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| | | | |
|---|----------|----------|----------|
| Investment Management | 10.3 | 5.1 | 5.2 |
| Lincoln UK | 15.9 | 19.5 | (3.6) |
| Corporate & Other** | (14.3) | 26.5 | (40.8) |
| | ----- | ----- | ----- |
| Total Income from Operations | 112.2 | 199.1 | (86.9) |
| Realized gains (losses) on investments | (33.3) | (20.0) | (13.3) |
| Gains (losses) on derivatives | 0.2 | (4.6) | 4.9 |
| Reserve increase on business sold through reinsurance | (8.2) | -- | (8.2) |
| Gain on sale of subsidiaries | (9.4) | 15.0 | (24.4) |
| Restructuring charges | 1.7 | (20.2) | 21.9 |
| Income before Accounting Changes | 63.2 | 169.2 | (106.0) |
| Cumulative effect of accounting changes*** | -- | (0.0) | 0.0 |
| | ----- | ----- | ----- |
| Net Income | 63.2 | 169.2 | (106.0) |
| | ===== | ===== | ===== |
| Earnings per share (diluted) | | | |
| Income from Operations | \$0.63 | \$1.03 | (\$0.41) |
| Realized gain (losses) on investments | (\$0.18) | (\$0.11) | (\$0.07) |
| Gains (losses) on derivatives | \$0.00 | (\$0.02) | \$0.02 |
| Reserve increase on business sold through reinsurance | (\$0.05) | \$0.00 | (\$0.05) |
| Gain on sale of subsidiaries | (\$0.05) | \$0.08 | (\$0.13) |
| Restructuring charges | \$0.01 | (\$0.10) | \$0.11 |
| | ----- | ----- | ----- |
| Income before Accounting Changes | \$0.35 | \$0.88 | (\$0.53) |
| Cumulative effect of accounting changes*** | \$0.00 | \$0.00 | \$0.00 |
| | ----- | ----- | ----- |
| Net Income | \$0.35 | \$0.88 | (\$0.52) |
| | ===== | ===== | ===== |
| Inc. from Oper.- before Goodwill Amort. | | | |
| Lincoln Retirement* | 36.5 | 75.1 | (38.6) |
| Life Insurance | 63.8 | 79.1 | (15.4) |
| Investment Management | 10.3 | 9.1 | 1.2 |
| Lincoln UK | 15.9 | 19.7 | (3.7) |
| Corporate & Other** | (14.3) | 26.8 | (41.1) |
| | ----- | ----- | ----- |
| Total | 112.2 | 209.8 | (97.6) |
| | ===== | ===== | ===== |
| Earnings per share (diluted) | | | |
| Inc. from Oper.- before Goodwill Amort. | \$0.63 | \$1.09 | (\$0.46) |
| | ----- | ----- | ----- |
| Net Income-- before Goodwill Amort. | | | |
| Lincoln Retirement* | 6.0 | 54.5 | (48.4) |
| Life Insurance | 60.2 | 57.8 | 2.4 |
| Investment Management | 9.3 | 8.1 | 1.3 |
| Lincoln UK | 18.5 | 22.7 | (4.2) |
| Corporate & Other** | (31.0) | 37.0 | (67.9) |
| | ----- | ----- | ----- |
| Total | 63.2 | 180.0 | (116.8) |
| | ===== | ===== | ===== |
| Earnings per share (diluted) | | | |

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| | | | |
|-------------------------------------|---------|---------|----------|
| Net Income-- before Goodwill Amort. | \$0.35 | \$0.93 | (\$0.58) |
| | ----- | ----- | ----- |
| Operating Revenue | | | |
| Lincoln Retirement* | 497.6 | 498.7 | (1.1) |
| Life Insurance | 485.0 | 495.2 | (10.2) |
| Investment Management | 100.5 | 107.6 | (7.0) |
| Lincoln UK | 50.6 | 49.1 | 1.5 |
| Corporate & Other** | 112.9 | 339.0 | (226.1) |
| | ----- | ----- | ----- |
| Total Operating Revenue | 1,246.7 | 1,489.6 | (242.9) |
| | ===== | ===== | ===== |
| | | | |
| Total Revenue | | | |
| Lincoln Retirement* | 451.4 | 467.5 | (16.1) |
| Life Insurance | 479.6 | 464.7 | 15.0 |
| Investment Management | 99.1 | 106.5 | (7.4) |
| Lincoln UK | 51.8 | 53.4 | (1.6) |
| Corporate & Other** | 106.7 | 371.7 | (265.0) |
| | ----- | ----- | ----- |
| Total Revenue | 1,188.6 | 1,463.8 | (275.2) |
| | ===== | ===== | ===== |

Operational Data by Segment:
(Billions except where noted)

| | | | |
|---|---------|---------|---------|
| Lincoln Retirement* | | | |
| Gross Deposits | 1.368 | 2.011 | (0.643) |
| Net Cash Flows | 0.074 | 0.631 | (0.557) |
| Account Values (Gross) | 47.525 | 52.642 | (5.118) |
| Account Values (Net of Reinsurance) | 45.522 | 51.129 | (5.606) |
| Life Insurance Segment | | | |
| First Year Premium- Retail (in millions) | 223.164 | 187.184 | 35.980 |
| First Year Premium- COLI (in millions) | 26.774 | 14.155 | 12.620 |
| First Year Premium- Total (in millions) | 249.938 | 201.338 | 48.600 |
| In-force | 253.896 | 234.394 | 19.502 |
| Account Values | 12.086 | 11.377 | 0.709 |
| Investment Management Segment | | | |
| Retail Deposits | 1.673 | 0.798 | 0.875 |
| Retail Net Cash Flows | 0.502 | (0.091) | 0.593 |
| Institutional In-flows | 1.323 | 0.696 | 0.628 |
| Institutional Net Cash Flows | 0.572 | (0.103) | 0.674 |
| Total Net Cash Flows | 1.074 | (0.194) | 1.267 |
| Assets Under Management- Retail and Inst'l | 46.495 | 48.411 | (1.916) |
| Assets Under Management-- Insurance Assets | 41.104 | 38.119 | 2.985 |
| Assets Under Management-- Total Segment | 87.599 | 86.530 | 1.068 |
| Consolidated | | | |
| Consolidated Domestic Retail Deposits | 3.396 | 3.137 | 0.259 |
| Consolidated Domestic Retail Account Balances | 75.057 | 81.044 | (5.987) |
| Total Retail Net Cash Flows | 1.060 | 0.869 | 0.191 |
| Total Net Cash Flows | 1.632 | 0.767 | 0.865 |

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| | | | |
|-------------------------------|---------|---------|---------|
| Total Assets Under Management | 119.127 | 126.241 | (7.114) |
|-------------------------------|---------|---------|---------|

For the Year Ended December 31

| | 2002 Amount ----- | 2001 Amount ----- | Change ----- |
|---|-------------------------|-------------------------|-----------------|
| Income from Operations | | | |
| Lincoln Retirement* | 187.5 | 320.3 | (132.8) |
| Life Insurance | 271.9 | 279.0 | (7.2) |
| Investment Management | 28.9 | 14.6 | 14.3 |
| Lincoln UK | 37.0 | 60.2 | (23.3) |
| Corporate & Other** | (50.8) | 14.8 | (65.6) |
| | ----- | ----- | ----- |
| Total Income from Operations | 474.4 | 689.0 | (214.6) |
| Realized gains (losses) on investments | (177.2) | (68.7) | (108.5) |
| Gains (losses) on derivatives | 0.8 | (4.9) | 5.6 |
| Reserve increase on business sold through reinsurance | (199.1) | -- | (199.1) |
| Gain on sale of subsidiaries | (9.4) | 15.0 | (24.4) |
| Restructuring charges | 2.0 | (24.7) | 26.7 |
| Income before Accounting Changes | 91.6 | 605.8 | (514.3) |
| Cumulative effect of accounting changes*** | -- | (15.6) | 15.6 |
| | ----- | ----- | ----- |
| Net Income | 91.6 | 590.2 | (498.6) |
| | ===== | ===== | ===== |
| Earnings per share (diluted) | | | |
| Income from Operations | \$2.56 | \$3.56 | (\$1.01) |
| Realized gain (losses) on investments | (\$0.95) | (\$0.35) | (\$0.60) |
| Gains (losses) on derivatives | \$0.00 | (\$0.03) | \$0.03 |
| Reserve increase on business sold through reinsurance | (\$1.07) | \$0.00 | (\$1.07) |
| Gain on sale of subsidiaries | (\$0.05) | \$0.08 | (\$0.13) |
| Restructuring charges | \$0.01 | (\$0.13) | \$0.14 |
| | ----- | ----- | ----- |
| Income before Accounting Changes | \$0.49 | \$3.13 | (\$2.64) |
| Cumulative effect of accounting changes*** | \$0.00 | (\$0.08) | \$0.08 |
| | ----- | ----- | ----- |
| Net Income | \$0.49 | \$3.05 | (\$2.56) |
| | ===== | ===== | ===== |
| Inc. from Oper.- before Goodwill Amort. | | | |
| Lincoln Retirement* | 187.5 | 321.5 | (134.0) |
| Life Insurance | 271.9 | 302.7 | (30.9) |
| Investment Management | 28.9 | 30.9 | (1.9) |
| Lincoln UK | 37.0 | 60.9 | (23.9) |
| Corporate & Other** | (50.8) | 16.4 | (67.2) |
| | ----- | ----- | ----- |
| Total | 474.4 | 732.4 | (258.0) |
| | ===== | ===== | ===== |

Earnings per share (diluted)

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| | | | |
|--|---------|---------|-----------|
| Inc. from Oper.- before Goodwill Amort. | \$2.56 | \$3.79 | (\$1.23) |
| Net Income-- before Goodwill Amort. | | | |
| Lincoln Retirement* | 57.8 | 270.5 | (212.6) |
| Life Insurance | 209.0 | 256.7 | (47.8) |
| Investment Management | 25.6 | 28.0 | (2.3) |
| Lincoln UK | 40.0 | 69.6 | (29.6) |
| Corporate & Other** | (240.9) | 8.8 | (249.8) |
| Total | 91.6 | 633.6 | (542.0) |
| Earnings per share (diluted) Net Income-- before Goodwill Amort. | \$0.49 | \$3.28 | (\$2.79) |
| Operating Revenue | | | |
| Lincoln Retirement* | 1,985.5 | 2,033.1 | (47.5) |
| Life Insurance | 1,881.7 | 1,897.5 | (15.8) |
| Investment Management | 404.7 | 437.4 | (32.7) |
| Lincoln UK | 275.4 | 278.2 | (2.9) |
| Corporate & Other** | 368.8 | 1,833.4 | (1,464.6) |
| Total Operating Revenue | 4,916.1 | 6,479.6 | (1,563.5) |
| Total Revenue | | | |
| Lincoln Retirement* | 1,787.7 | 1,968.3 | (180.6) |
| Life Insurance | 1,785.0 | 1,840.6 | (55.6) |
| Investment Management | 399.3 | 433.7 | (34.5) |
| Lincoln UK | 277.2 | 290.7 | (13.4) |
| Corporate & Other** | 386.3 | 1,844.7 | (1,458.5) |
| Total Revenue | 4,635.5 | 6,378.0 | (1,742.5) |

Operational Data by Segment:
(Billions except where noted)

| | | | |
|--|---------|---------|---------|
| Lincoln Retirement* | | | |
| Gross Deposits | 6.415 | 6.409 | 0.006 |
| Net Cash Flows | 0.453 | 0.105 | 0.348 |
| Account Values (Gross) | 47.525 | 52.642 | (5.118) |
| Account Values (Net of Reinsurance) | 45.522 | 51.129 | (5.606) |
| Life Insurance Segment | | | |
| First Year Premium- Retail (in millions) | 692.328 | 578.387 | 113.941 |
| First Year Premium- COLI (in millions) | 88.109 | 47.255 | 40.854 |
| First Year Premium- Total (in millions) | 780.437 | 625.642 | 154.795 |
| In-force | 253.896 | 234.394 | 19.502 |
| Account Values | 12.086 | 11.377 | 0.709 |
| Investment Management Segment | | | |
| Retail Deposits | 5.695 | 3.693 | 2.002 |
| Retail Net Cash Flows | 0.806 | (0.375) | 1.181 |
| Institutional In-flows | 5.194 | 3.826 | 1.368 |
| Institutional Net Cash Flows | 2.106 | (0.231) | 2.337 |

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| | | | |
|---|---------|---------|---------|
| Total Net Cash Flows | 2.912 | (0.606) | 3.518 |
| Assets Under Management- Retail and Inst'l | 46.495 | 48.411 | (1.916) |
| Assets Under Management-- Insurance Assets | 41.104 | 38.119 | 2.985 |
| Assets Under Management-- Total Segment | 87.599 | 86.530 | 1.068 |
| Consolidated | | | |
| Consolidated Domestic Retail Deposits | 12.783 | 11.009 | 1.775 |
| Consolidated Domestic Retail Account Balances | 75.057 | 81.044 | (5.987) |
| Total Retail Net Cash Flows | 2.587 | 0.742 | 1.845 |
| Total Net Cash Flows | 4.693 | 0.514 | 4.179 |
| Total Assets Under Management | 119.127 | 126.241 | (7.114) |

* Effective March 7, 2002, the Annuities segment became known as Lincoln Retirement.

** Upon the closing of Swiss Re's acquisition of LNC's reinsurance business on December 7, 2001, all historical financial data for the former Reinsurance segment was moved into "Other Operations." In addition, ongoing amortization of the deferred gain on indemnity reinsurance is shown in "Other Operations."

*** The cumulative effect of accounting changes relates to the adjustments recorded upon adoption of FAS #133 in the 1st qtr. 2001 and EITF 99-20 in the 2nd qtr. 2001.

Financial Highlights
Unaudited [Amounts in Millions,
except Per Share]

For the Quarter Ended December 31

| | 2002 Amount | 2001 Amount | Change |
|--|----------------|----------------|----------|
| | ----- | ----- | ----- |
| Consolidated Operational Data: (Millions) | | | |
| Balance Sheet Assets - End of Period | 93135.3 | 98001.3 | (4866.0) |
| Shareholders' Equity | | | |
| Beg of Period (Securities at Market) | 5389.0 | 5368.6 | 20.4 |
| End of Period (Securities at Market) | 5355.0 | 5263.5 | 91.5 |
| End of Period (Securities at Cost) | 4514.6 | 5046.3 | (531.6) |
| Average Equity (Securities at Cost) | 4584.9 | 5131.4 | (546.6) |

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| | | | |
|---|---------|---------|---------|
| Return on Equity | | | |
| Inc from Operations/Average Equity | 9.8% | 15.5% | (5.7%) |
| Net Income/Average Equity | 5.5% | 13.2% | (7.7%) |
| Return on Capital | | | |
| Inc from Operations/Average Capital | 7.7% | 12.9% | (5.2%) |
| Common Stock Outstanding | | | |
| Average for the Period - Diluted | 178.9 | 192.8 | (14.0) |
| End of Period - Assuming Conv of Pref. | 177.6 | 187.3 | (9.7) |
| End of Period - Diluted | 179.0 | 191.1 | (12.1) |
| Book Value (Including accumulated other comprehensive income) | 30.15 | 28.10 | 2.05 |
| Book Value (Excluding accumulated other comprehensive income) | 25.97 | 27.13 | (1.17) |
| Cash Returned to Shareholders | | | |
| Share Repurchase - dollar amount | 0.0 | 134.3 | (134.3) |
| Dividends Declared to Shareholders | 58.9 | 59.9 | (1.0) |
| | ----- | ----- | ----- |
| Total Cash Returned to Shareholders | 58.9 | 194.2 | (135.3) |
| | ===== | ===== | ===== |
| Share Repurchase - number of shares | 0.000 | 2.894 | (2.900) |
| Dividend Declared on Common Stock - per share | \$0.335 | \$0.320 | \$0.015 |

For the Quarter Ended December 31

| Comprehensive Income (millions) | 2002 Amount | 2001 Amount |
|---|----------------|----------------|
| | ----- | ----- |
| Net Income | 63.2 | 169.2 |
| Foreign Currency Translation | 15.4 | (14.9) |
| Net Unrealized Gains (Losses) on Securities | (5.6) | (52.2) |
| Gains (Losses) on Derivatives | 1.0 | 1.2 |
| Cumulative Effect of Accounting Change | 0.0 | (0.0) |
| Minimum Pension Liability Adjustment | (62.6) | (36.0) |
| | ----- | ----- |
| Comprehensive Income | 11.5 | 67.3 |
| | ===== | ===== |

For the Year Ended December 31

| 2002 Amount | 2001 Amount | Change |
|----------------|----------------|--------|
| ----- | ----- | ----- |

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Consolidated Operational Data:
(Millions)

| | | | |
|---|---------|---------|----------|
| Balance Sheet Assets - End of Period | 93135.3 | 98001.3 | (4866.0) |
| Shareholders' Equity | | | |
| Beg of Period (Securities at Market) | 5263.5 | 4954.1 | 309.4 |
| End of Period (Securities at Market) | 5355.0 | 5263.5 | 91.5 |
| End of Period (Securities at Cost) | 4514.6 | 5046.3 | (531.6) |
| Average Equity (Securities at Cost) | 4910.1 | 5022.6 | (112.5) |
| Return on Equity | | | |
| Inc from Operations/Average Equity | 9.7% | 13.7% | (4.1%) |
| Net Income/Average Equity | 1.9% | 11.8% | (9.9%) |
| Return on Capital | | | |
| Inc from Operations/Average Capital | 8.0% | 11.5% | (3.5%) |
| Common Stock Outstanding | | | |
| Average for the Period - Diluted | 185.6 | 193.3 | (7.7) |
| End of Period - Assuming Conv of Pref. | 177.6 | 187.3 | (9.7) |
| End of Period - Diluted | 179.0 | 191.1 | (12.1) |
| Book Value (Including accumulated other comprehensive income) | 30.15 | 28.10 | 2.05 |
| Book Value (Excluding accumulated other comprehensive income) | 25.97 | 27.13 | (1.17) |
| Cash Returned to Shareholders | | | |
| Share Repurchase - dollar amount | 474.5 | 503.7 | (29.2) |
| Dividends Declared to Shareholders | 234.3 | 231.8 | 2.5 |
| | ----- | ----- | ----- |
| Total Cash Returned to Shareholders | 708.8 | 735.5 | (26.7) |
| | ===== | ===== | ===== |
| Share Repurchase - number of shares | 12.088 | 11.278 | 0.810 |
| Dividend Declared on Common Stock - per share | \$1.295 | \$1.235 | \$0.060 |

