SMITH GROUP
DISABILITY & REINSURANCE CONSULTANTS

August 19, 2008

Dear Smith Group Client:

We are pleased to provide the 2nd 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.

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Prudential Financial

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

Line of Business	2Q08 Profit ($000,000)	2Q07 Profit ($000,000)	2Q08 Loss Ratio	2Q07 Loss Ratio
Group Disability	NA	NA	86.2%	84.7%
Group Life	NA	NA	89.4%	91.1%

EP/Sales:

Line of Business	2Q08 EP ($000,000)	2Q08 Sales ($000,000)	2Q07 EP ($000,000)	2Q07 sales ($000,000)
Disability	$238	$17	$225	$26
Life	$912	$30	$860	$26

Notable Statements

- The group insurance business reported adjusted operating income of $80 million in the current quarter, up $11 million from a year ago. The increase came almost entirely from improved Life Claims experienced in the current quarter.

UnumProvident

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

Line of Business	2Q08 Profit ($000,000)	2Q07 Profit ($000,000)	2Q08 Benefit Ratio	2Q07 Benefit Ratio
Unum US	$176.2	$92.3	80.7%	90.0%
LTD/STD	$45.7	($15.4)*	90.5%	105.2%
Life & AD&D	$54.3	$51.5	69.5%	74.3%
Voluntary/Supp	$76.2	$56.2	52.2%	58.0%
Unum Limited	$96.0	$77.7	58.3%	62.2%
Colonial	$68.2	$64.9	46.9%	47.2%

*reflects a $76.5 million reserve charge for the claims reassessment

EP/Sales

Line of Business	2Q08 EP ($000,000)	2Q08 Sales ($000,000)	2Q07 EP ($000,000)	2Q07 Sales ($000,000)
Unum US	$1,246.9	$154.4	$1,265.7	$160.2
LTD	$463.0	$45.4	$480.7	$53.0
STD	$110.6	$16.4	$128.6	$16.2
Life	$268.0	$38.6	$277.1	$35.3
AD&D	$32.6	$3.4	$32.1	$3.2

Voluntary	$372.7	$27.7	$347.2	$28.6
Unum Limited	$241.7	$30.9	$247.0	$27.8
LTD	$178.6	$23.2	$194.6	$22.2
Life	$52.8	$5.8	$43.0	$4.0
Other	$10.3	$1.9	$9.4	$1.6
Colonial	$242.6	$81.2	$224.8	$78.6
LTD/STD	$150.6	$53.5	$140.5	$49.5
Life	$39.0	$15.3	$35.3	$15.5
Cancer & CI	$53.0	$12.4	$49.0	$13.6

Notable Statements

● Similar to the first quarter, each of our primary business lines recorded lower benefit ratios in the second quarter of 2008 compared to the second quarter of 2007, which reflects the strong discipline we've built into our business plans.

● Despite slower consolidated sales growth in the second quarter compared to what we reported in the first quarter, we are generally encouraged by the underlying sales trends in our business. Our focus across all of our operating businesses is to grow our core market business (sales to small and mid-size employers) and each of our business has accomplished that this quarter.

● We have cautioned that if recessionary pressures show up in our claims 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 short-term disability line, which can be a leading indicator to LTD claim activity, also continues to perform well with stable claim incidence trends throughout the second quarter.

Unum US

● Unum US rolled out to an additional 35 states our Simply Unum offering, our group and voluntary offering on a single platform, which has been well received and we believe will help us grow our small and mid market business.

● Incidence trends remained generally stable in the second quarter for both our LTD and STD lines of business and we saw no evidence that the weaker economy was adversely affecting our benefit results.

● We saw solid results across the other Unum US business lines. Group Life and AD&D pre-tax earnings increased 5% and supplemental and voluntary earnings grew 36% with very strong performance in the individual disability line of business.

● Unum US sales declined 4% in aggregate in the second quarter, but core group sales actually increased 3.4%. The greatest change was in our large-case business where we saw sales decline 13%; this reflects our commitment to continue to grow on a relatively

consistent basis our sales to small and mid-size employers. We continue to be very disciplined about our sales of large case business.

