
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**
WASHINGTON, D.C. 20549

FORM 8-K

**CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934**

Date of Report (Date of earliest event reported): **February 13, 2018**

CNO Financial Group, Inc.

(Exact Name of Registrant as Specified in Charter)

Delaware
(State or Other
Jurisdiction of Incorporation)

001-31792
(Commission File Number)
11825 North Pennsylvania Street
Carmel, Indiana 46032
(Address of Principal Executive Offices) (Zip Code)

75-3108137
(I.R.S. Employer
Identification No.)

(317) 817-6100
(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 2.02. Results of Operations and Financial Condition.

On February 13, 2018, CNO Financial Group, Inc. (the "Company") issued: (i) a press release announcing its financial results for the quarter ended December 31, 2017, a copy of which is attached hereto as Exhibit 99.1 and is incorporated herein by reference; and (ii) additional information related to the Company's financial and operating results for the quarter ended December 31, 2017, a copy of which is attached hereto as Exhibit 99.2 and is incorporated herein by reference.

The information contained under Item 2.02 in this Current Report on Form 8-K (including Exhibits 99.1 and 99.2) is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that Section. The information contained in this Current Report on Form 8-K shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in any such filing.

Item 9.01(d). Financial Statements and Exhibits.

The following materials are furnished as exhibits to this Current Report on Form 8-K:

- 99.1 [Press release dated February 13, 2018 related to financial results for the quarter ended December 31, 2017.](#)
- 99.2 [Quarterly Financial Supplement - 4Q2017.](#)

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

CNO Financial Group, Inc.

Date: February 13, 2018

By: /s/ John R. Kline

John R. Kline

Senior Vice President and
Chief Accounting Officer



News

For Immediate Release

CNO Financial Group Reports Fourth Quarter and Full Year 2017 Results

Carmel, Ind., February 13, 2018 - CNO Financial Group, Inc. (NYSE: CNO) today announced a net loss for the fourth quarter of 2017 of \$70.9 million , or 42 cents per diluted share, compared to net income of \$234.2 million , or \$1.34 per diluted share, in the fourth quarter of 2016 . Results for both the fourth quarter and full year of 2017 reflect the one-time unfavorable impact of \$172.5 million related to the Tax Cuts and Jobs Act (the "Tax Reform Act") which was enacted in December 2017. For the full year 2017 , CNO reported net income of \$175.6 million , or \$1.02 per diluted share, compared to \$358.2 million , or \$2.01 per diluted share in 2016 .

The Tax Reform Act will be an ongoing benefit to the company, with the estimated effective tax rate in the 21 to 23 percent range. Excluding the one-time unfavorable impacts of the Tax Reform Act, fourth quarter 2017 net income was \$101.6 million, or 61 cents per diluted share, and full year 2017 net income was \$348.1 million, or \$2.02 per diluted share.

CNO also announced that fourth quarter 2017 net operating income (1) increased to \$85.8 million , or 51 cents per diluted share, compared to \$84.9 million , or 49 cents per diluted share, in the fourth quarter of 2016 . For the full year 2017 , CNO reported that net operating income (1) increased to \$300.9 million , or \$1.75 per diluted share, compared to \$262.5 million , or \$1.47 per diluted share in 2016 .

"CNO had another strong quarter, capping off a solid year highlighted by a double digit increase in operating earnings," said Gary Bhojwani, chief executive officer of CNO. "We experienced good asset growth in our accumulation businesses and saw improvements in nearly all of our Growth Scorecard measures across the firm. We are well positioned to build on our momentum as we continue to implement strategic initiatives that we expect will accelerate growth in our key production metrics."

"While our fourth quarter earnings were negatively impacted by the Tax Reform Act, we expect the ongoing improvements to our income will more than offset the one-time accounting impacts."

Fourth Quarter 2017 Highlights

- First-year collected premiums: \$357.3 million , down 5% from 4Q16
- Total collected premiums: \$940.9 million , down 1% from 4Q16
- New annualized premium ("NAP") (2) for life and health products: \$85.4 million , down 5% from 4Q16
- Annuity collected premiums: \$272.6 million, down 4% from 4Q16
- Annuity account values: \$8.5 billion , up 4% from 4Q16
- Policies inforce of 3.5 million (including third party policies inforce), down 1% from 4Q16
- Net income (loss) per diluted share: (42) cents in 4Q17 compared to \$1.34 in 4Q16
- Net operating income (1) per diluted share: 51 cents in 4Q17 compared to 49 cents in 4Q16
- Book value per common share increased to \$29.05 at December 31, 2017 from \$25.82 at December 31, 2016
- Book value per diluted share, excluding accumulated other comprehensive income (loss) (3), was \$21.43 at December 31, 2017 compared to \$22.02 at December 31, 2016
- Unrestricted cash and investments held by our holding company were \$397 million at December 31, 2017 compared to \$264 million at December 31, 2016
- Common stock repurchases of \$27.0 million and dividends of \$15.1 million in 4Q17

Full Year 2017 Highlights

- First-year collected premiums: \$1,374.1 million, up 2% from 2016
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- Total collected premiums: \$3,688.3 million, up 2% from 2016
- NAP (2) for life and health products: \$332.6 million, down 7% from 2016
- Annuity collected premiums: \$1,031.5 million, up 6% from 2016
- Net income per diluted share: \$1.02 in 2017 compared to \$2.01 in 2016
- Net operating income (1) per diluted share: \$1.75 in 2017 compared to \$1.47 in 2016
- Common stock repurchases of \$167.1 million and dividends of \$59.6 million in 2017
- Consolidated risk-based capital ratio was estimated at 446% at December 31, 2017, reflecting estimated statutory operating earnings of \$362 million and insurance company dividends to the holding company of \$357.7 million during 2017

Quarterly Segment Operating Results

	Three months ended	
	December 31,	
	2017	2016
	(Dollars in millions, except per share data)	
Adjusted EBIT (4):		
Bankers Life	\$ 109.7	\$ 138.9
Washington National	23.7	29.9
Colonial Penn:		
Inforce business (5)	17.5	13.4
New business (5)	(11.6)	(8.8)
Total Colonial Penn	5.9	4.6
Long-term care in run-off	.6	(3.9)
Adjusted EBIT from business segments	139.9	169.5
Corporate Operations, excluding corporate interest expense	(3.3)	(23.0)
Adjusted EBIT	136.6	146.5
Corporate interest expense	(11.7)	(11.5)
Operating earnings before taxes	124.9	135.0
Tax expense on operating income	39.1	50.1
Net operating income (1)	85.8	84.9
Net realized investment losses (net of related amortization)	(2.0)	(14.8)
Fair value changes in embedded derivative liabilities (net of related amortization)	5.5	46.2
Fair value changes related to agent deferred compensation plan	1.2	15.1
Other	(4.2)	(.8)
Non-operating income (loss) before taxes	.5	45.7
Income tax expense (benefit):		
On non-operating income (loss)	.1	16.0
Valuation allowance for deferred tax assets and other tax items	157.1	(119.6)
Net non-operating income (loss)	(156.7)	149.3
Net income (loss)	\$ (70.9)	\$ 234.2
Per diluted share:		
Net operating income	\$.51	\$.49
Net realized investment losses (net of related amortization and taxes)	(.01)	(.06)
Fair value changes in embedded derivative liabilities (net of related amortization and taxes)	.02	.17
Fair value changes related to agent deferred compensation plan (net of taxes)	.01	.06
Valuation allowance for deferred tax assets and other tax items	(.94)	.68
Other	(.01)	—
Net income (loss)	\$ (.42)	\$ 1.34

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The following table summarizes the financial impact of significant items on our 4Q17 net operating income (dollars in millions, except per share amounts):

	Three months ended December 31, 2017*		
	Actual results	Significant items	Excluding significant items
Net Operating Income (1):			
Bankers Life	\$ 109.7	\$ (10.8)	\$ 98.9
Washington National	23.7	1.0	24.7
Colonial Penn	5.9	—	5.9
Long-term care in run-off	.6	—	.6
Adjusted EBIT from business segments	139.9	(9.8)	130.1
Corporate Operations, excluding corporate interest expense	(3.3)	—	(3.3)
Adjusted EBIT (4)	136.6	(9.8)	126.8
Corporate interest expense	(11.7)	—	(11.7)
Operating earnings before taxes	124.9	(9.8)	115.1
Tax expense on operating income	39.1	(3.4)	35.7
Net operating income	<u>\$ 85.8</u>	<u>\$ (6.4)</u>	<u>\$ 79.4</u>
Net operating income per diluted share	<u>\$.51</u>	<u>\$ (.04)</u>	<u>\$.47</u>

The significant items in 4Q17 included adjustments arising from our comprehensive annual actuarial review of assumptions including \$10.8 million of favorable impacts in the Bankers Life segment and \$1.0 million of unfavorable impacts in the Washington National segment.

* See page 10 for the table of Net Operating Income Excluding Significant Items for the three months ended December 31, 2016 .

Segment Results

Bankers Life markets and distributes a variety of insurance products to middle-income Americans at or near retirement through a dedicated field force of career agents. First-year collected premiums in 4Q17 were \$326.4 million , down 5 percent from 4Q16. First year collected premiums in 2017 were \$1,245.6 million, up 3 percent from 2016 . NAP for life and health products in 4Q17 was \$43.5 million , down 9 percent compared to 4Q16. NAP for life and health products in 2017 was \$161.8 million, down 12 percent from 2016 . Average producing agents (over the last twelve months) were down 7 percent from 4Q16. Average producing agents in their third year of service or later (over the last twelve months) in 4Q17 were down 1 percent compared to 4Q16.

Total collected premiums in 4Q17 were \$696.3 million , down 2 percent from 4Q16. Total collected premiums in 2017 were \$2,706.4 million, up 2 percent from 2016 . Annuity collected premiums in 4Q17 were \$272.3 million , down 4 percent from 4Q16. Annuity collected premiums in 2017 were \$1,030.6 million, up 6 percent from 2016 . Annuity account values, on which spread income is earned, increased 5 percent to \$8.2 billion in 4Q17 compared to 4Q16. Total policies inforce (including third party policies inforce) decreased 1 percent and third party policies inforce increased 7 percent from 4Q16.

Pre-tax operating earnings in 4Q17 compared to 4Q16 were down \$29.2 million, or 21 percent. Pre-tax operating earnings in 4Q17 of \$109.7 million included \$10.8 million of positive impacts from our comprehensive annual actuarial review including the net impact of changes to mortality assumptions related to interest-sensitive life products. Pre-tax operating earnings in 4Q16 reflected \$45.8 million of positive impacts from our comprehensive annual actuarial review including the net impact of changes to spread and persistency assumptions related to fixed index annuities. In addition, our 4Q17 earnings reflected \$5.2 million of higher income from call premiums and prepayments compared to 4Q16.

The long-term care interest-adjusted benefit ratio was 73.1 percent in 4Q17, lower than the 4Q16 ratio of 76.0 percent . The 4Q17 ratio reflects no increase to the future loss reserve, given the outcome of the year-end 2016 actuarial review, compared to a \$7.6 million increase in 4Q16. The 4Q16 ratio was also impacted by \$2.7 million of one-time reserve releases related to policyholder decisions to surrender or reduce coverage following rate increases. Such reserve releases in 4Q17 were not significant. We currently expect the long-term care interest-adjusted benefit ratio to be in the range of 75 percent to 80 percent during 2018.

Pre-tax operating earnings in 4Q17 reflected a Medicare supplement benefit ratio of 70.7 percent , lower than the 4Q16 ratio of 71.2 percent . We currently expect the Medicare supplement benefit ratio to be in the range of 71 percent to 74 percent during 2018.

Washington National markets and distributes supplemental health and life insurance to middle-income consumers through a wholly-owned subsidiary and independent insurance agencies. First-year collected premiums in 4Q17 were \$19.3 million , flat with 4Q16. First year collected premiums in 2017 were \$78.4 million, essentially flat with 2016 . NAP from life and health products in 4Q17 was \$27.1 million , up slightly from 4Q16. NAP for life and health products in 2017 was \$102.1 million, up 3 percent from 2016 . The average number of producing agents (over the last twelve months) in 4Q17 was up 1 percent compared to 4Q16.

Total collected premiums from the segment's supplemental health block were up 4 percent in 4Q17 compared to 4Q16. Total collected premiums from this block in 2017 were \$589.1 million, up 4 percent from 2016 .

Pre-tax operating earnings in 4Q17 compared to 4Q16 were down \$6.2 million, or 21 percent. Pre-tax operating earnings in 4Q17 included higher expenses compared to 4Q16 and \$1 million of unfavorable impacts from our comprehensive annual actuarial review of assumptions primarily related to interest-sensitive life products. The supplemental health interest-adjusted benefit ratio was 56.6 percent and 57.0 percent in 4Q17 and 4Q16, respectively. We currently expect the supplemental health interest-adjusted benefit ratio to be in the range of 58 percent to 61 percent during 2018.

Colonial Penn markets primarily graded benefit and simplified issue life insurance directly to customers through television advertising, direct mail, the internet and telemarketing. First-year collected premiums in 4Q17 were \$11.6 million , down 12 percent from 4Q16. First year collected premiums in 2017 were \$50.1 million, down 9 percent from 2016 . NAP in 4Q17 was \$14.8 million , up slightly from 4Q16. NAP in 2017 was \$68.7 million, down 10 percent from 2016 .

