SMITH GROUP
DISABILITY & REINSURANCE CONSULTANTS

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Dear Smith Group Client:

We are pleased to provide the 4th Quarter 2011 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 (not reported by business line):

Line of Business	4Q11 Profit ($000,000)	4Q10 Profit ($000,000)	4Q11 Loss Ratio	4Q10 Loss Ratio
Group Disability	NA	NA	103.4%	99.0%
Group Life	NA	NA	86%	86.1%

EP/Sales:

Line of Business	4Q11 EP ($000,000)	4Q11 Sales ($000,000)	4Q10 EP ($000,000)	4Q10 Sales ($000,000)
Disability	$327	$37	$315	$27
Life	$1,040	$49	$944	$82

Notable Statements

● The Group Insurance business reported adjusted operating income of $55 million in the current quarter compared to $69 million a year ago. Higher current quarter expenses, a lower contribution from investment results and less favorable group disability underwriting results each contributed to the earnings decline.

● More than 3/4 of our group life sales in the current quarter and about 2/3 for the full year were voluntary business, representing coverage purchased by employees or association members rather than employer-paid insurance.

Analyst Questions

● Question on Group Disability. Clearly, somewhat challenging backdrop there. Can you discuss what you've done with pricing in that business and how quickly that could potentially flow through to improve the overall results?

Response: Obviously for disability we had a challenging quarter this quarter. And I think that really reflects the continuing effects of the economy. In terms of pricing, as most of our cases are larger, so they are priced based on the prior experience (versus blending with manual rates). Since we've had relatively poor experience, we are able to increase the pricing. So we're doing that and we've been doing that since halfway through last year. Most of our cases have two year rate guarantees or less. So, we're beginning to work our way through the pipeline, so to speak.

● Can you give us some benchmark as to what are the average rate increases that you're guiding on the cases that you are renewing?

Response: Yes, it's -- I don't mean to dodge the question, but they really are experiential. And so you get some that are in the low single digits, you get some that are in the double

digits. It really depends on the experience. But I think it's fair to say that we are looking at it extremely closely, and we are getting price increases as we go forward.

Unum

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

Line of Business	4Q11 Profit ($000,000)	4Q10 Profit ($000,000)	4Q11 Benefit Ratio	4Q10 Benefit Ratio
Unum US	$208.6	$194.0	72.7%	73.4%
LTD/STD	$77.2	$77.0	84.7%	84.2%
Life & AD&D	$53.9	$53.2	70.7%	70.3%
US Supp & Vol	$77.5	$63.8	51.9%	54.4%
Unum Limited	$53.7	$48.1	69.1%	71.7%
Colonial	$67.6	$60.8	52.5%	53.4%

EP/Sales

Line of Business	4Q11 EP ($000,000)	4Q11 Sales ($000,000)	4Q10 EP ($000,000)	4Q10 Sales ($000,000)
Unum US	$1,083.0	$268.4	$1,060.3	$238.1
LTD	$394.9	$75.2	$405.8	$67.3
STD	$116.2	$40.8	$108.4	$37.4
Life	$281.4	$88.4	$275.8	$77.6
AD&D	$27.6	$8.7	$26.8	$8.3
Voluntary/Supp	$262.9	$55.3	$243.5	$47.5
Unum UK	$169.2	$37.6	$170.5	$32.6
LTD	$101.3	$17.1	$110.5	$14.1
Life	$52.0	$18.3	$44.8	$16.3
Other	$15.9	$2.2	$15.2	$2.2
Colonial	$289.2	$126.4	$273.6	$121.3
Acc/Sick/Dis	$175.6	$81.4	$167.9	$79.0
Life	$50.7	$22.8	$45.5	$20.9
Cancer & CI	$62.9	$22.2	$60.2	$21.4

Notable Statements

Unum U.S.

● The Group Disability benefit ratio increased slightly to 84.7% from 84.2% in the year-ago quarter, due primarily to a reduction in the discount rate for group long-term disability new claim incurrals, which was implemented in the third quarter of 2011.

