

## SELECTED CONSOLIDATED FINANCIAL AND OPERATING DATA

As of or For the Years Ended December 31,  
(in millions, except per share and operating data)

### Income Statement Data

#### Revenues:

	2016	2015	2014	2013	2012
Net premiums	\$ 9,248.9	\$ 8,570.7	\$ 8,669.9	\$ 8,254.0	\$ 7,906.6
Investment income, net of related expenses	1,911.9	1,734.5	1,713.7	1,699.9	1,436.2
Investment related gains (losses), net:					
Other-than-temporary impairments on fixed maturity securities	(38.8)	(57.4)	(7.8)	(12.7)	(15.9)
Other-than-temporary impairments on fixed maturity securities transferred to (from) other comprehensive income	0.1	—	—	(0.2)	(7.6)
Other investment related gains (losses), net	132.9	(107.3)	194.0	76.9	277.6
Total investment related gains (losses), net	94.2	(164.7)	186.2	64.0	254.1
Other revenues	266.5	277.7	334.4	300.5	244.0
Total revenues	11,521.5	10,418.2	10,904.2	10,318.4	9,840.9

#### Benefits and expenses:

Claims and other policy benefits	7,993.4	7,489.4	7,406.7	7,304.3	6,666.0
Interest credited	364.7	337.0	451.0	476.5	379.9
Policy acquisition costs and other insurance expenses	1,310.6	1,127.5	1,391.4	1,300.8	1,306.5
Other operating expenses	645.5	554.0	538.4	466.7	451.8
Interest expense	137.6	142.9	96.7	124.3	105.3
Collateral finance and securitization expense	25.8	22.6	11.5	10.5	12.2
Total benefits and expenses	10,477.6	9,673.4	9,895.7	9,683.1	8,921.7

Income before income taxes	1,043.9	744.8	1,008.5	635.3	919.2
Provision for income taxes	342.5	242.6	324.5	216.4	287.3
Net income	\$ 701.4	\$ 502.2	\$ 684.0	\$ 418.9	\$ 631.9

### Earnings Per Share

Basic earnings per share	\$ 10.91	\$ 7.55	\$ 9.88	\$ 5.82	\$ 8.57
Diluted earnings per share	10.79	7.46	9.78	5.78	8.52
Weighted average diluted shares, in thousands	64,989	67,292	69,962	72,461	74,153
Dividends per share on common stock	\$ 1.56	\$ 1.40	\$ 1.26	\$ 1.08	\$ 0.84

### Balance Sheet Data

Total investments	\$ 44,841.3	\$ 41,978.3	\$ 36,696.1	\$ 32,441.1	\$ 32,912.2
Total assets	53,097.9	50,383.2	44,654.3	39,652.4	40,338.1
Policy liabilities <sup>(1)</sup>	37,874.0	37,370.8	30,892.2	28,386.1	27,886.6
Long-term debt	3,088.6	2,297.5	2,297.7	2,196.1	1,798.8
Collateral finance and securitization notes	840.7	899.2	774.0	480.9	646.1
Total stockholders' equity	7,093.1	6,135.4	7,023.5	5,935.5	6,910.2
Total stockholders' equity per share	110.31	94.09	102.13	83.87	93.47

### Operating Data (in billions)

Assumed ordinary life reinsurance in force	\$ 3,062.5	\$ 2,995.1	\$ 2,943.5	\$ 2,889.9	\$ 2,927.6
Assumed new business production	404.8	491.0	482.0	370.4	426.6

(1) Policy liabilities include future policy benefits, interest-sensitive contract liabilities, and other policy claims and benefits.