For the Year Ended December 31

| | | |
|----------------------------------|----------------|----------------|
| Comprehensive Income (millions) | 2002 Amount | 2001 Amount |
| | ----- | ----- |
| Net Income | 91.6 | 590.2 |
| Foreign Currency Translation | 58.8 | (30.0) |
| Net Unrealized Gains (Losses) on | | |

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| | | |
|--|--------|--------|
| Securities | 616.3 | 183.6 |
| Gains (Losses) on Derivatives | 24.4 | 3.9 |
| Cumulative Effect of Accounting Change | (17.6) | 17.6 |
| Minimum Pension Liability Adjustment | (61.9) | (36.0) |
| | ----- | ----- |
| Comprehensive Income | 711.7 | 729.4 |
| | ===== | ===== |

Financial Highlights
Unaudited [Amounts in Millions]

For the Quarter Ended December 31

| | 2002 Amount | 2001 Amount | Change |
|--|----------------|----------------|---------|
| | ----- | ----- | ----- |
| Consolidated Condensed Statements of Income | | | |
| Revenue: | | | |
| Insurance Premiums and Fees | 451.4 | 679.5 | (228.1) |
| Investment Advisory Fees | 44.7 | 50.9 | (6.2) |
| Net Investment Income | 662.2 | 646.6 | 15.6 |
| Realized Gains (Losses) on Investments | (50.7) | (29.7) | (21.0) |
| Gains (Losses) on Derivatives | 0.6 | (8.9) | 9.5 |
| Gains (Losses) on sale of subsidiaries | (8.3) | 12.8 | (21.1) |
| Other | 88.7 | 112.6 | (23.9) |
| | ----- | ----- | ----- |
| Total Revenue | 1,188.6 | 1,463.8 | (275.2) |
| Benefits and Expenses: | | | |
| Benefits | 653.0 | 744.9 | (92.0) |
| Underwriting, Acquisition, Insurance and Other Expenses | 474.8 | 529.2 | (54.4) |
| | ----- | ----- | ----- |
| Total Benefits and Expenses | 1,127.8 | 1,274.1 | (146.3) |
| | ----- | ----- | ----- |
| Net Income | | | |
| before Federal Taxes | 60.8 | 189.7 | (128.9) |
| Federal Income Taxes | (2.4) | 20.5 | (22.8) |
| | ----- | ----- | ----- |
| Income before Accounting Changes | 63.2 | 169.2 | (106.0) |
| Cumulative Effect of Accounting Changes | -- | (0.0) | 0.0 |
| | ----- | ----- | ----- |
| Net Income | 63.2 | 169.2 | (106.0) |
| | ===== | ===== | ===== |
| Income before Tax and Cumulative Effect of Accounting Changes By Segment | | | |
| Lincoln Retirement | (11.8) | 53.3 | (65.2) |
| Life Insurance | 87.2 | 79.9 | 7.3 |

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| | | | |
|---|--------|--------|---------|
| Investment Management | 12.6 | 5.5 | 7.1 |
| Lincoln UK | 15.8 | 5.7 | 10.1 |
| Corporate and Other | (42.9) | 45.3 | (88.2) |
| | ----- | ----- | ----- |
| Income before Tax and Cumulative Effect of Accounting Changes | 60.8 | 189.7 | (128.9) |
| | ----- | ----- | ----- |
| Pre-Tax Realized Gains (Losses) by Segment* | | | |
| Lincoln Retirement | (46.2) | (31.2) | (15.1) |
| Life Insurance | (5.4) | (30.6) | 25.2 |
| Investment Management | (1.5) | (1.1) | (0.4) |
| Lincoln UK | 1.2 | 4.3 | (3.1) |
| Corporate and Other | 1.5 | 19.8 | (18.3) |
| | ----- | ----- | ----- |
| Pre-Tax Realized Gains (Losses) on Investments and Derivatives | (50.3) | (38.6) | (11.7) |
| | | | |
| After-Tax Realized Gains (Losses) by Segment* | | | |
| Lincoln Retirement | (30.4) | (20.6) | (9.8) |
| Life Insurance | (3.5) | (19.9) | 16.3 |
| Investment Management | (0.9) | (0.7) | (0.3) |
| Lincoln UK | 0.8 | 3.0 | (2.2) |
| Corporate and Other | 1.0 | 13.5 | (12.5) |
| | ----- | ----- | ----- |
| After-Tax Realized Gains (Losses) on Investments and Derivatives | (33.1) | (24.7) | (8.4) |

For the Year Ended December 31

| | 2002 Amount | 2001 Amount | Change |
|--|----------------|----------------|-----------|
| | ----- | ----- | ----- |
| Consolidated Condensed Statements of Income | | | |
| Revenue: | | | |
| Insurance Premiums and Fees | 1,750.4 | 3,248.0 | (1,497.7) |
| Investment Advisory Fees | 183.3 | 197.2 | (13.8) |
| Net Investment Income | 2,608.3 | 2,679.6 | (71.3) |
| Realized Gains (Losses) on Investments | (272.7) | (105.2) | (167.5) |
| Gains (Losses) on Derivatives | 3.8 | (9.3) | 13.1 |
| Gains (Losses) on sale of subsidiaries | (8.3) | 12.8 | (21.1) |
| Other | 370.6 | 354.8 | 15.8 |
| | ----- | ----- | ----- |
| Total Revenue | 4,635.5 | 6,378.0 | (1,742.5) |
| Benefits and Expenses: | | | |
| Benefits | 2,554.1 | 3,409.7 | (855.6) |
| Underwriting, Acquisition, Insurance and Other Expenses | 2,079.7 | 2,204.2 | (124.5) |
| | ----- | ----- | ----- |
| Total Benefits and Expenses | 4,633.8 | 5,613.9 | (980.1) |
| | ----- | ----- | ----- |
| Net Income before Federal Taxes | 1.6 | 764.1 | (762.5) |

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| | | | |
|--|---------|---------|---------|
| Federal Income Taxes | (90.0) | 158.4 | (248.3) |
| | ----- | ----- | ----- |
| Income before Accounting Changes | 91.6 | 605.7 | (514.1) |
| Cumulative Effect of Accounting Changes | -- | (15.6) | 15.6 |
| | ----- | ----- | ----- |
| Net Income | 91.6 | 590.2 | (498.6) |
| | ===== | ===== | ===== |
| Income before Tax and Cumulative Effect of Accounting Changes By Segment | | | |
| Lincoln Retirement | 0.8 | 312.8 | (312.1) |
| Life Insurance | 298.7 | 369.8 | (71.1) |
| Investment Management | 31.4 | 19.1 | 12.3 |
| Lincoln UK | 36.9 | 61.6 | (24.8) |
| Corporate and Other | (366.1) | 0.8 | (366.8) |
| | ----- | ----- | ----- |
| Income before Tax and Cumulative Effect of Accounting Changes | 1.6 | 764.1 | (762.5) |
| | ----- | ----- | ----- |
| Pre-Tax Realized Gains (Losses) by Segment* | | | |
| Lincoln Retirement | (197.8) | (64.8) | (133.0) |
| Life Insurance | (96.7) | (56.9) | (39.8) |
| Investment Management | (5.4) | (3.7) | (1.7) |
| Lincoln UK | 1.9 | 12.4 | (10.6) |
| Corporate and Other | 26.6 | (1.5) | 28.1 |
| | ----- | ----- | ----- |
| Pre-Tax Realized Gains (Losses) on Investments and Derivatives | (271.5) | (114.5) | (157.1) |
| After-Tax Realized Gains (Losses) by Segment* | | | |
| Lincoln Retirement | (128.6) | (42.5) | (86.1) |
| Life Insurance | (62.9) | (36.9) | (25.9) |
| Investment Management | (3.5) | (2.4) | (1.1) |
| Lincoln UK | 1.3 | 8.7 | (7.4) |
| Corporate and Other | 17.3 | (0.4) | 17.7 |
| | ----- | ----- | ----- |
| After-Tax Realized Gains (Losses) on Investments and Derivatives | (176.4) | (73.5) | (102.9) |

* Includes both realized gains (losses) on investments and gains (losses) on derivatives.

Financial Highlights
Unaudited [Amounts in Millions, except Retail Account Balances

As of

December December
2002 2001

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| | Amount | Amount | Change |
|--|----------|----------|-----------|
| | ----- | ----- | ----- |
| Consolidated Condensed Balance Sheets | | | |
| Assets: | | | |
| Investments: | | | |
| Securities Available for Sale: | | | |
| Fixed Maturities | 32,767.5 | 28,345.7 | 4,421.8 |
| Equities | 337.2 | 470.5 | (133.2) |
| Mortgage Loans on Real Estate | 4,205.5 | 4,535.5 | (330.1) |
| Real Estate | 279.7 | 267.9 | 11.8 |
| Policy Loans | 1,945.6 | 1,939.7 | 5.9 |
| Other Long-Term Investments | 466.2 | 553.8 | (87.6) |
| | ----- | ----- | ----- |
| Total Investments | 40,001.7 | 36,113.1 | 3,888.6 |
| Other Assets: | | | |
| Assets Held in Separate Accounts | 36,178.3 | 44,833.4 | (8,655.1) |
| Other Assets | 16,955.2 | 17,054.8 | (99.6) |
| | ----- | ----- | ----- |
| Total Assets | 93,135.3 | 98,001.3 | (4,866.0) |
| | ===== | ===== | ===== |
| Liabilities and Shareholders' Equity | | | |
| Liabilities: | | | |
| Insurance and Investment Contract Liabilities | 44,768.9 | 40,857.2 | 3,911.7 |
| Liabilities Related to Separate Accounts | 36,178.3 | 44,833.4 | (8,655.1) |
| Other Liabilities | 6,815.4 | 7,047.2 | (231.8) |
| | ----- | ----- | ----- |
| Total Liabilities | 87,780.3 | 92,737.8 | (4,957.5) |
| Shareholders' Equity: | | | |
| Net Unrealized Gains(Losses) on Securities and Derivatives | 840.3 | 217.2 | 623.1 |
| Other Shareholders' Equity | 4,514.6 | 5,046.3 | (531.6) |
| | ----- | ----- | ----- |
| Total Shareholders' Equity | 5,355.0 | 5,263.5 | 91.5 |
| | ----- | ----- | ----- |
| Total Liabilities and Shareholders' Equity | 93,135.3 | 98,001.3 | (4,866.0) |
| | ===== | ===== | ===== |

| | As of | | |
|--|----------------------------|----------------------------|---------|
| | December 2002 Amount | December 2001 Amount | Change |
| | ----- | ----- | ----- |
| Roll Forward of Deferred Acquisition Costs | | | |
| Balance at beginning-of-year | 2,885.3 | 3,070.5 | (185.2) |
| Deferral | 627.3 | 714.1 | (86.8) |
| Amortization | (346.7) | (367.7) | 21.0 |
| | ----- | ----- | ----- |
| Operating Adjustment related to realized | 280.5 | 346.4 | (65.8) |

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| | | | |
|----------------------------------|---------|---------|---------|
| (gains) losses | | | |
| on securities available-for-sale | 115.0 | 112.9 | 2.2 |
| Adjustment related to unrealized | | | |
| (gains) losses | | | |
| on securities available-for-sale | (338.5) | (187.2) | (151.3) |
| Foreign currency translation | | | |
| adjustment | 56.9 | (16.0) | 73.0 |
| Disposition of business | - | (425.9) | 425.9 |
| Other | (28.3) | (15.3) | (13.0) |
| | ----- | ----- | ----- |
| Balance at end-of-year | 2,971.0 | 2,885.3 | 85.7 |
| | ===== | ===== | ===== |
| Roll Forward of Present Value of | | | |
| In-Force | | | |
| Balance at beginning-of-year | 1,362.5 | 1,483.3 | (120.9) |
| Amortization | (136.4) | (113.1) | (23.3) |
| Foreign currency translation | | | |
| adjustment | 24.1 | (7.0) | 31.1 |
| Other | (0.0) | (0.7) | 0.7 |
| | ----- | ----- | ----- |
| Balance at end-of-year | 1,250.1 | 1,362.5 | (112.4) |
| | ===== | ===== | ===== |

Eleven-Year Summary
Unaudited [Millions of Dollars except Per

| For the Year Ended December 31 | 2002 | 2001 | 2000 | 1999 |
|--------------------------------|--------|--------|--------|--------|
| | ----- | ----- | ----- | ----- |
| Revenue | | | | |
| Lincoln Retirement | 1787.7 | 1968.3 | 2133.7 | 2115.8 |
| Life Insurance | 1785.0 | 1840.6 | 1819.0 | 1760.4 |
| Investment Management | 399.3 | 433.7 | 490.3 | 495.5 |
| Lincoln UK | 277.2 | 290.7 | 433.8 | 446.6 |
| Corporate & Other | 386.3 | 1844.7 | 1970.4 | 1985.4 |
| | ----- | ----- | ----- | ----- |
| Total Revenue | 4635.5 | 6378.0 | 6847.1 | 6803.7 |
| | ===== | ===== | ===== | ===== |
| Income from Operations* | | | | |
| Lincoln Retirement | 187.5 | 320.3 | 362.0 | 299.4 |
| Life Insurance | 271.9 | 279.0 | 259.9 | 212.0 |
| Investment Management | 28.9 | 14.6 | 44.1 | 61.0 |
| Lincoln UK | 37.0 | 60.2 | 61.0 | (13.9) |
| Corporate & Other | (50.8) | 14.8 | (8.0) | (83.1) |
| | ----- | ----- | ----- | ----- |
| Total Income from Cont Oper | 474.4 | 689.0 | 719.1 | 475.5 |
| Discontinued Operations | | | | |
| | ----- | ----- | ----- | ----- |
| Income from Operations | 474.4 | 689.0 | 719.1 | 475.5 |
| | ===== | ===== | ===== | ===== |
| Net Income | | | | |
| Lincoln Retirement | 57.8 | 269.2 | 358.6 | 291.5 |

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| | | | | |
|---|---------|-------|--------|--------|
| Life Insurance | 209.0 | 233.1 | 249.3 | 211.5 |
| Investment Management | 25.6 | 11.8 | 37.0 | 51.6 |
| Lincoln UK | 40.0 | 68.9 | (13.2) | (18.2) |
| Corporate & Other | (240.9) | 7.2 | (10.2) | (76.1) |
| | ----- | ----- | ----- | ----- |
| Total Net Inc from Cont Oper Discontinued Operations | 91.6 | 590.2 | 621.4 | 460.4 |
| | ----- | ----- | ----- | ----- |
| Total Net Income | 91.6 | 590.2 | 621.4 | 460.4 |
| | ----- | ----- | ----- | ----- |

OTHER DATA

| | | | | |
|--|----------|----------|----------|----------|
| Assets | 93135.3 | 98001.3 | 99844.1 | 103095.7 |
| Shareholders' Equity: | | | | |
| Securities and Derivatives at Market | 5355.0 | 5263.5 | 4954.1 | 4263.9 |
| Securities and Derivatives at Cost | 4514.6 | 5046.3 | 4942.0 | 4729.6 |
| Average Equity (Sec & Deriv at Cost) | 4910.1 | 5022.6 | 4831.9 | 4818.7 |
| Common Shares Outstanding: (millions) | | | | |
| End of Period - Diluted | 179.0 | 191.1 | 195.2 | 197.0 |
| Average for the Period - Diluted | 185.6 | 193.3 | 194.9 | 200.4 |
| Per Share Data (Diluted) | | | | |
| Income (Loss) from Continuing Operations | \$2.56 | \$3.56 | \$3.69 | \$2.37 |
| Income from Operations * | \$2.56 | \$3.56 | \$3.69 | \$2.37 |
| Net Income from Continuing Operations | \$0.49 | \$3.05 | \$3.19 | \$2.30 |
| Net Income | \$0.49 | \$3.05 | \$3.19 | \$2.30 |
| Shareholders' Equity: | | | | |
| Shareholders' Equity (Includes accum OCI) | \$30.15 | \$28.10 | \$25.92 | \$21.76 |
| Shareholders' Equity (Excludes accum OCI) | \$25.97 | \$27.13 | \$25.85 | \$24.14 |
| Dividends Declared (Common Stock) | \$1.30 | \$1.24 | \$1.18 | \$1.12 |
| Return on Equity (see page 30) | | | | |
| Net Income/Average Equity | 1.9% | 11.8% | 12.9% | 9.6% |
| Inc from Operations/Average Equity | 9.7% | 13.7% | 14.9% | 9.9% |
| Market Value of Common Stock | | | | |
| High for the Year | \$53.650 | \$52.750 | \$56.375 | \$57.500 |
| Low for the Year | \$25.150 | \$38.000 | \$22.625 | \$36.000 |
| Close for the Year | \$31.580 | \$48.570 | \$47.313 | \$40.000 |

| | | | | |
|--------------------------------|-------|-------|-------|-------|
| For the Year Ended December 31 | 1996 | 1995 | 1994 | 1993 |
| | ----- | ----- | ----- | ----- |