● Submitted and paid new claim incidence trends showed improvement between the third and fourth quarters and claim recovery trends remain favorable. These positive trends offset the ongoing impact of the reduction in a new claim discount rate we made in the third quarter.

● Operating income in the Group Disability line was $77.2 million in the fourth quarter, compared to $77 million last year at a lower level of premium income and an increase in the benefit ratio were generally offset by lower expenses.

●Within the Group Life and AD&D line, operating income increased 1.3% to $53.9 million in the fourth quarter, benefiting from an increase in premium income, which offset a slight uptick in the benefit ratio.

● In the Supplemental and Voluntary line, fourth quarter income increased 21.5% to $77.5 million. The year-over-year improvement was driven primarily by solid growth in premium income, 7.4% growth in the recently issued individual disability line and 8.4% growth in the voluntary benefits line and lower benefit ratios in each of these lines of business due to favorable risk experience.

● Sales trends within Unum US were quite encouraging, with sales in total increasing 12% in the quarter. Group Disability and Group Life combined showed 12% sales growth this quarter and 10% for the full year. Within that, sales in the under 2,000 life core market increased 10% for both the quarter and the full year, and our mix between core and large case sales was approximately 70% core and 30% large case for the full year, a very healthy mix for us.

Unum UK

● Operating income in this segment increased 11.6% to $53.7 million in the fourth quarter of 2011

● While premium income in local currency declined fractionally in the fourth quarter, the benefit ratio improved to 69.1% compared to 71.7% last year.

● We continue to be encouraged by the pricing trends we see in the U.K. market, with a general firming of the pricing continuing to emerge. This trend has helped our sales activity, and our fourth quarter sales in Unum UK increased by 15%.

Colonial

● Colonial Life reported an 11.2% increase in operating income compared to the year-ago period, driven by premium income growth of 5.7% and a lower benefit ratio. The benefit ratio declined to 52.5% in the quarter, compared to 53.4% in the same period last year, due primarily to improved risk experience in the Accident, Sickness and Disability line of business, as well as stable risk trends in the Life and Cancer and Critical Illness lines.

● New sales in Colonial Life increased by 4.2% in the fourth quarter, primarily driven by higher sales activity in the core commercial sector, which produced an increase of 8.1%.

Analyst Questions

● A question on pricing trends. We've heard from a lot of companies in the U.S. disability market that they intend to raise prices, we're wondering if you've actually seen that in the market?

Response: I would say the pricing trends in the marketplace are pretty stable. I wouldn't say they've softened at all. They've probably hardened a little bit. We have a very solid fourth quarter in terms of sales, very solid closing ratios, persistency for the full year, as well as entering 2012 is very solid. So my instincts are based on all that data that prices have stabilized and might be creeping up a bit, depending upon which company we're talking about.

● Any opportunity for underlying growth in the U.S. business due to increased headcount, the salary growth, etc. Any signs of life in the first quarter? The job market is showing some movement, if it continues to be relatively healthy, would you start to see more of that natural growth?

Response: A little early, I think, to see a sort of market and sales reflection of recent job reports, but I think if those continued, we'd expect to see some increase in natural growth. As you know, we were disappointed in 2011 that natural growth didn't come back where we had hoped it would. For 2012, we're not planning on it coming back. So any improvement in the economy, in the employment economy or in wage inflation would benefit us relative to our performance and relative to our planning. We did see some improvement in the second half of 2011 in what we call NBOC (new business old contract) or updating of benefits by existing employer accounts. And we did see some increase in reenrollments in existing accounts. Both of those would seem to reflect an improving economic environment for our customer base. And of course, we acquired over 20,000 new lines of coverage with new customers during the course of 2011. And so any improvement in the economy through job creation or wage inflation, would definitely benefit us on the top line.

● Talking to the sales strength in the quarter in the U.S., were there more opportunities, more RFPs out there or more people were looking for new providers? Was that an important driver?