Total collected premiums were up 3 percent in 4Q17 compared to 4Q16. Total collected premiums in 2017 were \$291.6 million, up 4 percent from 2016 .

Pre-tax operating earnings in 4Q17 were \$5.9 million compared to \$4.6 million in 4Q16. Full year 2017 pre-tax operating earnings were \$22.6 million in 2017 , compared to \$1.7 million in 2016 . Inforce adjusted EBIT in 4Q17 was \$17.5 million, up 31 percent from 4Q16. Full year 2017 inforce adjusted EBIT was \$68.8 million, up 26 percent from 2016 . Pre-tax operating earnings and inforce adjusted EBIT in 2017 were favorably impacted by \$3.0 million related to an out-of-period adjustment and refinement to liabilities for insurance products recognized in 3Q17. Pre-tax operating earnings and inforce adjusted EBIT in 4Q16 were reduced by \$2.5 million related to the impact of loss recognition on a closed block of payout annuities resulting from changes in long-term interest rates and mortality assumptions. In addition, pre-tax operating earnings were impacted by changes in marketing expenses which were higher in 4Q17 compared to 4Q16, but lower for full year 2017 compared to 2016.

Recognizing the accounting standard related to deferred acquisition costs, the amount of our investment in new business during a particular period will have a significant impact on this segment's results. We expect this segment to report earnings in 2018 in the range of \$10 million to \$20 million, but because of the seasonality of advertising spend, we expect a loss in the range of \$1 million to \$3 million in 1Q18.

Long-term care in run-off only includes the long-term care business that was recaptured in September 2016. This segment recognized pre-tax operating earnings of \$.6 million in 4Q17 compared to a loss of \$3.9 million in 4Q16. Such losses in the 4Q16 period included the unfavorable impact of \$2.6 million related to the effect of loss recognition on this closed block of long-term care business. The interest-adjusted benefit ratio for this long-term care block was 82.2 percent in 4Q17 compared to 213.5 percent in 4Q16. We expect this segment to report

normalized earnings before net realized investment gains (losses) of approximately breakeven over the long-term. However, this segment's quarterly results can be volatile given its relatively low testing margins.

Corporate Operations includes our investment advisory subsidiary and corporate expenses.

Pre-tax losses in 4Q17 were \$3.3 million compared to \$23.0 million of losses in 4Q16 primarily reflecting favorable investment returns and lower expenses. Investment returns were \$11 million higher in 4Q17 as compared to 4Q16 (including \$8.1 million related to the change in value of investments backing our Company-owned life insurance used as a vehicle to fund Bankers Life's agent deferred compensation plan). Pre-tax losses in 4Q16 included a \$5.5 million increase to legal reserves related to legacy business of our predecessor.

Non-Operating Items

Net realized investment losses in 4Q17 were \$2.0 million (net of related amortization) including other-than-temporary impairment losses of \$4.6 million which were recorded in earnings. Net realized investment losses in 4Q16 were \$14.8 million (net of related amortization) including other-than-temporary impairment losses of \$7.5 million recorded in earnings.

During 4Q17 and 4Q16, we recognized increases in earnings of \$5.5 million and \$46.2 million, respectively, resulting from changes in the estimated fair value of embedded derivative liabilities related to our fixed index annuities, net of related amortization. Such amounts include the impacts of changes in market interest rates used to determine the derivative's estimated fair value.

During 4Q17 and 4Q16, we recognized increases in earnings of \$1.2 million and \$15.1 million, respectively, for the mark-to-market change in the agent deferred compensation plan liability which was impacted by changes in the underlying actuarial assumptions used to value the liability. We recognize the mark-to-market change in the estimated value of this liability through earnings as assumptions change.

In 4Q17, the valuation allowance for deferred tax assets and other tax items included: (i) a net increase to tax expense of \$172.5 million related to the impact of the Tax Reform Act; partially offset by (ii) a \$15.4 million reduction in the valuation allowance for deferred tax assets primarily due to higher actual income compared to the amount used in our deferred tax valuation model.

In 4Q16, we previously disclosed we had reached a settlement with the IRS related to the appropriate classification of the loss recognized on our investment in Conesco Senior Health Insurance Company when it was transferred to an independent trust in 2008. In addition, we had reached a settlement related to a bad debt deduction with respect to a stock purchase loan made by our Predecessor to a member of the Predecessor's board of directors. The settlement resulted in the recognition of additional life net operating loss carryforwards which offset taxable income earned by our life insurance subsidiaries in the third and fourth quarters of 2016 and the tax gain recognized on the recapture of our long-term care reinsurance agreements. The settlement resulted in a gain of \$118.7 million in 4Q16.

Statutory (based on non-GAAP measures) and GAAP Capital Information

Our consolidated statutory risk-based capital ratio was estimated at 446% at December 31, 2017, reflecting: (i) estimated 4Q17 and full-year 2017 statutory operating earnings of \$105 million and \$362 million, respectively; (ii) a \$46 million reduction of statutory admitted deferred tax assets due to tax reform; and (iii) the payment of insurance company dividends to the holding company of \$70.9 million during 4Q17 and \$357.7 million during 2017. Such risk-based capital ratio was 459% at December 31, 2016.

During the fourth quarter of 2017, we repurchased \$27.0 million of common stock under our securities repurchase program (including \$1.0 million of repurchases settled in 1Q18). We repurchased 1.1 million common shares at an average cost of \$24.38 per share. During 2017, we repurchased 7.8 million common shares at a total cost of \$167.1 million. As of December 31, 2017, we had 166.9 million shares outstanding and had authority to repurchase up to an additional \$385.6 million of our common stock. During 4Q17, dividends paid on common stock totaled \$15.1 million.

Unrestricted cash and investments held by our holding company were \$397 million at December 31, 2017, compared to \$264 million at December 31, 2016, reflecting dividends from subsidiaries, partially offset by common stock repurchases and dividend payments.

Book value per common share was \$29.05 and \$25.82 at December 31, 2017 and 2016 , respectively. Book value per diluted share, excluding accumulated other comprehensive income (loss) (3), was \$21.43 at December 31, 2017 , compared to \$22.02 at December 31, 2016 .

The debt-to-capital ratio was 15.9 percent and 16.9 percent at December 31, 2017 and 2016 , respectively. Our debt-to-total capital ratio, excluding accumulated other comprehensive income (6) was 20.1 percent at December 31, 2017 compared to 19.1 percent at December 31, 2016 .

CNO continues to expect free cash flow generation of approximately \$300 million per year. The Company is committed to deploying 100 percent of its free cash flow into investments to accelerate profitable growth, funding potential long-term care risk reduction transactions, common stock dividends and share repurchases. The amount and timing of deployment will be based on business and market conditions and other factors including, but not limited to, the current price of our common stock, opportunities to invest in our business, acquisition transactions or ceding commissions related to reinsurance transactions.

Conference Call

The Company will host a conference call to discuss results on February 14, 2018 at 11:00 a.m. Eastern Time. The webcast can be accessed through the Investors section of the company's website: <http://ir.CNOinc.com>. Participants should go to the website at least 15 minutes before the event to register and download any necessary audio software. During the call, we will be referring to a presentation that will be available the morning of the call at the Investors section of the company's website.

About CNO Financial Group

CNO Financial Group, Inc. (NYSE: CNO) is a holding company. Our insurance subsidiaries - principally Bankers Life and Casualty Company, Colonial Penn Life Insurance Company and Washington National Insurance Company - primarily serve middle-income pre-retiree and retired Americans by helping them protect against financial adversity and provide for a more secure retirement. For more information, visit CNO online at www.CNOinc.com.

CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEET

(Dollars in millions)
(unaudited)

	December 31, 2017	December 31, 2016
ASSETS		
Investments:		
Fixed maturities, available for sale, at fair value (amortized cost: 2017 - \$20,702.1; 2016 - \$19,803.1)	\$ 22,910.9	\$ 21,096.2
Equity securities at fair value (cost: 2017 - \$491.1; 2016 - \$580.7)	511.7	584.2
Mortgage loans	1,650.6	1,768.0
Policy loans	116.0	112.0
Trading securities	284.6	363.4
Investments held by variable interest entities	1,526.9	1,724.3
Other invested assets	853.4	589.5
Total investments	27,854.1	26,237.6
Cash and cash equivalents - unrestricted	578.4	478.9
Cash and cash equivalents held by variable interest entities	178.9	189.3
Accrued investment income	245.9	239.6
Present value of future profits	359.6	401.8
Deferred acquisition costs	1,026.8	1,044.7
Reinsurance receivables	2,175.2	2,260.4
Income tax assets, net	366.9	789.7
Assets held in separate accounts	5.0	4.7
Other assets	319.5	328.5
Total assets	\$ 33,110.3	\$ 31,975.2
LIABILITIES AND SHAREHOLDERS' EQUITY		
Liabilities:		
Liabilities for insurance products:		
Policyholder account balances	\$ 11,220.7	\$ 10,912.7
Future policy benefits	11,521.3	10,953.3
Liability for policy and contract claims	530.3	500.6
Unearned and advanced premiums	261.7	282.5
Liabilities related to separate accounts	5.0	4.7
Other liabilities	751.8	611.4
Investment borrowings	1,646.7	1,647.4
Borrowings related to variable interest entities	1,410.7	1,662.8
Notes payable – direct corporate obligations	914.6	912.9
Total liabilities	28,262.8	27,488.3
Commitments and Contingencies		
Shareholders' equity:		
Common stock (\$0.01 par value, 8,000,000,000 shares authorized, shares issued and outstanding: 2017 - 166,857,931; 2016 - 173,753,614)	1.7	1.7
Additional paid-in capital	3,073.3	3,212.1
Accumulated other comprehensive income	1,006.7	622.4
Retained earnings	765.8	650.7
Total shareholders' equity	4,847.5	4,486.9
Total liabilities and shareholders' equity	\$ 33,110.3	\$ 31,975.2



CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF OPERATIONS
(Dollars in millions, except per share data)
(unaudited)

	Three months ended		Year ended	
	December 31,		December 31,	
	2017	2016	2017	2016
Revenues:				
Insurance policy income	\$ 660.1	\$ 654.1	\$ 2,647.3	\$ 2,601.1
Net investment income:				
General account assets	325.1	315.6	1,285.4	1,204.1
Policyholder and other special-purpose portfolios	94.1	38.4	265.9	121.1
Realized investment gains (losses):				
Net realized investment gains (losses), excluding impairment losses	2.6	(7.5)	77.4	47.9
Other-than-temporary impairments:				
Total other-than-temporary impairment losses	(4.6)	(11.1)	(21.9)	(35.9)
Change in other-than-temporary impairment losses recognized in accumulated other comprehensive income	—	3.6	(.9)	3.6
Net impairment losses recognized	(4.6)	(7.5)	(22.8)	(32.3)
Loss on dissolution of variable interest entities	—	—	(4.3)	(7.3)
Total realized gains (losses)	(2.0)	(15.0)	50.3	8.3
Fee revenue and other income	12.8	11.8	48.3	50.5
Total revenues	1,090.1	1,004.9	4,297.2	3,985.1
Benefits and expenses:				
Insurance policy benefits	661.1	529.3	2,602.7	2,390.5
Loss on reinsurance transaction	—	—	—	75.4
Interest expense	31.4	30.4	123.7	116.4
Amortization	58.0	71.7	239.3	253.3
Loss on extinguishment of borrowings related to variable interest entities	4.0	—	9.5	—
Other operating costs and expenses	210.2	192.8	841.5	796.3
Total benefits and expenses	964.7	824.2	3,816.7	3,631.9
Income before income taxes	125.4	180.7	480.5	353.2
Income tax expense (benefit):				
Tax expense on period income	39.2	66.1	162.8	127.8
Valuation allowance for deferred tax assets and other tax items	157.1	(119.6)	142.1	(132.8)
Net income (loss)	\$ (70.9)	\$ 234.2	\$ 175.6	\$ 358.2
Earnings per common share:				
Basic:				
Weighted average shares outstanding	167,428,000	173,634,000	170,025,000	176,638,000
Net income (loss)	\$ (.42)	\$ 1.35	\$ 1.03	\$ 2.03
Diluted:				
Weighted average shares outstanding	167,428,000	175,173,000	172,144,000	178,323,000
Net income (loss)	\$ (.42)	\$ 1.34	\$ 1.02	\$ 2.01

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CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
SEGMENT OPERATING RESULTS
(Dollars in millions, except per share data)

