SMITH GROUP
DISABILITY & REINSURANCE CONSULTANTS

November 14, 2008

Dear Smith Group Client:

We are pleased to provide the 3rd 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	3Q08 Profit ($000,000)	307 Profit ($000,000)	3Q08 Loss Ratio	3Q07 Loss Ratio
Group Disability	NA	NA	81.5%	82.1%
Group Life	NA	NA	88.1%	88.4%

EP/Sales:

Line of Business	3Q08 EP ($000,000)	3Q08 Sales ($000,000)	3Q07 EP ($000,000)	3Q07 sales ($000,000)
Disability	$265	$47	$233	$21
Life	$840	$70	$841	$33

Notable Statements

● The Group Insurance business reported adjusted operating income of $101 million in the current quarter, essentially unchanged from $100 million a year ago. Results for the current quarter and the year ago quarter each benefited $13 million from group disability reserve refinements based on annual reviews.

UnumProvident

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

Line of Business	3Q08 Profit ($000,000)	3Q07 Profit ($000,000)	3Q08 Benefit Ratio	3Q07 Benefit Ratio
Unum US	$175.9	$176.2	80.8%	83.1%
LTD/STD	$53.5	$50.4	89.3%	92.1%
Life & AD&D	$50.9	$56.2	70.4%	72.3%
Voluntary/Supp	$71.5	$57.7	---	---
Unum Limited	$96.1	$101.0	52.4%	53.3%
Colonial	$66.2	$62.5	47.5%	48.6%

EP/Sales

Line of Business	3Q08 EP ($000,000)	3Q08 Sales ($000,000)	3Q07 EP ($000,000)	3Q07 Sales ($000,000)
Unum US	$1,239.1	$118.5	$1,255.3	$109.0
LTD	$456.9	$31.4	$470.3	$23.9
STD	$105.5	$10.7	$123.0	$8.5
Life	$267.2	$17.1	$276.4	$17.3
AD&D	$33.1	$1.7	$33.2	$2.4

Voluntary	$376.4	$35.4	$352.4	$31.3
Unum Limited	$224.7	$22.9	$247.6	$22.2
LTD	$167.9	$16.2	$192.4	$16.6
Life	$46.8	$4.8	$45.3	$3.4
Other	$10.0	$1.9	$9.9	$2.2
Colonial	$245.2	$75.9	$227.0	$74.5
LTD/STD	$152.6	$49.7	$141.7	$47.1
Life	$39.1	$14.8	$35.6	$14.9
Cancer & CI	$53.5	$11.4	$49.7	$12.5

Notable Statements

● Our sales results were encouraging. As we discussed in the past, our focus across all of our operating businesses is to grow our core market business. That is sales to small and mid-sized employers and we had good success this past quarter.

Unum US

● The before-tax operating earnings for Unum U.S. increased by 7% with generally favorable performance in the Group Disability and supplemental and voluntary lines, which offset slightly lower earnings in our Group life line.

● Our new claim incidence on a seasonally adjusted basis was generally stable. Our analysis of incidence trends continues to suggest no significant variations either in any occupational categories, case size or type of impairment.

● We continue to remain confident that we can reduce the benefit ratio to between 88% and 89% by the end of 2008 or early 2009.

● Unum U.S. sales increased 8% in the third quarter, with core Group sales increasing 28% and voluntary benefit sales increasing 13%. As you know, these are two areas we targeted for growth.

● In Group Life, the benefit ratio was lower than a year ago. This reflects lower incidence rates, but a slightly higher average claim size. The expense ratio, again in Group Life and AD&D was higher this quarter, reflecting the mix shift to more core market sales.

Unum UK

● Risk results remained excellent with the benefit ratio of 52.4% for the third quarter of 2008, compared to 53.3% in the third quarter of 2007. Results from both quarters included an adjustment to our long-term assumptions for claim reserves that resulted in reserve releases.

● Underlying morbidity and mortality experience in the quarter remained favorable.