Response: We were pretty consistent throughout the year in terms of increasing our activity levels, explaining our value proposition in terms of our ability to package both group and voluntary products together, and I think that momentum just carried through into the fourth quarter. Our sales and service organization out in the field did a terrific job reaching out to customers and brokers explaining our value proposition. Our close ratio was quite strong in the quarter but I wouldn't say it was because market activity in total changed very much. I think it was more a reflection of the diligence and effort of our sales organization.

Reliance Standard Life (RSL)

Profit (Operating income, pre-tax):

(Dollars in Thousands)

Line of Business	4Q11 ($000)	4Q10 ($000)	4Q11 Loss Ratio	4Q10 Loss Ratio
Group (LTD, STD, Excess WC, Life, Travel Accident, Dental)	$73,227	$75,835	71.9%	70.6%

EP/Sales

Line of Business	4Q11 EP ($000)	4Q11 Sales ($000)	4Q10 EP ($000)	4Q10 Sales ($000)
Disability (mostly LTD)	$146,653	$37,259	$136,197	$44,574
Life	$105,319	$29,407	$96,466	$40,044

Notable Statements

● Core production in the fourth quarter of 2011 declined 10.2% from the fourth quarter of 2010, with core production at Safety National decreasing 1.6% and core production at Reliance Standard Life decreasing 11.2%.

● Delphi's group employee benefit combined ratio in the fourth quarter of 2011 was 96.2% compared to 96.5% for the fourth quarter of 2010. The group employee benefit combined ratio for the full year 2011 was 95.3%, unchanged from 2010.

● Operating income for the group employee benefit segment for the fourth quarter of 2011 was $73.2 million, a 3.4% decrease from $75.8 million in the fourth quarter of 2010. For the full year 2011, operating income for the group employee benefit segment was $286.6 million, an increase of 1.9% from $281.2 million in 2010.

● The Company continues to implement price increases for certain group disability and group life insurance customers; in particular, where warranted in particular instances due to adverse claims experience. In addition, the Company has increased pricing levels for new long-term disability insurance customers as a result of the decrease in the discount rate for its disability reserves that was implemented in 2010.

Standard Financial Group

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

Line of Business	4Q11 Profit ($000,000)	4Q10 Profit ($000,000)	4Q11 Ben Ratio	4Q10 Ben Ratio
Insurance Services	$53.7	$72.2	81.8%	77.7%

EP/Sales

Line of Business	4Q11EP ($000,000)	4Q11 Sales ($000,000)	4Q10 EP ($000,000)	4Q10 Sales ($000,000)
LTD	$201.3	$26.1	$200.6	$22.2
STD	$51.7	$8.2	$51.6	$11.1
Life & AD&D	$221.8	$34.5	$210.2	$35.0
Other	$21.1	$5.9	$20.4	$4.8
ERR	$1.7	---	($11.7)	---
Total EB	$497.6	$74.7	$471.1	$73.1

Notable Statements

● In our Insurance Services segment, group insurance premiums for the fourth quarter increased 5.6% compared to premiums for the fourth quarter of 2010. Some of the improvement is due to lower experienced rated refunds. Excluding experienced rated refunds, group insurance premiums still increased 2.7% reflecting high customer retention and strong sales for 2011 partially offset by declining employment levels among our current customers

● The group insurance benefit ratio was 82.8% for the fourth quarter of 2011 compared to 77.4% for the fourth quarter of 2010. The comparative increase can be attributed to continued higher disability incidence in the fourth quarter of 2011, a reserve release made in the fourth quarter of 2010 and a lower discount rate on our on a long-term disability reserves in the fourth quarter of 2011.

● While our claims incidence in the fourth quarter remain higher than our long-term expectations, we are seeing some gradual improvement and expect further improvement in the benefit ratio given the pricing actions we're currently taking.

● Like most carriers in the group insurance industry, the economy has had an adverse effect on our claims results. Some saw this impacts early on in the recession. At StanCorp, the recession had a later impact on our business and we expect a somewhat later recovery as well. We believe we are well positioned to reap the benefits of organic growth once wage and employment levels improved.