Revenue

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| | | | | |
|--|---------|---------|---------|---------|
| Lincoln Retirement | 1805.0 | 1877.1 | 1506.2 | 1603.8 |
| Life Insurance | 549.2 | 514.9 | 466.2 | 477.5 |
| Investment Management | 410.5 | 290.5 | | |
| Lincoln UK | 393.2 | 351.5 | 216.0 | 174.9 |
| Corporate & Other | 1575.6 | 1552.5 | 1744.1 | 2680.9 |
| | ----- | ----- | ----- | ----- |
| Total Revenue | 4733.6 | 4586.5 | 3932.5 | 4937.1 |
| | ===== | ===== | ===== | ===== |
| Income from Operations* | | | | |
| Lincoln Retirement | 174.6 | 175.2 | 142.4 | 127.1 |
| Life Insurance | 41.2 | 35.4 | 34.2 | 37.8 |
| Investment Management | 18.6 | 20.6 | | |
| Lincoln UK | 66.0 | 45.9 | 17.2 | 11.9 |
| Corporate & Other | (1.7) | (136.2) | 24.8 | 20.8 |
| | ----- | ----- | ----- | ----- |
| Total Income from Cont Oper | 298.8 | 140.8 | 218.6 | 197.6 |
| Discontinued Operations | 135.3 | 165.6 | 171.1 | 145.9 |
| | ----- | ----- | ----- | ----- |
| Income from Operations | 434.1 | 306.5 | 389.7 | 343.5 |
| | ===== | ===== | ===== | ===== |
| Net Income | | | | |
| Lincoln Retirement | 204.3 | 248.8 | 142.4 | 127.1 |
| Life Insurance | 51.8 | 40.6 | 34.2 | 37.8 |
| Investment Management | 25.0 | 27.4 | | |
| Lincoln UK | 66.0 | 45.7 | 18.5 | 12.6 |
| Corporate & Other | 9.3 | (61.0) | (29.6) | (101.1) |
| | ----- | ----- | ----- | ----- |
| Total Net Inc from Cont Oper | 356.4 | 301.4 | 165.5 | 76.4 |
| Discontinued Operations | 157.2 | 180.8 | 184.4 | 242.5 |
| | ----- | ----- | ----- | ----- |
| Total Net Income | 513.6 | 482.2 | 349.9 | 318.9 |
| | ----- | ----- | ----- | ----- |
| OTHER DATA | | | | |
| Assets | 71713.4 | 63257.7 | 48864.8 | 47825.1 |
| Shareholders' Equity: | | | | |
| Securities and Derivatives at Market | 4470.0 | 4378.1 | 3042.1 | 4072.3 |
| Securities and Derivatives at Cost | 4057.1 | 3679.9 | 3353.1 | 3157.6 |
| Average Equity (Sec & Deriv at Cost) | 3866.0 | 3568.4 | 3288.6 | 3009.0 |
| Common Shares Outstanding: | | | | |
| (millions) | | | | |
| End of Period - Diluted | 209.5 | 210.3 | 208.3 | 208.3 |
| Average for the Period - Diluted | 210.7 | 209.5 | 208.7 | 206.1 |
| Per Share Data (Diluted) | | | | |
| Income (Loss) from Continuing Operations | \$1.42 | \$0.67 | \$1.05 | \$0.96 |
| Income from Operations * | \$2.06 | \$1.46 | \$1.87 | \$1.67 |
| Net Income from Continuing Operations | \$1.69 | \$1.44 | \$0.79 | \$0.37 |
| Net Income | \$2.44 | \$2.30 | \$1.68 | \$1.55 |
| Shareholders' Equity: | | | | |
| Shareholders' Equity (Includes | | | | |

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| | | | | |
|--|----------|----------|----------|----------|
| accum OCI) | \$21.50 | \$20.95 | \$14.67 | \$19.69 |
| Shareholders' Equity (Excludes accum OCI) | \$19.51 | \$17.61 | \$16.17 | \$15.27 |
| Dividends Declared (Common Stock) | \$0.94 | \$0.88 | \$0.830 | \$0.775 |
| Return on Equity (see page 30) | | | | |
| Net Income/Average Equity | 13.3% | 14.7% | 10.6% | 10.6% |
| Inc from Operations/Average Equity | 11.2% | 9.4% | 11.8% | 11.4% |
| Market Value of Common Stock | | | | |
| High for the Year | \$28.500 | \$26.875 | \$22.188 | \$24.125 |
| Low for the Year | \$20.375 | \$17.313 | \$17.313 | \$17.344 |
| Close for the Year | \$26.250 | \$26.875 | \$17.500 | \$21.750 |

* "Income from Operations" is defined as "Net income less realized gain (loss) on investments, de associated items, gain (loss) on sale of subsidiaries, restructuring charges, and cumulative ef net of taxes." Income from operations also excludes the recognition of losses and related chang amortization under indemnity reinsurance resulting from future developments in the business rei

Quarterly Summary
Unaudited [Millions of Dollars except Per Share Dat

| For the Quarter Ended | Mar 2000 | Jun 2000 | Sep 2000 | Dec 2000 |
|-------------------------|-------------|-------------|-------------|-------------|
| | ----- | ----- | ----- | ----- |
| Revenue | | | | |
| Lincoln Retirement | 548.7 | 530.5 | 532.1 | 522.3 |
| Life Insurance | 441.7 | 444.2 | 453.2 | 479.9 |
| Investment Management | 125.8 | 120.7 | 123.8 | 120.0 |
| Lincoln UK | 116.8 | 103.5 | 110.7 | 102.8 |
| Corporate & Other | 440.2 | 489.0 | 494.1 | 547.0 |
| | ----- | ----- | ----- | ----- |
| Total Revenue | 1673.2 | 1688.0 | 1714.0 | 1772.0 |
| | ===== | ===== | ===== | ===== |
| Income from Operations* | | | | |
| Lincoln Retirement | 88.5 | 84.1 | 102.9 | 86.4 |
| Life Insurance | 60.4 | 62.4 | 66.5 | 70.6 |
| Investment Management | 12.4 | 13.1 | 9.9 | 8.7 |
| Lincoln UK | 15.7 | 19.3 | 10.6 | 15.5 |
| Corporate & Other | (6.5) | (5.9) | 0.9 | 3.5 |
| | ----- | ----- | ----- | ----- |
| Income from Operations | 170.6 | 173.0 | 190.7 | 184.7 |
| | ===== | ===== | ===== | ===== |
| Net Income | | | | |
| Lincoln Retirement | 91.2 | 84.4 | 93.8 | 89.2 |
| Life Insurance | 58.1 | 58.4 | 67.4 | 65.4 |
| Investment Management | 12.3 | 8.4 | 9.7 | 6.6 |
| Lincoln UK | 15.5 | 19.1 | (29.9) | (17.9) |
| Corporate & Other | (6.8) | (6.8) | (2.3) | 5.7 |
| | ----- | ----- | ----- | ----- |
| Total Net Income | 170.2 | 163.6 | 138.6 | 148.9 |

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OTHER DATA

| | | | | |
|---|----------|----------|----------|----------|
| Assets | 106340.0 | 103847.6 | 103243.1 | 99844.1 |
| Shareholders' Equity | | | | |
| Beg of Period (Sec & Deriv at Market) | 4263.9 | 4340.4 | 4223.7 | 4538.6 |
| End of Period (Sec & Deriv at Market) | 4340.4 | 4223.7 | 4538.6 | 4954.1 |
| End of Period (Sec & Deriv at Cost) | 4751.6 | 4780.3 | 4876.3 | 4942.0 |
| Average Equity (Sec & Deriv at Cost) | 4791.5 | 4753.0 | 4867.2 | 4915.7 |
| Common Shares Outstanding | | | | |
| Average for the Period - Diluted | 195.8 | 194.0 | 195.6 | 195.6 |
| End of Period - Diluted | 195.1 | 193.7 | 196.2 | 195.2 |
| Per Share Data (Diluted) | | | | |
| Income from Operations * | \$0.87 | \$0.89 | \$0.98 | \$0.94 |
| Net Income | \$0.87 | \$0.84 | \$0.71 | \$0.76 |
| Shareholders' Equity | | | | |
| Shareholders' Equity (Includes accum OCI) | 22.45 | 22.10 | 23.67 | 25.92 |
| Shareholders' Equity (Excludes accum OCI) | 24.58 | 25.01 | 25.43 | 25.85 |
| Dividends Declared (Com Stk) | 0.290 | 0.290 | 0.290 | 0.305 |
| Return on Equity (see page 30) | | | | |
| Net Income/Average Equity | 14.2% | 13.8% | 11.4% | 12.1% |
| Inc from Operations/Average Equity | 14.2% | 14.6% | 15.7% | 15.0% |
| Market Value of Common Stock | | | | |
| Highest Price | \$41.375 | \$40.063 | \$56.375 | \$50.938 |
| Lowest Price | \$22.625 | \$29.000 | \$35.625 | \$40.875 |
| Closing Price | \$33.500 | \$36.125 | \$48.125 | \$47.313 |
| | Sep | Dec | Mar | Jun |
| For the Quarter Ended | 2001 | 2001 | 2002 | 2002 |
| | ----- | ----- | ----- | ----- |
| Revenue | | | | |
| Lincoln Retirement | 478.2 | 467.5 | 453.0 | 442.6 |
| Life Insurance | 460.6 | 464.7 | 423.9 | 439.8 |
| Investment Management | 104.7 | 106.5 | 103.5 | 102.4 |
| Lincoln UK | 85.0 | 53.4 | 53.2 | 80.5 |
| Corporate & Other | 489.5 | 371.7 | 92.3 | 92.2 |
| | ----- | ----- | ----- | ----- |
| Total Revenue | 1618.0 | 1463.8 | 1126.0 | 1157.5 |
| | ===== | ===== | ===== | ===== |
| Income from Operations* | | | | |
| Lincoln Retirement | 72.4 | 74.8 | 80.4 | 47.8 |
| Life Insurance | 70.1 | 73.2 | 71.1 | 73.5 |
| Investment Management | 3.5 | 5.1 | 8.0 | 6.6 |
| Lincoln UK | 10.1 | 19.5 | 14.4 | 6.7 |
| Corporate & Other | (12.9) | 26.5 | (12.0) | (7.3) |

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| | | | | |
|---|----------|----------|----------|----------|
| Income from Operations | 143.2 | 199.1 | 162.0 | 127.2 |
| Net Income | | | | |
| Lincoln Retirement | 58.6 | 54.2 | 47.6 | 10.2 |
| Life Insurance | 64.7 | 51.9 | 44.2 | 57.4 |
| Investment Management | 2.9 | 4.0 | 7.0 | 6.2 |
| Lincoln UK | 14.0 | 22.5 | 10.8 | 9.8 |
| Corporate & Other | (21.2) | 36.7 | (15.2) | (24.2) |
| Total Net Income | 119.1 | 169.2 | 94.5 | 59.4 |
| OTHER DATA | | | | |
| Assets | 90206.0 | 98001.3 | 97846.4 | 95069.2 |
| Shareholders' Equity | | | | |
| Beg of Period (Sec & Deriv at Market) | 5055.9 | 5368.6 | 5263.5 | 5131.1 |
| End of Period (Sec & Deriv at Market) | 5368.6 | 5263.5 | 5131.1 | 5307.9 |
| End of Period (Sec & Deriv at Cost) | 5100.4 | 5046.3 | 5076.6 | 4959.5 |
| Average Equity (Sec & Deriv at Cost) | 5085.0 | 5131.4 | 5083.3 | 5080.7 |
| Common Shares Outstanding | | | | |
| Average for the Period - Diluted | 194.8 | 192.8 | 191.7 | 189.7 |
| End of Period - Diluted | 193.3 | 191.1 | 191.7 | 186.9 |
| Per Share Data (Diluted) | | | | |
| Income from Operations * | \$0.74 | \$1.03 | \$0.84 | \$0.67 |
| Net Income | \$0.61 | \$0.88 | \$0.49 | \$0.31 |
| Shareholders' Equity | | | | |
| Shareholders' Equity (Includes accum OCI) | 28.29 | 28.10 | 27.30 | 28.77 |
| Shareholders' Equity (Excludes accum OCI) | 26.87 | 27.13 | 27.20 | 27.09 |
| Dividends Declared (Com Stk) | 0.305 | 0.320 | 0.320 | 0.320 |
| Return on Equity (see page 30) | | | | |
| Net Income/Average Equity | 9.4% | 13.2% | 7.4% | 4.7% |
| Inc from Operations/Average Equity | 11.3% | 15.5% | 12.7% | 10.0% |
| Market Value of Common Stock | | | | |
| Highest Price | \$52.750 | \$49.450 | \$53.650 | \$52.540 |
| Lowest Price | \$41.000 | \$40.000 | \$47.200 | \$40.750 |
| Closing Price | \$46.630 | \$48.570 | \$50.730 | \$42.000 |

* "Income from Operations" is defined as "Net income less realized gain (loss) on investments, de associated items, gain (loss) on sale of subsidiaries, restructuring charges, and cumulative ef changes, all net of taxes." Income from operations also excludes the recognition of losses and the deferred gain amortization under indemnity reinsurance resulting from future developments i

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Reconciliation of Business Segments to Consolidated
Unaudited [Millions of Dollars]

| For the Quarter Ended December 30 | Lincoln Retirement | | Life Insurance | | Investment Management |
|--|--------------------|-------------|----------------|-------------|-----------------------|
| | Dec 2002 | Dec 2001 | Dec 2002 | Dec 2001 | Dec 2002 |
| Operating Revenue | | | | | |
| Life and annuity premiums | 8.7 | 12.7 | 56.4 | 64.3 | |
| Surrender charges | 7.4 | 7.2 | 15.5 | 19.9 | (0.0) |
| Mortality assessments | | | 127.3 | 125.5 | |
| Expense assessments | 105.7 | 126.2 | 56.3 | 52.8 | (0.0) |
| Health premiums | | | 0.0 | 0.1 | |
| Investment advisory fees | | | | (0.0) | 65.8 |
| Other revenue and fees | 2.7 | 10.0 | 6.2 | 6.0 | 22.1 |
| Net investment income | 373.1 | 342.6 | 223.3 | 226.6 | 12.7 |
| Earnings in Unconsolidated Affiliates | | | | | |
| Operating Revenue | 497.6 | 498.7 | 485.0 | 495.2 | 100.5 |
| Operating Benefits and Expenses | | | | | |
| Ins. benefits paid or provided: | | | | | |
| Life and annuity policy benefits | 78.4 | 55.3 | 114.6 | 112.9 | |
| Div accum & div to policyholders | | | 22.8 | 25.4 | |
| Interest credited to policy bal. | 231.7 | 227.5 | 150.7 | 146.9 | 0.0 |
| Health policy benefits | | | 0.0 | 0.0 | |
| Total insurance benefits | 310.1 | 282.8 | 288.0 | 285.2 | 0.0 |
| Underwriting, acquisition, insurance and other expenses*: | | | | | |
| Commissions | 72.8 | 96.7 | 38.6 | 45.1 | 0.0 |
| Other volume related expenses | 18.1 | 13.1 | 58.3 | 56.9 | (0.0) |
| Operating and administrative expenses | 68.3 | 66.4 | 43.6 | 38.3 | 81.2 |
| Taxes, licenses and fees | (0.5) | 4.5 | 11.5 | 12.5 | 3.3 |
| Par policyholder interests | | | | | |
| Foreign exchange | | | | | |
| Subtotal | 158.8 | 180.7 | 152.1 | 152.8 | 84.4 |
| Deferral of acquisition costs | (55.3) | (71.9) | (101.4) | (106.3) | |
| DAC amortization | 29.6 | 20.8 | 36.3 | 30.2 | |
| DAC deferral net of amortization | (25.7) | (51.0) | (65.1) | (76.1) | |
| PVIF amortization | 20.0 | 1.4 | 17.4 | 14.7 | |
| Other intangibles amortization | | | | | 2.0 |
| Total underwriting, acquisition, insurance and other expenses | 153.2 | 131.1 | 104.4 | 91.4 | 86.4 |
| Goodwill amortization | | 0.3 | | 5.9 | |
| Interest | | | 0.0 | 0.0 | |
| Operating Benefits and Expenses | 463.3 | 414.2 | 392.5 | 382.5 | 86.4 |
| Income from Operations Before Tax | 34.4 | 84.5 | 92.5 | 112.7 | 14.1 |

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| | | | | | |
|---|--------|--------|-------|--------|-------|
| Federal income taxes | (2.1) | 9.7 | 28.8 | 39.5 | 3.8 |
| Income from Operations | 36.5 | 74.8 | 63.8 | 73.2 | 10.3 |
| Restructuring charges | | | | (1.5) | 0.0 |
| Realized gains (losses) on investments | (30.4) | (20.7) | (3.6) | (21.3) | (0.9) |
| Gains (losses) on derivatives | (0.0) | 0.1 | 0.1 | 1.5 | |
| Reserve increase on business sold through reinsurance | | | | | |
| Gain on sale of subsidiaries | | | | | |
| Income before Accounting Changes | 6.0 | 54.2 | 60.2 | 51.9 | 9.3 |
| Cumulative effect of accounting changes | | 0.0 | | (0.0) | |
| Net Income | 6.0 | 54.2 | 60.2 | 51.9 | 9.3 |
| Inc. from Oper.-before Goodwill Amort. | 36.5 | 75.1 | 63.8 | 79.1 | 10.3 |
| Net Income-before Goodwill Amort. | 6.0 | 54.5 | 60.2 | 57.8 | 9.3 |

* Does not include restructuring charges which is consistent with the definition of "Income from

Reconciliation of Business Segments to Consolidated Income Statement
Unaudited [Millions of Dollars]

| For the Quarter Ended December 31 | Corporate and Other Operations | | Consolidating Adjustments | | Consolidat |
|--|-----------------------------------|-------------|------------------------------|-------------|-------------|
| | Dec 2002 | Dec 2001 | Dec 2002 | Dec 2001 | Dec 2002 |
| Operating Revenue | | | | | |
| Life and annuity premiums | 2.2 | 182.3 | | | 80.7 |
| Surrender charges | | 0.1 | 0.6 | 0.5 | 23.5 |
| Mortality assessments | (0.9) | 0.0 | | | 135.3 |
| Expense assessments | 0.9 | (0.0) | 7.0 | 9.3 | 192.8 |
| Health premiums | 18.4 | 35.5 | | | 19.1 |
| Investment advisory fees | | | (21.1) | (20.5) | 44.7 |
| Other revenue and fees | 110.4 | 115.3 | (40.9) | (37.3) | 88.4 |
| Net investment income | 37.7 | 51.1 | (1.3) | (1.7) | 662.2 |
| Earnings in Unconsolidated Affiliates | | 4.3 | | | |
| Operating Revenue | 168.7 | 388.6 | (55.8) | (49.6) | 1246.7 |

