

**Unum Group**  
**FINANCIAL HIGHLIGHTS**  
(Unaudited)

(\$ in millions, except share data)

	Three Months Ended September 30		Nine Months Ended September 30	
	2018	2017	2018	2017
<b>Revenue</b>				
Premium Income	\$ 2,251.8	\$ 2,153.6	\$ 6,722.8	\$ 6,438.7
Net Investment Income	619.2	609.0	1,845.1	1,831.9
Net Realized Investment Gain	6.7	9.8	1.9	28.9
Other Income	50.1	46.7	147.9	148.1
<b>Total Revenue</b>	<b>2,927.8</b>	<b>2,819.1</b>	<b>8,717.7</b>	<b>8,447.6</b>
<b>Benefits and Expenses</b>				
Benefits and Change in Reserves for Future Benefits	2,578.9	1,765.6	6,190.9	5,266.6
Commissions	276.8	262.4	832.6	793.9
Interest and Debt Expense	42.7	40.1	125.3	119.8
Deferral of Acquisition Costs	(166.8)	(154.8)	(501.8)	(470.1)
Amortization of Deferred Acquisition Costs	136.9	123.7	428.6	403.5
Other Expenses	437.1	415.3	1,324.0	1,275.2
<b>Total Benefits and Expenses</b>	<b>3,305.6</b>	<b>2,452.3</b>	<b>8,399.6</b>	<b>7,388.9</b>
<b>Income (Loss) Before Income Tax Expense (Benefit)</b>	<b>(377.8)</b>	<b>366.8</b>	<b>318.1</b>	<b>1,058.7</b>
Income Tax (Benefit)	(93.1)	114.5	43.8	331.4
<b>Net Income (Loss)</b>	<b>\$ (284.7)</b>	<b>\$ 252.3</b>	<b>\$ 274.3</b>	<b>\$ 727.3</b>

**PER SHARE INFORMATION**

Net Income (Loss) Per Common Share

Basic	\$ (1.30)	\$ 1.12	\$ 1.24	\$ 3.20
Assuming Dilution	\$ (1.30)	\$ 1.12	\$ 1.24	\$ 3.19
Weighted Average Common Shares - Basic (000s)	218,892.8	225,288.1	220,513.1	227,375.5
Weighted Average Common Shares - Assuming Dilution (000s)	218,892.8	266,029.8	220,946.3	228,180.5
Outstanding Shares - (000s)			218,722.7	224,366.6

**Reconciliation of Non-GAAP Financial Measures**

	Three Months Ended September 30			
	2018		2017	
	(in millions)	per share *	(in millions)	per share *
<b>Net Income (Loss)</b>	\$ (284.7)	\$ (1.30)	\$ 252.3	\$ 1.12
Excluding:				
Net Realized Investment Gain (net of tax expense (benefit) of \$(1.1); \$3.6)	7.8	0.04	6.2	0.03
Long-term Care Reserve Increase (net of tax benefit of \$157.7; \$-)	(593.1)	(2.71)	-	-
<b>After-tax Adjusted Operating Income</b>	<b>\$ 300.6</b>	<b>\$ 1.37</b>	<b>\$ 246.1</b>	<b>\$ 1.09</b>

\* Assuming Dilution

	September 30			
	2018		2017	
	(in millions)	per share	(in millions)	per share
<b>Total Stockholders' Equity (Book Value)</b>	\$ 8,518.2	\$ 38.95	\$ 9,448.6	\$ 42.11
Excluding:				
Net Unrealized Gain (Loss) on Securities	(340.7)	(1.56)	557.4	2.48
Net Gain on Hedges	250.0	1.15	290.7	1.30
Subtotal	8,608.9	39.36	8,600.5	38.33
Excluding:				
Foreign Currency Translation Adjustment	(284.0)	(1.30)	(265.3)	(1.18)
Subtotal	8,892.9	40.66	8,865.8	39.51
Excluding:				
Unrecognized Pension and Postretirement Benefit Costs	(493.8)	(2.26)	(458.5)	(2.05)
<b>Total Stockholders' Equity, Excluding Accumulated Other Comprehensive Income (Loss)</b>	<b>\$ 9,386.7</b>	<b>\$ 42.92</b>	<b>\$ 9,324.3</b>	<b>\$ 41.56</b>