● In the fourth quarter of 2011, we lowered our discount rate used for newly established long-term disability claim reserves by 25 basis points to 4.75%. The decrease in the

discount rate is primarily related to the continued low-interest rate environment. A 25 basis point decrease in the discount rate results in a decrease in quarterly pre-tax income of approximately $1.6 million.

● We expect our group insurance business, annual benefit ratio to be in the range of 80% to 82%. Overtime we expect the annual benefit ratio to return to our historical range of 74% to 78% but it is expected to remain elevated while the economy remains weak and until operating actions are fully implemented.

Analyst questions

● Question on 1/1 renewals, what was the average rate increase?

Response: We've been generally pleased with the rate increases that we've been seeing. We announced in November of 2010 that we would have low single digit rate increases and then in May of 2011, we announced the higher single digits. We have been pleased with what we saw in the fourth quarter. We saw some business leave in the fourth quarter that wasn't making our targeted returns. But in general, we had a lot of active account management over the last six months. We met with a lot of our 1/1 renewals where incidence was suggesting double digit increases were going to be needed and we are generally pleased with how those have gone forward.

● Question about interest rate environment, will Standard need to take additional pricing actions if interest rates stay low?

Response: If you believe that interest rates will stay at today's levels for the long-term, then we absolutely need to make an adjustment in our prices. We will make that determination about our interest rate outlook over the next couple of months, but in November of 2010, we made an early pricing adjustment, the low single digits for interest rates. This is something that's been on our radar screen and we're watching very closely, we'll probably have some information along April or May.

● A question for Floyd, the 80 to 82% benefit ratio guidance, does that include the lowering of the discount rate? The way I read it is that you need to factor that in separately in terms of the 25 to 50 basis point the potential impact on earnings or is that already embedded in this 80 to 82%?

Response: That would be inclusive of uncertainty around the discount rate also. So, that range encompasses that. And it encompasses the changes in the underwriting levels too. But also you have to remember the way the way it affects the earnings is the management action around that too. So we will it tie to together that way

Aetna

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

Line of Business	4Q11 Profit ($000,000)	4Q10 Profit ($000,000)
Group Insurance (Life, Disability, LTC)	$27.8	$20.5

EP

Line of Business	4Q11 Earned Premium ($000,000)	4Q10 Earned Premium ($000,000)
Group Insurance	$402.9	$404.6

● Group insurance benefit ratio was 85.9% for the quarter versus 98.4% a year earlier.

Principal Financial Group

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

Line of Business	4Q11 Profit ($000,000)	4Q10 Profit ($000,000)	4Q11 Loss Ratio	4Q10 Loss Ratio
Specialty Benefits	$25.1	$28.0	66.2%	67.2%
Group Disability	---	---	70.9%	74.3%
Group Life	---	---	65.9%	65.6%

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

Line of Business	4Q11EP ($000,000)	4Q11 Sales ($000,000)	4Q10 EP ($000,000)	4Q10 Sales ($000,000)
Disability	$69.3	$8.9	$67.5	$11.1
Life	$80.6	$5.5	$79.2	$8.7

Notable Statements

● Full year Specialty Benefits sales were $285 million, up 18% over 2010, with all products showing growth and record sales in Individual Disability.

● In Specialty Benefits, fourth quarter operating earnings were $26 million, down $4 million from a favorable year ago quarter. Premium growth and stable claim experience were more than offset by lower variable investment income and higher security benefit cost (pension and other postretirement benefits) in the current quarter.

Cigna

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

Line of Business	4Q11 Profit ($000,000)	4Q10 Profit ($000,000)
Group Disability & Life	$55	$72

EP

Line of Business	4Q11 EP ($000,000)	4Q10 EP ($000,000)
Disability	$306	$295
Life	$309	$331

Notable Statements

● In our Disability Group business, our revenue growth and strong profitability relative to our peers demonstrates the value that clients realize from Cigna's leading disability and productivity management programs. These programs help employees return to work faster and often prevent disability-related absences from happening in the first place. Our approach helps to improve the quality of life for individuals, increases workforce productivity and generates cost-savings for our clients and customers.