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| | | | | | |
|---|--------|--------|--------|--------|---------|
| Operating Benefits and Expenses | | | | | |
| Ins. benefits paid or provided: | | | | | |
| Life and annuity policy benefits | (0.2) | 117.9 | | | 214.0 |
| Div accum & div to policyholders | (0.0) | 1.2 | | | 22.8 |
| Interest credited to policy bal. | 21.4 | 7.0 | 7.2 | 9.2 | 411.1 |
| Health policy benefits | 3.3 | 20.9 | | | 5.1 |
| | ----- | ----- | ----- | ----- | ----- |
| Total insurance benefits | 24.5 | 146.9 | 7.2 | 9.2 | 653.0 |
| Underwriting, acquisition, insurance and other expenses*: | | | | | |
| Commissions | 42.2 | 69.0 | 7.1 | 5.1 | 162.0 |
| Other volume related expenses | 20.7 | (21.1) | (24.5) | (19.7) | 72.6 |
| Operating and administrative expenses | 71.4 | 122.0 | (42.1) | (41.8) | 242.5 |
| Taxes, licenses and fees | 9.1 | 7.8 | | | 23.5 |
| Par policyholder interests | | | | | |
| Foreign exchange | (0.6) | 1.1 | | | (0.6) |
| | ----- | ----- | ----- | ----- | ----- |
| Subtotal | 142.7 | 178.8 | (59.4) | (56.4) | 499.9 |
| Deferral of acquisition costs | (6.6) | (10.5) | | (8.7) | (167.8) |
| DAC amortization | 0.1 | 1.5 | 8.2 | 8.0 | 62.7 |
| | ----- | ----- | ----- | ----- | ----- |
| DAC deferral net of amortization | 0.1 | (5.1) | (2.2) | (0.7) | (105.0) |
| PVIF amortization | | | | | 43.0 |
| Other intangibles amortization | | 0.2 | | | 2.0 |
| Total underwriting, acquisition, insurance and other expenses | 142.8 | 173.9 | (61.7) | (57.1) | 439.9 |
| Goodwill amortization | | 0.3 | | (0.0) | |
| Interest | 24.8 | 26.7 | (1.3) | (1.7) | 23.5 |
| | ----- | ----- | ----- | ----- | ----- |
| Operating Benefits and Expenses | 192.1 | 347.9 | (55.8) | (49.6) | 1116.3 |
| | ----- | ----- | ----- | ----- | ----- |
| Income from Operations Before Tax | (23.5) | 40.7 | (0.0) | 0.0 | 130.3 |
| | ----- | ----- | ----- | ----- | ----- |
| Federal income taxes | (9.2) | 14.2 | | | 18.2 |
| | ----- | ----- | ----- | ----- | ----- |
| Income from Operations | (14.3) | 26.5 | (0.0) | 0.0 | 112.2 |
| | ----- | ----- | ----- | ----- | ----- |
| Restructuring charges | 0.0 | (18.3) | | | 1.7 |
| Realized gains (losses) on investments | 0.8 | 19.5 | | 0.3 | (33.3) |
| Gains (losses) on derivatives | 0.2 | (6.3) | | | 0.2 |
| Reserve increase on business sold through reinsurance | (8.2) | | | | (8.2) |
| Gain on sale of subsidiaries | (11.5) | 15.0 | 2.1 | | (9.4) |
| | ----- | ----- | ----- | ----- | ----- |
| Income before Accounting Changes | (33.0) | 36.4 | 2.1 | 0.3 | 63.2 |
| Cumulative effect of accounting changes | | (0.0) | | | |
| | ----- | ----- | ----- | ----- | ----- |
| Net Income | (33.0) | 36.4 | 2.1 | 0.3 | 63.2 |
| | ===== | ===== | ===== | ===== | ===== |
| Inc. from Oper.-before Goodwill Amort. | (14.3) | 26.8 | (0.0) | | 112.2 |
| | ----- | ----- | ----- | ----- | ----- |
| Net Income-before Goodwill Amort. | (33.0) | 36.7 | 2.1 | 0.3 | 63.2 |
| | ----- | ----- | ----- | ----- | ----- |

* Does not include restructuring charges which is consistent with the definition of "Income from Operations" (see page 5).

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Reconciliation of Business Segments to Consolidated
Unaudited [Millions of Dollars]

| For the Year Ended December 31 | Lincoln Retirement | | Life Insurance | | Investment Management |
|---|--------------------|----------|----------------|----------|-----------------------|
| | Dec 2002 | Dec 2001 | Dec 2002 | Dec 2001 | Dec 2002 |
| Operating Revenue | | | | | |
| Life and annuity premiums | 47.4 | 77.5 | 203.6 | 212.3 | |
| Surrender charges | 31.2 | 31.2 | 54.1 | 66.1 | |
| Mortality assessments | | | 501.5 | 499.4 | |
| Expense assessments | 469.8 | 537.7 | 199.5 | 191.4 | |
| Health premiums | | | 0.2 | 0.1 | |
| Investment advisory fees | | | | | 267.2 |
| Other revenue and fees | 3.3 | 16.7 | 23.7 | 17.9 | 87.0 |
| Net investment income | 1433.9 | 1370.0 | 899.1 | 910.2 | 50.5 |
| Earnings in Unconsolidated Affiliates | | | | | |
| Operating Revenue | 1985.5 | 2033.1 | 1881.7 | 1897.5 | 404.7 |
| Operating Benefits and Expenses | | | | | |
| Ins. benefits paid or provided: | | | | | |
| Life and annuity policy benefits | 314.1 | 263.9 | 427.4 | 418.6 | |
| Div accum & div to policyholders | | | 76.0 | 78.5 | |
| Interest credited to policy bal. | 903.8 | 863.8 | 598.6 | 569.9 | |
| Health policy benefits | | | 0.0 | 0.0 | |
| Total insurance benefits | 1217.9 | 1127.7 | 1102.0 | 1067.0 | |
| Underwriting, acquisition, insurance and other expenses*: | | | | | |
| Commissions | 320.8 | 336.3 | 139.8 | 142.1 | |
| Other volume related expenses | 64.6 | 49.7 | 190.4 | 176.4 | |
| Operating and administrative expenses | 225.0 | 225.5 | 157.8 | 161.0 | 342.3 |
| Taxes, licenses and fees | 11.5 | 13.7 | 53.2 | 49.2 | 17.7 |
| Par policyholder interests | | | | | |
| Foreign exchange | | | | | |
| Subtotal | 621.8 | 625.3 | 541.2 | 528.7 | 360.0 |
| Deferral of acquisition costs | (243.9) | (240.9) | (336.6) | (324.8) | |
| DAC amortization | 157.6 | 125.5 | 105.8 | 95.0 | |
| DAC deferral net of amortization | (86.2) | (115.4) | (230.7) | (229.8) | |
| PVIF amortization | 31.8 | 14.7 | 73.9 | 75.9 | |
| Other intangibles amortization | | | | | 8.2 |
| Total underwriting, acquisition, insurance and other expenses | 567.4 | 524.5 | 384.4 | 374.7 | 368.3 |
| Goodwill amortization | | 1.2 | | 23.7 | |

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| | | | | | |
|---|---------|--------|--------|--------|-------|
| Interest | | | 0.0 | 0.0 | |
| Operating Benefits and Expenses | 1785.3 | 1653.5 | 1486.3 | 1465.4 | 368.3 |
| Income from Operations Before Tax | 200.2 | 379.6 | 395.4 | 432.1 | 36.4 |
| Federal income taxes | 12.7 | 59.3 | 123.5 | 153.0 | 7.5 |
| Income from Operations | 187.5 | 320.3 | 271.9 | 279.0 | 28.9 |
| Restructuring charges | (1.0) | (1.3) | | (3.5) | 0.3 |
| Realized gains (losses) on investments | (127.8) | (42.3) | (63.8) | (38.5) | (3.5) |
| Gains (losses) on derivatives | (0.8) | (0.2) | 1.0 | 1.6 | |
| Reserve increase on business sold through reinsurance | | | | | |
| Gain on sale of subsidiaries | | | | | |
| Income before Accounting Changes | 57.8 | 276.5 | 209.0 | 238.6 | 25.6 |
| Cumulative effect of accounting changes | | (7.3) | | (5.5) | |
| Net Income | 57.8 | 269.2 | 209.0 | 233.1 | 25.6 |
| Inc. from Oper.-before Goodwill Amort. | 187.5 | 321.5 | 271.9 | 302.7 | 28.9 |
| Net Income-before Goodwill Amort. | 57.8 | 270.5 | 209.0 | 256.7 | 25.6 |

* Does not include restructuring charges which is consistent with the definition of "Income from

Reconciliation of Business Segments to Consolidated Income Statement
Unaudited [Millions of Dollars]

| For the Year Ended December 31 | Corporate and Other Operations | | Consolidating Adjustments | | Consolidat |
|--|-----------------------------------|-------------|------------------------------|-------------|-------------|
| | Dec 2002 | Dec 2001 | Dec 2002 | Dec 2001 | Dec 2002 |
| Operating Revenue | | | | | |
| Life and annuity premiums | (3.3) | 1030.1 | | | 295.6 |
| Surrender charges | | 1.9 | 2.4 | 2.2 | 87.8 |
| Mortality assessments | (3.6) | 0.1 | | | 530.3 |
| Expense assessments | 3.6 | (0.0) | 38.1 | 45.3 | 816.3 |
| Health premiums | 17.5 | 337.9 | | | 20.3 |
| Investment advisory fees | | | (83.8) | (87.5) | 183.3 |
| Other revenue and fees | 392.4 | 366.2 | (156.5) | (149.6) | 374.7 |
| Net investment income | 168.6 | 292.2 | (6.0) | (11.1) | 2608.3 |
| Earnings in Unconsolidated Affiliates | (0.6) | 5.7 | | | (0.6) |

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| | | | | | | |
|---|---------|---------|---------|---------|---------|---|
| Operating Revenue | 574.6 | 2034.0 | (205.7) | (200.5) | 4916.1 | 6 |
| Operating Benefits and Expenses | | | | | | |
| Ins. benefits paid or provided: | | | | | | |
| Life and annuity policy benefits | (1.1) | 764.6 | | | 811.3 | 1 |
| Div accum & div to policyholders | | 5.2 | | | 76.0 | |
| Interest credited to policy bal. | 83.5 | 33.6 | 31.3 | 38.7 | 1617.1 | 1 |
| Health policy benefits | 36.3 | 289.6 | | | 49.7 | |
| Total insurance benefits | 118.8 | 1092.9 | 31.3 | 38.7 | 2554.1 | 3 |
| Underwriting, acquisition, insurance and other expenses*: | | | | | | |
| Commissions | 86.1 | 349.1 | 26.5 | 22.1 | 579.4 | |
| Other volume related expenses | 79.6 | 26.4 | (77.8) | (67.7) | 256.8 | |
| Operating and administrative expenses | 238.9 | 397.3 | (170.6) | (177.9) | 867.8 | 1 |
| Taxes, licenses and fees | 29.1 | 43.2 | | | 111.5 | |
| Par policyholder interests | | | | | | |
| Foreign exchange | 0.3 | (1.4) | | | 0.3 | |
| Subtotal | 434.0 | 814.7 | (221.9) | (223.5) | 1815.8 | 2 |
| Deferral of acquisition costs | (1.4) | (108.5) | (42.0) | (35.6) | (627.3) | (|
| DAC amortization | 0.4 | 80.5 | 32.8 | 30.9 | 346.7 | |
| DAC deferral net of amortization | (1.0) | (28.0) | (9.2) | (4.7) | (280.6) | (|
| PVIF amortization | | | | | 136.5 | |
| Other intangibles amortization | | 1.3 | | | 8.2 | |
| Total underwriting, acquisition, insurance and other expenses | 433.0 | 788.0 | (231.0) | (228.2) | 1679.9 | 2 |
| Goodwill amortization | | 1.7 | | (0.0) | | |
| Interest | 102.6 | 132.1 | (6.0) | (11.1) | 96.6 | |
| Operating Benefits and Expenses | 654.3 | 2014.6 | (205.7) | (200.6) | 4330.6 | 5 |
| Income from Operations Before Tax | (79.8) | 19.4 | 0.0 | 0.0 | 585.4 | |
| Federal income taxes | (29.0) | 4.7 | | | 111.0 | |
| Income from Operations | (50.8) | 14.8 | 0.0 | 0.0 | 474.4 | |
| Restructuring charges | 1.1 | (19.5) | | | 2.0 | |
| Realized gains (losses) on investments | 16.7 | 4.8 | | 1.0 | (177.2) | |
| Gains (losses) on derivatives | 0.6 | (6.3) | | | 0.8 | |
| Reserve increase on business sold through reinsurance | (199.1) | | | | (199.1) | |
| Gain on sale of subsidiaries | (11.5) | 15.0 | 2.1 | | (9.4) | |
| Income before Accounting Changes | (243.0) | 8.8 | 2.1 | 1.1 | 91.6 | |
| Cumulative effect of accounting changes | | (2.7) | | | | (|
| Net Income | (243.0) | 6.1 | 2.1 | 1.1 | 91.6 | |
| Inc. from Oper.-before Goodwill Amort. | (50.8) | 16.4 | 0.0 | | 474.4 | |

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| | | | | | |
|-----------------------------------|---------|-----|-----|-----|------|
| Net Income-before Goodwill Amort. | (243.0) | 7.8 | 2.1 | 1.0 | 91.6 |
|-----------------------------------|---------|-----|-----|-----|------|

* Does not include restructuring charges which is consistent with the definition of "Income from Operations" (see page 5).

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Statement of Consolidated Income
Unaudited [Millions of Dollars]

| For the Year Ended December 31 | 1998 | 1999 | 2000 | 2001 | 2002 |
|--|---------|---------|---------|---------|---------|
| Operating Revenue | | | | | |
| Life and annuity premiums | 985.6 | 1183.0 | 1403.3 | 1363.4 | 295.6 |
| Surrender charges | 91.5 | 110.2 | 114.7 | 101.5 | 87.8 |
| Mortality assessments | 380.1 | 496.4 | 496.5 | 533.3 | 530.3 |
| Expense assessments | 803.0 | 930.9 | 1050.2 | 909.2 | 816.3 |
| Health premiums | 635.1 | 698.5 | 409.8 | 340.6 | 20.3 |
| Investment advisory fees | 227.1 | 223.8 | 213.1 | 197.2 | 183.3 |
| Other revenue and fees | 261.0 | 344.5 | 441.1 | 349.1 | 374.7 |
| Net investment income | 2681.4 | 2807.5 | 2747.1 | 2679.6 | 2608.3 |
| Earnings in Unconsolidated Affiliates | 3.3 | 5.8 | (0.4) | 5.7 | (0.6) |
| Operating Revenue | 6068.0 | 6800.7 | 6875.4 | 6479.6 | 4916.1 |
| Operating Benefits and Expenses | | | | | |
| Ins. benefits paid or provided: | | | | | |
| Life and annuity policy benefits | 1237.7 | 1546.6 | 1546.4 | 1517.9 | 811.3 |
| Div accum & div to policyholders | 78.0 | 88.4 | 87.6 | 83.7 | 76.0 |
| Interest credited to policy bal. | 1446.2 | 1510.4 | 1474.2 | 1506.0 | 1617.1 |
| Health policy benefits | 566.9 | 659.7 | 449.0 | 302.1 | 49.7 |
| Total insurance benefits | 3328.9 | 3805.0 | 3557.2 | 3409.7 | 2554.1 |
| Underwriting, acquisition, insurance and other expenses*: | | | | | |
| Commissions | 740.1 | 961.0 | 919.1 | 860.3 | 579.4 |
| Other volume related expenses | 150.7 | 197.1 | 253.8 | 184.8 | 256.8 |
| Operating and administrative expenses | 995.7 | 1165.3 | 1157.0 | 1050.9 | 867.8 |
| Taxes, licenses and fees | 75.9 | 84.0 | 113.0 | 128.3 | 111.5 |
| Par policyholder interests | (4.3) | 3.3 | 1.1 | | |
| Foreign exchange | (1.5) | 1.9 | (2.9) | (1.4) | 0.3 |
| Subtotal | 1956.5 | 2412.6 | 2441.2 | 2223.0 | 1815.8 |
| Deferral of acquisition costs | | | | (714.1) | (627.3) |
| DAC amortization | | | | 367.7 | 346.7 |
| DAC deferral net of amortization | (208.2) | (314.6) | (427.5) | (346.3) | (280.6) |
| PVIF amortization | 77.1 | 102.5 | 132.6 | 113.1 | 136.5 |
| Other intangibles amortization | 18.8 | 18.0 | 17.7 | 12.1 | 8.2 |

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| | | | | | |
|---|--------|--------|--------|--------|---------|
| Total underwriting, acquisition, insurance and other expenses | 1844.2 | 2218.5 | 2164.1 | 2001.8 | 1679.9 |
| Goodwill amortization | 44.5 | 49.2 | 45.1 | 43.4 | |
| Interest | 117.1 | 133.7 | 139.5 | 121.0 | 96.6 |
| | ----- | ----- | ----- | ----- | ----- |
| Operating Benefits and Expenses | 5334.6 | 6206.4 | 5905.9 | 5576.0 | 4330.6 |
| | ----- | ----- | ----- | ----- | ----- |
| Income from Operations Before Tax | 733.4 | 594.4 | 969.6 | 903.6 | 585.4 |
| Federal income taxes | 203.0 | 118.9 | 250.5 | 214.7 | 111.0 |
| | ----- | ----- | ----- | ----- | ----- |
| Income from Continuing Operations | 530.4 | 475.5 | 719.1 | 689.0 | 474.4 |
| | ----- | ----- | ----- | ----- | ----- |
| Discontinued Operations | | | | | |
| Restructuring charges | (34.3) | (18.9) | (80.2) | (24.7) | 2.0 |
| Realized gains (losses) on investments | 13.7 | 3.8 | (17.5) | (68.7) | (177.2) |
| Gains (losses) on derivatives | | | | (4.9) | 0.8 |
| Reserve increase on business sold through reinsurance | | | | | (199.1) |
| Gain on sale of subsidiaries | | | | 15.0 | (9.4) |
| | ----- | ----- | ----- | ----- | ----- |
| Income before Accounting Changes | 509.8 | 460.4 | 621.4 | 605.8 | 91.6 |
| Cumulative Effect of Accounting Changes | | | | (15.6) | |
| | ----- | ----- | ----- | ----- | ----- |
| Net Income | 509.8 | 460.4 | 621.4 | 590.2 | 91.6 |
| | ===== | ===== | ===== | ===== | ===== |