● Following a strong 34% growth of voluntary benefit sales in the first quarter, sales in this declined to 3%, which is generally below our expectations but we are pleased with the 14% growth in voluntary benefit case count this quarter, which again indicates our growing success in serving the small case marketplace.

Unum UK

● Unum UK continues to invest in the development of our voluntary benefits offering to meet the changing needs of the UK marketplace. It will be a couple of years before any meaningful new sales volume can be expected, but we believe this is a unique opportunity for us in the UK market.

● Very strong earnings quarter with pre-tax operating earnings of $96 million. This is a 24% increase over the second quarter of 2007. Risk results remain excellent with the benefit ratio at 58.3% for the second quarter, which reflects favorable mortality and morbidity experience for the quarter.

● We continue to feel the pressure on sales and persistency in this market due to the extreme competition we see both in Group Life and in the large-case segments of the market, but just generally a very competitive environment in the UK market in general.

Colonial

● Colonial Life is preparing to roll out an updated release of Harmony, our new benefits enrollment system that will provide enhanced flexibility and multiple enrollment options.

● Pre-tax operating earnings increased 5% in the quarter to $68.2 million, again a continued very strong level of profitability in our Colonial Life operation. These results reflect continued favorable benefit experience for the accident, sickness, and disability product lines.

● Large-case market were down 14% from last year's levels, which again is indicative of the things we talked about across all of businesses where the primary focus is on the small and mid-sized case market.

Other items

● Let me touch on a few of the capital highlights for the quarter. Our second quarter estimate of risk-based capital for our traditional US life insurance companies remains well above our long-term target of 300% and at the high end of our year-end 2008 target.

● In the second half of 2008, we expect to continue to generate excess capital and will develop a strategy for its deployment consistent with our capital management philosophy.

Analyst Questions

● Looking at the premium income trends, Unum is getting good growth out of Colonial, Unum UK, and the supplementary/voluntary line, but was wondering when is it reasonable to expect premium income to grow in the Group Disability and Group Life/ AD&D segments?

Response – I'd expect to see some of that premium trend turn around in about the middle of 2009. Although we have growth in our core disability and group life market, that is being offset by terminations and disciplined underwriting renewal actions in our large-case market. So, we've got steady and improving growth in core and as you mentioned, a strong growth in supplemental and voluntary, but in aggregate a continued decline until it flattens out in 2009 in the large case.

● Question for Kevin McCarthy, can you can give us some sort of sense as to what kind of rate increases you are looking for as you begin the repricing season for next year?

Response --As you know, in 2008, the average rate increase that we were looking for was about 6% although in terminations, it's interesting to note that the average increase that we were looking for was 23%. So you can see that we still continue to be executing on our plan to clean up the under-performing part of the business. In 2009, unless we see some recessionary incidence pressure, I'd expect the rate increase to be in about the same ballpark, maybe 5% to 7%.

● A question for Kevin. I referred from a couple of companies just about the large-case market and kind of increasing competitiveness in that. Can you just talk about exactly what you're seeing and I guess how competitive it's getting?

Response -- Large-case markets, I think been largely consistent over the last couple of years. I don't think it is much more competitive now than it was last year. I think one of the things we've seen is that the level of competitiveness has moved down a little bit. I think it was significantly competitive at the 10,000+ life category, that's worked its way down into the 2,000 to 3,000 life category, forcing us to sort of maintain a little bit of discipline there as well.

In terms of the business that we lose, we don't obviously always know what rate a competitor takes that but typically it's at a rate at or below our renewal offerings. So as I mentioned to Colin in the disability field on our terminated business, I think we terminated about $100 million with the large-case disability this year. The average rate increase we asked for was 23%, driven of course by the lack of profitability. And so our competitors are taking that it's something less than that.