● Full year 2011 earnings also reflect favorable Life and Accident experience, partially offset by higher disability claims, as well as the impact of strategic investments.

● For our Group Disability and Life business, we expect full year 2012 earnings in the range of $260 million to $280 million, which reflects the competitively attractive result in a continued challenging economic environment. This outlook for Group assumes revenue growth for both our Disability and Life books and strong execution of our Disability Management model, as well as increased investment in customer-facing capabilities.

Analyst questions

● I was hoping you could walk us through the pressure on the Disability business in the fourth quarter? And what are the moving parts embedded for 2012 in terms of the reserves (non-recurring factors from 2011)? Also, any expectation of higher fourth quarter costs trending into '12?

Response: In terms of the fourth quarter, I think a couple of points I'd want to make. One, is that importantly, in the quarter a year ago, we had a gain of about $11 million from the sale of the Intercore business. So, that's affecting the comparison. Having said that, even if you would adjust for that, earnings were slightly down in the quarter year-on-year. We’re seeing favorable claims experience continuing on the Life side, but a continued higher rate on the disability side of the business, which is offsetting some of the favorable Life side. We continue to make investments on both systems and capabilities in terms of

case management and being able to work with our clients and customers on early engagement and managing for better outcomes, which ultimately over time is going to play out with improving disability trends, which we've seen in the past. So, those pieces are all moving and that's why you see (even after adjusting for the gain in last year) a slight decline in the Group earnings. Then when you move into 2012, as we said, our assumption is that we're going to be in a continued difficult economic environment. And on that basis, we're expecting to see some of the pressure on the disability claims side continue, and continued good performance on the Life side, so we're not necessarily getting earnings lift, but we're continuing to see good performance there. And we'll be making some year-on-year modest investments. So that's why you see the range that we put out there to be even to slightly down relative to this year's results. And this year, we're exiting with we think the appropriate level reserves on the balance sheet, and we're comfortable how that's been set up given the experience we've seen.

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	4Q11 Profit ($000)	4Q10 Profit ($0000)	4Q11 Loss Ratio	4Q10 Loss Ratio
Employee Benefits* (includes DRMS)	$14,480	$17,746	68.9%	67.7%

* Employee benefits includes dental, disability & life

EP/Sales

Line of Business	4Q11 EP ($000)	4Q11 Sales ($000)	4Q10 EP ($000)	4Q10 Sales ($000)
LTD & STD	$111,066	$6,841	$116,444	$7,480
Life	$47,455	$5,752	$47,589	$5,641

Notable Statements

● Turning next to Assurant Employee Benefits. Small employers are not growing payrolls. Until that happens, growth in our Benefits business will be challenging. Meanwhile, we continue to build our capabilities in the voluntary benefits market and focus on our specialized distribution.

● In addition, during the fourth quarter we observed an uptick in our disability incidence rates, which had remained relatively stable over the past few years. It's too soon to say whether this quarter was an aberration or the start of a trend, but we are carefully reviewing the data and will take corrective action if warranted. Our strategic focus on distribution through key brokers and our expanded offerings continue to improve sales of voluntary products. In addition, savings from expense initiatives at Employee Benefits are being redeployed into targeted growth initiatives.

Analyst questions

● If you look at the Employee Benefits margins, excluding the reserve release, it seems like the margins are a lot weaker than where they've been. So if you could talk about what products specifically caused that and just if it is disability, then what are you seeing in terms of loss and recovery trends in the disability business?

Response: I think the driver of the lower results was disability. And as we've talked for a number of quarters, the recovery rates at Employee Benefits have lengthened a little bit. It's been a little more challenging in the difficult economy to do that. Up until the fourth quarter, we had not seen any particular change in incidence rates in disability, number of new claims and that's where we saw a bit of an uptick in the fourth quarter.

If you think about disability, you have to remember it's sort of a non-credible coverage because of the low incidence rates. So it takes you some time to look at the experience and determine if you're seeing some sort of a pattern or if it's just a temporary aberration. So, we have a lot of tools and things to look at that and we're dissecting the block and if we determine that there's actually a sustainable trend, then we'll have to take corrective action. So that's the story of disability.

