



CNO FINANCIAL GROUP

3Q17

Financial and operating results for the period ended September 30, 2017

October 26, 2017

Unless otherwise specified, comparisons in this presentation are between 3Q16 and 3Q17.

Forward-Looking Statements

Certain statements made in this presentation should be considered forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. These include statements about future results of operations and capital plans. We caution investors that these forward-looking statements are not guarantees of future performance, and actual results may differ materially. Investors should consider the important risks and uncertainties that may cause actual results to differ, including those included in our press release issued on October 25, 2017, our Quarterly Reports on Form 10-Q, our Annual Report on Form 10-K and other filings we make with the Securities and Exchange Commission. We assume no obligation to update this presentation, which speaks as of today's date.

Non-GAAP Measures

This presentation contains the following financial measures that differ from the comparable measures under Generally Accepted Accounting Principles (GAAP): operating earnings measures; book value, excluding accumulated other comprehensive income (loss) per share; operating return measures; earnings before the loss on reinsurance transaction, net realized investment gains (losses), fair value changes in embedded derivative liabilities, fair value changes and amendment related to the agent deferred compensation plan, other non-operating items, corporate interest expense and taxes; and debt to capital ratios, excluding accumulated other comprehensive income (loss). Reconciliations between those non-GAAP measures and the comparable GAAP measures are included in the Appendix, or on the page such measure is presented.

While management believes these measures are useful to enhance understanding and comparability of our financial results, these non-GAAP measures should not be considered substitutes for the most directly comparable GAAP measures.

Additional information concerning non-GAAP measures is included in our periodic filings with the Securities and Exchange Commission that are available in the “Investors – SEC Filings” section of CNO’s website, www.CNOinc.com.



CNO FINANCIAL GROUP

3Q17 in Review

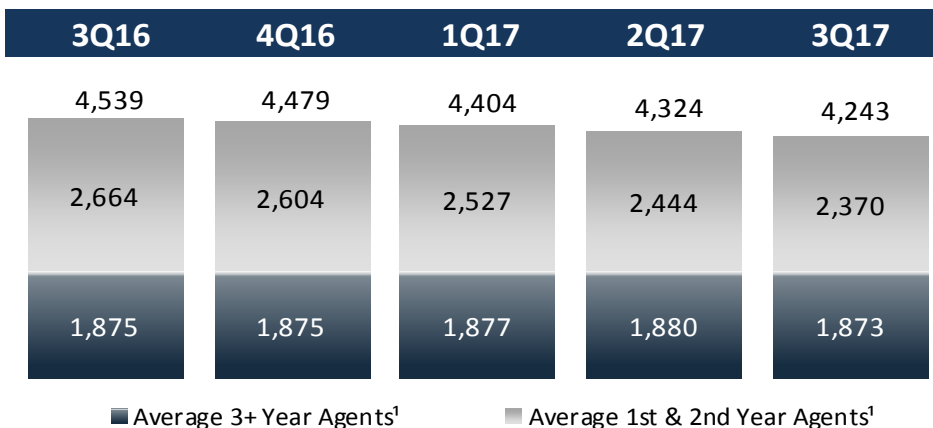
- Strong growth in earnings, free cash flow and capital
 - Operating EPS up 22%
 - Book value per diluted share up 11%
- Growth scorecard mixed
 - First year collected premium and new annualized premium down 5% and 10%, respectively
 - Annuity account values up 4%
 - Fee revenue up 10%
- Returned \$43 million to shareholders, and \$185 million YTD

3Q17 Sales and Distribution Results

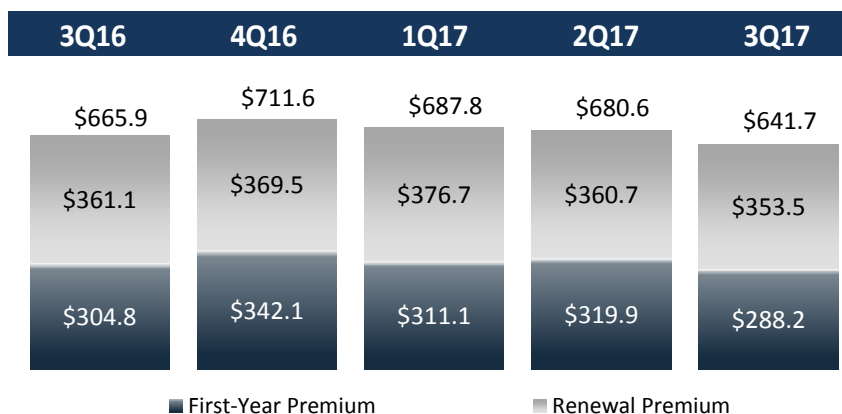
Bankers Life

- Total collected premiums down 4%
 - First-year collected premiums down 5%
 - Annuity total collected premiums down 4%
- Annuity account values up 5%
- Life and health new annualized premium down 18% and 11%, respectively
- Average Producing Agents¹ down 7%
- BD/RIA client assets and advisor counts up sequentially

Sales Force (Producing Agents¹ Only)



Collected Premiums (\$ millions)



Growth Highlights (\$ millions, policies thousands)

	3Q16	3Q17	% Change
New Annualized Premium²			
Life	\$19.8	\$16.3	-17.7%
Health	22.8	20.3	-11.0%
Total New Annualized Premium ²	\$42.6	\$36.6	-14.1%
Annuity			
Total Collected Premiums	\$245.1	\$236.5	-3.5%
Account Values	\$7,675.9	\$8,047.2	4.8%
Policies Inforce			
Life	712.6	705.7	-1.0%
Annuity	178.5	175.3	-1.8%
Health	640.1	629.2	-1.7%
Total Policies Inforce	1,531.2	1,510.2	-1.4%
Third Party Products³			
Trailing 4 Quarter Fee Income, net	\$18.4	\$19.3	4.9%
Policies Inforce	149.3	155.4	4.1%

¹ Producing agent counts are determined at the end of each month and only include agents who submitted at least one policy in the month. The average producing agent counts represent the average of the last 12 months producing agent counts.

² Measured as 100% of new term life and health annualized premiums and 10% of single premium whole life deposits.

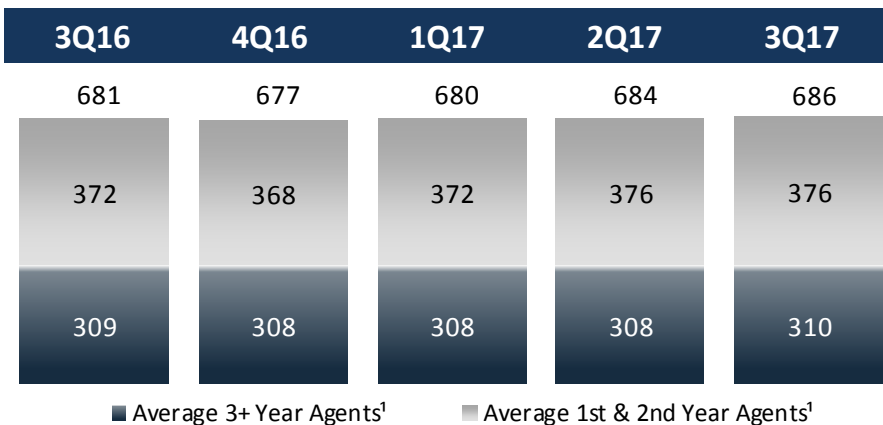
³ Includes Medicare Advantage, Medicare supplement, PDP, Dental/Vision and ACA products (prior periods have been restated to include ACA product sales).