● Sales increased 3% in dollar terms or around 9% in local currency. Premium income for the segment remains under pressure though at market conditions in the Group Life and large case market remain very competitive in the UK.

Colonial

● Pre-tax operating earnings increased 6% to $66.2 million in the third quarter, continuing the strong level of profitability. These results reflect continued favorable benefit experience for the accident, sickness and disability product lines which were offset somewhat higher benefit ratios for the life, cancer and critical illness lines.

● Total sales increased only 2% for the third quarter, below our long-term expectation. Our core market sales in the less than 100 lives segment grew 7%. Sales in the large case market were 8% below last year, so again, very consistent with our overall theme to focus on growth in the small and midsized marketplace.

● We are also encouraged by activity in the market. New account growth at Colonial Life was up approximately 17% for the third quarter. However, the average new case size declined by approximately 5%.

Other items

● Our third quarter estimate of our risk-based capital ratio for our traditional U.S. life insurance companies remains above our long-term target of 300%, and we are positioned to finish 2008 within our year-end target of 315% to 325%.

● At our holding company, liquidity was $406 million, also comfortably above our target to cover one year of fixed charges plus maintain the capital cushion for business in economic volatility. We currently project our year-end 2008 holding company liquidity position to be in excess of $500 million.

Analyst Questions

● Can you can comment or perhaps Kevin is available to comment on renewal and pricing trends for the U.S. business?

Response: New business pricing is basically pretty stable. We are prepared to adjust rates going forward, if we see an uptick in incidence in claim activity, but we haven't seen that yet. And most of our first quarter 2009 rules are out. Our rate increases are relatively modest, more modest than in prior years around 3% or so, in comparison to as you know, in prior years we had much more significant rate increases. And our renewal program itself is also a bit smaller in 2009 because we've gone through most of that work during 2005, 2006 or 2007 and 2008. So unless we see an economic shift, I expect pretty stable pricing.

● It sounds like you are doing quite well on claims trend. Have you heard of any uptick in incidence level at other insurers? Perhaps those who have not been as careful in terms of the underwriting or focusing on small case? Maybe there something different about this downturn?

Response (Kevin McCarthy): To tell you the truth, I haven't really heard much from other carriers either, I think we have seen some mild increase in renewal activity from other carriers in comparison to prior years, but not much yet in terms of incidence impact. Sometimes incidence lags in economic downturn. So we're still being pretty cautious watching and monitoring it in every industry sectors, size sector and being prepared to act on increasing our renewals if we have to.

● I was wondering Kevin, if you could provide a little more color here on the competitive trends in the U.S.? I know you touched a little bit on it, but also how do you expect those trends to change as the economy weakens?

Response: We've ramped up our sales activity, we've ramped up our focus on voluntary sales and package sales, we rolled out our Simply Unum platform now pretty much everywhere in the United States. And although it's early with our Simply Unum initiatives, the early trends look pretty strong for us. I think over the course of the next year, if we continue to see economic pressure, you might see companies that are well positioned in the smaller and mid-sized markets having maybe a little bit easier time than companies in the large case marketplace, and I'd expect to see a lot of packaging of products for efficiency, so maybe more packaging of Life, STD, LTD and voluntary benefits together. And that's what we have been positioning ourselves to do anyway with the build out of our Simply Unum platform and enrollment capabilities.

● Can you remind me what is the typical duration of the rate guarantee in your core market for disability today?

Response: That will be two to three years or I'll say our weighted average is probably 2.5.

Reliance Standard Life (RSL)

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

Line of Business	3Q08 ($000)	3Q07 ($000)	3Q08 Loss Ratio	3Q07 Loss Ratio
Group (LTD, STD, Excess WC, Life, Travel Accident, Dental)	$32,979	$67,234	68.8%	70.1%

EP/Sales

Line of Business	3Q08 EP ($000)	3Q08 Sales ($000)	3Q07 EP ($000)	3Q07 Sales ($000)
Disability (mostly LTD)	$142,706	$26,531	$132,598	$22,682
Life	$100,757	$19,622	$91,583	$18,046
Excess WC	$66,173	$11,436	$68,122	$8,283
Travel Accident, Dental, Other	$17,483	$10,746	$14,254	$10,283

Notable Statements

● Delphi's insurance operations were excellent in the third quarter. Combined ratios were favorable and we achieved solid growth in both premiums and production.

