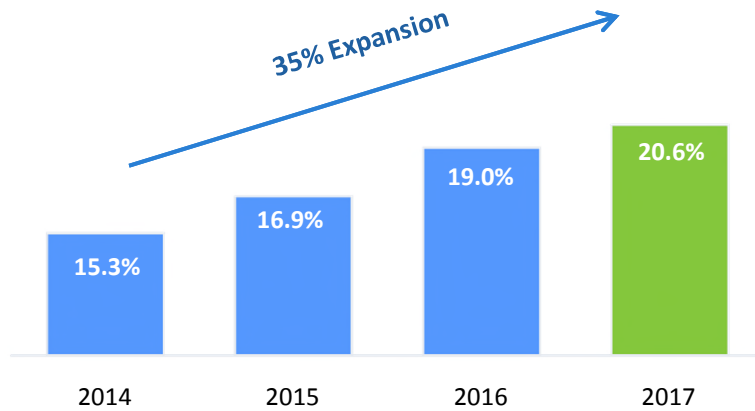


# Excellent Growth in both Operating Income and EPS

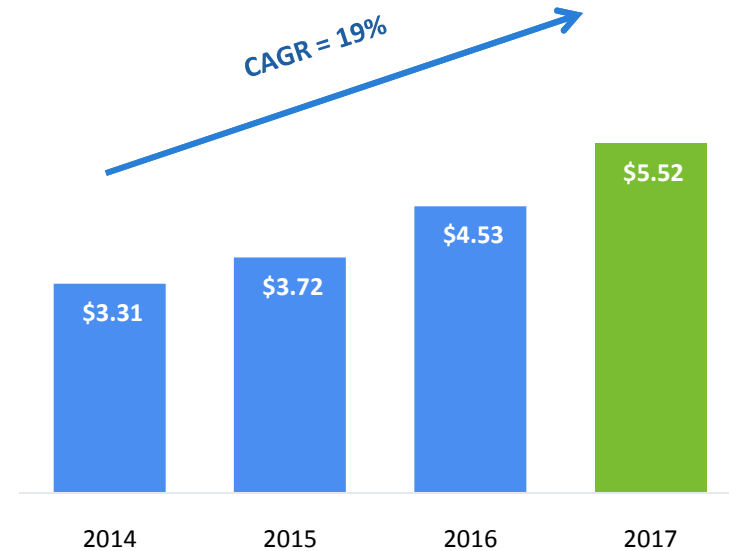
## Adjusted Net Operating Income Return on Adjusted Stockholders' Equity (ROAE) <sup>(1)</sup>



## Adjusted Operating Income by Segment

| (\$ in millions)   | 2014         | 2015         | 2016         | 2017         |
|--|--------------|--------------|--------------|--------------|
| Term Life  | \$152        | \$173        | \$213        | \$246        |
| Investment & Savings Products                              | \$146        | \$146        | \$144        | \$163        |
| Corporate & Other  | (\$18)       | (\$27)       | (\$24)       | (\$30)       |
| <b>Total Adjusted Operating income before income Taxes</b> | <b>\$280</b> | <b>\$293</b> | <b>\$334</b> | <b>\$378</b> |
| <b>Adjusted Net Operating Income</b>                       | <b>\$183</b> | <b>\$191</b> | <b>\$217</b> | <b>\$254</b> |

## Adjusted Operating Earnings per Diluted Share <sup>(2)</sup>



(1) Net Return on Stockholders' Equity for the comparable periods was 14.3% (2014), 15.9% (2015), 18.3% (2016) and 27.4% (2017)

(2) Earnings per Diluted Share for the comparable periods was \$3.29 (2014), \$3.70 (2015), \$4.59 (2016) and \$7.61 (2017)