	Year ended December 31,	
	2017	2016
Adjusted EBIT (4):		
Bankers Life	\$ 418.9	\$ 397.9
Washington National	98.3	102.9
Colonial Penn:		
Inforce business (5)	68.8	54.4
New business (5)	(46.2)	(52.7)
Total Colonial Penn	22.6	1.7
Long-term care in run-off	1.7	(3.9)
Adjusted EBIT from business segments	541.5	498.6
Corporate Operations, excluding corporate interest expense	(40.3)	(42.5)
Adjusted EBIT	501.2	456.1
Corporate interest expense	(46.5)	(45.8)
Operating earnings before taxes	454.7	410.3
Tax expense on operating income	153.8	147.8
Net operating income (1)	300.9	262.5
Net realized investment gains (net of related amortization)	49.3	7.6
Fair value changes in embedded derivative liabilities (net of related amortization)	(2.5)	9.6
Fair value changes and amendment related to agent deferred compensation plan	(12.2)	3.1
Loss on reinsurance transaction	—	(75.4)
Other	(8.8)	(2.0)
Non-operating income (loss) before taxes	25.8	(57.1)
Income tax expense (benefit):		
On non-operating income (loss)	9.0	(20.0)
Valuation allowance for deferred tax assets and other tax items	142.1	(132.8)
Net non-operating income (loss)	(125.3)	95.7
Net income	\$ 175.6	\$ 358.2
Per diluted share:		
Net operating income	\$ 1.75	\$ 1.47
Net realized investment gains (net of related amortization and taxes)	.19	.03
Fair value changes in embedded derivative liabilities (net of related amortization and taxes)	(.01)	.04
Fair value changes and amendment related to agent deferred compensation plan (net of taxes)	(.05)	.01
Loss on reinsurance transaction (net of taxes)	—	(.27)
Valuation allowance for deferred tax assets and other tax items	(.83)	.74
Other	(.03)	(.01)
Net income	\$ 1.02	\$ 2.01

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CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
NET OPERATING INCOME EXCLUDING SIGNIFICANT ITEMS*
(Dollars in millions, except per share data)

	Three months ended December 31, 2016*		
	Actual results	Significant items	Excluding significant items
Net Operating Income (1):			
Bankers Life	\$ 138.9	\$ (48.2)	\$ 90.7
Washington National	29.9	—	29.9
Colonial Penn	4.6	2.5	7.1
Long-term care in run-off	(3.9)	2.6	(1.3)
Adjusted EBIT from business segments	169.5	(43.1)	126.4
Corporate Operations, excluding corporate interest expense	(23.0)	5.5	(17.5)
Adjusted EBIT (4)	146.5	(37.6)	108.9
Corporate interest expense	(11.5)	—	(11.5)
Operating earnings before taxes	135.0	(37.6)	97.4
Tax expense on operating income	50.1	(13.5)	36.6
Net operating income	<u>\$ 84.9</u>	<u>\$ (24.1)</u>	<u>\$ 60.8</u>
Net operating income per diluted share	<u>\$.49</u>	<u>\$ (.14)</u>	<u>\$.35</u>

* This table summarizes the financial impact of significant items (as described in the segment results section of this press release) on our 4Q16 net operating income.

CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
FIRST-YEAR COLLECTED PREMIUMS
(Dollars in millions)

	Three months ended	
	December 31,	
	2017	2016
Bankers Life:		
Medicare supplement	\$ 17.4	\$ 19.3
Long-term care	3.9	4.2
Supplemental health	1.2	1.4
Other health	.2	.1
Life	32.9	33.7
Annuity	270.8	283.4
Total	326.4	342.1
Washington National:		
Supplemental health and other health	18.1	17.7
Life	1.2	1.4
Annuity	—	.2
Total	19.3	19.3
Colonial Penn:		
Life	11.6	13.2
Total	11.6	13.2
Total first-year collected premiums from segments	\$ 357.3	\$ 374.6

TOTAL COLLECTED PREMIUMS
(Dollars in millions)

	Three months ended	
	December 31,	
	2017	2016
Bankers Life :		
Medicare supplement	\$ 190.8	\$ 191.2
Long-term care	108.9	114.7
Supplemental health	5.8	5.5
Other health	1.5	1.5
Life	117.0	113.8
Annuity	272.3	284.9
Total	696.3	711.6
Washington National :		
Supplemental health and other health	147.7	142.1
Medicare supplement	12.9	14.9
Life	7.7	7.7
Annuity	.3	.5
Total	168.6	165.2
Colonial Penn:		
Life	71.5	69.2
Medicare supplement and other health	.5	.6
Total	72.0	69.8
Long-term care in run-off:		
Long-term care	4.0	4.7
Total	4.0	\$ 4.7

Total collected premiums from segments

\$ 940.9 \$ 951.3

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CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
NEW ANNUALIZED PREMIUMS FOR LIFE AND HEALTH PRODUCTS (2)
(Dollars in millions)

	Three months ended	
	December 31,	
	2017	2016
Bankers Life :		
Medicare supplement	\$ 20.0	\$ 23.9
Long-term care	5.1	5.5
Supplemental health and other health	1.9	1.6
Life	16.5	17.0
Total	43.5	48.0
Washington National :		
Supplemental health	24.8	25.2
Life	2.3	1.8
Total	27.1	27.0
Colonial Penn:		
Life	14.8	14.7
Total	14.8	14.7
Total new annualized premiums	\$ 85.4	\$ 89.7

ANNUITY ACCOUNT VALUES
(Dollars in millions)

	December 31,	
	2017	2016
Bankers Life	\$ 8,163.3	\$ 7,788.5
Washington National	378.2	413.7
Total	\$ 8,541.5	\$ 8,202.2

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CNO FINANCIAL GROUP, INC. AND SUBSIDIARIES
BENEFIT RATIOS ON MAJOR HEALTH LINES OF BUSINESS

	Three months ended	
	December 31,	
	2017	2016
Bankers Life :		
Medicare supplement:		
Earned premium	\$193 million	\$193 million
Benefit ratio (7)	70.7%	71.2%
Long-term care:		
Earned premium	\$111 million	\$118 million
Benefit ratio (7)	135.3%	134.7%
Interest-adjusted benefit ratio (a non-GAAP measure) (8)	73.1%	76.0%
Washington National :		
Medicare supplement:		
Earned premium	\$13 million	\$15 million
Benefit ratio (7)	67.0%	64.8%
Supplemental health:		
Earned premium	\$149 million	\$144 million
Benefit ratio (7)	80.7%	81.0%
Interest-adjusted benefit ratio (a non-GAAP measure) (8)	56.6%	57.0%
Long-term care in run-off:		
Long-term care:		
Earned premium	\$4 million	\$5 million
Benefit ratio (7)	251.7%	365.8%
Interest-adjusted benefit ratio (a non-GAAP measure) (8)	82.2%	213.5%

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NOTES

- (1) Management believes that an analysis of Net income applicable to common stock before: (i) net realized investment gains or losses, net of related amortization and taxes; (ii) fair value changes due to fluctuations in the interest rates used to discount embedded derivative liabilities related to our fixed index annuities, net of related amortization and taxes; (iii) fair value changes and amendment related to the agent deferred compensation plan, net of taxes, (iv) changes in the valuation allowance for deferred tax assets and other tax items; and (v) other non-operating items consisting primarily of earnings attributable to variable interest entities, net of taxes ("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. Net realized investment gains or losses include: (i) gains or losses on the sales of investments; (ii) other-than-temporary impairments recognized through net income; and (iii) changes in fair value of certain fixed maturity investments with embedded derivatives. A reconciliation of Net operating income to Net income applicable to common stock is provided in the tables on pages 2 and 9. Additional information concerning this non-GAAP measure 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.
 - (2) Measured by new annualized premium for life and health products, which includes 10% of single premium whole life deposits and 100% of all other premiums (excluding annuities). Medicare Advantage sales are not comparable to other sales and are therefore excluded in all periods.
 - (3) 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. The dilution from convertible securities is calculated assuming the securities were converted 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. In addition, the value of capital used to calculate this non-GAAP measure at December 31, 2017 is reduced by the \$205.4 million impact recorded in retained earnings in the fourth quarter of 2017 from the remeasurement of deferred tax liabilities originally recorded in accumulated other comprehensive income. Management believes this adjustment to the December 31, 2017 non-GAAP measure is useful because it removes the tax effects stranded in accumulated other comprehensive income as a result of accounting rules which require the effects of the Tax Reform Act on deferred tax balances to be recorded in earnings, even if the balance was originally recorded in accumulated other comprehensive income.
 - (4) Management believes that an analysis of earnings before net realized investment gains (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, 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 these items are unrelated to the company's underlying fundamentals. A reconciliation of Adjusted EBIT to Net Income applicable to common stock is provided in the tables on pages 2 and 9.
 - (5) Management believes that an analysis of Adjusted EBIT for Colonial Penn, separated between inforce and new business, provides increased clarity for this segment as the vast majority of the costs to generate new business in this segment are not deferrable and Adjusted EBIT will fluctuate based on management's decisions on how much marketing costs to incur in each period. Adjusted EBIT from new business includes pre-tax revenues and expenses associated with new sales of our insurance products during the first year after the sale is completed. Adjusted EBIT from inforce business includes all pre-tax revenues and expenses associated with sales of insurance products that were completed more than one year before the end of the reporting period. The allocation of certain revenues and expenses between new and inforce business is based on estimates, which we believe are reasonable.
 - (6) 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. In addition, the value of capital used to calculate this non-GAAP measure at December 31, 2017 is reduced by the \$205.4 million impact recorded in retained earnings in the fourth quarter of 2017 from the remeasurement of deferred tax liabilities originally recorded in accumulated other comprehensive income. Management believes this adjustment to the December 31, 2017 non-GAAP measure is useful because it removes the tax effects stranded in accumulated other comprehensive income as a result of accounting rules which require the effects of the Tax Reform Act on deferred tax balances to be recorded in earnings, even if the balance was originally recorded in accumulated other comprehensive income.
 - (7) The benefit ratio is calculated by dividing the related product's insurance policy benefits by insurance policy income.
 - (8) 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 (which is equal to the tabular interest on the related insurance liabilities). 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. Additional information concerning this non-GAAP measure is included in our periodic filings with the Securities and Exchange Commission that are available in the "Investors - SEC Filings" section of CNO Financial's website, www.CNOinc.com.
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Cautionary Statement Regarding Forward-Looking Statements. Our statements, trend analyses and other information contained in this press release relative to markets for CNO Financial's products and trends in CNO Financial's operations or financial results, as well as other statements, contain forward-looking statements within the meaning of the federal securities laws and the Private Securities Litigation Reform Act of 1995. Forward-looking statements typically are identified by the use of terms such as "anticipate," "believe," "plan," "estimate," "expect," "project," "intend," "may," "will," "would," "contemplate," "possible," "attempt," "seek," "should," "could," "goal," "target," "on track," "comfortable with," "optimistic," "guidance," "outlook" and similar words, although some forward-looking statements are expressed differently. You should consider statements that contain these words carefully because they describe our expectations, plans, strategies and goals and our beliefs concerning future business conditions, our results of operations, financial position, and our business outlook or they state other "forward-looking" information based on currently available information. Assumptions and other important factors that could cause our actual results to differ materially from those anticipated in our forward-looking statements include, among other things: (i) changes in or sustained low interest rates causing reductions in investment income, the margins of our fixed annuity and life insurance businesses, and sales of, and demand for, our products; (ii) expectations of lower future investment earnings may cause us to accelerate amortization, write down the balance of insurance acquisition costs or establish additional liabilities for insurance products; (iii) general economic, market and political conditions and uncertainties, including the performance and fluctuations of the financial markets which may affect the value of our investments as well as our ability to raise capital or refinance existing indebtedness and the cost of doing so; (iv) the ultimate outcome of lawsuits filed against us and other legal and regulatory proceedings to which we are subject; (v) our ability to make anticipated changes to certain non-guaranteed elements of our life insurance products; (vi) our ability to obtain adequate and timely rate increases on our health products, including our long-term care business; (vii) the receipt of any required regulatory approvals for dividend and surplus debenture interest payments from our insurance subsidiaries; (viii) mortality, morbidity, the increased cost and usage of health care services, persistency, the adequacy of our previous reserve estimates and other factors which may affect the profitability of our insurance products; (ix) changes in our assumptions related to deferred acquisition costs or the present value of future profits; (x) the recoverability of our deferred tax assets and the effect of potential ownership changes and tax rate changes on their value; (xi) changes to our estimates of the impact of the Tax Cuts and Jobs Act; (xii) our assumption that the positions we take on our tax return filings will not be successfully challenged by the Internal Revenue Service; (xiii) changes in accounting principles and the interpretation thereof; (xiv) our ability to continue to satisfy the financial ratio and balance requirements and other covenants of our debt agreements; (xv) our ability to achieve anticipated expense reductions and levels of operational efficiencies including improvements in claims adjudication and continued automation and rationalization of operating systems; (xvi) performance and valuation of our investments, including the impact of realized losses (including other-than-temporary impairment charges); (xvii) our ability to identify products and markets in which we can compete effectively against competitors with greater market share, higher ratings, greater financial resources and stronger brand recognition; (xviii) our ability to generate sufficient liquidity to meet our debt service obligations and other cash needs; (xix) changes in capital deployment opportunities; (xx) our ability to maintain effective controls over financial reporting; (xxi) our ability to continue to recruit and retain productive agents and distribution partners; (xxii) customer response to new products, distribution channels and marketing initiatives; (xxiii) our ability to achieve additional upgrades of the financial strength ratings of CNO Financial and our insurance company subsidiaries as well as the impact of our ratings on our business, our ability to access capital and the cost of capital; (xxiv) regulatory changes or actions, including: those relating to regulation of the financial affairs of our insurance companies, such as the calculation of risk-based capital and minimum capital requirements, and payment of dividends and surplus debenture interest to us; regulation of the sale, underwriting and pricing of products; and health care regulation affecting health insurance products; (xxv) changes in the Federal income tax laws and regulations which may affect or eliminate the relative tax advantages of some of our products or affect the value of our deferred tax assets; (xxvi) availability and effectiveness of reinsurance arrangements, as well as the impact of any defaults or failure of reinsurers to perform; (xxvii) the amount we may need to pay to a reinsurer and the earnings charge we may incur in connection with a long-term care reinsurance transaction; (xxviii) the performance of third party service providers and potential difficulties arising from outsourcing arrangements; (xxix) the growth rate of sales, collected premiums, annuity deposits and assets; (xxx) interruption in telecommunication, information technology or other operational systems or failure to maintain the security, confidentiality or privacy of sensitive data on such systems; (xxxi) events of terrorism, cyber attacks, natural disasters or other catastrophic events, including losses from a disease pandemic; (xxxii) ineffectiveness of risk management policies and procedures in identifying, monitoring and managing risks; and (xxxiii) the risk factors or uncertainties listed from time to time in our filings with the Securities and Exchange Commission. Other factors and assumptions not identified above are also relevant to the forward-looking statements, and if they prove incorrect, could also cause actual results to differ materially from those projected. All written or oral forward-looking statements attributable to us are expressly qualified in their entirety by the foregoing cautionary statement. Our forward-looking statements speak only as of the date made. We assume no obligation to update or to publicly announce the results of any revisions to any of the forward-looking statements to reflect actual results, future events or developments, changes in assumptions or changes in other factors affecting the forward-looking statements.