Reliance Standard Life (RSL)

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

Line of Business	2Q08 ($000)	2Q07 ($000)	2Q08 Loss Ratio	2Q07 Loss Ratio
Group (LTD, STD, Excess WC, Life, Travel Accident, Dental)	$63,342	$64,315	69.8%	70.5%

EP/Sales

Line of Business	2Q08 EP ($000)	2Q08 Sales ($000)	2Q07 EP ($000)	2Q07 Sales ($000)
Disability (mostly LTD)	$141,145	$23,943	$134,262	$31,488
Life	$101,503	$17,073	$91,618	$21,507
Excess WC	$64,076	$3,669	$68,706	$4,995
Travel Accident, Dental, Other	$17,318	$9,565	$15,539	$10,213

Notable Statements

● We were very pleased with the underwriting performance of our insurance businesses in the second quarter. Our group employee benefits combined ratio was 91.8%, down from 92.4% for the second quarter of last year. We continue to achieve better loss ratios from our disciplined pricing and underwriting at both Reliance Standard and Safety National.

● Our premium growth at Reliance was impacted by a decline in core production and this resulted from maintaining our focus on pricing and underwriting discipline in the phase of a somewhat more competitive environment. Price competition has increased particularly in long term disability and in the large case market which we addressed with our integrated employee benefits effort.

● RSL's disability premium growth was also affected by a decline in premiums from our turnkey disability division, CDS. Premiums at CDS were $12 million compared to $13.4 million in last year's second quarter. For the first half of 2008, turnkey disability premiums were essentially flat with last year and we except this trend to continue for the second half. CDS is focused on adding new turnkey partners, which tends to have a long sales and implementation cycle.

● I want to talk briefly about the potential impact of the economic slowdown on our insurance business. We've spoken in previous calls about the analysis we have done on this topic as part of our overall Enterprise Risk Management work. This analysis has shown that there's no significant correlation between changes in gross domestic product and overall loss ratios. We've also done correlations between our own premiums and loss ratios and payroll data for the last seven years, again not showing significant correlations. We believe that there are three main reasons for this:

(1) Our product lines are well diversified, that is, no one product makes up the majority of our premium. Our three main lines disability, group life and excess workers' comp have different market cycles in different competitive environments.

(2) Our customer base is well diversified by industry and a significant percentage of our customers are in industries they are less economically sensitive. For example, almost two-thirds of safety national customer basis in government entities, health care and education which are not as economically sensitive as other sectors.

(3) We focus on smaller companies, which is where the vast majority of job growth has been in the past decade and which we expect to perform better in recession. Almost half of our sales premiums comes from customers with less than 500 employees (over 90% by case account). So we continued to feel very good about our ability to grow premiums and earnings in recessionary environment.

Analyst Questions

● Okay, good morning. A question around the competition at RSL, if you could give us a little bit more discussion around what you see, who is there and where the greatest amount of contestants are coming from?

Response -- What we are seeing at RSL is the traditional set of competitors who seemed to have sharpened their pencils somewhat. I'm not sure there is any one party that we would want to or should name. And in looking at the production, we were a little below where we needed to be to derive the RSL premium we would like. So, we've been at RSL with Larry and his team taking a look at the production situation, the competitive situation and evaluating what we are doing from an underwriting perspective to be sure we're maximizing our opportunities to get our target profit margins and the best volume we can with that. So, we're sticking to the pricing margin, the first philosophy that we've always used.

● With respect to RSL, you're saying that the premiums are not necessarily impacted by the economy but if payroll growth is slowing within just your existing customers, doesn't that by definition put some pressure on your top line premium?

Response -- What we were trying to say in our comments was that we don't see that as having a major impact at this point. We're continuing to see steady to slightly growing payrolls but you're right if the economy were to have our same case environment as our

employer subset, decreasing payrolls would show up in premium growth. At this point we are not seeing that as a factor.

Standard Financial Group

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

Line of Business	2Q08 Profit ($000,000)	2Q07 Profit ($000,000)
Insurance Services	$89.3	$72.4

EP/Sales

Line of Business	2Q08EP ($000,000)	2Q08 Sales ($000,000)	2Q07 EP ($000,000)	2Q07 Sales ($000,000)
LTD	$219.9	$14.4	$226.6	$35.9
STD	$54.6	$5.2	$54.1	$4.2
Life & AD&D	$219.5	$18.5	$196.4	$14.9
Other	$19.0	$4.9	$18.2	$3.3
ERR	($13.3)	--	($13.4)	--
Total EB	$499.7	$43.0	$481.7	$58.3

Notable Statements

● The Insurance Services Group continued to have very favorable claims experience, much better than our average over the past few years. As we have often mentioned, claims experience is inherently volatile when viewed on a quarterly basis.

