bit of excitement from our own sales people as well as from the brokers we're talking to about that launch point and being able to offer the stronger combined suite of products.

● And maybe just staying with US group benefits, it looked like there was some favorable morbidity in that line this quarter. Just want to see if you could give a little more color on what drove that result in the first quarter, and how much of an impact you're seeing from your repricing actions and how those are progressing.

Response: Most of the favorable morbidity that we saw in the first quarter, in this particular quarter was due to favorable stop loss results. Disability results were in line with our expectations and somewhat unfavorable mortality in life. We had a very favorable first quarter 2015 results in disability, so we're comparing it to an unusually good quarter there. But most of the favorability this quarter was in stop loss. Overall, we're continuing to see good results from the repricing, and probably most significantly the business we're retaining is significantly better performing than the business that is lapsing.

Summary

Company	Earnings	Sales	EP
Prudential	**Group: $26M (↓13.3%)**	**Dis: $79M (↑154.8%) Life: $232M(↑77.1%)**	**Dis: $216M (↑8.5%) Life: $1,009M (↑3.2%)**
Unum	**LTD/STD: $70.4M (↓5.2%) Life/AD&D: $55.4M (↓4.3%) Unum UK: $33.6M (↑3.1%) Colonial: $77.4M (↓.3%)**	**U.S Brokerage LTD:$37.5M(↑.5%) STD: $16.2M(↓32.5%) Life/AD&D: $40.8M(↓4.9%) Vol:$142.6M(↓1.1%) Unum UK: LTD: $10.2M(↓3.8%) Life: $4.7M(↓14.5%) Colonial Acc/Dis: $58.3M(↑18.3%) Life: $17M (↑6.9%) Can/CI: $14.6M(↑15.9%)**	**U.S. Brokerage LTD: $430.6M (↑6.2%) STD: $157.5 (↑6.6%) Life/AD&D: $386.1M (↑5%) Vol: $327.1M(↑5.7%) Unum UK: LTD: $93.1M (↓3.5%) Life: $28.7M(↓5.9%) Colonial Acc/Dis: $205.6M (↑4.6%) Life: $67.7M (↑8.7%) Can/CI: $77.9M(↑6.1%)**
Aetna	**Group: $21.3M (↓51.5%)**	**Group:N/A**	**Group: $608.8M (↓1.3%)**
Principal	**Specialty Benefits: $38.6M (↓17.5%)**	**Dis: $31.8M (↑8.2%) Life:$29.2M (↑19.7%)**	**Dis: $99.6M (↑8.4%) Life: $98.1M (↑10.7%)**
Cigna	**Group Dis & Life: $15M (↓70.6%)**	**N/A**	**Dis: $492M (↑9.8%) Life: $446M (↑.5%)**
Met	**Group/Vol/Worksite: $174M (↓23.7%)**	**Not reported by line of business**	**Non-Med: $1,776M (↑4%) Life: $1,590M (↑.4%)**
Hartford	**Group: $50M (↓3.8%)**	**Dis: $84M (↓31.7%) Life: $149M (↑.7%)**	**Dis: $352M (↓.6%) Life: $369M (↑1.1%)**
Lincoln	**Group Protection: $5M (neg $6M year ago)**	**Dis: $22M (flat) Life: $27M (↑8%)**	**Group Protection: $489M (↓12.8%)**
Sun	**U.S. Employee Benefits Group: $39M (↑2.6%)**	**U.S. Employee Benefits Group: $82M (↑43.9%)**	**U.S. Employee Benefits Group: $683 (↑21.1%)**