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Quarterly Financial Supplement - 4Q2017

February 13, 2018

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CNO Financial Group, Inc.

Consolidated statement of operations (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Revenues										
Insurance policy income	\$ 644.4	\$ 653.6	\$ 649.0	\$ 654.1	\$ 2,601.1	\$ 663.8	\$ 664.1	\$ 659.3	\$ 660.1	\$ 2,647.3
Net investment income:										
General account assets	291.0	295.8	301.7	315.6	1,204.1	312.0	322.4	325.9	325.1	1,285.4
Policyholder and other special-purpose portfolios	11.7	27.9	43.1	38.4	121.1	75.2	43.9	52.7	94.1	265.9
Realized investment gains (losses):										
Net realized investment gains (losses), excluding impairment losses	9.1	33.5	12.8	(7.5)	47.9	16.3	24.0	34.5	2.6	77.4
Other-than-temporary impairments:										
Total other-than-temporary impairment losses	(10.0)	(13.6)	(1.2)	(11.1)	(35.9)	(8.4)	(4.2)	(4.7)	(4.6)	(21.9)
Change in other-than-temporary impairment losses recognized in accumulated other comprehensive income	—	—	—	3.6	3.6	—	(0.9)	—	—	(0.9)
Net impairment losses recognized	(10.0)	(13.6)	(1.2)	(7.5)	(32.3)	(8.4)	(5.1)	(4.7)	(4.6)	(22.8)
Loss on dissolution of variable interest entities	—	(7.3)	—	—	(7.3)	—	(3.7)	(0.6)	—	(4.3)
Total realized gains (losses)	(0.9)	12.6	11.6	(15.0)	8.3	7.9	15.2	29.2	(2.0)	50.3
Fee revenue and other income	14.2	14.0	10.5	11.8	50.5	11.8	11.5	12.2	12.8	48.3
Total revenues	960.4	1,003.9	1,015.9	1,004.9	3,985.1	1,070.7	1,057.1	1,079.3	1,090.1	4,297.2
Benefits and expenses										
Insurance policy benefits	619.0	632.4	609.8	529.3	2,390.5	669.3	634.2	638.1	661.1	2,602.7
Loss on reinsurance transaction	—	—	75.4	—	75.4	—	—	—	—	—
Interest expense	27.7	28.9	29.4	30.4	116.4	30.8	31.4	30.1	31.4	123.7
Amortization	62.1	54.8	64.7	71.7	253.3	63.5	59.6	58.2	58.0	239.3
Loss on modification of debt	—	—	—	—	—	—	—	—	—	—
Loss on extinguishment of borrowings related to variable interest entities	—	—	—	—	—	—	—	5.5	4.0	9.5
Other operating costs and expenses	211.1	205.1	187.3	192.8	796.3	210.4	203.4	217.5	210.2	841.5
Total benefits and expenses	919.9	921.2	966.6	824.2	3,631.9	974.0	928.6	949.4	964.7	3,816.7
Income (loss) before income taxes	40.5	82.7	49.3	180.7	353.2	96.7	128.5	129.9	125.4	480.5
Income tax expense on period income	15.0	29.8	16.9	66.1	127.8	34.4	45.1	44.1	39.2	162.8
Valuation allowance for deferred tax assets and other tax items	(20.0)	(7.0)	13.8	(119.6)	(132.8)	—	—	(15.0)	157.1	142.1
Net income (loss)	\$ 45.5	\$ 59.9	\$ 18.6	\$ 234.2	\$ 358.2	\$ 62.3	\$ 83.4	\$ 100.8	\$ (70.9)	\$ 175.6

CNO Financial Group, Inc.
Operating results (\$ in millions, except per share amounts)

	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Adjusted EBIT (4):										
Bankers Life	\$ 77.6	\$ 93.3	\$ 88.1	\$ 138.9	\$ 397.9	\$ 89.7	\$ 112.6	\$ 106.9	\$ 109.7	\$ 418.9
Washington National	26.3	21.5	25.2	29.9	102.9	23.5	23.6	27.5	23.7	98.3
Colonial Penn	(6.8)	3.0	0.9	4.6	1.7	(0.3)	8.0	9.0	5.9	22.6
Long-term care in run-off	—	—	—	(3.9)	(3.9)	0.4	1.7	(1.0)	0.6	1.7
Adjusted EBIT from business segments	97.1	117.8	114.2	169.5	498.6	113.3	145.9	142.4	139.9	541.5
Corporate operations, excluding corporate interest expense	(8.1)	(7.0)	(4.4)	(23.0)	(42.5)	(8.9)	(13.2)	(14.9)	(3.3)	(40.3)
Adjusted EBIT	89.0	110.8	109.8	146.5	456.1	104.4	132.7	127.5	136.6	501.2
Corporate interest expense	(11.4)	(11.4)	(11.5)	(11.5)	(45.8)	(11.5)	(11.6)	(11.7)	(11.7)	(46.5)
Operating earnings before taxes	77.6	99.4	98.3	135.0	410.3	92.9	121.1	115.8	124.9	454.7
Tax expense on operating income	28.0	35.7	34.0	50.1	147.8	33.1	42.5	39.1	39.1	153.8
Net operating income (5)	49.6	63.7	64.3	84.9	262.5	59.8	78.6	76.7	85.8	300.9
Net realized investment gains (losses) (net of related amortization)	(1.0)	12.0	11.4	(14.8)	7.6	7.9	14.9	28.5	(2.0)	49.3
Fair value changes in embedded derivative liabilities (net of related amortization)	(29.5)	(16.5)	9.4	46.2	9.6	(4.4)	(5.9)	2.3	5.5	(2.5)
Fair value changes and amendment related to agent deferred compensation plan	(6.0)	(12.3)	6.3	15.1	3.1	—	—	(13.4)	1.2	(12.2)
Loss on reinsurance transaction	—	—	(75.4)	—	(75.4)	—	—	—	—	—
Loss on modification of debt	—	—	—	—	—	—	—	—	—	—
Other	(0.6)	0.1	(0.7)	(0.8)	(2.0)	0.3	(1.6)	(3.3)	(4.2)	(8.8)
Non-operating income (loss) before taxes	(37.1)	(16.7)	(49.0)	45.7	(57.1)	3.8	7.4	14.1	0.5	25.8
Income tax expense (benefit):										
On non-operating income (loss)	(13.0)	(5.9)	(17.1)	16.0	(20.0)	1.3	2.6	5.0	0.1	9.0
Valuation allowance for deferred tax assets and other tax items	(20.0)	(7.0)	13.8	(119.6)	(132.8)	—	—	(15.0)	157.1	142.1
Net non-operating income (loss)	(4.1)	(3.8)	(45.7)	149.3	95.7	2.5	4.8	24.1	(156.7)	(125.3)
Net income (loss)	\$ 45.5	\$ 59.9	\$ 18.6	\$ 234.2	\$ 358.2	\$ 62.3	\$ 83.4	\$ 100.8	\$ (70.9)	\$ 175.6
Per diluted share:										
Net operating income	\$.27	\$.35	\$.37	\$.49	\$ 1.47	\$.34	\$.45	\$.45	\$.51	\$ 1.75
Net realized investment gains (losses) (net of related amortization and taxes)	—	.04	.04	(.06)	.03	.03	.06	.11	(.01)	.19
Fair value changes in embedded derivative liabilities (net of related amortization and taxes)	(.11)	(.06)	.04	.17	.04	(.01)	(.02)	.01	.02	(.01)
Fair value changes and amendment related to agent deferred compensation plan (net of taxes)	(.02)	(.04)	.02	.06	.01	—	—	(.05)	.01	(.05)
Loss on reinsurance transaction (net of taxes)	—	—	(.28)	—	(.27)	—	—	—	—	—
Loss on modification of debt (net of taxes)	—	—	—	—	—	—	—	—	—	—
Valuation allowance for deferred tax assets and other tax items	.11	.04	(.08)	.68	.74	—	—	.09	(.94)	(.83)
Other	—	—	—	—	(.01)	—	(.01)	(.02)	(.01)	(.03)
Net income (loss)	\$.25	\$.33	\$.11	\$ 1.34	\$ 2.01	\$.36	\$.48	\$.59	\$ (.42)	\$ 1.02

CNO Financial Group, Inc.

Computation of weighted average shares outstanding	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17 (a)	2017
(000s)										
Basic										
Shares outstanding, beginning of period	184,028.5	179,098.4	176,240.6	173,544.0	184,028.5	173,753.6	172,103.8	169,018.9	167,762.3	173,753.6
Weighted average shares issued during the period:										
Shares repurchased	(3,839.6)	(980.0)	(2,351.4)	—	(8,195.5)	(513.6)	(1,663.6)	(341.4)	(438.3)	(4,293.0)
Stock options exercised and vested restricted and performance stock	233.9	205.3	359.9	90.0	963.1	213.3	140.1	7.1	104.2	642.5
Shares withheld for the payment of taxes on the vesting of restricted stock	(72.5)	(0.7)	(2.1)	(0.4)	(157.6)	(22.6)	(23.8)	(1.0)	(0.5)	(78.5)
Weighted average basic shares outstanding during the period	180,350.3	178,323.0	174,247.0	173,633.6	176,638.5	173,430.7	170,556.5	168,683.6	167,427.7	170,024.6
Basic shares outstanding, end of period	179,098.4	176,240.6	173,544.0	173,753.6	173,753.6	172,103.8	169,018.9	167,762.3	166,857.9	166,857.9
Diluted										
Weighted average basic shares outstanding	180,350.3	178,323.0	174,247.0	173,633.6	176,638.5	173,430.7	170,556.5	168,683.6	167,427.7	170,024.6
Common stock equivalent shares related to:										
Stock options, restricted stock and performance units	1,777.8	1,943.9	1,476.3	1,538.9	1,684.2	1,634.7	1,795.0	2,298.1	—	2,119.6
Weighted average diluted shares outstanding during the period	182,128.1	180,266.9	175,723.3	175,172.5	178,322.7	175,065.4	172,351.5	170,981.7	167,427.7	172,144.2
Diluted shares outstanding, end of period	180,902.3	177,985.1	174,893.2	175,475.5	175,475.5	173,818.0	170,859.3	170,237.2	169,654.3	169,654.3

(a) Equivalent common shares of 2,750.3 were not included in the diluted weighted average share outstanding due to the net loss recognized in 4Q17.

CNO Financial Group, Inc.