● The Insurance Services segment had a strong second quarter with income before income taxes up 23.3%, compared to the second quarter of last year. These results were driven by premium growth and favorable claims experience in our group insurance business.

● Premium growth for the Insurance Services segment for the second quarter of 2008 was 4.1%. However, premiums for the second quarter of 2007 included a single premium of $19.3 million related to our reserve buyout. Adjusted for the 2007 reserve buyout, premium growth for the second quarter of 2008 was 8.2%. Premium growth in the third and fourth quarters will be negatively affected by two large case termination as well as difficult comparisons to the second half of 2007 due to strong premium growth from jumbo size cases written last year.

● The second quarter is typically a light sales quarter for group sales. Our group sales this quarter were $43 million compared to $58.3 million in the second quarter of 2007. Again adjusted for the 2007 reserve buyout, our sales growth for the second quarter of 2008 was up 10.3%. Our group insurance benefit ratio at 74.4% was favorable compared to the

second quarter of 2007 and better than our annual expected target range of 77.5% to 79.5%. We see nothing systemic in the decrease in the benefit ratio for the last two quarters that leaves us to believe our future experience will differ significantly from what we've suggested in our annual guidance.

● Despite the economic events of the quarter, the core business continues to perform well. We have not experienced a correlation between our claims experience and economic conditions. Our continued focus on writing profitable business in the appropriate industries, where risk profiles and growth prospects are favorable, helps us weather many economic scenarios.

● During the second quarter, we raised the discount rate used to establish new reserves by 25 basis points to 5.25%, compared to the 5% rate used in the first quarter of 2008. The average new money interest rate margin over the average discount rate for the previous 12-months was 41 basis points. Our overall portfolio margin at the end of the quarter was 43 basis points.

● For 2008 guidance, we expect that our long-term target for return on average equity of 14% to 15% will be met or exceeded. That our long-term target for earnings per diluted share growth of 12 to 15% will be achieved. And our premium growth will be at or little below the low end of previously stated 2008 range of 6 to 8%.

● We are maintaining our group insurance benefit ratio guidance of 77.5% to 79.5%. However, actual experience over the past four years indicates that the benefit ratio for 2008 could be at the lower end of the range. Overall, the second quarter results represent a solid quarter. And indicated each of our businesses is operating well in the current economic environment.

Analyst Questions

● With respect to what you're seeing within your existing book of business in terms of employment and wage growth, I think wages are still growing in general at a fairly decent rate; employment growth I guess is flat to maybe even declining. I mean is that sort of what you are seeing within your own book of business?

Response -- You might recall that when we were in New York in May, we talked about our book of business. And we pulled some steps here just to get a sense of what was going on. If you look at employment growth from Q2 '07 through Q2 of '08 and then look at our book of business, two-thirds of our books of business in LTD grew at about 2% in that same timeframe. We think you are right that overall employment growth is probably flat to maybe very slightly negative.

Haven't seen a whole lot of movement of the wage side yet; but as we see, inflation has increased a little bit. That may have some upward pressure on wages. And of course that's a good thing for us, so too early to make that call.

● And with respect to the benefit ratio, was that in the mortality in the life business or in the claims in the LTD business or can you give us a little more color on that?

It was across the board; we have favorable experience across all the various product lines. We don't see a correlation between the economic environment and our claims experience. During an economic recession, if that's in fact where we are, you might tend to see more soft claims filed whether that's mental nervous claims or back or musculoskeletal injuries, those kinds of things. So we monitor that very closely as you might guess. We look at those claims from second quarter of '07 through second quarter of '08, and we actually saw a decline in the percentage of those claims submitted to us.

