

Reconciliations of adjustments to Adjusted Operating Income Per Share Growth⁽¹⁾

	Year Ended	
	2018 Per Share	2013 Per Share
After-tax adjusted operating income	\$11.69	\$9.67
• Annual review and update of actuarial assumptions and other refinements	(0.30)	0.24
• Updated estimates of profitability driven by market performance versus assumptions	(0.24)	0.53
• Returns on variable investment income above / (below) average expectations	(0.44)	0.22
Total adjustments	(\$0.98)	\$0.99

(1) Represents results of FSB for 2013.