Bankers Life

Analysis of income before taxes (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Insurance policy income	\$ 413.2	\$ 419.6	\$ 413.7	\$ 412.6	\$ 1,659.1	\$ 419.1	\$ 419.1	\$ 414.6	\$ 413.8	\$ 1,666.6
Net investment income (loss):										
General account invested assets	222.0	225.1	229.1	233.3	909.5	231.1	237.7	242.1	242.9	953.8
Fixed index products	(7.8)	2.8	15.6	16.7	27.3	41.8	19.2	28.5	64.0	153.5
Fee revenue and other income	6.6	7.3	9.6	10.9	34.4	10.6	10.6	11.3	11.6	44.1
Total revenues	634.0	654.8	668.0	673.5	2,630.3	702.6	686.6	696.5	732.3	2,818.0
Insurance policy benefits	360.2	370.1	368.4	318.7	1,417.4	367.6	357.6	364.7	358.6	1,448.5
Amounts added to policyholder account balances:										
Cost of interest credited to policyholders	28.1	27.5	27.7	27.5	110.8	26.5	26.5	26.3	25.7	105.0
Cost of options to fund index credits, net of forfeitures	16.9	16.6	15.7	16.9	66.1	14.9	16.2	16.0	16.6	63.7
Market value changes credited to policyholders	(8.2)	2.6	15.3	16.6	26.3	42.2	19.0	30.2	63.2	154.6
Amortization related to operations	51.5	40.0	43.8	41.2	176.5	46.3	41.3	38.7	37.3	163.6
Interest expense on investment borrowings	2.9	3.0	3.5	3.8	13.2	4.2	4.8	5.3	5.5	19.8
Other operating costs and expenses	105.0	101.7	105.5	109.9	422.1	111.2	108.6	108.4	115.7	443.9
Total benefits and expenses	556.4	561.5	579.9	534.6	2,232.4	612.9	574.0	589.6	622.6	2,399.1
Adjusted EBIT (4)	\$ 77.6	\$ 93.3	\$ 88.1	\$ 138.9	\$ 397.9	\$ 89.7	\$ 112.6	\$ 106.9	\$ 109.7	\$ 418.9

Health underwriting margins (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Medicare supplement:										
Earned premium	\$ 192.7	\$ 193.5	\$ 193.7	\$ 193.0	\$ 772.9	\$ 196.0	\$ 194.3	\$ 194.5	\$ 193.2	\$ 778.0
Benefit ratio	71.1%	73.0%	72.5%	71.2%	71.9%	70.0%	70.4%	72.0%	70.7%	70.8%
Underwriting margin (earned premium less policy benefits)	\$ 55.7	\$ 52.3	\$ 53.2	\$ 55.5	\$ 216.7	\$ 58.8	\$ 57.4	\$ 54.5	\$ 56.6	\$ 227.3
Long-term care:										
Earned premium	\$ 118.5	\$ 118.3	\$ 116.6	\$ 117.8	\$ 471.2	\$ 115.6	\$ 113.7	\$ 112.7	\$ 111.1	\$ 453.1
Benefit ratio before interest income on reserves	132.9%	134.7%	137.7%	134.7%	135.0%	132.6%	126.9%	134.2%	135.3%	132.3%
Interest-adjusted benefit ratio	75.3%	77.9%	77.7%	76.0%	76.7%	72.5%	66.2%	72.9%	73.1%	71.2%
Underwriting margin (earned premium plus interest income on reserves less policy benefits)	\$ 29.3	\$ 26.2	\$ 26.0	\$ 28.3	\$ 109.8	\$ 31.8	\$ 38.4	\$ 30.5	\$ 29.9	\$ 130.6

CNO Financial Group, Inc.

Bankers Life										
Average liabilities for insurance products (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Fixed index annuities	\$ 4,327.5	\$ 4,461.1	\$ 4,597.1	\$ 4,725.6	\$ 4,527.8	\$ 4,871.4	\$ 5,050.7	\$ 5,222.5	\$ 5,413.6	\$ 5,139.6
Fixed interest annuities	3,297.5	3,221.1	3,149.7	3,084.4	3,188.2	3,012.3	2,934.9	2,860.5	2,790.1	2,899.5
SPIAs and supplemental contracts:										
Mortality based	181.4	177.1	172.7	168.3	174.9	164.9	162.2	159.2	155.8	160.5
Deposit based	155.3	153.8	152.9	152.6	153.7	151.6	149.8	148.1	146.7	149.0
Health:										
Long-term care	4,814.2	4,980.8	5,161.2	5,036.0	4,998.0	4,866.1	4,946.6	5,038.4	5,098.6	4,987.4
Medicare supplement	339.3	335.4	333.0	339.5	336.8	343.4	337.0	329.8	329.5	334.9
Other health	48.7	49.7	50.8	52.1	50.3	54.1	55.4	56.5	57.8	55.9
Life:										
Interest sensitive	689.2	706.6	722.7	740.0	714.6	757.3	772.1	785.6	797.8	778.2
Non-interest sensitive	989.7	1,009.6	1,027.9	1,044.8	1,018.0	1,062.2	1,081.0	1,099.1	1,117.2	1,089.9
Total average liabilities for insurance products, net of reinsurance ceded	\$ 14,842.8	\$ 15,095.2	\$ 15,368.0	\$ 15,343.3	\$ 15,162.3	\$ 15,283.3	\$ 15,489.7	\$ 15,699.7	\$ 15,907.1	\$ 15,594.9

Annuities - account value rollforwards (in millions)										
	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Fixed index annuities										
Balance as of the beginning of the period	\$ 4,220.2	\$ 4,325.5	\$ 4,410.5	\$ 4,558.3	\$ 4,220.2	\$ 4,740.2	\$ 4,896.3	\$ 5,061.4	\$ 5,222.7	\$ 4,740.2
Gross deposits	199.9	179.3	218.3	270.5	868.0	235.3	247.2	222.6	259.6	964.7
Withdrawals	(97.4)	(96.2)	(87.0)	(98.9)	(379.5)	(112.0)	(114.1)	(96.1)	(122.9)	(445.1)
Returns reinvested	2.8	1.9	16.5	10.3	31.5	32.8	32.0	34.8	51.3	150.9
Balance as of the end of the period	\$ 4,325.5	\$ 4,410.5	\$ 4,558.3	\$ 4,740.2	\$ 4,740.2	\$ 4,896.3	\$ 5,061.4	\$ 5,222.7	\$ 5,410.7	\$ 5,410.7
Fixed interest annuities										
Balance as of the beginning of the period	\$ 3,331.9	\$ 3,260.6	\$ 3,178.9	\$ 3,117.6	\$ 3,331.9	\$ 3,048.3	\$ 2,973.4	\$ 2,893.3	\$ 2,824.5	\$ 3,048.3
Gross deposits	30.7	24.5	20.8	12.1	88.1	18.6	15.2	12.3	11.2	57.3
Withdrawals	(123.2)	(126.8)	(102.8)	(101.8)	(454.6)	(112.9)	(114.4)	(100.0)	(101.4)	(428.7)
Returns reinvested	21.2	20.6	20.7	20.4	82.9	19.4	19.1	18.9	18.3	75.7
Balance as of the end of the period	\$ 3,260.6	\$ 3,178.9	\$ 3,117.6	\$ 3,048.3	\$ 3,048.3	\$ 2,973.4	\$ 2,893.3	\$ 2,824.5	\$ 2,752.6	\$ 2,752.6
Total annuities										
Balance as of the beginning of the period	\$ 7,552.1	\$ 7,586.1	\$ 7,589.4	\$ 7,675.9	\$ 7,552.1	\$ 7,788.5	\$ 7,869.7	\$ 7,954.7	\$ 8,047.2	\$ 7,788.5
Gross deposits	230.6	203.8	239.1	282.6	956.1	253.9	262.4	234.9	270.8	1,022.0
Withdrawals	(220.6)	(223.0)	(189.8)	(200.7)	(834.1)	(224.9)	(228.5)	(196.1)	(224.3)	(873.8)
Returns reinvested	24.0	22.5	37.2	30.7	114.4	52.2	51.1	53.7	69.6	226.6
Balance as of the end of the period	\$ 7,586.1	\$ 7,589.4	\$ 7,675.9	\$ 7,788.5	\$ 7,788.5	\$ 7,869.7	\$ 7,954.7	\$ 8,047.2	\$ 8,163.3	\$ 8,163.3

CNO Financial Group, Inc.

Bankers Life										
Present value of future profits (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Balance, beginning of period	\$ 114.9	\$ 106.2	\$ 101.8	\$ 98.2	\$ 114.9	\$ 95.5	\$ 91.3	\$ 87.3	\$ 84.1	\$ 95.5
Amortization related to operations	(9.9)	(8.1)	(7.6)	(8.8)	(34.4)	(7.9)	(7.3)	(6.7)	(6.9)	(28.8)
Amortization related to net realized investment (gains) losses	—	—	—	—	—	—	—	—	—	—
Amounts related to changes in unrealized investment gains (losses) on fixed maturities, available for sale	1.2	3.7	4.0	6.1	15.0	3.7	3.3	3.5	3.9	14.4
Balance, end of period	\$ 106.2	\$ 101.8	\$ 98.2	\$ 95.5	\$ 95.5	\$ 91.3	\$ 87.3	\$ 84.1	\$ 81.1	\$ 81.1

Deferred acquisition costs (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Balance, beginning of period	\$ 718.2	\$ 582.4	\$ 533.5	\$ 525.2	\$ 718.2	\$ 646.2	\$ 621.8	\$ 604.1	\$ 608.5	\$ 646.2
Deferred acquisition expenses	40.3	36.9	40.6	44.9	162.7	41.7	43.0	38.1	34.5	157.3
Amortization related to operations	(41.6)	(31.9)	(36.2)	(32.4)	(142.1)	(38.4)	(34.0)	(32.0)	(30.4)	(134.8)
Amortization related to net realized investment (gains) losses	0.1	(0.5)	(0.2)	0.2	(0.4)	—	(0.3)	(0.7)	—	(1.0)
Amortization related to fair value changes in embedded derivative liabilities	7.6	4.2	(2.3)	(10.8)	(1.3)	1.0	1.3	(0.5)	(1.1)	0.7
Amounts related to changes in unrealized investment gains (losses) on fixed maturities, available for sale	(142.2)	(57.6)	(10.2)	119.1	(90.9)	(28.7)	(27.7)	(0.5)	(5.0)	(61.9)
Balance, end of period	\$ 582.4	\$ 533.5	\$ 525.2	\$ 646.2	\$ 646.2	\$ 621.8	\$ 604.1	\$ 608.5	\$ 606.5	\$ 606.5

CNO Financial Group, Inc.

Washington National

Analysis of income before taxes (in millions)

	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Insurance policy income	\$ 162.1	\$ 163.5	\$ 164.4	\$ 165.8	\$ 655.8	\$ 167.1	\$ 167.5	\$ 167.4	\$ 169.4	\$ 671.4
Net investment income (loss):										
General account invested assets	61.7	62.6	66.0	65.9	256.2	63.4	64.8	65.5	63.8	257.5
Fixed index products	(1.2)	—	1.5	1.6	1.9	2.6	1.2	2.0	3.2	9.0
Trading account income related to policyholder accounts	0.1	1.0	(0.4)	0.5	1.2	1.4	0.5	0.5	1.3	3.7
Fee revenue and other income	0.3	0.3	0.4	0.3	1.3	0.3	0.2	0.3	0.2	1.0
Total revenues	223.0	227.4	231.9	234.1	916.4	234.8	234.2	235.7	237.9	942.6
Insurance policy benefits	129.1	137.8	138.7	132.6	538.2	137.8	139.9	138.0	135.0	550.7
Amounts added to policyholder account balances:										
Cost of interest credited to policyholders	3.5	3.5	3.3	3.5	13.8	3.3	3.2	3.2	3.2	12.9
Cost of options to fund index credits, net of forfeitures	1.7	1.5	1.2	1.4	5.8	1.0	1.0	1.2	1.2	4.4
Market value changes credited to policyholders	(0.8)	1.2	1.3	2.2	3.9	4.6	1.2	2.3	5.0	13.1
Amortization related to operations	15.1	15.1	14.3	14.6	59.1	14.3	15.3	14.3	14.9	58.8
Interest expense on investment borrowings	0.8	0.8	0.9	1.2	3.7	1.3	1.5	1.7	1.8	6.3
Other operating costs and expenses	47.3	46.0	47.0	48.7	189.0	49.0	48.5	47.5	53.1	198.1
Total benefits and expenses	196.7	205.9	206.7	204.2	813.5	211.3	210.6	208.2	214.2	844.3
Adjusted EBIT (4)	\$ 26.3	\$ 21.5	\$ 25.2	\$ 29.9	\$ 102.9	\$ 23.5	\$ 23.6	\$ 27.5	\$ 23.7	\$ 98.3

Health underwriting margins (in millions)

	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Medicare supplement:										
Earned premium	\$ 16.3	\$ 15.8	\$ 15.4	\$ 15.0	\$ 62.5	\$ 14.3	\$ 13.7	\$ 13.3	\$ 13.1	\$ 54.4
Benefit ratio	65.1%	74.0%	69.5%	64.8%	68.4%	66.8%	70.4%	68.1%	67.0%	68.1%
Underwriting margin (earned premium less policy benefits)	\$ 5.7	\$ 4.1	\$ 4.7	\$ 5.3	\$ 19.8	\$ 4.8	\$ 4.0	\$ 4.2	\$ 4.4	\$ 17.4
Supplemental health and other:										
Earned premium	\$ 139.2	\$ 140.9	\$ 141.4	\$ 144.0	\$ 565.5	\$ 145.6	\$ 146.3	\$ 147.2	\$ 149.4	\$ 588.5
Benefit ratio before interest income on reserves	81.2%	85.7%	84.0%	81.0%	83.0%	84.6%	84.5%	83.2%	80.7%	83.2%
Interest-adjusted benefit ratio	57.7%	61.6%	59.8%	57.0%	59.0%	60.6%	60.4%	59.0%	56.6%	59.1%
Underwriting margin (earned premium plus interest income on reserves less policy benefits)	\$ 58.9	\$ 54.0	\$ 56.9	\$ 62.0	\$ 231.8	\$ 57.3	\$ 57.9	\$ 60.4	\$ 64.8	\$ 240.4

CNO Financial Group, Inc.