3Q17 Sales and Distribution Results

Washington National

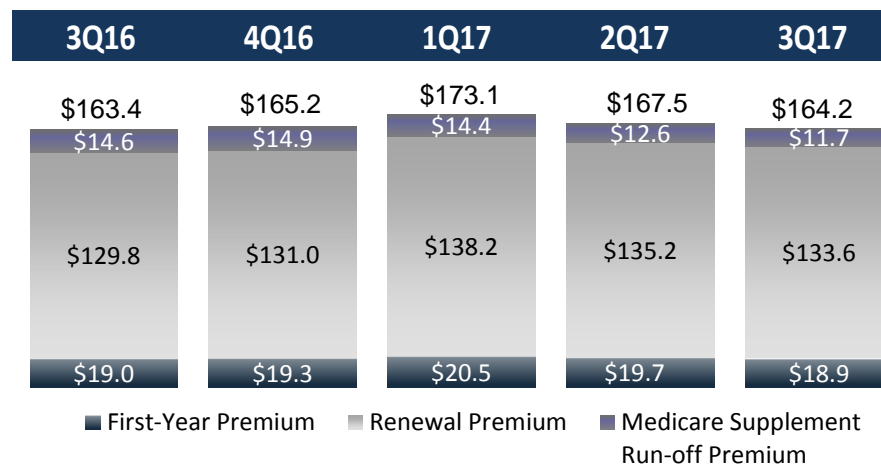
- Total collected premiums flat
 - First-year collected premiums flat
 - Supplemental health total collected premiums up 3%
- Total life and health new annualized premium up 1%
 - Worksite up 2%
 - Individual up 1%
- Average Producing Agents¹ up 1%

Sales Force (PMA Producing Agents¹ Only)



¹ Producing agent counts are determined at the end of each month and only include agents who submitted at least one policy in the month. The average producing agent counts represent the average of the last 12 months producing agent counts.

Collected Premiums (\$ millions)



Growth Highlights (\$ millions, policies thousands)

	3Q16	3Q17	% Change
New Annualized Premium²			
Supplemental Health	\$22.9	\$22.8	-0.4%
Life	1.7	2.0	17.6%
Total	\$24.6	\$24.8	0.8%
Policies Inforce			
Supplemental Health	775.4	785.1	1.3%
Life	109.2	108.2	-0.9%
Medicare Supplement/Other	23.0	20.1	-12.6%
Annuity	52.3	49.7	-5.0%
Total	959.9	963.1	0.3%

² Measured as 100% of new term life and health annualized premiums

3Q17 Sales and Distribution Results

Colonial Penn

- Total collected premiums up 3%
 - First-year collected premiums down 12%
- New annualized premium down 13%
 - Remain disciplined and opportunistic with television advertising spend
- Continued focus on diversifying sales generation sources
- Maintaining 2017 total adjusted EBIT guidance of \$15-20 million range (excluding 3Q17 significant item)

Collected Premiums (\$ millions)



Growth Highlights (\$ millions, policies thousands)

	3Q16	3Q17	% Change
New Annualized Premium¹			
Life	\$18.4	\$16.0	-13.0%
Policies Inforce			
Life	848.7	841.9	-0.8%
Other	3.6	3.2	-11.1%
Total	852.3	845.1	-0.8%

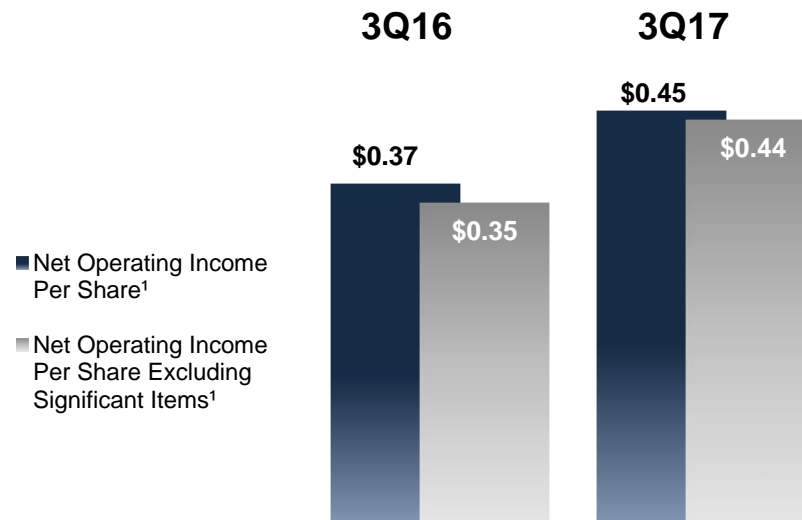
¹ Measured as 100% of new life annualized premiums.

3Q17 Earnings Highlights (\$ millions, except per share data)

Financial Highlights

- Net income per diluted share of \$0.59
- Net operating income per diluted share¹ of \$0.45 reflects:
 - Favorability across most insurance product margins
 - Elevated call/prepayment income
- Excluding significant items, Net Operating EPS¹ of \$0.44, up 26%
- Operating ROE¹ of 9.3%

3Q17 Financial Results



Net Operating Income ¹	\$64.3	\$76.7
Net Operating Income Excl. Significant Items ¹	\$60.9	\$74.7
Weighted Average Shares Outstanding	175.7	171.0

¹ A non-GAAP measure. See the Appendix for a reconciliation to the corresponding GAAP measure.

Segment Results (\$ millions)

Segment Adjusted EBIT Excluding Significant Items¹

	3Q16	4Q16	1Q17	2Q17	3Q17
Bankers Life	\$82.9	\$90.7	\$91.4	\$103.2	\$106.9
Washington National	\$25.2	\$29.9	\$24.8	\$23.6	\$27.5
Colonial Penn	\$0.9	\$7.1	(\$0.3)	\$8.0	\$6.0
LTC in run-off		(\$1.3)	\$0.4	\$1.7	(\$1.0)
Corporate	(\$4.4)	(\$17.5)	(\$8.9)	(\$13.2)	(\$14.9)
Total CNO	\$104.6	\$108.9	\$107.4	\$123.3	\$124.5

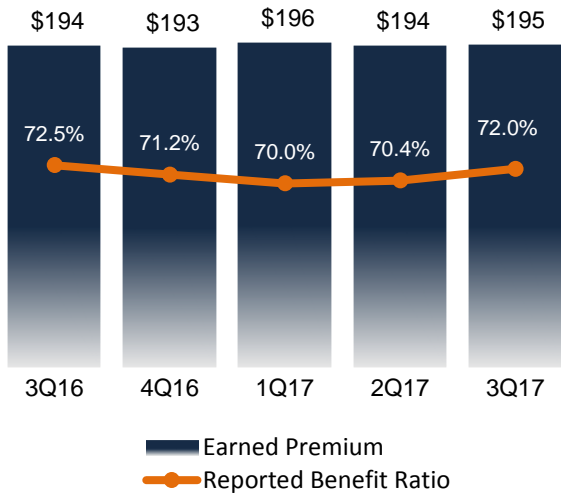
Segment Highlights

- Bankers Life results reflect higher LTC margins and higher call/prepayment income
- Washington National results reflect growth in the supplemental health business
- Colonial Penn results reflect lower direct marketing costs and growth in the business
- LTC in run-off in-line with expectations
- Corporate results reflect higher expenses

¹ A non-GAAP measure. See the Appendix for a reconciliation to the corresponding GAAP measure.