● We continued to achieve better loss ratios from our disciplined pricing and underwriting at both RSL and Safety National. Core employee benefit premiums rose 7% to $327 million and our core production rose 15% to 68 million.

● At RSL premium growth was driven by a 10% increase in group life and an 8% increase in group disability. We achieved strong growth in production as well with group disability production up 17% and group life production up 9%. Production increase was boosted by the number of new cases sold in our small case niche and good success in our integrated employee benefit program that is targeted for larger cases.

● Premium at CDS, Delphi's turnkey division, was $12.6 million compared to $12.5 million a year earlier. We expect premium for the year to be essentially flat as compared to last year. CDS continues to focus on adding new turnkey partners which tend to have a very long sales cycle.

Analyst question about growth at RSL. We have seen some sort of reawakening at Safety National and at Reliance. What would you consider to be reasonable range of expected premium growth over the next two years?

Response, for RSL looking at the next couple of years I would say that you could expect 8 to 10% top line growth.

Standard Financial Group

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

Line of Business	3Q08 Profit ($000,000)	3Q07 Profit ($000,000)
Insurance Services	$103.4	$93.3

EP/Sales

Line of Business	3Q08EP ($000,000)	3Q08 Sales ($000,000)	3Q07 EP ($000,000)	3Q07 Sales ($000,000)
LTD	$213.0	$10.7	$215.1	$51.0
STD	$53.5	$4.9	$54.1	$4.8
Life & AD&D	$208.5	$12.6	$206.9	$61.6
Other	$19.4	$6.0	$18.8	$7.5
ERR	($8.9)	---	($8.3)	---
Total EB	$485.5	$34.2	$486.6	$124.9

Notable Statements

● Third quarter net income excluding after tax net capital gains and losses was $1.46 per diluted share, a 13.2% increase over the third quarter of 2007. This increase was primarily driven by comparatively favorable claims experience in our group insurance businesses.

● Premiums for the Insurance Services segment for the third quarter of 2008 were up slightly from the third quarter of last year. As we mentioned last quarter, premium growth in third and fourth quarters will be negatively affected by two large case terminations as well as difficult comparisons to the second half of 2007 due to strong premium growth from jumbo size cases written last year

● Year-over-year sales comparisons also reflect the effects of large case sales. To put this in perspective, more than $65 million of sales came from three large cases during the third quarter of the last year.

● Our group insurance benefit ratio at 71.1% was the lowest quarterly benefit ratio we have had since we became a public company. Although, experience over the past three quarters was more favorable than our annual expectation, we consider these results to be a normal fluctuation when measured over a very short timeframe.

● We do not see a correlation between the current economic conditions and our claim incidence rates. It's also further evidenced of our strategy to get the right rate on the right risk and provide expert claim services.

● Despite the economic events of the quarter, the core business continues to perform well. 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.

● We continued to sell and to retain customers in several recession resistant sectors where stronger employment growth is present despite the current economic slowdown.

Analyst question about the favorable loss ratio: You've had two consecutive quarters of your lowest loss ratio ever. Is there a fundamental change in the way you are running this business, whether it would improvements in your claim center or is it pricing that is driving some of this downward trend?

Response: We're watching this very closely as you might suspect. Let me give you a little bit of background on why we saw the results for we did, because it's interesting. First of all, I want to continue to reiterate that we are not seeing any correlation with our claims experience and what's going on in the economy. As an example, we monitor things like claims that are susceptible to economic pressures such as mental and nervous claims back or musculoskeletal claims, all of those are very much within our anticipated ranges. So, we are not seeing anything going on there at all.