Aetna

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

Line of Business	2Q08 Profit ($000,000)	2Q07 Profit ($000,000)
Group Insurance (Life, Disability, LTC)	$39.3	$39.2

EP

Line of Business	2Q08 Earned Premium ($000,000)	2Q07 Earned Premium ($000,000)
Group Insurance	$503.8	$553.1

Notable Statements

● Expanded relationship with Home Depot beginning on January 1, 2009. Our services will include a national PPO solution on a self-insured basis, as well as a suite of products for part-time and hourly workers, including health, life and short-term disability.

● We are very pleased with our Group Insurance operating earnings this quarter. The 500 basis point improvement in the benefit ratio was driven by favorable claim experience in our long-term disability line. This favorable underwriting result was offset by significantly lower investment income, which declined by $16.4 million year-over-year.

Principal Financial Group

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

Line of Business	2Q08 Profit ($000,000)	2Q07 Profit ($000,000)	2Q08 Loss Ratio	2Q07 Loss Ratio
Life & Health	$30.9	$23.1	N/A	N/A

Group Disability	N/A	N/A	70.1%	75.1%
Group Life	N/A	N/A	66.7%	69.3%

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

Line of Business	2Q08EP ($000,000)	2Q08 Sales ($000,000)	2Q07 EP ($000,000)	2Q07 Sales ($000,000)
Disability	$77.1	$9.1	$85.7	$11.9
Life	$88.8	$11.1	$74.5	$10.0

● The increase in earnings in the Life & Health Segment is primarily due to an $8 million increase in earnings for the Specialty Benefits division reflecting favorable experience particularly in the individual disability line and growth in business.

Cigna

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

Line of Business	2Q08 Profit ($000,000)	2Q07 Profit ($000,000)
Group Disability & Group Life	$73	$68

EP

Line of Business	2Q08 EP ($000,000)	2Q07 EP ($000,000)
Disability	$254	$223
Life	$305	$288

Notable Statements

● Our second quarter earnings improved from first quarter reflecting higher Health Care results and continued strong results from our Group Disability and Life and International businesses.

● I will now comment briefly our Group Disability and Life and International businesses. Our Group and International businesses delivered another strong quarter with competitively strong top line growth and profit margins. The first half of 2008 our Group business reported earnings of $141 million with premiums and fees growing year over year at an attractive rate of 10%. Our after tax margins in this business continued to be industry leading.

● We expect our group disability and life and International businesses to continue to grow revenue while maintaining strong margins. Specifically, we expect mid-single digit earnings growth in Group and double digit earnings growth in International for the full year 2008.

● In our Group business we delivered best in class results with our disability claim management model. We help people return to work sooner than our competition. Like our Health Care business, our Group business is steeped in clinical excellence. One of the differentiators for us is our ability to integrate our programs. People with our disability and health plans have lower rates of disability and return to work more quickly. That's real value for the individual customer.

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	2Q08 Profit ($000)	2Q07 Profit ($0000)	2Q08 Loss Ratio	2Q07 Loss Ratio
Employee Benefits* (includes DRMS)	$18,630	$21,475	70.9%	67.3%

* Employee benefits includes dental, disability & life

EP/Sales

Line of Business	2Q08 EP ($000)	2Q08 Sales ($000)	2Q07 EP ($000)	2Q07 Sales ($000)
LTD & STD	$113,327	$10,404	$115,539	$14,121
Life	$50,495	$5,775	$54,356	$7,051

Notable Statements

● Even with the uncertainty in the economy, our geographic and industry diversification and focus on the small employer has helped the disability incidence rate remain favorable.

Analyst Questions

● Looking at Employee Benefits, just so I understand, this loss ratio is less favorable than a year ago, but morbidity was still better than pricing; is that correct?

Response – It's still favorable. Versus your pricing you get a lot of different factors by products, different durations and things like that. But I think overall as I said, the disability incidence rate still remains at a level that we are very comfortable with.

● Question on the disability book, other carriers who you compete with on the smaller case side have reported pretty stable expectations and your disability book was down, is that mostly because of, your still transitioning your book of business or are there other factors?

Response – We're still very pleased with our incidence rates in disability which to me is the main bench mark that you look at. We haven't seen really any change in those overall, they are still running at very favorable levels, we had exceptionally good experience in 2007, so I guess we had kind of a difficult comparison for ourselves but I think that, incidence rate is the key metric I keep my eye on. I know that John Roberts keeps his eye on this as well and we still feel real good about it.