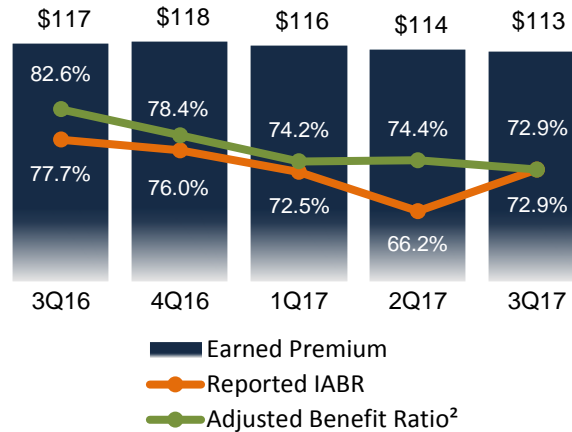
Health Margins (\$ millions)

Bankers Life Medicare Supplement Benefit Ratio



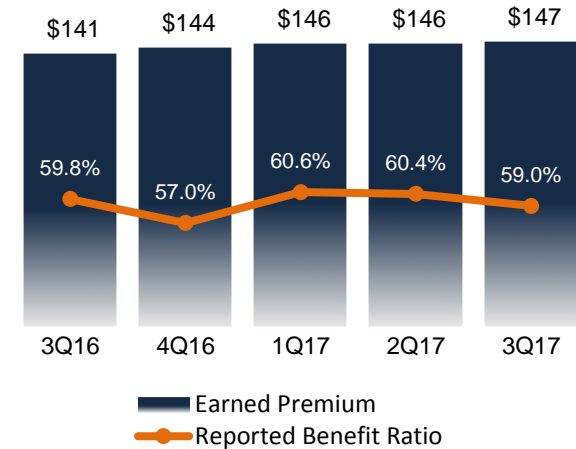
- Benefit ratio of 72.0% reflecting favorable incurred claims
- Maintaining benefit ratio guidance of 70-73% for remainder of 2017**

Bankers Life Long-term Care IABR¹



- Adjusted IABR² of 72.9%, excluding shock lapse and other one-time impacts
- No future loss reserve accrual in 2017
- Maintaining IABR¹ guidance of 75-80% for remainder of 2017**

Washington National Supplemental Health IABR¹



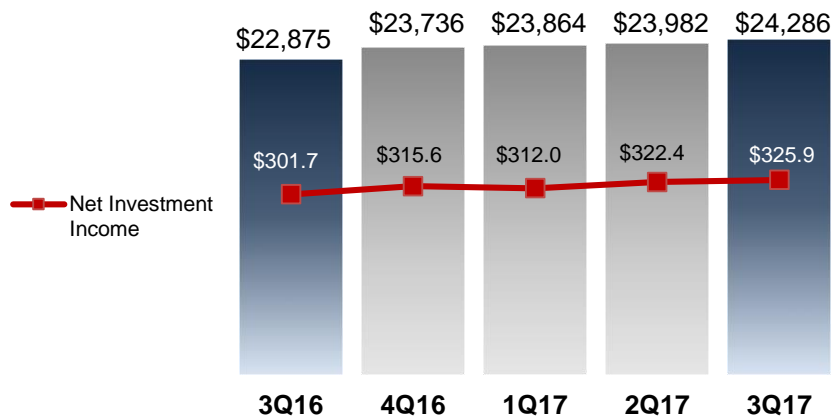
- IABR¹ of 59.0% is in-line with expectations
- Maintaining IABR¹ guidance of 58-61% for remainder of 2017**

¹ Interest-adjusted benefit ratio (IABR); a non-GAAP measure. Refer to the Appendix for the corresponding GAAP measure.

² Adjusted benefit ratio; long-term care IABR¹ excluding impact of policyholder actions following rate increases and other one-time impacts

Investment Results (\$ millions)

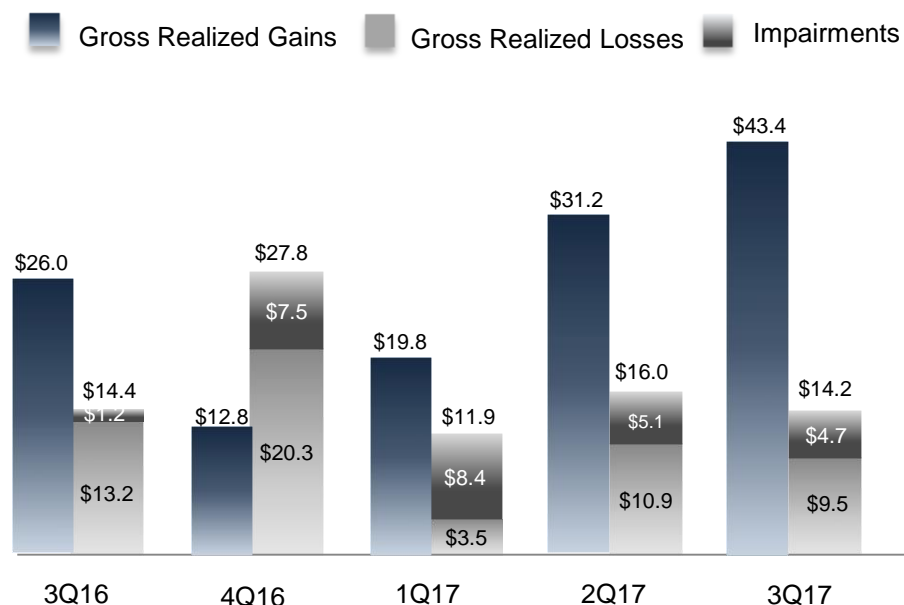
Average Invested Assets and Cash



New Money Rate	5.29%	5.02%	5.23%	4.64%	5.38%
Earned Yield ¹ :	5.59%	5.58%	5.42%	5.54%	5.51%
Pre-Pay/Call/Make-whole Income	\$5.4	\$5.3	\$0.6	\$9.8	\$16.9
Alternative Investment Income	\$4.7	\$6.7	\$8.5	\$6.1	\$8.9

- Strong new money rate due to investments in esoteric ABS, direct credit, corporate high yield, fixed income preferreds, and lengthening in IG securities to match liabilities
- Higher than expected call/prepayment income due to larger volume of corporate bond and CRE loan refinancing
- Continued favorable alternative results especially for credit oriented exposures

Realized Gains, Losses and Impairments



- Gains from impact of tightened credit spreads on liquidations of high beta credit
- Continued strong credit performance in generally all sectors
- No investment losses due to recent catastrophe activity
- Continue to reposition recaptured assets; remaining balance of \$33.4 million as of 9/30/17, down from \$74.8 million as of 6/30/17

¹ Earned Yield excludes assets held in our FHLB matchbook program.

3Q17 Capital & Liquidity Highlights

Strength & stability in key capital measures

- Estimated consolidated risk-based capital of 450%
- Leverage¹ of 18.8%
- Book value per diluted share¹ increased to \$23.19 from \$20.80 at September 30, 2016
- Holding company cash and investments of \$380 million
- Amended, extended and upsized revolving credit facility
- Repurchased \$28.2 million of common stock in the quarter at an average cost of \$22.19 per share, year-to-date repurchased \$140.1 million of common stock at an average cost of \$20.91 per share
 - Lowering 2017 repurchase guidance to \$175 to \$225 million, absent compelling alternatives

¹ A non-GAAP measure. See the Appendix for a reconciliation to the corresponding GAAP measure.

Wrap Up

- Making progress on long-term growth initiatives
- Remain committed to reducing our relative long-term care exposure
- Farewell to Ed
 - 13 ratings upgrades as CEO
 - Implemented common stock dividend in 2012; five subsequent increases
 - Total shareholder return of over 350% as CEO

Questions and Answers

Appendix

Growth Scorecard (\$ millions)

		2016		2017			% Change vs Prior Year
		3Q	4Q	1Q	2Q	3Q	
First Year Collected Premiums	Bankers Life	\$304.8	\$342.1	\$311.1	\$319.9	\$288.2	-5.4%
	Washington National	19.0	19.3	20.5	19.7	18.9	-0.5%
	Colonial Penn	13.8	13.2	13.7	12.7	12.1	-12.3%
	Total CNO	\$337.6	\$374.6	\$345.3	\$352.3	\$319.2	-5.5%
Collected Premiums	Bankers Life	\$665.9	\$711.6	\$687.8	\$680.6	\$641.7	-3.6%
	Washington National	163.4	165.2	173.1	167.5	164.2	0.5%
	Colonial Penn	70.7	69.8	74.5	72.5	72.6	2.7%
	LTC in run-off	-	4.7	4.6	4.4	3.9	100.0%
	Total CNO	\$900.0	\$951.3	\$940.0	\$925.0	\$882.4	-2.0%
Policies Inforce ¹ (thousands)	Bankers Life	1,680.4	1,686.9	1,673.5	1,671.7	1,665.6	-0.9%
	Washington National	959.9	961.7	964.6	964.5	963.1	0.3%
	Colonial Penn	852.3	846.4	853.3	849.4	845.1	-0.8%
	LTC in run-off	10.5	10.2	10.1	9.8	9.5	-9.5%
	Total CNO	3,503.1	3,505.2	3,501.5	3,495.4	3,483.3	-0.6%
New Annualized Premium ²	Life Insurance	\$39.9	\$33.5	\$41.5	\$36.0	\$34.3	-14.0%
	Health Insurance	45.7	56.2	46.4	45.9	43.1	-5.7%
	Total Life & Health Insurance	\$85.6	\$89.7	\$87.9	\$81.9	\$77.4	-9.6%
Annuity Account Values	Bankers Life	\$7,675.9	\$7,788.5	\$7,869.7	\$7,954.7	\$8,047.2	4.8%
	Washington National	427.1	413.7	404.5	393.4	385.7	-9.7%
	Total	\$8,103.0	\$8,202.2	\$8,274.2	\$8,348.1	\$8,432.9	4.1%
Annuity Collected Premiums	Bankers Life	\$245.1	\$284.9	\$257.5	\$264.3	\$236.5	-3.5%
Fee Revenue	Bankers Life	\$9.6	\$10.7	\$10.1	\$10.1	\$10.6	10.4%

¹ Includes third party products sold. See page 21 for a reconciliation to total policies inforce.