Roll Forward of Deferred Acquisition Costs

| | | | | | |
|--|-------|-------|-------|---------|---------|
| Balance at beginning-of-year | | | | 3,070.5 | 2,885.3 |
| Deferral | | | | 714.1 | 627.3 |
| Amortization | | | | (367.7) | (346.7) |
| | ----- | ----- | ----- | ----- | ----- |
| Operating | | | | 346.4 | 280.5 |
| Adjustment related to realized (gains) losses on securities available-for-sale | | | | 112.9 | 115.0 |
| Adjustment related to unrealized (gains) losses on securities available-for-sale | | | | (187.2) | (338.5) |
| Foreign currency translation adjustment | | | | (16.0) | 56.9 |
| Disposition of business | | | | (425.9) | 0.0 |
| Other | | | | (15.3) | (28.3) |
| | ----- | ----- | ----- | ----- | ----- |
| Balance at end-of-year | | | | 2,885.3 | 2,970.9 |
| | ===== | ===== | ===== | ===== | ===== |

Roll Forward of Present Value of In-Force

| | | | | | |
|------------------------------|--|--|--|---------|---------|
| Balance at beginning-of-year | | | | 1,483.3 | 1,362.5 |
| Amortization | | | | (113.1) | (136.4) |
| Foreign currency translation | | | | | |

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| | | | | | |
|------------------------|-------|-------|-------|---------|---------|
| adjustment | | | | (7.0) | 24.1 |
| Other | | | | (0.7) | (0.0) |
| | ----- | ----- | ----- | ----- | ----- |
| Balance at end-of-year | | | | 1,362.5 | 1,250.1 |
| | ===== | ===== | ===== | ===== | ===== |

* Does not include restructuring charges which is consistent with the definition of "Income from Operations" (see page 5).

| Statement of Consolidated Income | | | | |
|--|-------------|-------------|-------------|-------------|
| Unaudited [Millions of Dollars] | | | | |
| For the Quarter Ended | Mar 2000 | Jun 2000 | Sep 2000 | Dec 2000 |
| | ----- | ----- | ----- | ----- |
| Operating Revenue | | | | |
| Life and annuity premiums | 331.2 | 337.1 | 339.0 | 396.1 |
| Surrender charges | 28.7 | 29.8 | 25.9 | 30.3 |
| Mortality assessments | 118.5 | 122.5 | 125.9 | 129.6 |
| Expense assessments | 261.1 | 258.6 | 273.4 | 257.1 |
| Health premiums | 58.4 | 144.0 | 117.9 | 89.4 |
| Investment advisory fees | 54.0 | 52.2 | 53.3 | 53.6 |
| Other revenue and fees | 110.1 | 84.0 | 104.0 | 143.0 |
| Net investment income | 711.1 | 673.8 | 690.0 | 672.1 |
| Earnings in Unconsolidated Affiliates | 1.0 | (3.6) | 1.6 | 0.6 |
| | ----- | ----- | ----- | ----- |
| Operating Revenue | 1674.1 | 1698.4 | 1731.0 | 1772.0 |
| | ----- | ----- | ----- | ----- |
| Operating Benefits and Expenses | | | | |
| Ins. benefits paid or provided: | | | | |
| Life and annuity policy benefits | 356.1 | 370.1 | 390.2 | 430.0 |
| Div accum & div to policyholders | 21.7 | 20.2 | 18.2 | 27.4 |
| Interest credited to policy bal. | 373.9 | 366.8 | 362.0 | 371.5 |
| Health policy benefits | 114.3 | 119.9 | 123.0 | 91.8 |
| | ----- | ----- | ----- | ----- |
| Total insurance benefits | 866.0 | 877.0 | 893.5 | 920.7 |
| Underwriting, acquisition, insurance and other expenses*: | | | | |
| Commissions | 194.2 | 251.9 | 238.5 | 234.6 |
| Other volume related expenses | 50.5 | 54.2 | 62.9 | 86.2 |
| Operating and administrative expenses | 299.6 | 268.8 | 270.3 | 318.4 |
| Taxes, licenses and fees | 32.8 | 21.6 | 26.3 | 32.4 |
| Par policyholder interests | (1.5) | 1.6 | 1.4 | (0.5) |
| Foreign exchange | (0.2) | (1.0) | (0.5) | (1.1) |
| | ----- | ----- | ----- | ----- |
| Subtotal | 575.3 | 597.1 | 598.8 | 670.0 |
| Deferral of acquisition costs DAC amortization | | | | |
| | ----- | ----- | ----- | ----- |
| DAC deferral net of amortization | (82.3) | (99.7) | (109.1) | (136.4) |

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| | | | | |
|--|--------|--------|--------|--------|
| PVIF amortization | 31.9 | 31.0 | 36.2 | 33.5 |
| Other intangibles amortization | 4.7 | 4.3 | 4.3 | 4.3 |
| | ----- | ----- | ----- | ----- |
| Total underwriting, acquisition, insurance and other expenses | 529.6 | 532.8 | 530.3 | 571.4 |
| Goodwill amortization | 10.2 | 12.0 | 12.0 | 10.9 |
| Interest | 36.3 | 35.4 | 34.4 | 33.4 |
| | ----- | ----- | ----- | ----- |
| Operating Benefits and Expenses | 1442.2 | 1457.2 | 1470.1 | 1536.4 |
| | ----- | ----- | ----- | ----- |
| Income from Operations before Tax/Min Int. | 232.0 | 241.1 | 260.8 | 235.6 |
| Federal income taxes | 61.6 | 67.9 | 70.1 | 50.9 |
| | ----- | ----- | ----- | ----- |
| Inc from Operations before Min Int | 170.4 | 173.2 | 190.7 | 184.7 |
| | ----- | ----- | ----- | ----- |
| Minority Interest | (0.2) | 0.2 | (0.0) | 0.0 |
| | ----- | ----- | ----- | ----- |
| Income from Operations | 170.6 | 173.0 | 190.7 | 184.7 |
| | ----- | ----- | ----- | ----- |
| Restructuring charges | | (2.7) | (40.5) | (37.0) |
| Realized gains (losses) on investments | (0.4) | (6.7) | (11.6) | 1.2 |
| Gains (losses) on derivatives | | | | |
| Reserve increase on business sold through reinsurance | | | | |
| Gain on sale of subsidiaries | | | | |
| | ----- | ----- | ----- | ----- |
| Income before Accounting Changes | 170.2 | 163.6 | 138.6 | 148.9 |
| Cumulative Effect of Accounting Changes | | | | |
| | ----- | ----- | ----- | ----- |
| Net Income | 170.2 | 163.6 | 138.6 | 148.9 |
| | ===== | ===== | ===== | ===== |

Roll Forward of Deferred
Acquisition Costs

Balance at beginning-of-period
Deferral
Amortization
Operating
Adjustment related to realized
(gains) losses
on securities available-for-sale
Adjustment related to unrealized
(gains) losses
on securities available-for-sale
Foreign currency translation
adjustment
Disposition of business
Other

Balance at end-of-year

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Roll Forward of Present Value of
In-Force

Balance at beginning-of-period
Amortization
Foreign currency translation
adjustment
Other

Balance at end-of-year

| For the Quarter Ended | Sep 2001 | Dec 2001 | Mar 2002 | Jun 2002 |
|--|-------------|-------------|-------------|-------------|
| | ----- | ----- | ----- | ----- |
| Operating Revenue | | | | |
| Life and annuity premiums | 336.8 | 270.7 | 74.7 | 68.7 |
| Surrender charges | 23.2 | 27.7 | 20.2 | 21.3 |
| Mortality assessments | 133.3 | 132.6 | 130.4 | 130.5 |
| Expense assessments | 224.4 | 212.4 | 210.5 | 214.4 |
| Health premiums | 103.9 | 36.1 | 2.4 | 8.3 |
| Investment advisory fees | 47.2 | 50.9 | 48.0 | 47.8 |
| Other revenue and fees | 100.2 | 108.2 | 95.0 | 97.2 |
| Net investment income | 686.2 | 646.6 | 648.1 | 651.0 |
| Earnings in Unconsolidated Affiliates | 0.4 | 4.3 | | (0.6) |
| | ----- | ----- | ----- | ----- |
| Operating Revenue | 1655.6 | 1489.6 | 1229.3 | 1238.5 |
| | ----- | ----- | ----- | ----- |
| Operating Benefits and Expenses | | | | |
| Ins. benefits paid or provided: | | | | |
| Life and annuity policy benefits | 422.6 | 302.8 | 176.1 | 191.5 |
| Div accum & div to policyholders | 18.0 | 26.6 | 17.8 | 18.2 |
| Interest credited to policy bal. | 378.7 | 390.6 | 406.2 | 382.5 |
| Health policy benefits | 83.8 | 25.0 | 3.3 | 33.9 |
| | ----- | ----- | ----- | ----- |
| Total insurance benefits | 903.1 | 744.9 | 603.4 | 626.1 |
| Underwriting, acquisition, insurance and other expenses*: | | | | |
| Commissions | 207.9 | 217.9 | 144.2 | 148.6 |
| Other volume related expenses | 53.1 | 29.1 | 54.7 | 65.5 |
| Operating and administrative expenses | 264.0 | 297.3 | 208.5 | 204.1 |
| Taxes, licenses and fees | 30.6 | 30.4 | 38.3 | 24.6 |
| Par policyholder interests | | | | |
| Foreign exchange | (2.5) | 1.1 | 0.0 | 0.6 |
| | ----- | ----- | ----- | ----- |
| Subtotal | 553.1 | 575.9 | 445.7 | 443.4 |
| Deferral of acquisition costs | (183.4) | (194.5) | (147.9) | (156.1) |
| DAC amortization | 118.0 | 56.8 | 70.4 | 100.7 |
| | ----- | ----- | ----- | ----- |
| DAC deferral net of amortization | (65.4) | (137.7) | (77.5) | (55.5) |
| PVIF amortization | 34.4 | 21.8 | 21.3 | 31.9 |
| Other intangibles amortization | 2.6 | 2.5 | 2.2 | 2.0 |
| | ----- | ----- | ----- | ----- |
| Total underwriting, acquisition, insurance and other expenses | 524.7 | 462.5 | 391.7 | 421.8 |
| Goodwill amortization | 10.9 | 10.7 | | |

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| | | | | |
|---|--------|--------|--------|--------|
| Interest | 29.6 | 25.0 | 24.8 | 24.6 |
| | ----- | ----- | ----- | ----- |
| Operating Benefits and Expenses | 1468.4 | 1243.1 | 1019.9 | 1072.6 |
| | ----- | ----- | ----- | ----- |
| Income from Operations before Tax/Min Int. | 187.3 | 246.5 | 209.4 | 166.0 |
| Federal income taxes | 44.1 | 47.4 | 47.4 | 38.7 |
| | ----- | ----- | ----- | ----- |
| Inc from Operations before Min Int | 143.2 | 199.1 | 162.0 | 127.2 |
| | ----- | ----- | ----- | ----- |
| Minority Interest | (0.0) | (0.0) | | |
| | ----- | ----- | ----- | ----- |
| Income from Operations | 143.2 | 199.1 | 162.0 | 127.2 |
| | ----- | ----- | ----- | ----- |
| Restructuring charges | 0.0 | (20.2) | | (1.0) |
| Realized gains (losses) on investments | (23.8) | (20.0) | (67.6) | (52.7) |
| Gains (losses) on derivatives | (0.4) | (4.6) | 0.1 | 0.3 |
| Reserve increase on business sold through reinsurance | | | | (14.4) |
| Gain on sale of subsidiaries | | | | |
| | ----- | ----- | ----- | ----- |
| Income before Accounting Changes | 119.1 | 169.2 | 94.5 | 59.4 |
| Cumulative Effect of Accounting Changes | | (0.0) | | |
| | ----- | ----- | ----- | ----- |
| Net Income | 119.1 | 169.2 | 94.5 | 59.4 |
| | ===== | ===== | ===== | ===== |

Roll Forward of Deferred Acquisition Costs

| | | | | |
|--|---------|---------|---------|---------|
| Balance at beginning-of-period | 3,129.1 | 3,087.2 | 2,885.3 | 3,114.9 |
| Deferral | 183.4 | 194.5 | 147.9 | 156.1 |
| Amortization | (118.0) | (56.8) | (70.4) | (100.7) |
| Operating | 65.4 | 137.8 | 77.5 | 55.4 |
| Adjustment related to realized (gains) losses on securities available-for-sale | 23.9 | 49.5 | 41.9 | 32.5 |
| Adjustment related to unrealized (gains) losses on securities available-for-sale | (157.0) | 68.1 | 114.9 | (152.1) |
| Foreign currency translation adjustment | 23.8 | (7.2) | (12.2) | 41.7 |
| Disposition of business | | (425.9) | | |
| Other | 2.1 | (24.2) | 7.5 | (35.7) |
| | ----- | ----- | ----- | ----- |
| Inc from Operations before Min | 3,087.2 | 2,885.3 | 3,114.9 | 3,056.6 |
| Balance at end-of-year | 3,087.2 | 2,885.3 | 3,114.9 | 3,056.6 |
| | ===== | ===== | ===== | ===== |

Roll Forward of Present Value of In-Force

| | | | | |
|--------------------------------|---------|---------|---------|---------|
| Balance at beginning-of-period | 1,412.3 | 1,387.4 | 1,362.5 | 1,336.1 |
| Amortization | (34.4) | (21.8) | (21.3) | (31.9) |
| Foreign currency translation | | | | |

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| | | | | |
|--------------------------------|---------|---------|---------|---------|
| adjustment | 10.3 | (3.2) | (5.1) | 17.4 |
| Other | (0.7) | | | (0.1) |
| Inc from Operations before Min | ----- | ----- | ----- | ----- |
| Balance at end-of-year | 1,387.4 | 1,362.5 | 1,336.1 | 1,321.4 |
| | ===== | ===== | ===== | ===== |

* Does not include restructuring charges which is consistent with the definition of "Income from

Reconciliation of Business Segments to Consolidated Balance Sheet
Unaudited [Millions of Dollars]

| | Lincoln Retirement | | Life Insurance | | |
|------------------------------------|--------------------|---------|----------------|---------|-------|
| | Dec | Dec | Dec | Dec | |
| | 2002 | 2001 | 2002 | 2001 | 2001 |
| | ----- | ----- | ----- | ----- | ----- |
| ASSETS | | | | | |
| Investments | | | | | |
| Corporate bonds | 12928.9 | 10956.5 | 7879.1 | 7088.2 | 494 |
| U.S. government bonds | 41.1 | 13.2 | 87.0 | 78.2 | 0 |
| Foreign government bonds | 259.2 | 145.8 | 136.5 | 114.6 | 1 |
| Asset/Mortgage backed securities | 3243.5 | 1945.8 | 937.0 | 779.1 | 47 |
| State and municipal bonds | 67.8 | 24.3 | 30.4 | 17.4 | |
| Preferred stocks-redeemable | 55.6 | 62.7 | 12.5 | 13.0 | 8 |
| Common stocks | 0.1 | | 1.5 | 7.6 | |
| Preferred stocks-equity | 33.6 | 38.5 | | 5.6 | 2 |
| Mortgage loans | 2210.3 | 2378.1 | 1572.6 | 1701.6 | 81 |
| Real estate | | | | | |
| Policy loans | 469.5 | 491.4 | 1468.2 | 1439.7 | |
| Other long-term investments | 29.3 | 11.7 | 23.7 | 20.9 | |
| | ----- | ----- | ----- | ----- | ----- |
| Total Investments | 19338.9 | 16068.0 | 12148.5 | 11265.9 | 636 |
| | ----- | ----- | ----- | ----- | ----- |
| Allocated investments | 3757.4 | 3481.0 | 1250.7 | 1154.7 | 100 |
| Notes receivable from LNC | 358.8 | 333.3 | 207.7 | 27.6 | 51 |
| Invest in unconsol affiliates | | | | | |
| Cash and invested cash | (76.7) | (24.7) | (22.7) | (36.4) | 52 |
| Property and equipment | 1.5 | | 7.7 | 8.5 | 44 |
| Premium and fees receivable | 0.7 | 0.0 | 32.0 | 8.2 | 37 |
| Accrued investment income | 256.7 | 245.0 | 171.7 | 187.6 | 9 |
| Assets held in separate accounts | 26934.1 | 34324.6 | 1310.4 | 1491.0 | |
| Federal income tax recoverable | | | | | |
| Amount recoverable from reinsurers | 1169.7 | 1211.6 | 920.5 | 859.5 | |
| Deferred acquisition costs | 855.8 | 912.8 | 1424.5 | 1265.6 | |
| Other intangible assets | | | | | 41 |
| Present value of in-force | 122.7 | 154.5 | 890.1 | 964.0 | |
| Goodwill | 64.1 | 43.9 | 855.1 | 855.1 | 300 |
| Other | 114.1 | 138.1 | 395.6 | 358.4 | 187 |

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| | ----- 52897.8 ===== | ----- 56888.2 ===== | ----- 19591.6 ===== | ----- 18409.7 ===== | ----- 1461 ===== |
|------------------------------------|-----------------------------------|---------------------------|------------------------------|---------------------------|------------------------|
| Total Assets | | | | | |
| | Corporate and Other Operations | | Consolidating Adjustments | | |
| | ----- | | ----- | | |
| ASSETS | Dec | Dec | Dec | Dec | |
| | 2002 | 2001 | 2002 | 2001 | |
| | ----- | ----- | ----- | ----- | |
| Investments | | | | | |
| Corporate bonds | 4011.1 | 4123.9 | | | |
| U.S. government bonds | 385.4 | 318.9 | | | |
| Foreign government bonds | 405.6 | 586.2 | | | |
| Asset/Mortgage backed securities | 787.8 | 757.3 | | | |
| State and municipal bonds | 16.2 | 3.0 | | | |
| Preferred stocks-redeemable | 2.1 | 1.4 | | | |
| Common stocks | 97.4 | 100.5 | | | |
| Preferred stocks-equity | 72.9 | 104.5 | | | |
| Mortgage loans | 341.0 | 363.0 | | | |
| Real estate | 279.5 | 267.7 | | | |
| Policy loans | | | | | |
| Other long-term investments | 413.2 | 521.3 | (0.0) | (0.0) | |
| | ----- | ----- | ----- | ----- | |
| Total Investments | 6812.3 | 7147.8 | (0.0) | (0.0) | |
| | ----- | ----- | ----- | ----- | |
| Allocated investments | (468.2) | 50.0 | (4639.9) | (4788.2) | |
| Notes receivable from LNC | (617.6) | (443.7) | (0.5) | (0.1) | |
| Invest in unconsol affiliates | | 8.1 | | | |
| Cash and invested cash | 1530.4 | 3130.5 | | (210.5) | |
| Property and equipment | 169.3 | 173.2 | | | |
| Premium and fees receivable | 143.2 | 365.6 | | (12.2) | |
| Accrued investment income | 77.0 | 101.0 | | | |
| Assets held in separate accounts | | | 2856.0 | 3410.5 | |
| Federal income tax recoverable | | | 266.5 | 15.1 | |
| Amount recoverable from reinsurers | 5450.1 | 4150.6 | (260.3) | (191.4) | |
| Deferred acquisition costs | 2.2 | 33.9 | 90.8 | 85.6 | |
| Other intangible assets | | | | | |
| Present value of in-force Goodwill | (0.0) | (0.0) | | | |
| Other | 853.2 | 865.5 | (407.0) | (437.4) | |
| | ----- | ----- | ----- | ----- | |
| Total Assets | 13951.9 | 15582.5 | (2094.6) | (2128.6) | |
| | ===== | ===== | ===== | ===== | |