In the LTD side, we've got about 66% of our block that is in industries that is experiencing job growth. And that's very different than I take many of our competitors would see. On the life side, we saw significantly lower severity of claims and on a life claim you should assume that means that if you normally paid up $30,000 maybe you pay out $28,000 this time around or so on.

Likewise, on the AD&D side, we also saw the exact same phenomenon there. And summer it's a difficult time for AD&D claims. We did not see increase in AD&D claims in the summer as we often times do. And again saw the severity decrease there as well.

And finally on the LTD side, one of things we're seeing is much higher claim recoveries in our early duration periods in one to two year range. And we're also seeing higher SS approvals on our continuing claims, again no sign of adverse claim impacts whatsoever.

Analyst question: I just want to confirm that you view the results as anomalous and not sustainable and not representative of a fundamental change in your business. You explained what was happening. You just didn't hit head-on in my judgment, whether you view the results as not sustainable?

Response: Let me give it another try then. I think what the takeaway here is that the at StanCorp, it's a very good time to have underwriting expertise, firm pricing, excellent claims management, targeted industries and a field force that understands how those pieces fit together to make this thing work. We have refined our underwriting and rotated into sectors that we think are recession resistant. We have maintained a very firm pricing in this particular marketplace. We have sharpened our claims practices at the same time. And so, while I won't comment on whether or not this is sustainable at this particular level, I don't think it's by mere accident either.

Analyst question: Okay. And you mentioned specifically Greg, firm pricing. Is that sort of a hidden way of saying that you think how other competitors are still behaving irrationally. And I know you guys have talked about some irrational behavior pretty openly without naming companies over the past few quarters, do you see any of that

changing especially in light of insurers maybe taking a harder look at there own profitability levels in this environment?

Response: Well I hope so, John. I hope that exactly what happens, I think there are number of competitors that might be in this segment of the business where it is not core to their company as a whole, they may not manage it to the same extent that we do. You understand how we manage this business and rate detail and have the data to backup for the conclusion that we reach.

At the same time, I think we still see some competitors out there that have acted irrationally. One check on that as to look and see where the industry has grown say through mid-year and then look at the competitors and see that, well wait a minute the industry has grown in the 4% to 5% range why are there competitors that are moving at the 20+ percent range.

Aetna

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

Line of Business	3Q08 Profit ($000,000)	3Q07 Profit ($000,000)
Group Insurance (Life, Disability, LTC)	$47.2	$38.2

EP

Line of Business	3Q08 Earned Premium ($000,000)	3Q07 Earned Premium ($000,000)
Group Insurance	$511.2	$537.1

Notable Statements

● Analyst question about economic recession and how it may impact Aetna's business.

Response: With respect to disability, we had a very good year. But you've seen the consumer confidence numbers and that is usually a leading indicator, of incidence rates in the disability line. So, we are not projecting that that line of business will have the same level of underwriting margin that it had this year and that is fully baked into the guidance we gave you.

Principal Financial Group

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

Line of	3Q08 Profit	3Q07 Profit	3Q08 Loss	3Q07 Loss

Business	($000,000)	($000,000)	Ratio	Ratio
Life & Health	$73.9	$73.4		
Group Disability	---	---	71.9%	74.6%
Group Life	---	---	65.3%	70.8%

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

Line of Business	3Q08EP ($000,000)	3Q08 Sales ($000,000)	3Q07 EP ($000,000)	3Q07 Sales ($000,000)
Disability	$73.7	$12.2	$79.5	$15.3
Life	$87.3	$11.5	$86.0	$15.8

● Specialty Benefits delivered record earnings of $31 million, an increase of 14%, reflecting improved claims results in three of the division's four lines.

Analyst question: You used to talk a lot about your commitment to the Health and the Specialty Benefits businesses. Are you still very committed to those businesses, or would you consider divesting?

Response: In terms of the Health and the Specialty Benefits businesses, let me just say again, reiterate that from a strategic perspective, we think that having both of those businesses is very important to the ultimate success of our small and mid-size business strategy.