² Measured as 100% of new term life and health annualized premiums and 10% of single premium whole life deposits.

Average Producing Agents¹

	Bankers Life				Washington National			
	1st Yr	2nd Yr	3rd Yr +	Total	1st Yr	2nd Yr	3rd Yr +	Total
9/30/2017	1,887	483	1,873	4,243	287	89	310	686
6/30/2017	1,941	503	1,880	4,324	285	91	308	684
3/31/2017	1,994	533	1,877	4,404	280	92	308	680
12/31/2016	2,037	567	1,875	4,479	279	89	308	677
9/30/2016	2,081	584	1,875	4,540	283	89	309	681
6/30/2016	2,123	598	1,882	4,603	284	88	307	679
3/31/2016	2,194	604	1,888	4,686	287	90	300	677
12/31/2015	2,266	613	1,883	4,761	282	92	293	666
9/30/2015	2,311	635	1,884	4,830	269	89	287	644

¹ Producing agent counts are determined at the end of each month and only include agents who submitted at least one policy in the month. The average producing agent counts represent the average of the last 12 months producing agent counts

3Q17 Holding Company Liquidity (\$ millions)

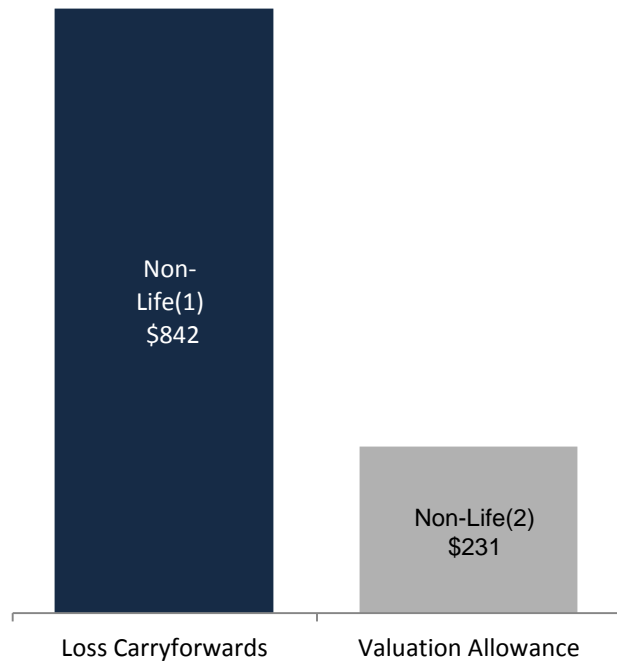
	<u>3Q17</u>	<u>YTD</u>
Cash and Investments Balance - Beginning	\$278.2	\$263.6
Sources		
Dividends from Insurance Subsidiaries	109.8	286.8
Dividends from Non-insurance Subsidiaries	-	5.8
Service and Investment Fees, Net	38.5	91.1
Surplus Debenture Interest	20.4	44.5
Interest/Earnings on Corporate Investments	3.6	12.7
Other	3.0	8.1
Total Sources	175.3	449.0
Uses		
Contributions to Non-insurance Subsidiaries	-	2.0
Share Repurchases	31.2 ⁽¹⁾	140.1
Interest	0.8	22.7
Common Stock Dividends	15.2	44.5
Intercompany Payments ²	-	41.4
Tax Payments	23.0	52.8
General Expenses & Other	7.5	39.6
Total Uses	77.7	343.1
Non-Cash Changes in Investment Balances	4.0	10.3
Cash and Investments Balance -September 30, 2017	\$379.8	\$379.8

¹ \$3.0 million of 2Q17 reported repurchases settled in 3Q17.

² Settlement of intercompany balances related to previously disclosed 4Q16 IRS tax settlement.

Tax Asset Summary (\$ millions)

Loss Carryforwards



- 1 Excludes \$12 million related to state operating loss carryforwards.
- 2 Excludes \$10 million related to state operating loss carryforwards.

Details

- Total estimated economic value of NOLs of \$400 million @ 10% discount rate (~\$2.35 on per share basis)
- NOLs are expected to offset 100% of the taxable income of our non-life companies and 35% of the taxable income of our life insurance companies through 2023

Policies Inforce

The following summarizes total policies inforce as of the end of the period indicated.

	<u>3Q16</u>	<u>4Q16</u>	<u>1Q17</u>	<u>2Q17</u>	<u>3Q17</u>
Policies inforce:					
Bankers Life	1,531,204	1,526,344	1,519,474	1,515,445	1,510,160
Washington National	959,867	961,689	964,642	964,519	963,141
Colonial Penn	852,305	846,372	853,307	849,353	845,135
Long-term care in run-off	10,480	10,260	10,068	9,769	9,473
Total policies inforce	3,353,856	3,344,665	3,347,491	3,339,086	3,327,909
Third party policies inforce sold by					
Bankers Life agents	149,255	160,548	154,005	156,308	155,430
Total policies inforce and third party policies inforce sold by Bankers Life agents	3,503,111	3,505,213	3,501,496	3,495,394	3,483,339

3Q16 Significant Items

The table below summarizes the financial impact of significant items on our 3Q16 net operating income. Management believes that identifying the impact of these items enhances the understanding of our operating results (dollars in millions).

	Three months ended September 30, 2016		
	Actual results	Significant items	Excluding significant items
Net Operating Income:			
Bankers Life	\$ 88.1	\$ (5.2) (1)	\$ 82.9
Washington National	25.2	-	25.2
Colonial Penn	0.9	-	0.9
Adjusted EBIT from business segments	114.2	(5.2)	109.0
Corporate Operations, excluding corporate interest expense	(4.4)	-	(4.4)
Adjusted EBIT	109.8	(5.2)	104.6
Corporate interest expense	(11.5)	-	(11.5)
Operating earnings before tax	98.3	(5.2)	93.1
Tax expense on operating income	34.0	(1.8)	32.2
Net operating income *	<u>\$ 64.3</u>	<u>\$ (3.4)</u>	<u>\$ 60.9</u>
Net operating income per diluted share*	<u>\$ 0.37</u>	<u>\$ (0.02)</u>	<u>\$ 0.35</u>

(1) Pre-tax earnings in the Bankers Life segment included the \$5.2 million release of long-term care reserves (net of the reduction in insurance intangibles) due to the impact of policyholder actions following rate increases.

* A non-GAAP measure. See pages 27 and 29 for a reconciliation to the corresponding GAAP measure.

4Q16 Significant Items

The table below summarizes the financial impact of significant items on our 4Q16 net operating income. Management believes that identifying the impact of these items enhances the understanding of our operating results (dollars in millions).