Washington National

Average liabilities for insurance products
(in millions)

	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Fixed index annuities	\$ 363.5	\$ 355.7	\$ 346.0	\$ 335.5	\$ 350.2	\$ 326.1	\$ 317.8	\$ 309.9	\$ 303.2	\$ 314.2
Fixed interest annuities	111.2	108.5	105.6	102.6	107.0	100.8	99.2	96.6	95.1	97.9
SPIAs and supplemental contracts:										
Mortality based	248.5	250.9	251.9	243.2	248.6	233.5	232.3	231.8	230.7	232.1
Deposit based	265.5	266.8	267.1	269.6	267.2	271.9	269.4	267.8	269.0	269.5
Separate Accounts	4.7	4.6	4.7	4.7	4.7	4.6	4.6	4.8	4.9	4.7
Health:										
Supplemental health	2,558.0	2,587.5	2,621.7	2,650.3	2,604.4	2,680.2	2,715.8	2,749.9	2,782.0	2,732.0
Medicare supplement	29.5	28.4	27.8	27.5	28.3	26.9	25.4	23.9	23.0	24.8
Other health	14.3	14.3	14.1	13.9	14.1	13.8	13.8	13.4	13.0	13.5
Life:										
Interest sensitive	150.5	150.6	150.3	149.7	150.3	149.2	149.0	148.9	149.6	149.2
Non-interest sensitive	182.3	180.5	178.9	177.5	179.8	175.3	173.2	174.1	177.4	175.0
Total average liabilities for insurance products, net of reinsurance ceded	\$ 3,928.0	\$ 3,947.8	\$ 3,968.1	\$ 3,974.5	\$ 3,954.6	\$ 3,982.3	\$ 4,000.5	\$ 4,021.1	\$ 4,047.9	\$ 4,012.9

Annuities - account value rollforwards (in millions)

	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Fixed index annuities										
Balance as of the beginning of the period	\$ 354.0	\$ 345.9	\$ 334.5	\$ 324.0	\$ 354.0	\$ 313.4	\$ 304.8	\$ 296.2	\$ 291.0	\$ 313.4
Gross deposits	0.2	0.3	0.2	0.5	1.2	0.2	0.2	0.1	0.2	0.7
Withdrawals	(9.2)	(12.6)	(12.9)	(13.0)	(47.7)	(11.6)	(12.3)	(9.0)	(10.5)	(43.4)
Returns reinvested	0.9	0.9	2.2	1.9	5.9	2.8	3.5	3.7	3.3	13.3
Balance as of the end of the period	\$ 345.9	\$ 334.5	\$ 324.0	\$ 313.4	\$ 313.4	\$ 304.8	\$ 296.2	\$ 291.0	\$ 284.0	\$ 284.0
Fixed interest annuities										
Balance as of the beginning of the period	\$ 111.4	\$ 108.3	\$ 105.9	\$ 103.1	\$ 111.4	\$ 100.3	\$ 99.7	\$ 97.2	\$ 94.7	\$ 100.3
Gross deposits	0.1	0.1	0.1	—	0.3	0.1	—	—	0.1	0.2
Withdrawals	(4.2)	(4.3)	(3.3)	(4.2)	(16.0)	(2.9)	(3.7)	(3.8)	(2.6)	(13.0)
Returns reinvested	1.0	1.8	0.4	1.4	4.6	2.2	1.2	1.3	2.0	6.7
Balance as of the end of the period	\$ 108.3	\$ 105.9	\$ 103.1	\$ 100.3	\$ 100.3	\$ 99.7	\$ 97.2	\$ 94.7	\$ 94.2	\$ 94.2
Total annuities										
Balance as of the beginning of the period	\$ 465.4	\$ 454.2	\$ 440.4	\$ 427.1	\$ 465.4	\$ 413.7	\$ 404.5	\$ 393.4	\$ 385.7	\$ 413.7
Gross deposits	0.3	0.4	0.3	0.5	1.5	0.3	0.2	0.1	0.3	0.9
Withdrawals	(13.4)	(16.9)	(16.2)	(17.2)	(63.7)	(14.5)	(16.0)	(12.8)	(13.1)	(56.4)
Returns reinvested	1.9	2.7	2.6	3.3	10.5	5.0	4.7	5.0	5.3	20.0
Balance as of the end of the period	\$ 454.2	\$ 440.4	\$ 427.1	\$ 413.7	\$ 413.7	\$ 404.5	\$ 393.4	\$ 385.7	\$ 378.2	\$ 378.2

CNO Financial Group, Inc.

Washington National

Present value of future profits (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Balance, beginning of period	\$ 290.2	\$ 283.4	\$ 274.1	\$ 269.0	\$ 290.2	\$ 266.8	\$ 259.1	\$ 253.2	\$ 248.3	\$ 266.8
Amortization related to operations	(6.5)	(6.3)	(5.2)	(5.4)	(23.4)	(5.3)	(5.7)	(5.1)	(4.8)	(20.9)
Amounts related to changes in unrealized investment gains (losses) on fixed maturities, available for sale	(0.3)	(3.0)	0.1	3.2	—	(2.4)	(0.2)	0.2	0.2	(2.2)
Balance, end of period	\$ 283.4	\$ 274.1	\$ 269.0	\$ 266.8	\$ 266.8	\$ 259.1	\$ 253.2	\$ 248.3	\$ 243.7	\$ 243.7

Deferred acquisition costs (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Balance, beginning of period	\$ 280.0	\$ 282.3	\$ 284.7	\$ 287.8	\$ 280.0	\$ 299.9	\$ 304.1	\$ 302.3	\$ 307.0	\$ 299.9
Deferred acquisition expenses	14.3	14.0	13.8	13.5	55.6	14.6	14.1	13.7	13.9	56.3
Amortization related to operations	(8.6)	(8.8)	(9.1)	(9.2)	(35.7)	(9.0)	(9.6)	(9.2)	(10.1)	(37.9)
Amortization related to net realized investment (gains) losses	(0.2)	(0.1)	—	—	(0.3)	—	—	—	—	—
Amortization related to fair value changes in embedded derivative liabilities	0.9	0.4	(0.4)	(1.3)	(0.4)	0.1	—	(0.1)	(0.3)	(0.3)
Amounts related to changes in unrealized investment gains (losses) on fixed maturities, available for sale	(4.1)	(3.1)	(1.2)	9.1	0.7	(1.5)	(6.3)	0.3	0.3	(7.2)
Balance, end of period	\$ 282.3	\$ 284.7	\$ 287.8	\$ 299.9	\$ 299.9	\$ 304.1	\$ 302.3	\$ 307.0	\$ 310.8	\$ 310.8

CNO Financial Group, Inc.

Colonial Penn										
Analysis of income (loss) before taxes (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Insurance policy income	\$ 69.1	\$ 70.5	\$ 70.9	\$ 70.9	\$ 281.4	\$ 73.0	\$ 73.0	\$ 73.1	\$ 72.7	\$ 291.8
Net investment income on general account invested assets	11.0	10.9	11.1	11.2	44.2	10.9	11.2	11.0	11.3	44.4
Fee revenue and other income	0.4	0.2	0.2	0.3	1.1	0.2	0.4	0.3	0.4	1.3
Total revenues	80.5	81.6	82.2	82.4	326.7	84.1	84.6	84.4	84.4	337.5
Insurance policy benefits	50.4	50.3	50.1	50.4	201.2	52.6	50.2	47.5	48.7	199.0
Amounts added to annuity and interest-sensitive life product account balances	0.1	0.2	0.2	0.2	0.7	0.1	0.2	0.2	0.1	0.6
Amortization related to operations	3.9	3.7	3.7	4.0	15.3	4.0	4.0	3.9	4.4	16.3
Interest expense on investment borrowings	0.1	0.2	0.1	0.2	0.6	0.2	0.2	0.3	0.2	0.9
Other operating costs and expenses	32.8	24.2	27.2	23.0	107.2	27.5	22.0	23.5	25.1	98.1
Total benefits and expenses	87.3	78.6	81.3	77.8	325.0	84.4	76.6	75.4	78.5	314.9
Adjusted EBIT (4)	\$ (6.8)	\$ 3.0	\$ 0.9	\$ 4.6	\$ 1.7	\$ (0.3)	\$ 8.0	\$ 9.0	\$ 5.9	\$ 22.6

Average liabilities for insurance products (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
SPIAs - mortality based	\$ 71.2	\$ 74.3	\$ 76.1	\$ 74.8	\$ 74.1	\$ 72.6	\$ 72.7	\$ 73.6	\$ 73.1	\$ 73.0
Health:										
Medicare supplement	6.8	6.6	6.4	6.2	6.5	6.0	5.7	5.6	5.5	5.7
Other health	4.3	4.3	4.2	4.2	4.2	4.1	4.1	4.1	4.0	4.1
Life:										
Interest sensitive	16.2	16.2	16.3	16.0	16.2	15.8	15.6	15.4	15.3	15.5
Non-interest sensitive	680.6	684.7	691.9	700.3	689.4	708.0	714.9	720.1	726.9	717.5
Total average liabilities for insurance products, net of reinsurance ceded	\$ 779.1	\$ 786.1	\$ 794.9	\$ 801.5	\$ 790.4	\$ 806.5	\$ 813.0	\$ 818.8	\$ 824.8	\$ 815.8

Present value of future profits (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Balance, beginning of period	\$ 43.9	\$ 42.6	\$ 41.6	\$ 40.5	\$ 43.9	\$ 39.5	\$ 38.4	\$ 37.3	\$ 36.1	\$ 39.5
Amortization related to operations	(1.3)	(1.0)	(1.1)	(1.0)	(4.4)	(1.1)	(1.1)	(1.2)	(1.3)	(4.7)
Amounts related to changes in unrealized investment gains (losses) on fixed maturities, available for sale	—	—	—	—	—	—	—	—	—	—
Balance, end of period	\$ 42.6	\$ 41.6	\$ 40.5	\$ 39.5	\$ 39.5	\$ 38.4	\$ 37.3	\$ 36.1	\$ 34.8	\$ 34.8

Deferred acquisition costs (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Balance, beginning of period	\$ 85.1	\$ 90.1	\$ 93.1	\$ 96.7	\$ 85.1	\$ 98.6	\$ 102.6	\$ 106.0	\$ 108.3	\$ 98.6
Deferred acquisition expenses	7.6	5.7	6.2	4.9	24.4	6.9	6.3	5.0	4.3	22.5
Amortization related to operations	(2.6)	(2.7)	(2.6)	(3.0)	(10.9)	(2.9)	(2.9)	(2.7)	(3.1)	(11.6)
Balance, end of period	\$ 90.1	\$ 93.1	\$ 96.7	\$ 98.6	\$ 98.6	\$ 102.6	\$ 106.0	\$ 108.3	\$ 109.5	\$ 109.5

Colonial Penn Segment Adjusted EBIT

Summarized by Inforce and New Business (6)

(in millions)

CNO Financial Group, Inc.										
Adjusted EBIT from Inforce Business	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Revenues										
Insurance policy income	\$ 55.3	\$ 56.5	\$ 57.2	\$ 57.5	\$ 226.5	\$ 59.6	\$ 60.2	\$ 61.0	\$ 61.0	\$ 241.8
Net investment income	11.0	10.9	11.1	11.2	44.2	10.9	11.2	11.0	11.3	44.4
Fee revenue and other income	0.4	0.2	0.2	0.3	1.1	0.2	0.4	0.3	0.4	1.3
Total revenues	66.7	67.6	68.5	69.0	271.8	70.7	71.8	72.3	72.7	287.5
Benefits and expenses										
Insurance policy benefits	42.1	42.0	41.9	42.5	168.5	44.6	42.6	40.3	41.7	169.2
Interest expense	0.1	0.2	0.1	0.2	0.6	0.2	0.2	0.3	0.2	0.9
Amortization	3.7	3.5	3.5	3.8	14.5	3.8	3.8	3.7	4.3	15.6
Other operating costs and expenses	8.1	7.8	8.8	9.1	33.8	8.0	7.8	8.2	9.0	33.0
Total benefits and expenses	54.0	53.5	54.3	55.6	217.4	56.6	54.4	52.5	55.2	218.7
Adjusted EBIT from Inforce Business	\$ 12.7	\$ 14.1	\$ 14.2	\$ 13.4	\$ 54.4	\$ 14.1	\$ 17.4	\$ 19.8	\$ 17.5	\$ 68.8
Adjusted EBIT from New Business										
Revenues										
Insurance policy income	\$ 13.8	\$ 14.0	\$ 13.7	\$ 13.4	\$ 54.9	\$ 13.4	\$ 12.8	\$ 12.1	\$ 11.7	\$ 50.0
Net investment income	—	—	—	—	—	—	—	—	—	—
Fee revenue and other income	—	—	—	—	—	—	—	—	—	—
Total revenues	13.8	14.0	13.7	13.4	54.9	13.4	12.8	12.1	11.7	50.0
Benefits and expenses										
Insurance policy benefits	8.4	8.5	8.4	8.1	33.4	8.1	7.8	7.4	7.1	30.4
Interest expense	—	—	—	—	—	—	—	—	—	—
Amortization	0.2	0.2	0.2	0.2	0.8	0.2	0.2	0.2	0.1	0.7
Other operating costs and expenses	24.7	16.4	18.4	13.9	73.4	19.5	14.2	15.3	16.1	65.1
Total benefits and expenses	33.3	25.1	27.0	22.2	107.6	27.8	22.2	22.9	23.3	96.2
Adjusted EBIT from New Business	\$ (19.5)	\$ (11.1)	\$ (13.3)	\$ (8.8)	\$ (52.7)	\$ (14.4)	\$ (9.4)	\$ (10.8)	\$ (11.6)	\$ (46.2)
Adjusted EBIT from Inforce and New Business										
Revenues										
Insurance policy income	\$ 69.1	\$ 70.5	\$ 70.9	\$ 70.9	\$ 281.4	\$ 73.0	\$ 73.0	\$ 73.1	\$ 72.7	\$ 291.8
Net investment income	11.0	10.9	11.1	11.2	44.2	10.9	11.2	11.0	11.3	44.4
Fee revenue and other income	0.4	0.2	0.2	0.3	1.1	0.2	0.4	0.3	0.4	1.3
Total revenues	80.5	81.6	82.2	82.4	326.7	84.1	84.6	84.4	84.4	337.5
Benefits and expenses										
Insurance policy benefits	50.5	50.5	50.3	50.6	201.9	52.7	50.4	47.7	48.8	199.6
Interest expense	0.1	0.2	0.1	0.2	0.6	0.2	0.2	0.3	0.2	0.9
Amortization	3.9	3.7	3.7	4.0	15.3	4.0	4.0	3.9	4.4	16.3
Other operating costs and expenses	32.8	24.2	27.2	23.0	107.2	27.5	22.0	23.5	25.1	98.1
Total benefits and expenses	87.3	78.6	81.3	77.8	325.0	84.4	76.6	75.4	78.5	314.9
Adjusted EBIT from Inforce and New Business	\$ (6.8)	\$ 3.0	\$ 0.9	\$ 4.6	\$ 1.7	\$ (0.3)	\$ 8.0	\$ 9.0	\$ 5.9	\$ 22.6

CNO Financial Group, Inc.