MetLife

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

Line of Business	2Q08 Profit ($000,000)	2Q07 Profit ($000,000)	2Q08 Loss Ratio	2Q07 Loss Ratio
Group Disability	N/A	N/A	89.7%	90.8%
Group Life	$137	$153	91.3%	89.2%

EP

Line of Business	2Q08 EP ($000,000)	2Q07 EP ($000,000)
Disability	$404	$372
Life	$1,693	$1,574

MetLife does not disclose sales numbers in these lines.

Notable Statements

● Core growth in group life resulted in an increase of revenues of 8% over the year ago period.

● In Institutional, our Group Term Life mortality ratio of 91.3% was well within our target range of 91% to 95%. However, underwriting results in group life were negatively impacted by an unusually high number of large claims in our specialty product areas. The impact of these large claims was $60 million post tax, or $0.02 a share.

Analyst Questions

There was a bit of an earnings hiccup in the specialty life insurance area, I believe on the group side, you will correct me, if it was on the individual side. What is that specialty area; what is its specific business? And I am sure you have taken a very close look at the nature of the claims to determine what might, if anything, could be going on? Could you just build on your comments?

Response-- It's our group universal life and group variable universal life contracts which are contracts that we offer primarily to a higher paid executive people within the corporate accounts that are our customers. And so, in this particular quarter, we had a higher number of claims in excess of $1 million than we typically see on an average quarter. And as result of that, that was driving the higher mortality in that segment of our business.

Hartford

Profit (Net of Tax and DAC)

Line of Business	2Q08 ($000,000)	2Q07 ($000,000)
Group Benefits (Disability, Life, Other)	$62	$83

EP/Sales

Line of Business	2Q08 EP ($000,000)	2Q08 Sales ($000,000)	2Q07 EP ($000,000)	2Q07 Sales $(000,000)
Group Disability	$497	$54	$463	$40
Group Life	$526	$76	$483	$66

Notable Statements

● Our Group Benefits business had an outstanding second quarter. Fully insured sales were up 13% from the prior year and fully insured premium grew to $1.1 billion, driven by an 8% increase in Life and Disability. These are great results in a very competitive market.

Jefferson Pilot

Line of Business	2Q08 Profit ($000,000)	2Q07 Profit ($000,000)	2Q08 Loss Ratio	2Q07 Loss Ratio
Group Protection	$32.2	$29.0	70.2%	70.8%
Group Disability	$19.9	$18.1	66.1%	66.4%
Group Life	$11.4	$10.0	72.3%	73.9%

EP/Sales

Line of Business	2Q08 EP ($000,000)	2Q08 Sales ($000,000)	2Q07 EP ($000,000)	2Q07 Sales ($000,000)
Group Protection	$393.0	$64.6	$361.3	$62.2
Group Disability	$167.0	$29.9	$150.4	$28.9
Group Life	$133.8	$23.4	$125.0	$23.8

* includes life, disability & dental

Notable Statements

● Group protection delivered yet another exceptional quarter with net earned premium up 9% over the prior year quarter. The expansion of the sales force is expected to be a driver of increased sales in the second half of the year. Our unique business model, highly productive distribution group and solid risk management continue to drive favorable results.

● Loss ratios performed better than our long-term expectations in both and life and disability lines with overall non-medical ratios coming in just under 70% as compared to an expected range of 71% to 74%. Solid revenue growth continued with net earned premium increasing 9% over the comparable 2007 quarter.

Sun

Profit (Net income after tax):

Line of Business	2Q08 Profit ($000,000)	2Q07 Profit ($000,000)
Employee Benefits Group (U.S.)	$25	$27

EP/Sales

Line of Business	2Q08 EP ($000,000)	2Q08 Sales ($000,000)	2Q07 EP ($000,000)	2Q07 Sales ($000,000)
Employee Benefits Group (U.S.)	$490	N/A	$391	N/A

Notable Statements

● Regarding our U.S. growth strategy over the past several years, we've augmented our organically grown group benefits platform through the successful integration and acquisition of Genworth's EGB business.