	Three months ended December 31, 2016		
	Actual results	Significant items	Excluding significant items
Net Operating Income:			
Bankers Life	\$ 138.9	\$ (48.2) (1)	\$ 90.7
Washington National	29.9	-	29.9
Colonial Penn	4.6	2.5 (2)	7.1
Long-term care in run-off	(3.9)	2.6 (3)	(1.3)
Adjusted EBIT from business segments	169.5	(43.1)	126.4
Corporate Operations, excluding corporate interest expense	(23.0)	5.5 (4)	(17.5)
Adjusted EBIT	146.5	(37.6)	108.9
Corporate interest expense	(11.5)	-	(11.5)
Operating earnings before tax	135.0	(37.6)	97.4
Tax expense on operating income	50.1	(13.5)	36.6
Net operating income *	\$ 84.9	\$ (24.1)	\$ 60.8
Net operating income per diluted share*	\$ 0.49	\$ (0.14)	\$ 0.35

(1) Pre-tax earnings in the Bankers Life segment included: (i) \$45.8 million of favorable impacts for adjustments arising from our comprehensive annual actuarial review of assumptions, and (ii) the \$2.4 million release of long-term care reserves (net of the reduction in insurance intangibles) due to the impact of policyholder actions following rate increases.

(2) Pre-tax earnings in the Colonial Penn segment were reduced \$2.5 million related to the impact of loss recognition on a closed block of payout annuities.

(3) Pre-tax earnings in Long-term care in run-off segment were reduced by \$2.6 million related to the impact of loss recognition on this closed block of long-term care business.

(4) Pre-tax earnings in the Corporate segment included a \$5.5 million increase to legal reserves related to legacy business of our predecessor.

* A non-GAAP measure. See pages 27 and 29 for a reconciliation to the corresponding GAAP measure.

1Q17 Significant Items

The table below summarizes the financial impact of significant items on our 1Q17 net operating income. Management believes that identifying the impact of these items enhances the understanding of our operating results (dollars in millions).

	Three months ended March 31, 2017		
	Actual results	Significant items	Excluding significant items
Net Operating Income:			
Bankers Life	\$ 89.7	\$ 1.7 (1)	\$ 91.4
Washington National	23.5	1.3 (2)	24.8
Colonial Penn	(0.3)	-	(0.3)
Long-term care in run-off	0.4	-	0.4
Adjusted EBIT from business segments	113.3	3.0	116.3
Corporate Operations, excluding corporate interest expense	(8.9)	-	(8.9)
Adjusted EBIT	104.4	3.0	107.4
Corporate interest expense	(11.5)	-	(11.5)
Operating earnings before tax	92.9	3.0	95.9
Tax expense on operating income	33.1	1.1	34.2
Net operating income *	<u>\$ 59.8</u>	<u>\$ 1.9</u>	<u>\$ 61.7</u>
Net operating income per diluted share*	<u>\$ 0.34</u>	<u>\$ 0.01</u>	<u>\$ 0.35</u>

(1) Pre-tax earnings in the Bankers Life segment included: (i) a \$3.5 million expense increase for estimated future state guaranty association assessments, net of premium tax offsets, related to the liquidation of Penn Treaty Network America Insurance Company ("Penn Treaty"); partially offset by (ii) the \$1.8 million release of long-term care reserves (net of the reduction in insurance intangibles) due to the impact of policy holder actions following rate increases.

(2) Pre-tax earnings in the Washington National segment included a \$1.3 million expense increase related to the aforementioned estimated future state guaranty association assessments, net of premium tax offsets, related to Penn Treaty.

* A non-GAAP measure. See pages 27 and 29 for a reconciliation to the corresponding GAAP measure.

2Q17 Significant Items

The table below summarizes the financial impact of significant items on our 2Q17 net operating income. Management believes that identifying the impact of these items enhances the understanding of our operating results (dollars in millions).

	Three months ended		
	June 30, 2017		
	Actual results	Significant items	Excluding significant items
Net Operating Income:			
Bankers Life	\$ 112.6	\$ (9.4) (1)	\$ 103.2
Washington National	23.6		23.6
Colonial Penn	8.0	-	8.0
Long-term care in run-off	1.7	-	1.7
Adjusted EBIT from business segments	145.9	(9.4)	136.5
Corporate Operations, excluding corporate interest expense	(13.2)	-	(13.2)
Adjusted EBIT	132.7	(9.4)	123.3
Corporate interest expense	(11.6)	-	(11.6)
Operating earnings before tax	121.1	(9.4)	111.7
Tax expense on operating income	42.5	(3.3)	39.2
Net operating income *	\$ 78.6	\$ (6.1)	\$ 72.5
Net operating income per diluted share*	\$ 0.45	\$ 0.03	\$ 0.42

(1) Pre-tax earnings in the Bankers Life segment included: (i) favorable persistency (including the results of extensive procedures performed to identify policies that had terminated prior to June 30, 2017 due to death); and (ii) policy holder actions following long-term care rate increases. These items resulted in a release of reserves, primarily related to the long-term care business in the Bankers Life segment, which totaled \$9.4 million.

* A non-GAAP measure. See pages 27 and 29 for a reconciliation to the corresponding GAAP measure.

3Q17 Significant Items

The table below summarizes the financial impact of significant items on our 3Q17 net operating income. Management believes that identifying the impact of these items enhances the understanding of our operating results (dollars in millions).

	Three months ended September 30, 2017		
	Actual results	Significant items	Excluding significant items
Net Operating Income:			
Bankers Life	\$ 106.9	\$ -	\$ 106.9
Washington National	27.5	-	27.5
Colonial Penn	9.0	(3.0) (1)	6.0
Long-term care in run-off	(1.0)	-	(1.0)
Adjusted EBIT from business segments	142.4	(3.0)	139.4
Corporate Operations, excluding corporate interest expense	(14.9)	-	(14.9)
Adjusted EBIT	127.5	(3.0)	124.5
Corporate interest expense	(11.7)	-	(11.7)
Operating earnings before tax	115.8	(3.0)	112.8
Tax expense on operating income	39.1	(1.0)	38.1
Net operating income *	<u>\$ 76.7</u>	<u>\$ (2.0)</u>	<u>\$ 74.7</u>
Net operating income per diluted share*	<u>\$ 0.45</u>	<u>\$ (0.01)</u>	<u>\$ 0.44</u>

(1) Pre-tax earnings in the Colonial Penn segment reflects a \$3.0 million out-of-period adjustment and refinement to liabilities for insurance products identified in conjunction with periodic updating of assumptions.

* A non-GAAP measure. See pages 27 and 29 for a reconciliation to the corresponding GAAP measure.

Quarterly Earnings

(\$ millions)

	<u>3Q16</u>	<u>4Q16</u>	<u>1Q17</u>	<u>2Q17</u>	<u>3Q17</u>
Bankers Life	\$ 88.1	\$ 138.9	\$ 89.7	\$ 112.6	\$ 106.9
Washington National	25.2	29.9	23.5	23.6	27.5
Colonial Penn	0.9	4.6	(0.3)	8.0	9.0
Long-term care in run-off	-	(3.9)	0.4	1.7	(1.0)
Adjusted EBIT from business segments	114.2	169.5	113.3	145.9	142.4
Corporate operations, excluding interest expense	(4.4)	(23.0)	(8.9)	(13.2)	(14.9)
Adjusted EBIT*	109.8	146.5	104.4	132.7	127.5
Corporate interest expense	(11.5)	(11.5)	(11.5)	(11.6)	(11.7)
Operating earnings before taxes	98.3	135.0	92.9	121.1	115.8
Tax expense on period income	34.0	50.1	33.1	42.5	39.1
Net operating income	64.3	84.9	59.8	78.6	76.7
Net realized investment gains (losses), net of related amortization	11.4	(14.8)	7.9	14.9	28.5
Fair value changes in embedded derivative liabilities, net of related amortization	9.4	46.2	(4.4)	(5.9)	2.3
Fair value changes and amendment related to the agent deferred compensation plan	6.3	15.1	-	-	(13.4)
Loss on reinsurance transaction	(75.4)	-	-	-	-
Other	(0.7)	(0.8)	0.3	(1.6)	(3.3)
Non-operating income (loss) before taxes	(49.0)	45.7	3.8	7.4	14.1
Income tax expense (benefit):					
On non-operating income (loss)	(17.1)	16.0	1.3	2.6	5.0
Valuation allowance for deferred tax assets and other tax items	13.8	(119.6)	-	-	(15.0)
Net non-operating income (loss)	(45.7)	149.3	2.5	4.8	24.1
Net income	\$ 18.6	\$ 234.2	\$ 62.3	\$ 83.4	\$ 100.8

*Management believes that an analysis of earnings before net realized investment gains (losses), fair value changes in embedded derivative liabilities, fair value changes and amendment related to the agent deferred compensation plan, loss on reinsurance transaction, other non-operating items, corporate interest expense and taxes ("Adjusted EBIT," a non-GAAP financial measure) provides a clearer comparison of the operating results of the company quarter-over-quarter because it excludes: (1) net realized investment gains (losses); (2) fair value changes due to fluctuations in the interest rates used to discount embedded derivative liabilities related to our fixed index annuities that are unrelated to the company's underlying fundamentals; (3) fair value changes and amendment related to the agent deferred compensation plan; (4) loss on reinsurance transaction; (5) charges in the valuation allowance for deferred tax assets and other tax items; and (6) other non-operating items consisting primarily of earnings attributable to variable interest entities. The table above provides a reconciliation of Adjusted EBIT to net income.