Long-term care in run-off

Analysis of income (loss) before taxes (in millions)	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Insurance policy income	\$ 4.8	\$ 4.8	\$ 4.6	\$ 4.5	\$ 4.2	\$ 4.2	\$ 17.5
Net investment income on general account invested assets	9.4	9.4	9.7	10.0	6.8	8.1	34.6
Total revenues	14.2	14.2	14.3	14.5	11.0	12.3	52.1
Insurance policy benefits	17.6	17.6	13.2	12.0	11.4	10.7	47.3
Other operating costs and expenses	0.5	0.5	0.7	0.8	0.6	1.0	3.1
Total benefits and expenses	18.1	18.1	13.9	12.8	12.0	11.7	50.4
Adjusted EBIT (4)	\$ (3.9)	\$ (3.9)	\$ 0.4	\$ 1.7	\$ (1.0)	\$ 0.6	\$ 1.7

Health underwriting margins (in millions)	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Long-term care:							
Earned premium	\$ 4.8	\$ 4.8	\$ 4.6	\$ 4.5	\$ 4.2	\$ 4.2	\$ 17.5
Benefit ratio before interest income on reserves	365.8%	365.8%	286.5%	268.2%	274.3%	251.7%	270.5%
Interest-adjusted benefit ratio	213.5%	213.5%	128.1%	104.6%	99.4%	82.2%	104.1%
Underwriting margin (earned premium plus interest income on reserves less policy benefits)	\$ (5.5)	\$ (5.5)	\$ (1.3)	\$ (0.2)	\$ 0.1	\$ 0.7	\$ (0.7)

Average liabilities for insurance products (in millions)	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Health:							
Long-term care	\$ 553.6	\$ 138.4	\$ 560.7	\$ 573.2	\$ 579.6	\$ 576.2	\$ 572.4
Total average liabilities for insurance products	\$ 553.6	\$ 138.4	\$ 560.7	\$ 573.2	\$ 579.6	\$ 576.2	\$ 572.4

As previously disclosed, we terminated certain reinsurance agreements and recaptured the long-term care block in this segment in September 2016. Certain investments received in the recapture were subject to an independent third party audit by a forensic accounting firm in late June 2016. The scope of such audit was expanded in September 2016.

In addition to the investments subject to the independent audits, we received approximately \$380 million in other investments and cash balances in the recapture. A substantial portion of these investments have been sold or redeemed since the recapture. The activity since the date of the recapture with respect to the assets received in the recapture is summarized below (dollars in millions):

	Investments included in initial scope of audit	Investments included in additional scope of audit	Investments not included in scope of audit	Total investments
			Cash, fixed maturities and other invested assets	
September 30, 2016 values	\$ 62.2	\$ 62.6	\$ 379.8	\$ 504.6
Net cash flows (1)	(13.5)	(11.6)	(359.5)	(384.6)
Realized losses and impairments (2)	.4	(1.7)	(4.0)	(5.3)
Other activity (7)	3.9	1.9	.6	6.4
December 31, 2016 values	53.0	51.2	16.9	121.1
Net cash flows (1)	(16.7)	(5.5)	(8.7)	(30.9)
Realized losses and impairments (3)	3.2	(4.5)	1.0	(.3)
Other activity (7)	(1.8)	1.3	(1.4)	(1.9)
March 31, 2017 values	37.7	42.5	7.8	88.0
Net cash flows (1)	0.5	(14.4)	—	(13.9)
Realized losses and impairments (4)	(3.1)	4.5	—	1.4
Other activity (7)	(0.6)	(0.4)	0.3	(0.7)
June 30, 2017	34.5	32.2	8.1	74.8
Net cash flows (1)	(33.5)	(9.1)	(1.3)	(43.9)
Realized losses and impairments (5)	7.0	(0.6)	0.3	6.7
Other activity (7)	(0.9)	(0.3)	(3.0)	(4.2)
September 30, 2017	7.1	22.2	4.1	33.4
Net cash flows (1)	—	(8.4)	(3.6)	(12.0)
Realized losses and impairments (6)	(1.0)	(1.5)	0.1	(2.4)
Other activity (7)	1.4	—	(0.3)	1.1
December 31, 2017	\$ 7.5	\$ 12.3	\$ 0.3	\$ 20.1

- (1) Net cash inflows from sales and redemptions of investments during the period.
- (2) Includes \$4.6 million of impairment charges and \$.7 million of net realized losses recognized on the sale of transferred investments.
- (3) Includes \$8.4 million of impairment charges and \$8.1 million of net realized gains recognized on the sale of transferred investments.
- (4) Includes \$3.7 million of impairment charges and \$5.1 million of net realized gains recognized on the sale of transferred investments.
- (5) Includes \$4.7 million of impairment charges and \$11.4 million of net realized gains recognized on the sale of transferred investments.
- (6) Includes \$1.5 million of impairment charges and \$.9 million of net realized losses recognized on the sale of transferred investments.
- (7) Includes amortization of discount and premium and changes in estimated fair values of investments during the period.

CNO Financial Group, Inc.

Corporate Operations

Analysis of loss before taxes (in millions)

	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Net investment income (loss):										
General investment portfolio	\$ 1.3	\$ 1.6	\$ 1.5	\$ 0.4	\$ 4.8	\$ 0.9	\$ 1.4	\$ 1.4	\$ 1.9	\$ 5.6
Other special-purpose portfolios	2.7	4.3	5.2	(0.4)	11.8	9.5	6.0	5.6	8.8	29.9
Fee revenue and other income	2.5	2.6	2.5	2.4	10.0	2.4	2.3	1.8	2.0	8.5
Other operating costs and expenses	(14.6)	(15.5)	(13.6)	(25.4)	(69.1)	(21.7)	(22.9)	(23.7)	(16.0)	(84.3)
Corporate operations, excluding corporate interest expense	(8.1)	(7.0)	(4.4)	(23.0)	(42.5)	(8.9)	(13.2)	(14.9)	(3.3)	(40.3)
Interest expense on corporate debt	(11.4)	(11.4)	(11.5)	(11.5)	(45.8)	(11.5)	(11.6)	(11.7)	(11.7)	(46.5)
Operating loss before taxes	\$ (19.5)	\$ (18.4)	\$ (15.9)	\$ (34.5)	\$ (88.3)	\$ (20.4)	\$ (24.8)	\$ (26.6)	\$ (15.0)	\$ (86.8)

CNO Financial Group, Inc.

Bankers Life											
Premiums collected on insurance products (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017	
Annuities											
Fixed index (first-year)	\$ 199.9	\$ 179.6	\$ 218.1	\$ 270.5	\$ 868.1	\$ 235.3	\$ 247.2	\$ 222.6	\$ 259.6	\$ 964.7	
Other fixed interest (first-year)	31.9	25.5	25.4	12.9	95.7	20.6	15.1	12.9	11.2	59.8	
Other fixed interest (renewal)	1.8	1.3	1.6	1.5	6.2	1.6	2.0	1.0	1.5	6.1	
Subtotal - other fixed interest annuities	33.7	26.8	27.0	14.4	101.9	22.2	17.1	13.9	12.7	65.9	
Total annuities	233.6	206.4	245.1	284.9	970.0	257.5	264.3	236.5	272.3	1,030.6	
Health											
Medicare supplement (first-year)	18.4	19.1	18.8	19.3	75.6	17.5	17.6	16.8	17.4	69.3	
Medicare supplement (renewal)	168.5	159.9	163.4	171.9	663.7	174.2	162.1	160.4	173.4	670.1	
Subtotal - Medicare supplement	186.9	179.0	182.2	191.2	739.3	191.7	179.7	177.2	190.8	739.4	
Long-term care (first-year)	4.4	4.4	4.4	4.2	17.4	4.2	4.1	3.8	3.9	16.0	
Long-term care (renewal)	115.2	113.6	111.9	110.5	451.2	112.8	108.0	103.5	105.0	429.3	
Subtotal - long-term care	119.6	118.0	116.3	114.7	468.6	117.0	112.1	107.3	108.9	445.3	
Supplemental health (first-year)	1.3	1.4	1.4	1.4	5.5	1.4	1.3	1.1	1.2	5.0	
Supplemental health (renewal)	3.7	3.9	4.0	4.1	15.7	4.3	4.3	4.4	4.6	17.6	
Subtotal - supplemental health	5.0	5.3	5.4	5.5	21.2	5.7	5.6	5.5	5.8	22.6	
Other health (first-year)	—	—	—	0.1	0.1	0.2	0.2	0.2	0.2	0.8	
Other health (renewal)	1.6	1.6	1.5	1.4	6.1	1.4	1.3	1.3	1.3	5.3	
Subtotal - other health	1.6	1.6	1.5	1.5	6.2	1.6	1.5	1.5	1.5	6.1	
Total health	313.1	303.9	305.4	312.9	1,235.3	316.0	298.9	291.5	307.0	1,213.4	
Life insurance											
Traditional (first-year)	20.8	22.2	18.8	17.0	78.8	20.2	22.1	19.8	20.5	82.6	
Traditional (renewal)	50.2	52.0	52.3	52.8	207.3	54.1	54.3	53.9	55.0	217.3	
Subtotal - traditional	71.0	74.2	71.1	69.8	286.1	74.3	76.4	73.7	75.5	299.9	
Interest-sensitive (first-year)	17.8	18.2	17.9	16.7	70.6	11.7	12.3	11.0	12.4	47.4	
Interest-sensitive (renewal)	25.2	25.5	26.4	27.3	104.4	28.3	28.7	29.0	29.1	115.1	
Subtotal - interest-sensitive	43.0	43.7	44.3	44.0	175.0	40.0	41.0	40.0	41.5	162.5	
Total life insurance	114.0	117.9	115.4	113.8	461.1	114.3	117.4	113.7	117.0	462.4	
Collections on insurance products											
Total first-year premium collections on insurance products	294.5	270.4	304.8	342.1	1,211.8	311.1	319.9	288.2	326.4	1,245.6	
Total renewal premium collections on insurance products	366.2	357.8	361.1	369.5	1,454.6	376.7	360.7	353.5	369.9	1,460.8	
Total collections on insurance products	\$ 660.7	\$ 628.2	\$ 665.9	\$ 711.6	\$ 2,666.4	\$ 687.8	\$ 680.6	\$ 641.7	\$ 696.3	\$ 2,706.4	

CNO Financial Group, Inc.