Health insurance and Specialty Benefits remain as one of the very first employee benefits that an employer puts in, it remains as one of the most active areas that advisers continue to be active in. So, it introduces us to a lot of small and mid-sized businesses and to a lot of advisers. In terms of financial performance, those businesses are performing extremely well, very strongly. Any decision to exit those businesses would be done on a dilutive basis, so it certainly would not be a shareholder-friendly event. And finally, what I would say, and perhaps something that doesn't get often enough stirred into the mix, but there is a positive covariance benefit in the standpoint of the rating agencies that is attached to those as well. So, our real approach here is to try to continue to execute those successfully, have a combination of growth and profitability and that is what our strategy remains.

Cigna

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

Line of Business	3Q08 Profit ($000,000)	3Q07 Profit ($000,000)
Group Disability & Group	$70	$63

Life		

EP

Line of Business	3Q08 EP ($000,000)	3Q07 EP ($000,000)
Disability	$248	$252
Life	$310	$287

Notable Statements

● Our Group Insurance business remained strong despite the challenging economies. In the first nine months of 2008, our Group business reported earnings of $211 million, reflecting the 10% year-over-year increase.

● Premiums and fees grew year-over-year at an attractive rate with competitively strong margins. We expect to maintain our strong market position while driving earnings growth in the low-single digit range in 2009 as we balance top line growth with our need to continue to invest in technology.

● We expect mid-single digit earnings growth in Group and double-digit earnings growth in International for the full year 2008..

Analyst question: What are your assumptions for your disability book as you look into 2009? I know that you've typically said that during a recession you can see several hundred basis points of margin deterioration in that book. Is that what you're seeing right now and is a deterioration embedded in your expectation for 2009.

Response: First, our disability results have been very strong on a year-to-date basis. In fact, the loss ratios improved relative to what we experienced in 2008. We've not tried to model a growth specific disability deterioration at this point in 2009.

I think it's fair to say that, historically, there has been upward pressure on disability insurance during a recession. We expect that could certainly continue into 2009. The good news is on a year-to-date basis for 2008, we've done a particularly strong job in our disability claims operation of closing those claims. I would expect that we'd have good success in 2009 as well.

So, a little uptick in presentation levels, but as Mike said, the closure rates are quite attractive. So why is that? That's where our return to work programs are at their best. We've added some people both at the clinical and vocational rehab level. That's kept the pattern both at the end of this year in good check as well as, as we project next year.

So it gives a little bit of that margin pressure that Mike made reference to, but the overall outcome is quite good. And again, it pivots off that return to work program.

Analyst follow up: So just to be clear, so I can get an order of magnitude. So your 2009 outlook incorporates flat disability margins or maybe if you can get order of magnitude, 200 basis point deterioration, 400 basis points of deterioration, just an order of magnitude?

Response: I'd rather not be that specific on the disability loss ratio, but I think it's fair to say that we're guiding towards current estimates for full year earnings in 2009 of low-single digits versus ballpark mid-single digits in terms of top line growth. You could conclude that all in, we would expect margins to be down approximately $5 million after-tax.

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	3Q08 Profit ($000)	3Q07 Profit ($0000)	3Q08 Loss Ratio	3Q07 Loss Ratio
Employee Benefits* (includes DRMS)	$21,457	$20,392	67.1%	68.6%

* Employee benefits includes dental, disability & life

EP/Sales

Line of Business	3Q08 EP ($000)	3Q08 Sales ($000)	3Q07 EP ($000)	3Q07 Sales ($000)
LTD & STD	$115,749	$13,972	$114,904	$12,314
Life	$51,362	$6,936	$53,072	$6,210

Notable Statements

● Assurant Employee Benefits delivered strong results and continues to build momentum by delivering value in the small employer benefits market. Despite the economic slowdown, employee benefits experienced favorable loss experience and good persistency. We are also pleased that premiums, excluding the impact of closed block acquisitions, have increased over 2007 levels in each quarter of 2008.