Information Related to Certain Non-GAAP Financial Measures

The following provides additional information regarding certain non-GAAP measures used in this presentation. A non-GAAP measure is a numerical measure of a company's performance, financial position, or cash flows that excludes or includes amounts that are normally excluded or included in the most directly comparable measure calculated and presented in accordance with GAAP. While management believes these measures are useful to enhance understanding and comparability of our financial results, these non-GAAP measures should not be considered as substitutes for the most directly comparable GAAP measures. Additional information concerning non-GAAP measures is included in our periodic filings with the Securities and Exchange Commission that are available in the "Investors – SEC Filings" section of CNO's website, www.CNOinc.com.

Operating earnings measures

Management believes that an analysis of net income applicable to common stock before net realized investment gains or losses, fair value changes due to fluctuations in the interest rates used to discount embedded derivative liabilities related to our fixed index annuities, fair value changes and amendment related to the agent deferred compensation plan, loss on reinsurance transaction, changes in the valuation allowance for deferred tax assets and other tax items and other non-operating items consisting primarily of earnings attributable to variable interest entities ("net operating income," a non-GAAP financial measure) is important to evaluate the financial performance of the Company and is a key measure commonly used in the life insurance industry. Management uses this measure to evaluate performance because the items excluded from net operating income can be affected by events that are unrelated to the Company's underlying fundamentals.

Information Related to Certain Non-GAAP Financial Measures

A reconciliation of net income applicable to common stock to net operating income (and related per-share amounts) is as follows (dollars in millions, except per-share amounts):

	<u>3Q16</u>	<u>4Q16</u>	<u>1Q17</u>	<u>2Q17</u>	<u>3Q17</u>
Net income applicable to common stock	\$ 18.6	\$ 234.2	\$ 62.3	\$ 83.4	\$ 100.8
Non-operating items:					
Net realized investment (gains) losses, net of related amortization	(11.4)	14.8	(7.9)	(14.9)	(28.5)
Fair value changes in embedded derivative liabilities, net of related amortization	(9.4)	(46.2)	4.4	5.9	(2.3)
Fair value changes and amendment related to the agent deferred compensation plan	(6.3)	(15.1)	-	-	13.4
Loss on reinsurance transaction	75.4	-	-	-	-
Other	0.7	0.8	(0.3)	1.6	3.3
Non-operating (income) loss before taxes	49.0	(45.7)	(3.8)	(7.4)	(14.1)
Income tax (expense) benefit:					
On non-operating (income) loss	17.1	(16.0)	(1.3)	(2.6)	(5.0)
Valuation allowance for deferred tax assets and other tax items	(13.8)	119.6	-	-	15.0
Net non-operating (income) loss	45.7	(149.3)	(2.5)	(4.8)	(24.1)
Net operating income (a non-GAAP financial measure)	\$ 64.3	\$ 84.9	\$ 59.8	\$ 78.6	\$ 76.7
Per diluted share:					
Net income	\$ 0.11	\$ 1.34	\$ 0.36	\$ 0.48	\$ 0.59
Net realized investment (gains) losses (net of related amortization and taxes)	(0.04)	0.06	(0.03)	(0.06)	(0.11)
Fair value changes in embedded derivative liabilities (net of related amortization and taxes)	(0.04)	(0.17)	0.01	0.02	(0.01)
Fair value changes and amendment related to the agent deferred compensation plan (net of taxes)	(0.02)	(0.06)	-	-	0.05
Valuation allowance for deferred tax assets and other tax items	0.08	(0.68)	-	-	(0.09)
Loss on reinsurance transaction (net of taxes)	0.28	-	-	-	-
Other	-	-	-	0.01	0.02
Net operating income (a non-GAAP financial measure)	\$ 0.37	\$ 0.49	\$ 0.34	\$ 0.45	\$ 0.45

Information Related to Certain Non-GAAP Financial Measures

A reconciliation of operating income and shares used to calculate basic and diluted operating earnings per share is as follows (dollars in millions, except per-share amounts, and shares in thousands):

	<u>3Q16</u>	<u>4Q16</u>	<u>1Q17</u>	<u>2Q17</u>	<u>3Q17</u>
Operating income	\$ <u>64.3</u>	\$ <u>84.9</u>	\$ <u>59.8</u>	\$ <u>78.6</u>	\$ <u>76.7</u>
Weighted average shares outstanding for basic earnings per share	174,247	173,634	173,431	170,556	168,684
Effect of dilutive securities on weighted average shares:					
Stock options, restricted stock and performance units	<u>1,476</u>	<u>1,539</u>	<u>1,634</u>	<u>1,796</u>	<u>2,298</u>
Weighted average shares outstanding for diluted earnings per share	<u>175,723</u>	<u>175,173</u>	<u>175,065</u>	<u>172,352</u>	<u>170,982</u>
Net operating income per diluted share	<u>\$ 0.37</u>	<u>\$ 0.49</u>	<u>\$ 0.34</u>	<u>\$ 0.45</u>	<u>\$ 0.45</u>

Information Related to Certain Non-GAAP Financial Measures

Book value per diluted share

Book value per diluted share reflects the potential dilution that could occur if outstanding stock options were exercised, restricted stock and performance units were vested and convertible securities were converted. The dilution from options, restricted shares and performance units is calculated using the treasury stock method. Under this method, we assume the proceeds from the exercise of the options (or the unrecognized compensation expense with respect to restricted stock and performance units) will be used to purchase shares of our common stock at the closing market price on the last day of the period. In addition, the calculation of this non-GAAP measure differs from the corresponding GAAP measure because accumulated other comprehensive income (loss) has been excluded from the value of capital used to determine this measure. Management believes this non-GAAP measure is useful because it removes the volatility that arises from changes in the unrealized appreciation (depreciation) of our investments.