Reconciliation of Business Segments to Consolidated Balance Sheet
Unaudited [Millions of Dollars]

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| | Lincoln Retirement | | Life Insurance | | Investment Management |
|---|--------------------|----------|----------------|----------|-----------------------|
| LIABILITIES and SHAREHOLDERS' EQUITY | Dec 2002 | Dec 2001 | Dec 2002 | Dec 2001 | Dec 2002 |
| Liabilities | | | | | |
| Insurance and Inv Contract Liabilities: | | | | | |
| Life and annuity reserves | 2696.8 | 2622.7 | 13780.9 | 12955.8 | |
| Health reserves | | | 0.3 | 0.3 | |
| Unpaid claims - life and health | 48.3 | 31.3 | 108.3 | 92.9 | |
| Unearned premiums | | | 0.0 | 0.0 | |
| Premium deposit funds | 19921.6 | 17838.9 | 18.3 | 13.9 | |
| Participating policyholders' funds | | | 119.7 | 100.2 | |
| Other policyholders' funds | | | 603.5 | 555.2 | |
| Liab related to separate accounts | 26934.1 | 34324.6 | 1310.4 | 1491.0 | |
| Total Insurance and Inv Contract Liabilities | 49600.7 | 54817.5 | 15941.4 | 15209.5 | |
| Federal income taxes | 225.1 | (5.7) | 101.0 | (13.5) | 50.7 |
| Short-term debt | | | | 10.0 | |
| Long-term debt | | | | | |
| Minority Interest in pref. securities of sub. | | | | | |
| Notes payable to LNC | 0.2 | | | | |
| Other liabilities | 95.9 | 168.4 | 443.9 | 436.3 | 839.8 |
| Deferred gain on indemnity reinsurance | | | | | |
| Total Liabilities | 49921.9 | 54980.3 | 16486.3 | 15642.2 | 890.5 |
| Net unrealized gains (losses) on securities | 331.5 | 79.9 | 215.0 | 13.6 | 6.4 |
| Gains (losses) on derivatives* | 10.6 | 0.3 | 16.7 | 4.5 | |
| Other shareholders' equity | 2633.8 | 1824.9 | 2874.3 | 2738.5 | 567.1 |
| S/Hs' equity-minimum pension liability adjustment | | | (0.7) | | (2.6) |
| Cumulative effect of accounting change | | 2.8 | | 10.9 | |
| Shareholders' Equity | 2975.9 | 1907.9 | 3105.2 | 2767.5 | 570.9 |
| Total Liabilities and S/Hs' Equity | 52897.8 | 56888.2 | 19591.6 | 18409.7 | 1461.4 |

Corporate and Other Operations

Consolidating Adjustments

LIABILITIES and SHAREHOLDERS'

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EQUITY

| | Dec 2002 | Dec 2001 | Dec 2002 | Dec 2001 |
|---|-------------|-------------|-------------|-------------|
| | ----- | ----- | ----- | ----- |
| Liabilities | | | | |
| Insurance and Inv Contract | | | | |
| Liabilities: | | | | |
| Life and annuity reserves | 2209.4 | 1122.8 | (94.7) | (122.4) |
| Health reserves | 2640.2 | 2491.5 | | |
| Unpaid claims - life and health | 577.1 | 920.9 | | |
| Unearned premiums | 141.2 | 66.9 | | |
| Premium deposit funds | 40.1 | 105.5 | 508.1 | 597.5 |
| Participating policyholders' funds | | | | |
| Other policyholders' funds | 7.4 | 7.4 | | |
| Liab related to separate accounts | | | 2856.0 | 3410.5 |
| | ----- | ----- | ----- | ----- |
| Total Insurance and Inv Contract Liabilities | 5615.4 | 4715.0 | 3269.4 | 3885.6 |
| Federal income taxes | (638.9) | (26.7) | 267.3 | 14.8 |
| Short-term debt | 153.0 | 550.7 | | (210.5) |
| Long-term debt | 1119.2 | 861.8 | | |
| Minority Interest in pref. securities of sub. | 392.7 | 474.7 | | |
| Notes payable to LNC | 308.7 | 335.0 | (308.9) | (344.3) |
| Other liabilities | 3278.1 | 3239.4 | (681.5) | (686.3) |
| Deferred gain on indemnity reinsurance | 977.1 | 1144.5 | | |
| | ----- | ----- | ----- | ----- |
| Total Liabilities | 11205.4 | 11294.3 | 2546.2 | 2659.3 |
| | ----- | ----- | ----- | ----- |
| Net unrealized gains (losses) on securities | 228.2 | 77.2 | 5.2 | 8.2 |
| Gains (losses) on derivatives* | 1.0 | (0.8) | | |
| Other shareholders' equity | 2578.9 | 4207.9 | (4645.9) | (4796.0) |
| S/Hs' equity-minimum pension liability adjustment | (61.6) | | | |
| Cumulative effect of accounting change | | 3.9 | | |
| | ----- | ----- | ----- | ----- |
| Shareholders' Equity | 2746.5 | 4288.2 | (4640.7) | (4787.9) |
| | ----- | ----- | ----- | ----- |
| Total Liabilities and S/Hs' Equity | 13951.9 | 15582.5 | (2094.6) | (2128.6) |
| | ===== | ===== | ===== | ===== |

* Cumulative effect of accounting change recorded upon the adoption of FAS 133 in the 1st quarter gains (losses) on derivatives in the 1st quarter of 2002.

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Five Year Comparative Balance Sheet
Unaudited [Millions of Dollars except Common Share Data]

| ASSETS | 1998 | 1999 | 2000 |
|--|---------|----------|---------|
| | ----- | ----- | ----- |
| Investments | | | |
| Corporate bonds | 22505.2 | 21119.5 | 21249.7 |
| U.S. government bonds | 1134.6 | 538.3 | 542.9 |
| Foreign government bonds | 1321.2 | 1447.5 | 1321.1 |
| Mortgage backed securities | 5080.5 | 4404.0 | 4160.4 |
| State and municipal bonds | 16.7 | 14.7 | 14.6 |
| Preferred stocks-redeemable | 174.6 | 164.7 | 161.2 |
| Common stocks | 463.1 | 514.5 | 436.6 |
| Preferred stocks-equity | 79.8 | 89.5 | 113.1 |
| Mortgage loans | 4393.1 | 4735.4 | 4663.0 |
| Real estate | 488.7 | 256.2 | 282.0 |
| Policy loans | 1840.0 | 1892.4 | 1960.9 |
| Other long-term investments | 432.0 | 401.8 | 463.3 |
| | ----- | ----- | ----- |
| Total Investments | 37929.5 | 35578.4 | 35368.6 |
| | ----- | ----- | ----- |
| Invest in unconsol affiliates | 18.8 | 25.8 | 6.4 |
| Cash and invested cash | 2433.4 | 1895.9 | 1927.4 |
| Property and equipment | 174.8 | 203.8 | 228.2 |
| Premiums and fees receivable | 246.2 | 259.6 | 296.7 |
| Accrued investment income | 528.5 | 533.2 | 546.4 |
| Assets held in separate accounts | 43408.9 | 53654.2 | 50579.9 |
| Federal income taxes recoverable | 204.1 | 345.0 | 207.5 |
| Amounts recoverable from reinsurers | 3127.1 | 3954.3 | 3747.7 |
| Deferred acquisition costs | 1964.4 | 2800.3 | 3070.5 |
| Other intangible assets | 95.1 | 92.3 | 73.7 |
| Present value of in-force | 1753.3 | 1654.2 | 1483.3 |
| Goodwill | 1484.3 | 1423.0 | 1286.0 |
| Other | 468.0 | 675.7 | 1021.6 |
| | ----- | ----- | ----- |
| Total Assets | 93836.3 | 103095.7 | 99844.1 |
| | ===== | ===== | ===== |
| LIABILITIES and SHAREHOLDERS' EQUITY | | | |
| Liabilities | | | |
| Insurance and Inv Contract | | | |
| Liabilities: | | | |
| Life and annuity reserves | 16434.2 | 17071.4 | 17841.2 |
| Health reserves | 2600.1 | 2507.8 | 2523.8 |
| Unpaid claims-life and health | 1043.4 | 1269.8 | 1316.6 |
| Unearned premiums | 62.3 | 75.8 | 46.5 |
| Premium deposit funds | 20171.9 | 19624.1 | 17715.5 |
| Participating policyholders' funds | 142.7 | 132.0 | 139.4 |
| Other policyholders' funds | 438.4 | 472.6 | 522.2 |
| Liab related to separate accounts | 43408.9 | 53654.2 | 50579.9 |
| | ----- | ----- | ----- |
| Total Ins and Inv Contr | | | |
| Liabilities | 84301.9 | 94807.7 | 90685.1 |

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| | | | |
|---|---------|----------|---------|
| Federal income taxes | | | |
| Short-term debt | 314.6 | 460.2 | 312.9 |
| Long-term debt | 712.2 | 712.0 | 712.2 |
| Minority Interest - pref sec of a sub | 745.0 | 745.0 | 745.0 |
| Other liabilities | 2374.6 | 2107.0 | 2434.7 |
| Deferred gain on indemnity reinsurance | | | |
| | ----- | ----- | ----- |
| Total Liabilities | 88448.3 | 98831.9 | 94890.0 |
| S/Hs' equity-unrealized gains (losses)-cont op. | 552.4 | (465.7) | 12.0 |
| S/Hs' equity-foreign currency | 50.0 | 30.0 | 21.9 |
| S/Hs' equity-minimum pension liability adjustment | | | |
| S/Hs' equity-other | 4785.6 | 4699.5 | 4920.1 |
| Cumulative effect of accounting change | | | |
| | ----- | ----- | ----- |
| Total Shareholders' Equity | 5387.9 | 4263.9 | 4954.1 |
| | ----- | ----- | ----- |
| Total Liabilities and Shareholders' Equity | 93836.3 | 103095.7 | 99844.1 |
| | ===== | ===== | ===== |
| Shareholders' Equity Per Share [Book Value, Securities at Cost] | \$23.86 | \$24.14 | \$25.85 |
| Common shares outstanding | 202.6 | 196.0 | 191.2 |

Quarterly Balance Sheet
Unaudited [Millions of Dollars
except Common Share Data]

| | Mar 2000 | Jun 2000 | Sep 2000 | Dec 2000 |
|-------------------------------|-------------|-------------|-------------|-------------|
| | ----- | ----- | ----- | ----- |
| ASSETS | | | | |
| Investments | | | | |
| Corporate bonds | 21188.0 | 20719.1 | 21064.7 | 21249.7 |
| U.S. government bonds | 572.4 | 566.2 | 575.5 | 542.9 |
| Foreign government bonds | 1416.4 | 1377.4 | 1277.7 | 1321.1 |
| Mortgage backed securities | 4393.4 | 4242.4 | 4172.5 | 4160.4 |
| State and municipal bonds | 14.7 | 14.1 | 14.3 | 14.6 |
| Preferred stocks - redeemable | 159.7 | 159.2 | 159.5 | 161.2 |
| Common stocks | 496.4 | 467.8 | 479.9 | 436.6 |
| Preferred stocks-equity | 91.3 | 92.2 | 90.3 | 113.1 |
| Mortgage loans | 4833.9 | 4783.8 | 4767.3 | 4663.0 |
| Real estate | 283.4 | 282.1 | 297.6 | 282.0 |
| Policy loans | 1896.3 | 1914.7 | 1935.6 | 1960.9 |
| Other long-term investments | 428.8 | 438.2 | 470.5 | 463.3 |
| | ----- | ----- | ----- | ----- |
| Total Investments | 35774.6 | 35057.2 | 35305.4 | 35368.6 |
| | ----- | ----- | ----- | ----- |

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| | | | | |
|--|----------|----------|----------|---------|
| Invest in unconsol affiliates | | (0.9) | 5.8 | 6.4 |
| Cash and invested cash | 1510.1 | 1619.3 | 1435.9 | 1927.4 |
| Property and equipment | 207.7 | 205.5 | 213.8 | 228.2 |
| Premiums and fees receivable | 190.2 | 247.8 | 240.8 | 296.7 |
| Accrued investment income | 575.0 | 544.0 | 569.2 | 546.4 |
| Assets held in separate accounts | 56907.6 | 54924.2 | 54410.9 | 50579.9 |
| Federal income taxes recoverable | 300.4 | 246.1 | 267.3 | 207.5 |
| Amount recoverable from reinsurers | 3851.0 | 3775.3 | 3774.7 | 3747.7 |
| Deferred acquisition costs | 2870.4 | 2968.0 | 3048.0 | 3070.5 |
| Other intangible assets | 86.7 | 82.3 | 78.1 | 73.7 |
| Present value of in-force Goodwill | 1618.8 | 1564.3 | 1520.3 | 1483.3 |
| Goodwill | 1349.6 | 1335.4 | 1296.6 | 1286.0 |
| Other | 1097.8 | 1279.1 | 1076.4 | 1021.6 |
| | ----- | ----- | ----- | ----- |
| Total Assets | 106340.0 | 103847.6 | 103243.1 | 99844.1 |
| | ===== | ===== | ===== | ===== |
| LIABILITIES and SHAREHOLDERS' EQUITY | | | | |
| Liabilities | | | | |
| Insurance and Inv Contract Liabilities: | | | | |
| Life and annuity reserves | 17172.1 | 17247.3 | 17500.0 | 17841.2 |
| Health reserves | 2547.4 | 2494.2 | 2520.2 | 2523.8 |
| Unpaid claims-life and health | 1177.3 | 1204.1 | 1202.8 | 1316.6 |
| Unearned premiums | 57.1 | 52.8 | 51.8 | 46.5 |
| Premium deposit funds | 18899.3 | 18407.2 | 18072.1 | 17715.5 |
| Participating policyholders' funds | 130.7 | 130.4 | 135.4 | 139.4 |
| Other policyholders' funds | 478.9 | 490.6 | 500.7 | 522.2 |
| Liab related to separate accounts | 56907.6 | 54924.2 | 54410.9 | 50579.9 |
| | ----- | ----- | ----- | ----- |
| Total Ins and Inv Contr Liabilities | 97370.5 | 94950.8 | 94394.0 | 90685.1 |
| Federal income taxes | | | | |
| Short-term debt | 474.2 | 355.7 | 330.3 | 312.9 |
| Long-term debt | 712.0 | 712.1 | 712.2 | 712.2 |
| Minority Interest - pref sec of a sub | 745.0 | 745.0 | 745.0 | 745.0 |
| Notes payable to LNC | | | | |
| Other liabilities | 2697.9 | 2860.3 | 2522.9 | 2434.7 |
| Deferred gain on indemnity reinsurance | | | | |
| | ----- | ----- | ----- | ----- |
| Total Liabilities | 101999.6 | 99623.9 | 98704.5 | 94890.0 |
| | ----- | ----- | ----- | ----- |
| S/Hs' equity-unrealized gns (losses)- inv. | (411.2) | (556.6) | (337.7) | 12.0 |
| S/Hs' equity- gains (losses)-derivatives* | | | | |
| S/Hs' equity-foreign currency | 22.8 | 21.9 | 19.9 | 21.9 |
| S/Hs' equity-minimum pension liability adj | | | | |
| S/Hs' equity-other | 4728.8 | 4758.4 | 4856.4 | 4920.1 |
| Cumulative effect of accounting change | | | | |
| | ----- | ----- | ----- | ----- |
| Total Shareholders' Equity | 4340.4 | 4223.7 | 4538.6 | 4954.1 |
| | ----- | ----- | ----- | ----- |