MetLife

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

Line of Business	4Q11Profit ($000,000)	4Q10 Profit ($000,000)	4Q11 Loss Ratio	4Q10 Loss Ratio
Non-Medical	$88	$62	88.9%	89.7%
Group Life	$135	$98	85.2%	89.7%

EP

Line of Business	4Q11 EP ($000,000)	4Q10 EP ($000,000)
Non-Medical	$1,461	$1,478
Group Life	$1,771	$1,735

Beginning with 4Q09, Met started reporting disability results lumped in with other non-medical coverages (Dental, LTC)

Notable Statements

● Underwriting margins were healthy due to our ongoing pricing discipline. This was most evident this quarter on our group insurance operations, with a very favorable mortality ratio in Group Life and in improving benefit ratio in our non-medical health businesses.

● Disability results were less favorable than recent quarters. Although claims incidence improved in the quarter, we did see a higher average claim size and weaker recovery experience.

Analyst questions

● On the group disability business, your margins were weak. I just wanted to get an idea on what your expectation is for clean recovery rates given the economy, and what you've seen in terms of competitor behavior on pricing in the disability market.

Response: With regard to group disability, I thought Eric explained it pretty well. Incidence rates are actually down, which is a good sign. And the claim closure rates are below plan and below expectations and actually ticked down a little bit in the fourth quarter, which is not good. And so that's very much driven by the macro factor. Where that goes from here? We hope it improves. The other final thing, which is just unusual, is we had some fairly high severity in our disability claims, and that's just a blip. We suspect that'll come back down to a normal level of severity, probably in the next quarter, but you never can be sure. The way we're dealing with this is through pricing and obviously making sure we manage claims appropriately. We've been raising prices in our group disability business for a while. So that leads to the competitive environment question. Clearly, we've seen a shift in terms of group competitors, in terms of how aggressive they've been to obtain business, and that's good. We've seen that both in Group Life and in Group Disability, and I think the environment is clearly (from a pricing standpoint) getting better.

Hartford

Profit (Pre-Tax and DAC)

Line of Business	4Q11 ($000,000)	4Q10 ($000,000)
Group Benefits (Disability, Life, Other)	$13	$40

EP/Sales

Line of Business	4Q11 EP ($000,000)	4Q11 Sales ($000,000)	4Q10 EP ($000,000)	4Q10 Sales $(000,000)
Group Disability	$452	$33	$470	$37
Group Life	$495	$40	$513	$47

● Shifting to Group Benefits. Core earnings were below our expectations. The loss ratio of 80.5% reflected elevated disability incidence. Our management actions have been focused on improving pricing to offset loss ratio pressure. We continue our highly selective pricing approach, targeting specific rate actions on a case-by-case basis. While we are making progress in putting more rate into the book, the market remains competitive for well performing accounts.

Lincoln Financial

Profit (Post tax)

Line of Business	4Q11 Profit ($000,000)	4Q10 Profit ($000,000)	4Q11 Loss Ratio	4Q10 Loss Ratio
Group Protection	$22.5	$18.0	$72.2	$75.5
Group Disability	$14.5	$4.5	$69.6	$78.2
Group Life	$5.4	$12.4	$75.1	$72.0

EP/Sales

Line of Business	4Q11 EP ($000,000)	4Q11 Sales ($000,000)	4Q10 EP ($000,000)	4Q10 Sales ($000,000)
Group Protection	$441.8	$207.4	$424.2	$156.0
Group Disability	$190.7	$92.8	$184.8	$68.6
Group Life	$175.5	$89.6	$163.2	$60.7

* includes life, disability & dental

Notable Statements

● Our Group Protection business also turned in an excellent quarter. Sales increased by 33% for the quarter and 12% for the year, helped by our enhanced distribution structure and our expanded product suite. Voluntary sales, an area of emphasis for us, increased significant in the quarter, and we are well positioned to capitalize on opportunities in this growing segment.