A reconciliation from book value per share to book value per diluted share, excluding accumulated other comprehensive income (loss) is as follows (dollars in millions, except per share amounts):

	<u>3Q16</u>	<u>4Q16</u>	<u>1Q17</u>	<u>2Q17</u>	<u>3Q17</u>
Total shareholders' equity	\$ 4,493.8	\$ 4,486.9	\$ 4,606.8	\$ 4,779.3	\$ 4,881.7
Shares outstanding for the period	173,543,965	173,753,614	172,103,802	169,018,890	167,762,323
Book value per share	\$ 25.89	\$ 25.82	\$ 26.77	\$ 28.28	\$ 29.10
<hr/>					
Total shareholders' equity	\$ 4,493.8	\$ 4,486.9	\$ 4,606.8	\$ 4,779.3	\$ 4,881.7
Less accumulated other comprehensive income	(855.5)	(622.4)	(729.6)	(894.5)	(933.6)
Adjusted shareholders' equity excluding AOCI	\$ 3,638.3	\$ 3,864.5	\$ 3,877.2	\$ 3,884.8	\$ 3,948.1
Shares outstanding for the period	173,543,965	173,753,614	172,103,802	169,018,890	167,762,323
Dilutive common stock equivalents related to:					
Stock options, restricted stock and performance units	1,349,207	1,721,878	1,714,212	1,840,391	2,474,837
Diluted shares outstanding	174,893,172	175,475,492	173,818,014	170,859,281	170,237,160
Book value per diluted share (a non-GAAP financial measure)	\$ 20.80	\$ 22.02	\$ 22.31	\$ 22.74	\$ 23.19

Information Related to Certain Non-GAAP Financial Measures

Interest-adjusted benefit ratios

The interest-adjusted benefit ratio (a non-GAAP measure) is calculated by dividing the product's insurance policy benefits less imputed interest income on the accumulated assets backing the insurance liabilities by insurance policy income. Interest income is an important factor in measuring the performance of longer duration health products. The net cash flows generally cause an accumulation of amounts in the early years of a policy (accounted for as reserve increases), which will be paid out as benefits in later policy years (accounted for as reserve decreases). Accordingly, as the policies age, the benefit ratio will typically increase, but the increase in the change in reserve will be partially offset by the imputed interest income earned on the accumulated assets. The interest-adjusted benefit ratio reflects the effects of such interest income offset. Since interest income is an important factor in measuring the performance of these products, management believes a benefit ratio, which includes the effect of interest income, is useful in analyzing product performance. The interest-adjusted benefit ratio excluding the impact of rate increases and other one-time impacts eliminates the release of reserves due to the impact of policyholder actions following rate increases and other one-time impacts.

(Dollars in millions)

	<u>3Q16</u>	<u>4Q16</u>	<u>1Q17</u>	<u>2Q17</u>	<u>3Q17</u>
Bankers Life					
Long-term care benefit ratios					
Earned premium	\$ 116.6	\$ 117.8	\$ 115.6	\$ 113.7	\$ 112.7
Benefit ratio before imputed interest income on reserves	137.7%	134.7%	132.6%	126.9%	134.2%
Interest-adjusted benefit ratio	77.7%	76.0%	72.5%	66.2%	72.9%
Interest-adjusted benefit ratio, excluding the impact of reserve releases due to rate increases and other one-time impacts	82.6%	78.4%	74.2%	74.4%	72.9%
Underwriting margin (earned premium plus imputed interest income on reserves less policy benefits)	\$ 26.0	\$ 28.3	\$ 31.8	\$ 38.4	\$ 30.5
Adjusted underwriting margin (excluding the impact of reserve releases due to rate increases and other one-time impacts)	20.3	25.6	29.8	29.0	30.5
Washington National					
Supplemental health benefit ratios					
Earned premium	\$ 141.5	\$ 144.0	\$ 145.6	\$ 146.3	\$ 147.2
Benefit ratio before imputed interest income on reserves	84.0%	81.0%	84.6%	84.5%	83.2%
Interest-adjusted benefit ratio	59.8%	57.0%	60.6%	60.4%	59.0%
Underwriting margin (earned premium plus imputed interest income on reserves less policy benefits)	\$ 56.9	\$ 62.0	\$ 57.3	\$ 57.9	\$ 60.4

Information Related to Certain Non-GAAP Financial Measures

Operating return measures

Management believes that an analysis of net income applicable to common stock before net realized investment gains or losses, fair value changes due to fluctuations in the interest rates used to discount embedded derivative liabilities related to our fixed index annuities, fair value changes and amendment related to the agent deferred compensation plan, loss on reinsurance transaction, changes in the valuation allowance for deferred tax assets and other tax items, loss on extinguishment of debt and other non-operating items consisting primarily of earnings attributable to variable interest entities (“net operating income,” a non-GAAP financial measure) is important to evaluate the financial performance of the Company and is a key measure commonly used in the life insurance industry. Management uses this measure to evaluate performance because the items excluded from net operating income can be affected by events that are unrelated to the Company’s underlying fundamentals.

Management also believes that an operating return, excluding significant items, is important as the impact of these items enhances the understanding of our operating results.

This non-GAAP financial measure also differs from return on equity because accumulated other comprehensive income (loss) has been excluded from the value of equity used to determine this ratio. Management believes this non-GAAP financial measure is useful because it removes the volatility that arises from changes in accumulated other comprehensive income (loss). Such volatility is often caused by changes in the estimated fair value of our investment portfolio resulting from changes in general market interest rates rather than the business decisions made by management.

In addition, our equity includes the value of significant net operating loss carryforwards (included in income tax assets). In accordance with GAAP, these assets are not discounted, and accordingly will not provide a return to shareholders (until after it is realized as a reduction to taxes that would otherwise be paid). Management believes that excluding this value from the equity component of this measure enhances the understanding of the effect these non-discounted assets have on operating returns and the comparability of these measures from period-to-period. Operating return measures are used in measuring the performance of our business units and are used as a basis for incentive compensation.

Information Related to Certain Non-GAAP Financial Measures

The calculations of: (i) operating return on equity, excluding accumulated other comprehensive income (loss) and net operating loss carryforwards (a non-GAAP financial measure); (ii) operating return, excluding significant items, on equity, excluding accumulated other comprehensive income (loss) and net operating loss carryforwards (a non-GAAP financial measure); and (iii) return on equity are as follows (dollars in millions):

	Trailing Twelve Months Ended				
	<u>3Q16</u>	<u>4Q16</u>	<u>1Q17</u>	<u>2Q17</u>	<u>3Q17</u>
Operating income	<u>\$ 274.6</u>	<u>\$ 262.5</u>	<u>\$ 272.7</u>	<u>\$ 287.6</u>	<u>\$ 300.0</u>
Operating income, excluding significant items	<u>\$ 239.6</u>	<u>\$ 229.1</u>	<u>\$ 244.2</u>	<u>\$ 255.9</u>	<u>\$ 269.7</u>
Net Income	<u>\$ 261.3</u>	<u>\$ 358.2</u>	<u>\$ 375.0</u>	<u>\$ 398.5</u>	<u>\$ 480.7</u>
Average common equity, excluding accumulated other comprehensive income (loss) and net operating loss carryforwards (a non-GAAP financial measure)	<u>\$ 2,991.1</u>	<u>\$ 3,026.5</u>	<u>\$ 3,083.9</u>	<u>\$ 3,148.2</u>	<u>\$ 3,220.5</u>
Average common shareholders' equity	<u>\$ 4,288.4</u>	<u>\$ 4,372.3</u>	<u>\$ 4,463.4</u>	<u>\$ 4,551.3</u>	<u>\$ 4,640.2</u>
Operating return on equity, excluding accumulated other comprehensive income (loss) and net operating loss carryforwards (a non-GAAP financial measure)	9.2%	8.7%	8.8%	9.1%	9.3%
Operating return, excluding significant items, on equity, excluding accumulated other comprehensive income (loss) and net operating loss carryforwards (a non-GAAP financial measure)	8.0%	7.6%	7.9%	8.1%	8.4%
Return on equity	6.1%	8.2%	8.4%	8.8%	10.4%

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Information Related to Certain Non-GAAP Financial Measures

The following summarizes: (i) operating earnings; (ii) significant items; (iii) operating earnings, excluding significant items; and (iv) net income (dollars in millions):

	Net Operating <u>income</u>	Significant <u>items (a)</u>	Net Operating income, excluding significant <u>items</u>	Net Operating income, excluding significant items - trailing <u>four quarters</u>	Net <u>income</u>	Net income - trailing <u>four quarters</u>
4Q15	\$ 97.0	\$ (25.7)	\$ 71.3	\$ 262.3	\$ 137.3	\$ 270.7
1Q16	49.6	(3.0)	46.6	248.8	45.5	263.4
2Q16	63.7	(2.9)	60.8	243.0	59.9	276.5
3Q16	64.3	(3.4)	60.9	239.6	18.6	261.3
4Q16	84.9	(24.1)	60.8	229.1	234.2	358.2
1Q17	59.8	1.9	61.7	244.2	62.3	375.0
2Q17	78.6	(6.1)	72.5	255.9	83.4	398.5
3Q17	76.7	(2.0)	74.7	269.7	100.8	480.7

(a) The significant items have been discussed in prior press releases.