MetLife

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

Line of Business	3Q08 Profit ($000,000)	3Q07 Profit ($000,000)	3Q08 Loss Ratio	3Q07 Loss Ratio
Group Disability	N/A	N/A	95.6%	91.2%

Group Life	$178	$65	90.7%	92.4%

EP

Line of Business	3Q08 EP ($000,000)	3Q07 EP ($000,000)
Disability	$395	$371
Life	$1,666	$1,556

MetLife does not disclose sales numbers in these lines.

Notable Statements

● In Institutional, our Group term life mortality ratio of 90.7% was excellent, and below our target range of 91 to 95%. In Non-Medical Health and Other, the group disability loss ratio was relatively high at 95.6%, and was driven by lower recoveries and higher incidence.

Analyst question: With the benefit ratio spiking up, should we start to be concerned that that's a reflection of the economy with MET being more of a large case company, this may be a trend that continues for a while?

In terms of disability, some of what we're seeing maybe a function of the trends that we're seeing in the economy. Disability is a product that when the economy gets soft, you do see some impact on your claims. In this particular quarter, the ratio did spike up to 95.6%. It’s the high end of our range, but it does move from quarter-to-quarter. We do see some volatility in that range and what I would say is there wasn't any one thing that drove the results up. Incidence was up a little bit, recoveries were down and the size of the recoveries was down, and all of those things together put some pressure on the loss ratio.

We're watching this very closely, we are increasing some of our assumptions as it relates to these things economic factors; where the economy is going and how it may impact our prices for 2009.

Hartford

Profit (Pre-Tax and DAC)

Line of Business	3Q08 ($000,000)	3Q07 ($000,000)
Group Benefits (Disability, Life, Other)	$141	$128

Net realized losses (net of tax and DAC) were $286 million for 3Q08 (compared to a loss of $9 million for 3Q07)

EP/Sales

Line of Business	3Q08 EP ($000,000)	3Q08 Sales ($000,000)	3Q07 EP ($000,000)	3Q07 Sales $(000,000)
Group Disability	$490	$66	$459	$54
Group Life	$534	$87	$482	$67

Notable Statements

● Group benefits had outstanding results this quarter producing $100 million (post tax but pre DAC) in core earnings for the first time. The record earnings were driven by favorable morbidity and good expense control combined with steady premium growth.

● Our life operations our mutual funds, retirement plans and group benefits lines all showed healthy sales growth.

Jefferson Pilot

Line of Business	3Q08 Profit ($000,000)	3Q07 Profit ($000,000)	3Q08 Loss Ratio	3Q07 Loss Ratio
Group Protection	$27.2	$33.2	71.6%	68.6%
Group Disability	$16.0	$18.8	68.6%	65.0%
Group Life	$8.9	$11.0	74.0%	71.2%

EP/Sales

Line of Business	3Q08 EP ($000,000)	3Q08 Sales ($000,000)	3Q07 EP ($000,000)	3Q07 Sales ($000,000)
Group Protection	$370.6	$68.4	$336.8	$60.5
Group Disability	$168.4	$29.8	$151.1	$30.4
Group Life	$135.7	$30.6	$123.4	$21.8

* includes life, disability & dental

Notable Statements

● Loss ratios performed within our expected range both in Life and Disability lines with overall non-medical ratios coming in at just over 71%.

● The Group Protection business stood out in the quarter, not only because of its solid results but because of the natural hedge it provides through product and earnings diversification. Net earned premium was up 10% over the prior year quarter fueled by organic growth and favorable persistency. Sales increased 13% over prior year quarter as our distribution expansion and restructuring continued to yield results.