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| | | | | |
|---|----------|----------|----------|---------|
| Total Liabilities and Shareholders' Equity | 106340.0 | 103847.6 | 103243.1 | 99844.1 |
| | ===== | ===== | ===== | ===== |
| Shareholders' Equity Per Share [Book Value, Securities at Cost] | \$24.58 | \$25.01 | \$25.43 | \$25.85 |
| Common shares outstanding | 193.3 | 191.1 | 191.8 | 191.2 |
| | Sep | Dec | Mar | Jun |
| | 2001 | 2001 | 2002 | 2002 |
| | ----- | ----- | ----- | ----- |
| ASSETS | | | | |
| Investments | | | | |
| Corporate bonds | 23424.3 | 23105.1 | 23470.4 | 23993.6 |
| U.S. government bonds | 467.7 | 410.5 | 429.1 | 441.6 |
| Foreign government bonds | 1160.3 | 1174.7 | 1180.1 | 1120.1 |
| Mortgage backed securities | 3765.6 | 3524.7 | 3613.9 | 4031.0 |
| State and municipal bonds | 14.4 | 44.7 | 62.6 | 58.8 |
| Preferred stocks - redeemable | 99.3 | 85.9 | 84.6 | 79.6 |
| Common stocks | 311.2 | 319.3 | 284.4 | 267.7 |
| Preferred stocks-equity | 166.5 | 151.2 | 154.2 | 151.8 |
| Mortgage loans | 4663.1 | 4535.5 | 4448.2 | 4395.4 |
| Real estate | 288.8 | 267.9 | 258.2 | 258.7 |
| Policy loans | 1943.4 | 1939.7 | 1918.0 | 1906.1 |
| Other long-term investments | 483.4 | 553.8 | 459.6 | 456.0 |
| | ----- | ----- | ----- | ----- |
| Total Investments | 36788.0 | 36113.1 | 36363.1 | 37160.1 |
| | ----- | ----- | ----- | ----- |
| Invest in unconsol affiliates | 6.5 | 8.1 | 8.1 | 7.5 |
| Cash and invested cash | 1996.3 | 3095.5 | 1699.5 | 2265.4 |
| Property and equipment | 261.0 | 257.5 | 266.4 | 253.5 |
| Premiums and fees receivable | 264.5 | 400.1 | 376.3 | 461.4 |
| Accrued investment income | 615.1 | 563.5 | 577.1 | 556.3 |
| Assets held in separate accounts | 39479.8 | 44833.4 | 44916.7 | 40579.6 |
| Federal income taxes recoverable | 35.3 | 15.1 | 551.3 | 438.4 |
| Amount recoverable from reinsurers | 3818.3 | 6030.4 | 6096.3 | 6509.9 |
| Deferred acquisition costs | 3087.2 | 2885.3 | 3114.9 | 3056.6 |
| Other intangible assets | 64.1 | 50.1 | 47.9 | 45.8 |
| Present value of in-force | 1387.4 | 1362.5 | 1336.1 | 1321.4 |
| Goodwill | 1253.2 | 1211.8 | 1211.5 | 1212.4 |
| Other | 1149.4 | 1174.9 | 1280.9 | 1200.6 |
| | ----- | ----- | ----- | ----- |
| Total Assets | 90206.0 | 98001.3 | 97846.4 | 95069.2 |
| | ===== | ===== | ===== | ===== |
| LIABILITIES and SHAREHOLDERS' EQUITY | | | | |
| Liabilities | | | | |
| Insurance and Inv Contract Liabilities: | | | | |
| Life and annuity reserves | 17990.8 | 17917.0 | 18014.6 | 18611.2 |
| Health reserves | 2573.2 | 2537.9 | 2492.4 | 2176.1 |
| Unpaid claims-life and health | 1206.6 | 1087.5 | 1153.6 | 1086.1 |
| Unearned premiums | 8.1 | 66.9 | 66.5 | 154.3 |
| Premium deposit funds | 18509.7 | 18585.0 | 18669.6 | 19157.8 |
| Participating policyholders' funds | 118.3 | 100.2 | 98.6 | 91.9 |
| Other policyholders' funds | 554.3 | 562.7 | 571.9 | 584.7 |

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| | | | | |
|---|---------|---------|---------|---------|
| Liab related to separate accounts | 39479.8 | 44833.4 | 44916.7 | 40579.6 |
| | ----- | ----- | ----- | ----- |
| Total Ins and Inv Contr | | | | |
| Liabilities | 80440.8 | 85690.6 | 85983.9 | 82441.8 |
| Federal income taxes | | | | |
| Short-term debt | 539.0 | 350.2 | 510.2 | 211.0 |
| Long-term debt | 712.4 | 861.8 | 861.8 | 1112.3 |
| Minority Interest - pref sec of a sub | 305.0 | 474.7 | 376.2 | 380.0 |
| Notes payable to LNC | | | (0.0) | 0.0 |
| Other liabilities | 2840.2 | 4216.1 | 3864.6 | 4501.1 |
| Deferred gain on indemnity reinsurance | | 1144.5 | 1118.6 | 1115.2 |
| | ----- | ----- | ----- | ----- |
| Total Liabilities | 84837.4 | 92737.8 | 92715.3 | 89761.4 |
| | ----- | ----- | ----- | ----- |
| S/Hs' equity-unrealized gns (losses)- inv. | 247.9 | 195.7 | 31.8 | 325.7 |
| S/Hs' equity- gains (losses)-derivatives* | 2.7 | 3.9 | 22.6 | 22.7 |
| S/Hs' equity-foreign currency | 6.9 | (8.1) | (20.8) | 22.0 |
| S/Hs' equity-minimum pension liability adj | | (36.0) | (35.2) | (37.8) |
| S/Hs' equity-other | 5093.5 | 5090.3 | 5132.7 | 4975.4 |
| Cumulative effect of accounting change | 17.6 | 17.6 | | |
| | ----- | ----- | ----- | ----- |
| Total Shareholders' Equity | 5368.6 | 5263.5 | 5131.1 | 5307.9 |
| | ----- | ----- | ----- | ----- |
| Total Liabilities and Shareholders' Equity | 90206.0 | 98001.3 | 97846.4 | 95069.2 |
| | ===== | ===== | ===== | ===== |
| Shareholders' Equity Per Share [Book Value, Securities at Cost] | \$26.87 | \$26.94 | \$27.02 | \$26.88 |
| Common shares outstanding | 189.8 | 187.3 | 187.9 | 184.5 |

* Cumulative effect of accounting change recorded upon the adoption of FAS 133 in the 1st quarter of 2001 is a component of gains (losses) on derivatives in the 1st quarter of 2002.

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Lincoln Retirement
Income Statements & Operational
Data
Unaudited [Millions of Dollars]

| For the Year Ended December 31 | 1998 | 1999 | 2000 | 2001 | 2002 |
|--------------------------------|--------|--------|--------|--------|--------|
| | ----- | ----- | ----- | ----- | ----- |
| Operating Revenue | | | | | |
| Premiums | 53.9 | 65.2 | 64.3 | 77.5 | 47.4 |
| Surrender charges | 33.5 | 37.9 | 41.8 | 31.2 | 31.2 |
| Expense assessments | 459.9 | 536.2 | 628.4 | 537.7 | 469.8 |
| Other revenue and fees | 1.7 | 14.5 | 11.0 | 16.7 | 3.3 |
| Net investment income | 1501.6 | 1474.2 | 1393.5 | 1370.0 | 1433.9 |
| | ----- | ----- | ----- | ----- | ----- |
| Operating Revenue | 2050.6 | 2128.0 | 2138.9 | 2033.1 | 1985.5 |

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| | | | | | |
|---|--------|--------|--------|---------|---------|
| Operating Benefits and Expenses | | | | | |
| Benefits paid or provided: | | | | | |
| Benefits | 271.6 | 259.1 | 254.7 | 263.9 | 314.1 |
| Interest credited to policy bal. | 955.2 | 925.2 | 866.1 | 863.8 | 903.8 |
| Total insurance benefits | 1226.8 | 1184.3 | 1120.8 | 1127.7 | 1217.9 |
| Underwriting, acquisition, insurance and other expenses*: | | | | | |
| Commissions | 236.7 | 341.4 | 326.8 | 336.3 | 320.8 |
| Other volume related expenses | 33.1 | 42.8 | 52.0 | 49.7 | 64.6 |
| Operating and administrative expenses | 194.0 | 208.6 | 200.6 | 225.5 | 225.0 |
| Taxes, licenses and fees | 13.8 | 0.3 | 9.3 | 13.7 | 11.5 |
| Par policyholder interests | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Subtotal | 477.6 | 593.2 | 588.8 | 625.3 | 621.8 |
| Deferral of acquisition costs | | | | (240.9) | (243.9) |
| DAC amortization | | | | 125.5 | 157.6 |
| DAC deferral net of amortization | 9.7 | (47.7) | (37.5) | (115.4) | (86.2) |
| PVIF amortization | 11.4 | 15.3 | 24.2 | 14.7 | 31.8 |
| Other intangibles amortization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total underwriting, acquisition, insurance and other expenses | 498.8 | 560.8 | 575.5 | 524.5 | 567.4 |
| Goodwill amortization | 2.2 | 2.0 | (0.6) | 1.2 | 0.0 |
| Operating Benefits and Expenses | 1727.8 | 1747.1 | 1695.7 | 1653.5 | 1785.3 |
| Income from Operations Before Tax | 322.8 | 380.9 | 443.2 | 379.6 | 200.2 |
| Federal income taxes | 60.4 | 81.4 | 81.2 | 59.3 | 12.7 |
| Income from Operations | 262.4 | 299.4 | 362.0 | 320.3 | 187.5 |
| Realized gains (losses) on investments | 11.4 | (7.9) | (3.4) | (42.3) | (127.8) |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 | (0.2) | (0.8) |
| Restructuring charges | 0.0 | 0.0 | 0.0 | (1.3) | (1.0) |
| Income before Accounting Changes | 273.8 | 291.5 | 358.6 | 276.5 | 57.8 |
| Cumulative effect of accounting changes | 0.0 | 0.0 | 0.0 | (7.3) | 0.0 |
| Net Income | 273.8 | 291.5 | 358.6 | 269.2 | 57.8 |
| Inc from Oper -before Goodwill Amort. | 264.6 | 301.5 | 361.4 | 321.5 | 187.5 |
| Net Income -before Goodwill Amort. | 276.0 | 293.6 | 358.0 | 270.5 | 57.8 |
| Effective tax rate | 18.7% | 21.4% | 18.3% | 15.6% | 6.4% |
| Operating Revenue | 2050.6 | 2128.0 | 2138.9 | 2033.1 | 1985.5 |
| Realized gains (losses) on investments | 17.5 | (12.1) | (5.2) | (64.5) | (196.6) |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 | (0.3) | (1.2) |
| Total Revenue | 2068.1 | 2115.8 | 2133.7 | 1968.3 | 1787.7 |

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| | | | | | |
|---------------------------|--------|--------|--------|--------|--------|
| | ===== | ===== | ===== | ===== | ===== |
| Average capital | 1592.6 | 1562.0 | 1601.8 | 1828.2 | 2334.2 |
| Return on average capital | 16.5% | 19.2% | 22.6% | 17.5% | 8.0% |

Roll Forward of Deferred
Acquisition Costs

| | | | |
|----------------------------------|--|---------|---------|
| Balance at beginning-of-period | | 812.5 | 912.8 |
| Deferral | | 240.9 | 243.9 |
| Amortization | | (125.5) | (157.6) |
| Operating | | 115.4 | 86.2 |
| Adjustment related to realized | | | |
| (gains) losses | | | |
| on securities available-for-sale | | 68.2 | 73.0 |
| Adjustment related to unrealized | | | |
| (gains) losses | | | |
| on securities available-for-sale | | (90.0) | (201.4) |
| Other** | | 6.7 | (14.8) |
| Balance at end-of-period | | 912.8 | 855.8 |

Roll Forward of Present Value of
In-Force

| | | | |
|--------------------------------|--|--------|--------|
| Balance at beginning-of-period | | 169.2 | 154.5 |
| Amortization | | (14.7) | (31.8) |
| Other | | | |
| Balance at end-of-period | | 154.5 | 122.7 |

* Does not include restructuring charges which is consistent with the definition of "Income from Operations" (see page 5).

** Includes the transfer of the Legacy Life block of business to the Life Insurance segment in the first quarter of 2002.

Lincoln Retirement
Income Statements & Operational
Data
Unaudited [Millions of Dollars]

| | Mar 2000 | Jun 2000 | Sep 2000 | Dec 2000 | Mar 2001 |
|------------------------|-------------|-------------|-------------|-------------|-------------|
| | ----- | ----- | ----- | ----- | ----- |
| Operating Revenue | | | | | |
| Premiums | 13.3 | 16.8 | 18.0 | 16.2 | 19.1 |
| Surrender charges | 11.1 | 11.2 | 10.4 | 9.1 | 9.1 |
| Expense assessments | 155.1 | 155.7 | 163.4 | 154.2 | 141.6 |
| Other revenue and fees | 2.2 | 0.6 | 4.6 | 3.5 | 1.7 |
| Net investment income | 362.9 | 345.8 | 349.8 | 335.0 | 341.3 |
| Operating Revenue | 544.6 | 530.1 | 546.2 | 518.1 | 512.8 |

Pag

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| | | | | | | |
|---|-------|-------|--------|--------|--------|---|
| Operating Benefits and Expenses | | | | | | |
| Benefits paid or provided: | | | | | | |
| Benefits | 61.6 | 65.7 | 68.4 | 59.0 | 69.8 | |
| Interest credited to policy balances | 228.2 | 219.4 | 205.4 | 213.2 | 209.4 | 2 |
| Total insurance benefits | 289.8 | 285.1 | 273.7 | 272.2 | 279.2 | 2 |
| Underwriting, acquisition, insurance and other expenses*: | | | | | | |
| Commissions | 83.1 | 75.4 | 83.8 | 84.5 | 72.6 | |
| Other volume related expenses | 14.5 | 14.1 | 11.3 | 12.2 | 11.2 | |
| Operating and administrative expenses | 44.4 | 46.0 | 55.5 | 54.8 | 51.4 | |
| Taxes, licenses and fees | 2.8 | 1.5 | 4.6 | 0.5 | 4.3 | |
| Par policyholder interests | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| Subtotal | 144.8 | 136.9 | 155.2 | 152.0 | 139.6 | 1 |
| Deferral of acquisition costs | | | | | (50.2) | (|
| DAC amortization | | | | | 40.7 | |
| DAC deferral net of amortization | (6.2) | (1.6) | (11.3) | (18.4) | (9.5) | (|
| PVIF amortization | 6.0 | 4.5 | 4.1 | 9.6 | 4.6 | |
| Other intangibles amortization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| Total underwriting, acquisition, insurance and other expenses | 144.5 | 139.8 | 147.9 | 143.2 | 134.6 | 1 |
| Goodwill amortization | (1.5) | 0.3 | 0.3 | 0.3 | 0.3 | |
| Operating Benefits and Expenses | 432.8 | 425.2 | 421.9 | 415.7 | 414.1 | 4 |
| Income from Operations Before Tax | 111.8 | 104.8 | 124.2 | 102.3 | 98.7 | 1 |
| Federal income taxes | 23.3 | 20.7 | 21.3 | 15.9 | 16.3 | |
| Income from Operations | 88.5 | 84.1 | 102.9 | 86.4 | 82.3 | |
| Realized gains (losses) on investments | 2.7 | 0.3 | (9.1) | 2.8 | (1.4) | |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 | 0.0 | (0.1) | |
| Restructuring charges | 0.0 | 0.0 | 0.0 | 0.0 | (0.7) | |
| Income before Accounting Changes | 91.2 | 84.4 | 93.8 | 89.2 | 80.2 | |
| Cumulative effect of accounting changes | 0.0 | 0.0 | 0.0 | 0.0 | (3.6) | |
| Net Income | 91.2 | 84.4 | 93.8 | 89.2 | 76.6 | |
| Inc from Oper -before Goodwill Amort. | 87.0 | 84.4 | 103.2 | 86.7 | 82.6 | |
| Net Income -before Goodwill Amort. | 89.7 | 84.7 | 94.1 | 89.5 | 76.9 | |
| Effective tax rate | 20.8% | 19.7% | 17.1% | 15.6% | 16.6% | 2 |
| Operating Revenue | 544.6 | 530.1 | 546.2 | 518.1 | 512.8 | 5 |
| Realized gains (losses) on investments | 4.2 | 0.4 | (14.1) | 4.2 | (2.2) | (|
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 | 0.0 | (0.2) | |

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| | | | | | | |
|---------------------------|---------|---------|---------|---------|---------|-------|
| Total Revenue | 548.7 | 530.5 | 532.1 | 522.3 | 510.4 | 5 |
| | ===== | ===== | ===== | ===== | ===== | ===== |
| Average capital | 1,438.4 | 1,647.7 | 1,635.2 | 1,686.0 | 1,797.9 | 1,7 |
| Return on average capital | 24.6% | 20.4% | 25.2% | 20.5% | 18.3% | 2 |

| | | | | | | |
|---|--|--|--|--|--------|-------|
| ----- | | | | | | |
| Roll Forward of Deferred Acquisition Costs | | | | | | |
| Balance at beginning-of-quarter | | | | | 812.5 | 7 |
| Deferral | | | | | 50.2 | |
| Amortization | | | | | (40.7) | (|
| | | | | | ----- | ----- |
| Operating Adjustment related to realized (gains) losses | | | | | 9.5 | |
| on securities available-for-sale | | | | | 12.8 | |
| Adjustment related to unrealized (gains) losses | | | | | | |
| on securities available-for-sale | | | | | (78.6) | |
| Other** | | | | | 6.5 | |
| | | | | | ----- | ----- |
| Balance at end-of-quarter | | | | | 762.6 | 8 |
| | | | | | ===== | ===== |
| Roll Forward of Present Value of In-Force | | | | | | |
| Balance at beginning-of-quarter | | | | | 169.2 | 1 |
| Amortization | | | | | (4.6) | |
| Other | | | | | | |
| | | | | | ----- | ----- |
| Balance at end-of-quarter | | | | | 164.6 | 1 |
| | | | | | ===== | ===== |

| | Sep 2001 | Dec 2001 | Mar 2002 | Jun 2002 | Sep 2002 | |
|---|-------------|-------------|-------------|-------------|-------------|-------|
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Operating Revenue | | | | | | |
| Premiums | 13.2 | 12.7 | 12.2 | 13.1 | 13.4 | |
| Surrender charges | 6.5 | 7.2 | 7.9 | 7.2 | 8.7 | |
| Expense assessments | 132.0 | 126.2 | 127.7 | 127.1 | 109.3 | 1 |
| Other revenue and fees | 1.2 | 10.0 | 5.8 | (1.3) | (4.0) | |
| Net investment income | 346.6 | 342.6 | 349.9 | 352.7 | 358.1 | 3 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Operating Revenue | 499.5 | 498.7 | 503.5 | 498.8 | 485.6 | 4 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Operating Benefits and Expenses | | | | | | |
| Benefits paid or provided: | | | | | | |
| Benefits | 66.3 | 55.3 | 55.4 | 72.5 | 107.8 | |
| Interest credited to policy balances | 217.2 | 227.5 | 226.1 | 221.8 | 224.2 | 2 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Total insurance benefits | 283.5 | 282.8 | 281.5 | 294.3 | 332.0 | 3 |
| Underwriting, acquisition, insurance and other expenses*: | | | | | | |
| Commissions | 81.1 | 96.7 | 82.4 | 82.5 | 83.0 | |
| Other volume related expenses | 12.7 | 13.1 | 10.0 | 16.9 | 19.6 | |
| Operating and administrative | | | | | | |