● We are very pleased with how well the actions we took in pricing and claims management at the end of 2010 and early 2011 created a significant turnaround in results.

Sun

Profit (Net income after tax):

Line of Business	4Q11 Profit ($000,000)	4Q10 Profit ($000,000)
Employee Benefits Group (U.S.)	$9	$40

EP/Sales

Line of Business	4Q11 EP ($000,000)	4Q11 Sales ($000,000)	4Q10 EP ($000,000)	4Q10 Sales ($000,000)
Employee Benefits Group (U.S.)	$528	$264	$514	$382

Summary

Company	Earnings	Sales	EP
Prudential	Not reported by line of business	Dis: $37M (↑37.04%) Life: $49M (↓40.24%)	Dis: $327M (↑3.81%) Life: $1,040M (↑10.17%)
Unum	LTD/STD: $77.2(flat%) Life/AD&D: $53.9M (flat) Limited: $53.7M (↑11.64%) Colonial: $67.6M (↑11.18%)	U.S Brokerage LTD:$75.2M(↑11.74%) STD: $40.8M(↑9.09%) Life: $88.4M(↑13.92%) AD&D: $8.7M(↑4.82) Vol:$55.3M(↑16.42%) Unum Limited LTD: $17.1M(↑21.28%) Life: $18.3M(↑12.27%) Colonial Acc/Dis: $81.4M(↑3.04%) Life: $22.8M (↑9.09%) Can/CI: $22.2M(↑3.74%)	U.S. Brokerage LTD: $394.9M (↓2.69%) STD: $116.2M (↑7.2%) Life: $281.4M (↑2.03%) AD&D: $27.6 (↑2.99%) Vol: $262.9M(↑7.97%) Unum Limited LTD: $101.3M (↓8.33%) Life: $52.0 (↑16.07%) Colonial Acc/Dis: $175.6M (↑4.59%) Life: $50.7M (↑11.43%) Can/CI: $62.9M(↑4.49%)
RSL	Group: $73.2M(↓3.44%)	Dis: $37.2M(↓16.41%) Life: $29.4M(↓26.56%)	Dis: $146.7M (↑7.68%) Life: $105.3M (↑9.18%)
Standard	Group: $53.7M (↓25.62%)	LTD: $26.1M (↑17.57%) STD: $8.2M (↓26.13%) Life/AD&D: $34.5M (↓1.43%)	LTD: $201.3M (flat) STD: $51.7 (flat) Life/AD&D: $221.8M (↑5.52%)
Aetna	Group: $27.8 (↑35.61%)	Group:N/A	Group: $402.9M (flat)
Principal	Specialty Benefits: $25.1M (↓10.36%)	Dis: $8.9M (↓19.82%) Life:$5.5M (↓36.78%)	Dis: $69.3M (↑2.67%) Life: $80.6M (↑1.77%)
Cigna	Group Dis & Life: $55M(↓23.61%)	N/A	Dis: $306M (↑3.73%) Life: $309M (↓6.65%)
Assurant	Employee Benefit: $14.5M(↓18.4%)	LTD/STD: $6.8M(↓8.54%) Life: $5.8M (↑1.97%)	LTD/STD: $111.1M (↓4.62%) Life: $47.5M (flat)
Met	Non Medical: $88M (↑41.94%) Life: $135M (↑37.76%)	Not reported by line of business	Non-Med: $1,461M (flat) Life: $1,771M (↑2.07%)
Hartford	Group: $13M (↓67.5%)	Dis: $33M (↓10.81%) Life: $40M (↓14.89%)	Dis: $452M (↓3.83%) Life: $495M (↓3.51%)
Lincoln	Dis: $14.5M(↑222.2%) Life: $5.4(↓56.45%)	Dis: $92.8M(↑35.28%) Life: $89.6M (↑47.61%)	Dis: $190.7M (↑3.19%) Life: $175.5M (↑7.54%)
Sun	U.S. Employee Benefits Group: $9M (↓77.5%)	U.S. Employee Benefits Group: $264M (↓30.89%)	U.S. Employee Benefits Group: $528M (↑2.72%)