Sun
Profit (Net income after tax):

Line of Business	3Q08 Profit ($000,000)	3Q07 Profit ($000,000)
Employee Benefits Group (U.S.)	$32	$23

EP/Sales

Line of Business	3Q08 EP ($000,000)	3Q08 Sales ($000,000)	3Q07 EP ($000,000)	3Q07 Sales ($000,000)
Employee Benefits Group (U.S.)	$472	---	$523	---

Notable Statements
None

Summary

Company	Earnings	Sales	EP
Prudential	**Not reported by line of business**	**Dis: $47M (↑124%)** **Life: $70M (↑112%)**	**Dis: $265M (↑13.7%)** **Life: $840M (flat)**
Unum	**LTD/STD: $53.5M (↑6.2%)** **Life/AD&D: $50.9M (↓9.4%)** **Vol WB: $71.5M(↑23.9%)** **Limited: $96.1M (↓5%)** **Colonial: $66.2M (↑5.9%)**	**U.S Brokerage** **LTD: $31.4M(↑31.4%)** **STD: $10.7M(↑25.9%)** **Life: $17.1M(flat)** **ADD: $1.7M(↓29%)** **Vol: $35.4M(↑13.1%)** **Unum Limited** **LTD: $16.2M(↓2.5%)** **Life: $4.8M(↑41%)** **Other: $1.9M(↓14%)** **Colonial** **LTD: $49.7M(↑5.5%)** **Life: $14.8M (↓1%)** **Other:$11.4M(↓98%)**	**U.S. Brokerage** **LTD: $456.9M (↓3%)** **STD: $105.5M (↓14)** **Life: $267.2 (↓3.3%)** **AD&D: $33.1M (flat)** **Vol: $376.4M(↑6.8%)** **Unum Limited** **LTD: $167.9M (↓13%)** **Life: $46.8M (↑3.3%)** **Other: $10.0M (↑1%)** **Colonial** **LTD: $152.6M (↑7.7%)** **Life: $39.1M (↑9.8%)** **Other: $53.5M (↑7.6%)**
RSL	**Group: $32.9M(↓51%)**	**Dis: $26.5(↑17%)** **Life: $19.6M (↑8.7%)**	**Dis: $142.7M (↑7.6%)** **Life: $100.8M (↑10%)**
Standard	**Group: $103.4M (↑10.8%)**	**LTD: $10.7M (↓79%)** **STD: $4.9M (↑2.1%)** **Life/AD&D: $12.6M (↓79.6%)**	**LTD: $213.0M (↓1%)** **STD: $53.5M (↓1.2%)** **Life/AD&D: $208.5M (↑1%)**
Aetna	**Group: $47.2M (↑23.6%)**	**Group:N/A**	**Group: $511.2M (↓5 %)**
Principal	**Specialty Benefits: $73.9M (flat%)**	**Dis: $12.2M (↓20%)** **Life:$11.5M (↓28%)**	**Dis: $73.7M (↓7%)** **Life: $87.3M (↑1.5%)**
Cigna	**Group Dis & Life: $70M(↑11.1%)**	**N/A**	**Dis: $248M (↓1.6%)** **Life: $310M (↑8.0%)**
Assurant	**Employee Benefit: $21.5M(↑5.2%)**	**LTD/STD: $14M (↑13.5%)** **Life: $6.94M (↑11.7%)**	**LTD/STD: $115.7 (↑1%)** **Life: $51.4M (↓3.3%)**
Met	**Not reported by line of business**	**Not reported by line of business**	**Dis: $395M (↑6.5)** **Life: $1,666M (↑7.1%)**
Hartford	**Group: $141M (↑10.2%)**	**Dis: $66M (↑22.2%)** **Life: $87M (↑30%)**	**Dis: $490M (↑6.8%)** **Life: $534M (↑10.8%)**
JP	**Dis: $16.0M (↓15%)** **Life: $8.9M (↓19%)**	**Dis: $29.8M(↓2%)** **Life: $30.6M (↑40.4%)**	**Dis: $168.4 (↑11.4%)** **Life: $135.7M (↑10%)**
Sun	**U.S. Employee Benefits Group: $32M(↑39%)**	**U.S. Group: N/A**	**U.S. Group: $472M (↓10%)**

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