● Over the past five years, our sales and net income of our U.S. based group protection businesses have grown at an average annual compound rate in excess of 20%.

- Net income in employee group benefits was flat at $25 million (compared to 2Q07) .

Summary

Company	Earnings	Sales	EP
Prudential	**Not reported by line of business**	**Dis: $17M (↓35%)** **Life: $30M (↑15.4%)**	**Dis: $238M (↑5.7%)** **Life: $912M (↑6%)**
Unum	**LTD/STD: $45.7M** **Life/AD&D: $54.3M (↑5.4%)** **Vol WB: $76.2M(↑35.6%)** **Limited: $96.0M (↑23.6%)** **Colonial: $68.2M (↑5.1%)**	**U.S Brokerage** **LTD: $45.4M(↓14%)** **STD: $16.4M(↑1.2%)** **Life: $38.6M(↑9.3%)** **ADD: $3.4M(↑6.25%)** **Vol: $27.7M(↓3%)** **Unum Limited** **LTD: $23.2M(↑4.5%)** **Life: $5.8M(↑45%)** **Other: $1.9M(↑18.8%)** **Colonial** **LTD: $53.5M(↑8.1%)** **Life: $15.3M (↓1%)** **Other:$12.4M(↓9.8%)**	**U.S. Brokerage** **LTD: $463M (↓3.7%)** **STD: $110.6M (↓14)** **Life: $268M (↓3.3%)** **AD&D: $32.6M (↑1.5)** **Vol: $372.7M(↑7.3%)** **Unum Limited** **LTD: $178.6M (↓8%)** **Life: $52.8M (↑22.8%)** **Other: $10.3M (↑9.6%)** **Colonial** **LTD: $150.6M (↑7.2%)** **Life: $39.0M (↑10.5%)** **Other: $53.0M (↑8.2%)**
RSL	**Group: $63.3M(↓1.5%)**	**Dis: $23.9(↓24%)** **Life: $17M (↓21%)**	**Dis: $141M (↑5.1%)** **Life: $101.5 (↑10.7%)**
Standard	**Group: $89.3M (↑23.3%)**	**LTD: $14.4M (↓60%)** **STD: $5.2M (↑23.8%)** **Life/AD&D: $18.5M (↑24.2%)**	**LTD: $219.9M (↓3%)** **STD: $54.6M (↑1%)** **Life/AD&D: $219.5M (↑11.8%)**
Aetna	**Group: $39.3M (flat)**	**Group:N/A**	**Group: $503.8M (↓9 %)**
Principal	**Specialty Benefits: $30.9M (↑33.8%)**	**Dis: $9.1M (↓24%)** **Life:$11.1M (↑11%)**	**Dis: $77.1M (↓10.1%)** **Life: $88.8M (↑19.2%)**
Cigna	**Group Dis & Life: $73M(↑7.4%)**	**N/A**	**Dis: $254M (↑13.9%)** **Life: $305M (↑5.9%)**
Assurant	**Employee Benefit: $18.6M(↓13%)**	**LTD/STD: $10.4M (↓26%)** **Life: $5.8M (↓18%)**	**LTD/STD: $113.3(↓2%)** **Life: $50.5M (↓3%)**
Met	**Not reported by line of business**	**Not reported by line of business**	**Dis: $404M (↑8.6)** **Life: $1,693M (↑7.6%)**
Hartford	**Group: $62M (↓25%)**	**Dis: $54M (↑35%)** **Life: $76M (↑15.2%)**	**Dis: $497M (↑7.3%)** **Life: $526M (↑8.9%)**
JP	**Dis: $19.9M (↑10%)** **Life: $11.4M (↑14%)**	**Dis: $29.9M(↑3.5%)** **Life: $23.4M (↓1.7%)**	**Dis: $167M (↑11%)** **Life: $133.8M (↑7.0%)**
Sun	**U.S. Employee Benefits Group: $25M(↓7.5%)**	**U.S. Group: N/A**	**U.S. Group: $490M (↑25.3%)**

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