Washington National

Premiums collected on insurance products (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Health										
Medicare supplement (renewal)	\$ 16.4	\$ 15.1	\$ 14.6	\$ 14.9	\$ 61.0	\$ 14.4	\$ 12.6	\$ 11.7	\$ 12.9	\$ 51.6
Supplemental health (first-year)	18.5	18.3	17.7	17.7	72.2	19.0	18.4	17.8	18.0	73.2
Supplemental health (renewal)	122.6	123.5	123.3	123.9	493.3	131.1	128.6	127.0	129.2	515.9
Subtotal - supplemental health	141.1	141.8	141.0	141.6	565.5	150.1	147.0	144.8	147.2	589.1
Other health (first-year)	—	0.1	0.1	—	0.2	0.1	—	0.1	0.1	0.3
Other health (renewal)	0.5	0.3	0.4	0.5	1.7	0.4	0.4	0.3	0.4	1.5
Subtotal - other health	0.5	0.4	0.5	0.5	1.9	0.5	0.4	0.4	0.5	1.8
Total health	158.0	157.3	156.1	157.0	628.4	165.0	160.0	156.9	160.6	642.5
Life insurance										
Traditional (first-year)	0.2	0.2	0.2	0.3	0.9	0.2	0.2	0.1	0.2	0.7
Traditional (renewal)	2.6	2.8	2.6	2.5	10.5	2.6	2.6	2.5	2.5	10.2
Subtotal - traditional	2.8	3.0	2.8	2.8	11.4	2.8	2.8	2.6	2.7	10.9
Interest-sensitive (first-year)	1.4	1.2	1.0	1.1	4.7	1.2	1.1	0.9	1.0	4.2
Interest-sensitive (renewal)	3.0	3.2	3.3	3.8	13.3	3.9	3.4	3.6	4.0	14.9
Subtotal - interest-sensitive	4.4	4.4	4.3	4.9	18.0	5.1	4.5	4.5	5.0	19.1
Total life insurance	7.2	7.4	7.1	7.7	29.4	7.9	7.3	7.1	7.7	30.0
Annuities										
Fixed index (first-year)	—	—	—	0.2	0.2	—	—	—	—	—
Fixed index (renewal)	0.2	0.4	0.2	0.2	1.0	0.2	0.1	0.1	0.2	0.6
Subtotal - fixed index annuities	0.2	0.4	0.2	0.4	1.2	0.2	0.1	0.1	0.2	0.6
Other fixed interest (renewal)	0.1	0.1	—	0.1	0.3	—	0.1	0.1	0.1	0.3
Total annuities	0.3	0.5	0.2	0.5	1.5	0.2	0.2	0.2	0.3	0.9
Collections on insurance products										
Total first-year premium collections on insurance products	20.1	19.8	19.0	19.3	78.2	20.5	19.7	18.9	19.3	78.4
Total renewal premium collections on insurance products	145.4	145.4	144.4	145.9	581.1	152.6	147.8	145.3	149.3	595.0
Total collections on insurance products	\$ 165.5	\$ 165.2	\$ 163.4	\$ 165.2	\$ 659.3	\$ 173.1	\$ 167.5	\$ 164.2	\$ 168.6	\$ 673.4

CNO Financial Group, Inc.

Colonial Penn

Premiums collected on insurance products (in millions)

	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Life insurance										
Traditional (first-year)	\$ 14.0	\$ 13.8	\$ 13.8	\$ 13.2	\$ 54.8	\$ 13.7	\$ 12.7	\$ 12.1	\$ 11.6	\$ 50.1
Traditional (renewal)	55.4	55.1	56.2	56.0	222.7	60.2	59.2	60.0	59.9	239.3
Subtotal - traditional	69.4	68.9	70.0	69.2	277.5	73.9	71.9	72.1	71.5	289.4
Interest-sensitive (all renewal)	0.1	0.1	0.1	—	0.3	0.1	—	0.1	—	0.2
Total life insurance	69.5	69.0	70.1	69.2	277.8	74.0	71.9	72.2	71.5	289.6
Health (all renewal)										
Medicare supplement	0.5	0.6	0.6	0.6	2.3	0.5	0.5	0.4	0.5	1.9
Other health	0.1	—	—	—	0.1	—	0.1	—	—	0.1
Total health	0.6	0.6	0.6	0.6	2.4	0.5	0.6	0.4	0.5	2.0
Collections on insurance products										
Total first-year premium collections on insurance products	14.0	13.8	13.8	13.2	54.8	13.7	12.7	12.1	11.6	50.1
Total renewal premium collections on insurance products	56.1	55.8	56.9	56.6	225.4	60.8	59.8	60.5	60.4	241.5
Total collections on insurance products	\$ 70.1	\$ 69.6	\$ 70.7	\$ 69.8	\$ 280.2	\$ 74.5	\$ 72.5	\$ 72.6	\$ 72.0	\$ 291.6

CNO Financial Group, Inc.

Long-term care in run-off

Premiums collected on insurance products (in millions)

	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Long-term care (renewal)	—	—	—	4.7	4.7	4.6	4.4	3.9	4.0	16.9
Total collections on insurance products	\$ —	\$ —	\$ —	\$ 4.7	\$ 4.7	\$ 4.6	\$ 4.4	\$ 3.9	\$ 4.0	\$ 16.9

CNO Financial Group, Inc.

First-year collected premiums (in millions)

Bankers Life	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Medicare supplement	\$ 18.4	\$ 19.1	\$ 18.8	\$ 19.3	\$ 75.6	\$ 17.5	\$ 17.6	\$ 16.8	\$ 17.4	\$ 69.3
Long-term care	4.4	4.4	4.4	4.2	17.4	4.2	4.1	3.8	3.9	16.0
Supplemental health and other health	1.3	1.4	1.4	1.5	5.6	1.6	1.5	1.3	1.4	5.8
Life	38.6	40.4	36.7	33.7	149.4	31.9	34.4	30.8	32.9	130.0
Annuity	231.8	205.1	243.5	283.4	963.8	255.9	262.3	235.5	270.8	1,024.5
Subtotal Bankers Life	294.5	270.4	304.8	342.1	1,211.8	311.1	319.9	288.2	326.4	1,245.6
Washington National										
Supplemental health and other health	18.5	18.4	17.8	17.7	72.4	19.1	18.4	17.9	18.1	73.5
Life	1.6	1.4	1.2	1.4	5.6	1.4	1.3	1.0	1.2	4.9
Annuity	—	—	—	0.2	0.2	—	—	—	—	—
Subtotal Washington National	20.1	19.8	19.0	19.3	78.2	20.5	19.7	18.9	19.3	78.4
Colonial Penn										
Life	14.0	13.8	13.8	13.2	54.8	13.7	12.7	12.1	11.6	50.1
Total first-year collected premiums	\$ 328.6	\$ 304.0	\$ 337.6	\$ 374.6	\$ 1,344.8	\$ 345.3	\$ 352.3	\$ 319.2	\$ 357.3	\$ 1,374.1

CNO Financial Group, Inc.

Life and Health New Annualized Premiums ("NAP") (in millions)

Bankers Life	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17	2017
Medicare supplement	\$ 16.4	\$ 16.7	\$ 15.9	\$ 23.9	\$ 72.9	\$ 16.1	\$ 15.4	\$ 14.4	\$ 20.0	\$ 65.9
Long-term care	6.1	6.0	5.2	5.5	22.8	5.7	5.2	4.6	5.1	20.6
Supplemental health and other health	1.5	1.7	1.7	1.6	6.5	1.7	1.4	1.3	1.9	6.3
Life	22.4	21.8	19.8	17.0	81.0	18.0	18.2	16.3	16.5	69.0
Subtotal Bankers Life	46.4	46.2	42.6	48.0	183.2	41.5	40.2	36.6	43.5	161.8
Washington National										
Supplemental health	22.0	22.4	22.9	25.2	92.5	22.9	23.9	22.8	24.8	94.4
Life	1.4	1.8	1.7	1.8	6.7	1.7	1.7	2.0	2.3	7.7
Subtotal Washington National	23.4	24.2	24.6	27.0	99.2	24.6	25.6	24.8	27.1	102.1
Colonial Penn										
Life	24.1	19.2	18.4	14.7	76.4	21.8	16.1	16.0	14.8	68.7
Total NAP	\$ 93.9	\$ 89.6	\$ 85.6	\$ 89.7	\$ 358.8	\$ 87.9	\$ 81.9	\$ 77.4	\$ 85.4	\$ 332.6

CNO Financial Group, Inc.

Total Policies Inforce

	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17
Policies inforce:								
Bankers Life	1,531,842	1,533,894	1,531,204	1,526,344	1,519,474	1,515,445	1,510,160	1,500,573
Washington National	958,833	961,003	959,867	961,689	964,642	964,519	963,141	964,138
Colonial Penn	851,138	851,789	852,305	846,372	853,307	849,353	845,135	840,979
Long-term care in run-off	—	—	10,480	10,260	10,068	9,769	9,473	9,265

Total policies inforce	3,341,813	3,346,686	3,353,856	3,344,665	3,347,491	3,339,086	3,327,909	3,314,955
Third party policies inforce sold by								
Bankers Life agents	147,838	148,718	149,255	160,548	154,005	156,308	155,430	171,421
Total policies inforce and third party policies								
inforce sold by Bankers Life agents	3,489,651	3,495,404	3,503,111	3,505,213	3,501,496	3,495,394	3,483,339	3,486,376

CNO Financial Group, Inc.										
Statutory information - consolidated basis (7) (in millions)	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17	4Q17 (a)	2017 (a)
Net gain (loss) from operations before interest expense and federal income taxes	\$ 91.4	\$ 101.5	\$ (11.0)	\$ 83.0	\$ 264.9	\$ 93.9	\$ 93.8	\$ 106.2	\$ 117.4	\$ 411.3
Interest expense on surplus debentures held by parent company	12.1	12.1	12.3	19.5	56.0	12.0	12.2	20.4	12.2	56.8
Net gain (loss) from operations before federal income taxes	79.3	89.4	(23.3)	63.5	208.9	81.9	81.6	85.8	105.2	354.5
Federal income tax expense (benefit)	(0.6)	(5.0)	(10.7)	(61.1)	(77.4)	11.3	(13.8)	(5.1)	(0.1)	(7.7)
Net gain (loss) from operations before net realized capital losses	79.9	94.4	(12.6)	124.6	286.3	70.6	95.4	90.9	105.3	362.2
Net realized capital gains (losses)	(10.5)	(8.6)	(0.4)	(10.2)	(29.7)	(8.6)	(0.8)	0.6	(1.1)	(9.9)
Net income (loss)	\$ 69.4	\$ 85.8	\$ (13.0)	\$ 114.4	\$ 256.6	\$ 62.0	\$ 94.6	\$ 91.5	\$ 104.2	\$ 352.3
Capital and surplus	\$ 1,717.4	\$ 1,763.4	\$ 1,914.5	\$ 1,956.8	\$ 1,956.8	\$ 1,904.7	\$ 1,968.0	\$ 1,920.7	\$ 1,904.4	\$ 1,904.4
Asset valuation reserve (AVR)	201.7	214.1	241.5	253.3	253.3	258.0	248.8	258.3	246.8	246.8
Capital, surplus and AVR	1,919.1	1,977.5	2,156.0	2,210.1	2,210.1	2,162.7	2,216.8	2,179.0	2,151.2	2,151.2
Interest maintenance reserve (IMR)	491.6	501.5	496.5	486.9	486.9	481.8	482.4	493.2	487.0	487.0
Total statutory capital, surplus, AVR & IMR	\$ 2,410.7	\$ 2,479.0	\$ 2,652.5	\$ 2,697.0	\$ 2,697.0	\$ 2,644.5	\$ 2,699.2	\$ 2,672.2	\$ 2,638.2	\$ 2,638.2

(a) Such amounts are preliminary as the statutory basis financial statements of our insurance subsidiaries for 4Q17 will be filed with the respective insurance regulators on or about March 1, 2018.

Notes

- (1) Excludes accumulated other comprehensive income. 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. In addition, the value of capital used to calculate this non-GAAP measure at December 31, 2017 is reduced by the \$205.4 million impact recorded in retained earnings in the fourth quarter of 2017 from the remeasurement of deferred tax liabilities originally recorded in accumulated other comprehensive income. Management believes this adjustment to the December 31, 2017 non-GAAP measure is useful because it removes the tax effects stranded in accumulated other comprehensive income as a result of accounting rules which require the effects of the Tax Reform Act on deferred tax balances to be recorded in earnings, even if the balance was originally recorded in accumulated other comprehensive income.
- (2) Shareholders' equity divided by common shares outstanding.
- (3) Book value per diluted share reflects the potential dilution that could occur if outstanding stock options were exercised and restricted stock and performance units were vested. 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.
- (4) Management believes that an analysis of earnings before net realized investment gains (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, 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 these items are unrelated to the company's underlying fundamentals.
- (5) Management believes that an analysis of Net income applicable to common stock before: (i) net realized investment gains or losses, net of related amortization and taxes; (ii) fair value changes due to fluctuations in the interest rates used to discount embedded derivative liabilities related to our fixed index annuities, net of related amortization and taxes; (iii) fair value changes and amendment related to the agent deferred compensation plan, net of taxes; (iv) loss on reinsurance transaction, net of taxes; (v) changes in the valuation allowance for deferred tax assets and other tax items; and (vi) other non-operating items consisting primarily of earnings attributable to variable interest entities, net of taxes ("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.
- (6) Management believes that an analysis of Adjusted EBIT for Colonial Penn, separated between inforce and new business provides increased clarity for this segment as the vast majority of the costs to generate new business in this segment are not deferrable and Adjusted EBIT will fluctuate based on management's decisions on how much marketing costs to incur in each period. Adjusted EBIT from new business includes pre-tax revenues and expenses associated with new sales of our insurance products during the first year after the sale is completed. Adjusted EBIT from inforce business includes all pre-tax revenues and expenses associated with sales of insurance products that were completed more than one year before the end of the reporting period. The allocation of certain revenues and expenses between new and inforce business is based on estimates, which we believe are reasonable.
- (7) Based on statutory accounting practices prescribed or permitted by regulatory authorities for CNO Financial's insurance subsidiaries after appropriate elimination of intercompany accounts among such subsidiaries. Such accounting practices differ from GAAP.