(Continued on next page)

Information Related to Certain Non-GAAP Financial Measures

A reconciliation of pretax operating earnings (a non-GAAP financial measure) to net income is as follows (dollars in millions):

	Twelve Months Ended				
	<u>3Q16</u>	<u>4Q16</u>	<u>1Q17</u>	<u>2Q17</u>	<u>3Q17</u>
Pretax operating earnings (a non-GAAP financial measure)	\$ 423.5	\$ 410.3	\$ 425.6	\$ 447.3	\$ 464.8
Income tax (expense) benefit	<u>(148.9)</u>	<u>(147.8)</u>	<u>(152.9)</u>	<u>(159.7)</u>	<u>(164.8)</u>
Operating return	<u>274.6</u>	<u>262.5</u>	<u>272.7</u>	<u>287.6</u>	<u>300.0</u>
Non-operating items:					
Net realized investment gains (losses), net of related amortization	6.6	7.6	16.5	19.4	36.5
Fair value changes in embedded derivative liabilities, net of related amortization	(22.0)	9.6	34.7	45.3	38.2
Fair value changes and amendment related to the agent deferred compensation plan	3.1	3.1	9.1	21.4	1.7
Loss on reinsurance transaction	(75.4)	(75.4)	(75.4)	(75.4)	-
Other	<u>(3.0)</u>	<u>(2.0)</u>	<u>(1.1)</u>	<u>(2.8)</u>	<u>(5.4)</u>
Non-operating income (loss) before taxes	(90.7)	(57.1)	(16.2)	7.9	71.0
Income tax expense (benefit):					
On non-operating income (loss)	(31.7)	(20.0)	(5.7)	2.8	24.9
Valuation allowance for deferred tax assets and other tax items	<u>(45.7)</u>	<u>(132.8)</u>	<u>(112.8)</u>	<u>(105.8)</u>	<u>(134.6)</u>
Net non-operating income (loss)	<u>(13.3)</u>	<u>95.7</u>	<u>102.3</u>	<u>110.9</u>	<u>180.7</u>
Net income	<u>\$ 261.3</u>	<u>\$ 358.2</u>	<u>\$ 375.0</u>	<u>\$ 398.5</u>	<u>\$ 480.7</u>

(Continued on next page)

Information Related to Certain Non-GAAP Financial Measures

A reconciliation of consolidated capital, excluding accumulated other comprehensive income (loss) and net operating loss carryforwards (a non-GAAP financial measure) to common shareholders' equity, is as follows (dollars in millions):

	<u>1Q15</u>	<u>2Q15</u>	<u>3Q15</u>	<u>4Q15</u>
Consolidated capital, excluding accumulated other comprehensive income (loss) and net operating loss carryforwards (a non-GAAP financial measure)	\$ 3,026.1	\$ 2,989.7	\$ 2,924.9	\$ 3,011.6
Net operating loss carryforwards	793.3	769.5	735.7	724.1
Accumulated other comprehensive income	<u>934.2</u>	<u>605.0</u>	<u>510.4</u>	<u>402.8</u>
Common shareholders' equity	<u>\$ 4,753.6</u>	<u>\$ 4,364.2</u>	<u>\$ 4,171.0</u>	<u>\$ 4,138.5</u>
	<u>1Q16</u>	<u>2Q16</u>	<u>3Q16</u>	<u>4Q16</u>
Consolidated capital, excluding accumulated other comprehensive income (loss) and net operating loss carryforwards (a non-GAAP financial measure)	\$ 2,975.3	\$ 3,010.1	\$ 3,010.1	\$ 3,209.5
Net operating loss carryforwards	710.8	668.3	628.2	655.0
Accumulated other comprehensive income	<u>540.5</u>	<u>777.8</u>	<u>855.5</u>	<u>622.4</u>
Common shareholders' equity	<u>\$ 4,226.6</u>	<u>\$ 4,456.2</u>	<u>\$ 4,493.8</u>	<u>\$ 4,486.9</u>
	<u>1Q17</u>	<u>2Q17</u>	<u>3Q17</u>	
Consolidated capital, excluding accumulated other comprehensive income (loss) and net operating loss carryforwards (a non-GAAP financial measure)	\$ 3,236.6	\$ 3,263.2	\$ 3,335.0	
Net operating loss carryforwards	640.6	621.6	613.1	
Accumulated other comprehensive income	<u>729.6</u>	<u>894.5</u>	<u>933.6</u>	
Common shareholders' equity	<u>\$ 4,606.8</u>	<u>\$ 4,779.3</u>	<u>\$ 4,881.7</u>	

Information Related to Certain Non-GAAP Financial Measures

A reconciliation of consolidated capital, excluding accumulated other comprehensive income (loss) and net operating loss carryforwards (a non-GAAP financial measure) to common shareholders' equity, is as follows (dollars in millions):

	Trailing Four Quarter Average				
	<u>3Q16</u>	<u>4Q16</u>	<u>1Q17</u>	<u>2Q17</u>	<u>3Q17</u>
Consolidated capital, excluding accumulated other comprehensive income (loss) and net operating loss carryforwards (a non-GAAP financial measure)	\$ 2,991.1	\$ 3,026.5	\$ 3,083.9	\$ 3,148.2	\$ 3,220.5
Net operating loss carryforwards	696.3	674.2	656.8	642.2	634.4
Accumulated other comprehensive income	<u>601.0</u>	<u>671.6</u>	<u>722.7</u>	<u>760.9</u>	<u>785.3</u>
Common shareholders' equity	<u>\$ 4,288.4</u>	<u>\$ 4,372.3</u>	<u>\$ 4,463.4</u>	<u>\$ 4,551.3</u>	<u>\$ 4,640.2</u>

Information Related to Certain Non-GAAP Financial Measures

Debt to capital ratio, excluding accumulated other comprehensive income (loss)

The debt to capital ratio, excluding accumulated other comprehensive income (loss), differs from the debt to capital ratio because accumulated other comprehensive income (loss) has been excluded from the value of capital used to determine this measure. Management believes this non-GAAP financial measure is useful because it removes the volatility that arises from changes in accumulated other comprehensive income (loss). Such volatility is often caused by changes in the estimated fair value of our investment portfolio resulting from changes in general market interest rates rather than the business decisions made by management. A reconciliation of these ratios is as follows (dollars in millions):

	<u>3Q16</u>	<u>4Q16</u>	<u>1Q17</u>	<u>2Q17</u>	<u>3Q17</u>
Corporate notes payable	\$ 912.5	\$ 912.9	\$ 913.4	\$ 913.9	\$ 914.4
Total shareholders' equity	<u>4,493.8</u>	<u>4,486.9</u>	<u>4,606.8</u>	<u>4,779.3</u>	<u>4,881.7</u>
Total capital	<u>\$ 5,406.3</u>	<u>\$ 5,399.8</u>	<u>\$ 5,520.2</u>	<u>\$ 5,693.2</u>	<u>\$ 5,796.1</u>
Corporate debt to capital	<u>16.9%</u>	<u>16.9%</u>	<u>16.5%</u>	<u>16.1%</u>	<u>15.8%</u>
<hr/>					
Corporate notes payable	\$ 912.5	\$ 912.9	\$ 913.4	\$ 913.9	\$ 914.4
Total shareholders' equity	4,493.8	4,486.9	4,606.8	4,779.3	4,881.7
Less accumulated other comprehensive income	<u>(855.5)</u>	<u>(622.4)</u>	<u>(729.6)</u>	<u>(894.5)</u>	<u>(933.6)</u>
Total capital	<u>\$ 4,550.8</u>	<u>\$ 4,777.4</u>	<u>\$ 4,790.6</u>	<u>\$ 4,798.7</u>	<u>\$ 4,862.5</u>
Debt to total capital ratio, excluding AOCI (a non-GAAP financial measure)	<u>20.1%</u>	<u>19.1%</u>	<u>19.1%</u>	<u>19.0%</u>	<u>18.8%</u>