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| | | | | | | |
|---|---------|---------|---------|---------|----------|-------|
| expenses | 55.3 | 66.4 | 53.0 | 52.2 | 51.4 | |
| Taxes, licenses and fees | 2.2 | 4.5 | 4.7 | 4.2 | 3.0 | |
| Par policyholder interests | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Subtotal | 151.3 | 180.7 | 150.2 | 155.8 | 157.0 | 1 |
| Deferral of acquisition costs | (58.7) | (71.9) | (61.7) | (60.8) | (66.1) | (|
| DAC amortization | 35.6 | 20.8 | 32.7 | 48.2 | 47.2 | |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| DAC deferral net of amortization | (23.0) | (51.0) | (29.1) | (12.6) | (18.9) | (|
| PVIF amortization | 4.5 | 1.4 | 3.8 | 3.9 | 4.1 | |
| Other intangibles amortization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Total underwriting, acquisition, insurance and other expenses | 132.8 | 131.1 | 124.9 | 147.2 | 142.2 | 1 |
| Goodwill amortization | 0.3 | 0.3 | 0.0 | 0.0 | 0.0 | |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Operating Benefits and Expenses | 416.6 | 414.2 | 406.4 | 441.5 | 474.2 | 4 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Income from Operations Before Tax | 82.9 | 84.5 | 97.1 | 57.3 | 11.4 | |
| Federal income taxes | 10.4 | 9.7 | 16.7 | 9.5 | (11.4) | |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Income from Operations | 72.4 | 74.8 | 80.4 | 47.8 | 22.8 | |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Realized gains (losses) on investments | (13.5) | (20.7) | (32.8) | (36.6) | (28.0) | (|
| Gains (losses) on derivatives | (0.3) | 0.1 | 0.0 | 0.1 | (0.8) | |
| Restructuring charges | 0.0 | 0.0 | 0.0 | (1.0) | 0.0 | |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Income before Accounting Changes | 58.6 | 54.2 | 47.6 | 10.2 | (6.0) | |
| Cumulative effect of accounting changes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Net Income | 58.6 | 54.2 | 47.6 | 10.2 | (6.0) | |
| | ===== | ===== | ===== | ===== | ===== | ===== |
| Inc from Oper -before Goodwill Amort. | 72.7 | 75.1 | 80.4 | 47.8 | 22.8 | |
| Net Income -before Goodwill Amort. | 58.9 | 54.5 | 47.6 | 10.2 | (6.0) | |
| Effective tax rate | 12.6% | 11.5% | 17.2% | 16.5% | (100.0%) | (|
| Operating Revenue | 499.5 | 498.7 | 503.5 | 498.8 | 485.6 | 4 |
| Realized gains (losses) on investments | (20.8) | (31.3) | (50.5) | (56.2) | (43.8) | (|
| Gains (losses) on derivatives | (0.5) | 0.2 | 0.0 | (0.1) | (1.1) | |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Total Revenue | 478.2 | 467.5 | 453.0 | 442.6 | 440.7 | 4 |
| | ===== | ===== | ===== | ===== | ===== | ===== |
| Average capital | 1,902.9 | 1,824.9 | 2,041.6 | 2,391.2 | 2,405.5 | 2,4 |
| Return on average capital | 15.2% | 16.4% | 15.8% | 8.0% | 3.8% | |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| ----- | | | | | | |
| Roll Forward of Deferred Acquisition Costs | | | | | | |
| Balance at beginning-of-quarter | 831.3 | 781.2 | 912.8 | 1,031.0 | 967.8 | 8 |
| Deferral | 58.7 | 71.9 | 61.7 | 60.8 | 66.1 | (|
| Amortization | (35.6) | (20.8) | (32.7) | (48.2) | (47.2) | (|

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| | | | | | | |
|--|--------|-------|---------|--------|---------|---|
| Operating | 23.0 | 51.0 | 29.1 | 12.6 | 18.9 | |
| Adjustment related to realized (gains) losses on securities available-for-sale | 16.4 | 34.1 | 25.7 | 20.9 | 10.3 | |
| Adjustment related to unrealized (gains) losses on securities available-for-sale | (89.7) | 46.5 | 78.2 | (96.6) | (153.1) | |
| Other** | 0.3 | (0.0) | (14.8) | | | |
| Balance at end-of-quarter | 781.2 | 912.8 | 1,031.0 | 967.8 | 843.9 | 8 |
| Roll Forward of Present Value of In-Force | | | | | | |
| Balance at beginning-of-quarter | 160.4 | 155.9 | 154.5 | 150.7 | 146.8 | 1 |
| Amortization | (4.5) | (1.4) | (3.8) | (3.9) | (4.1) | (|
| Other | | | | | | |
| Balance at end-of-quarter | 155.9 | 154.5 | 150.7 | 146.8 | 142.7 | 1 |

* Does not include restructuring charges which is consistent with the definition of "Income from Operations" (see page 5).

** Includes the transfer of the Legacy Life block of business to the Life Insurance segment in the first quarter of 2002.

Lincoln Retirement
Annuity Account Value Roll Forward
Unaudited [Billions of Dollars]

| | 1998 | 1999 | 2000 |
|--|---------|---------|---------|
| Fixed Annuities- Bal Beg-of-Year | 17.214 | 18.111 | 18.210 |
| Gross Deposits | 1.452 | 2.563 | 2.074 |
| Withdrawals (incl charges) & deaths | (2.468) | (2.521) | (3.283) |
| Net cash flows | (1.016) | 0.042 | (1.209) |
| Transfer from (to) var annuities | (0.356) | (0.783) | (1.329) |
| Interest credited | 0.994 | 0.840 | 0.944 |
| Acq of new business/companies | 1.274 | | |
| Fixed Annuities-Gross | 18.111 | 18.210 | 16.615 |
| Reinsurance Ceded | (1.606) | (1.419) | (1.221) |
| Fixed Annuities-Bal End -of-Year | 16.505 | 16.791 | 15.394 |
| Fixed Annuities Incremental Deposits * | 1.265 | 2.310 | 1.918 |

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| | | | |
|---|---------|---------|---------|
| Variable Annuities-Bal | | | |
| Beg-of-Year | 27.346 | 33.358 | 41.493 |
| Gross Deposits | 2.791 | 2.553 | 3.165 |
| Withdrawals (incl charges) & deaths | (3.019) | (3.760) | (4.830) |
| | ----- | ----- | ----- |
| Net cash flows | (0.228) | (1.207) | (1.665) |
| Transfer from (to) fixed annuities | 0.389 | 0.787 | 1.320 |
| Invest inc & change in mkt value | 5.414 | 8.555 | (1.721) |
| Acq(sale) of new business/companies | 0.437 | | |
| | ----- | ----- | ----- |
| Var Annuities-Bal End-of-Year | 33.358 | 41.493 | 39.427 |
| | ----- | ----- | ----- |
| Variable Annuities Incremental Deposits * | 2.641 | 2.409 | 2.667 |
| Total Annuities - Bal Beg-of-Year | 44.560 | 51.469 | 59.703 |
| Gross Deposits | 4.244 | 5.116 | 5.239 |
| Withdrawals (incl charges) & deaths | (5.487) | (6.281) | (8.113) |
| | ----- | ----- | ----- |
| Net cash flows | (1.244) | (1.165) | (2.874) |
| Transfers | 0.033 | 0.004 | (0.009) |
| Interest credited & change in mkt value | 6.408 | 9.395 | (0.777) |
| Acq of new business/companies | 1.711 | | |
| Total Gross Annuities-Bal | | | |
| | ----- | ----- | ----- |
| End-of-Year | 51.469 | 59.703 | 56.042 |
| Reinsurance Ceded | (1.606) | (1.419) | (1.221) |
| | ----- | ----- | ----- |
| Total Annuities (Net of Ceded) - Bal End-of-Year | 49.862 | 58.284 | 54.821 |
| | ===== | ===== | ===== |
| Total Annuities Incremental Deposits * | 3.906 | 4.719 | 4.585 |
| Var Ann Under Agree - Included above | 0.649 | 0.719 | 0.941 |
| Fixed Annuities - excluding fixed portion of variable contracts | | | |
| Deposits | | 0.709 | 0.459 |
| Withdrawals | | (1.367) | (2.271) |
| Net Flows | | (0.658) | (1.812) |
| Gross Fixed Account Values | | | |
| Reinsurance Ceded | | | |
| Net Fixed Account Values | | | |
| Variable Annuities - including fixed portion of variable | | | |

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| | | |
|-------------|---------|---------|
| contracts | | |
| Deposits | 4.407 | 4.780 |
| Withdrawals | (4.915) | (5.842) |
| Net Flows | (0.508) | (1.062) |

Variable Account Values

| | | |
|---------------------------|---------|---------|
| Fixed Portion of Variable | | |
| Contracts | | |
| Deposits | 1.853 | 1.615 |
| Withdrawals | (1.154) | (1.012) |
| Net Flows | 0.699 | 0.603 |

Fixed Portion of Variable Account Values

| | | |
|---------------------------------------|--------|--------|
| Average Daily Variable Account Values | 35.932 | 41.776 |
|---------------------------------------|--------|--------|

Annuity Product Spread Information**

| | | |
|-----------------------|-------|-------|
| Net Investment Income | 7.22% | 7.38% |
| Interest Credited | 5.13% | 5.24% |
| Spread | 2.09% | 2.14% |

* Incremental Deposits represent gross deposits reduced by transfers from other Lincoln Retirement

** For the annuity products spread, the yield on earning assets is calculated as net investment income on investment portfolios divided by average earning assets. The average crediting rate is calculated on annuity products less bonus credits and excess DCA interest, divided by average fixed account values. Fixed account values reinsured under modified co-insurance agreements are included in this calculation since assets (and therefore margin) are retained under these agreements.

Lincoln Retirement
Annuity Account Value Roll Forward
Unaudited [Billions of Dollars]

| | Mar 2000 | Jun 2000 | Sep 2000 | Dec 2000 |
|--|-------------|-------------|-------------|-------------|
| | ----- | ----- | ----- | ----- |
| Fixed Annuities-Bal Beg-of-Quarter | 18.210 | 17.614 | 17.199 | 16.930 |
| Gross Deposits | 0.589 | 0.490 | 0.513 | 0.482 |
| Withdrawals (incl charges) & deaths | (0.875) | (0.796) | (0.802) | (0.810) |
| Net cash flows | (0.287) | (0.307) | (0.288) | (0.328) |

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| | | | | |
|---|---------|---------|---------|---------|
| Transfer from (to) var annuities | (0.550) | (0.346) | (0.217) | (0.216) |
| Interest credited | 0.241 | 0.238 | 0.235 | 0.230 |
| Acq of new business/companies | | | | |
| Fixed Annuities-Gross | 17.614 | 17.199 | 16.930 | 16.615 |
| Reinsurance Ceded | (1.371) | (1.316) | (1.270) | (1.221) |
| Fixed Annuities-Bal | | | | |
| End-of-Quarter | 16.244 | 15.884 | 15.660 | 15.394 |
| Fixed Annuities Incremental | | | | |
| Deposits* | 0.560 | 0.447 | 0.464 | 0.447 |
| Variable Annuities-Bal | | | | |
| Beg-of-Quarter | 41.493 | 44.640 | 43.097 | 42.743 |
| Gross Deposits | 0.797 | 0.793 | 0.729 | 0.846 |
| Withdrawals (incl charges) & deaths | (1.210) | (1.168) | (1.253) | (1.199) |
| Net cash flows | (0.413) | (0.375) | (0.524) | (0.353) |
| Transfer from (to) fixed annuities | 0.549 | 0.343 | 0.216 | 0.212 |
| Invest inc & change in mkt value | 3.011 | (1.511) | (0.046) | (3.175) |
| Acq(sale) of new business/companies | | | | |
| Var Annuities-Bal End-of-Quarter | 44.640 | 43.097 | 42.743 | 39.427 |
| Variable Annuities Incremental | | | | |
| Deposits | 0.732 | 0.699 | 0.586 | 0.650 |
| Total Annuities -Bal | | | | |
| Beg-of-Quarter | 59.703 | 62.255 | 60.297 | 59.673 |
| Gross Deposits | 1.386 | 1.283 | 1.242 | 1.328 |
| Withdrawals (incl charges) & deaths | (2.085) | (1.964) | (2.055) | (2.009) |
| Net cash flows | (0.700) | (0.682) | (0.812) | (0.681) |
| Transfers | (0.001) | (0.003) | (0.001) | (0.004) |
| Interest credited & change in mkt value | 3.252 | (1.273) | 0.189 | (2.945) |
| Acq of new business/companies | | | | |
| Total Gross Annuities-Bal | | | | |
| End-of-Quarter | 62.255 | 60.297 | 59.673 | 56.042 |
| Reinsurance Ceded | (1.371) | (1.316) | (1.270) | (1.221) |
| Total Annuities (Net of Ceded) - Bal End-of-Qtr | 60.884 | 58.981 | 58.403 | 54.821 |
| Total Annuities Incremental | | | | |
| Deposits * | 1.292 | 1.145 | 1.050 | 1.097 |
| Var Ann Under Agree - Included above | 0.866 | 0.868 | 0.962 | 0.941 |

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| | | | | |
|--|---------|---------|---------|---------|
| ----- | | | | |
| Fixed Annuities - excluding fixed portion of variable contracts | | | | |
| Deposits | 0.134 | 0.126 | 0.114 | 0.085 |
| Withdrawals | (0.612) | (0.557) | (0.532) | (0.570) |
| Net Flows | (0.479) | (0.431) | (0.417) | (0.485) |
| Gross Fixed Account Values | | | | |
| Reinsurance Ceded | | | | |
| Net Fixed Account Values | | | | |
| Variable Annuities - including fixed portion of variable contracts | | | | |
| Deposits | 1.252 | 1.157 | 1.128 | 1.243 |
| Withdrawals | (1.473) | (1.408) | (1.523) | (1.439) |
| Net Flows | (0.221) | (0.251) | (0.395) | (0.196) |
| Variable Account Values | | | | |
| Fixed Portion of Variable Contracts | | | | |
| Deposits | 0.455 | 0.364 | 0.399 | 0.397 |
| Withdrawals | (0.263) | (0.240) | (0.270) | (0.240) |
| Net Flows | 0.192 | 0.124 | 0.129 | 0.157 |
| Fixed Portion of Variable Account Values | | | | |
| Average Daily Variable Account Values | | | | |
| | 42.185 | 42.182 | 43.055 | 39.682 |
| ----- | | | | |
| Annuity Product Spread Information** | | | | |
| Net Investment Income | 7.35% | 7.41% | 7.40% | 7.37% |
| Interest Credited | 5.33% | 5.37% | 5.12% | 5.14% |
| Spread | 2.02% | 2.04% | 2.28% | 2.23% |
| | Sep | Dec | Mar | Jun |
| | 2001 | 2001 | 2002 | 2002 |
| | ----- | ----- | ----- | ----- |
| Fixed Annuities-Bal Beg-of-Quarter | 16.696 | 17.317 | 18.004 | 18.178 |
| Gross Deposits | 0.896 | 1.218 | 0.906 | 0.853 |
| Withdrawals (incl charges) & deaths | (0.525) | (0.562) | (0.730) | (0.551) |
| Net cash flows | 0.372 | 0.656 | 0.176 | 0.302 |
| Transfer from (to) var annuities | 0.021 | (0.213) | (0.232) | (0.032) |
| Interest credited | 0.228 | 0.244 | 0.230 | 0.231 |
| Acq of new business/companies | ----- | ----- | ----- | ----- |

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| | | | | |
|---|---------|---------|---------|---------|
| Fixed Annuities-Gross | 17.317 | 18.004 | 18.178 | 18.679 |
| Reinsurance Ceded | (1.266) | (1.514) | (1.645) | (1.770) |
| | ----- | ----- | ----- | ----- |
| Fixed Annuities-Bal | | | | |
| End-of-Quarter | 16.051 | 16.491 | 16.533 | 16.909 |
| | ----- | ----- | ----- | ----- |
| Fixed Annuities Incremental | | | | |
| Deposits* | 0.873 | 1.193 | 0.881 | 0.839 |
| | | | | |
| Variable Annuities-Bal | | | | |
| Beg-of-Quarter | 36.961 | 30.506 | 34.638 | 35.150 |
| | | | | |
| Gross Deposits | 0.684 | 0.793 | 0.808 | 0.787 |
| Withdrawals (incl charges) & deaths | (0.795) | (0.818) | (0.896) | (0.866) |
| | ----- | ----- | ----- | ----- |
| Net cash flows | (0.111) | (0.025) | (0.088) | (0.079) |
| Transfer from (to) fixed annuities | (0.023) | 0.213 | 0.234 | 0.032 |
| Invest inc & change in mkt value | (6.321) | 3.944 | 0.366 | (3.897) |
| Acq(sale) of new business/companies | | | | |
| | ----- | ----- | ----- | ----- |
| Var Annuities-Bal End-of-Quarter | 30.506 | 34.638 | 35.150 | 31.206 |
| | ----- | ----- | ----- | ----- |
| Variable Annuities Incremental | | | | |
| Deposits | 0.604 | 0.725 | 0.725 | 0.744 |
| | | | | |
| Total Annuities -Bal | | | | |
| Beg-of-Quarter | 53.658 | 47.823 | 52.642 | 53.329 |
| | | | | |
| Gross Deposits | 1.580 | 2.011 | 1.714 | 1.640 |
| Withdrawals (incl charges) & deaths | (1.320) | (1.380) | (1.626) | (1.417) |
| | ----- | ----- | ----- | ----- |
| Net cash flows | 0.261 | 0.631 | 0.088 | 0.223 |
| Transfers | (0.002) | | 0.002 | |
| Interest credited & change in mkt value | (6.093) | 4.188 | 0.596 | (3.666) |
| Acq of new business/companies | | | | |
| Total Gross Annuities-Bal | | | | |
| | ----- | ----- | ----- | ----- |
| End-of-Quarter | 47.823 | 52.642 | 53.329 | 49.886 |
| Reinsurance Ceded | (1.266) | (1.514) | (1.645) | (1.770) |
| | ----- | ----- | ----- | ----- |
| Total Annuities (Net of Ceded) - | | | | |
| Bal End-of-Qtr | 46.558 | 51.129 | 51.684 | 48.116 |
| | ===== | ===== | ===== | ===== |
| Total Annuities Incremental | | | | |
| Deposits * | 1.477 | 1.918 | 1.606 | 1.583 |
| | | | | |
| Var Ann Under Agree - Included above | 0.907 | 1.077 | 1.207 | 1.175 |

Fixed Annuities - excluding fixed

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| | | | | |
|--|---------|---------|---------|---------|
| portion of variable contracts | | | | |
| Deposits | 0.489 | 0.734 | 0.505 | 0.430 |
| Withdrawals | (0.340) | (0.352) | (0.463) | (0.267) |
| Net Flows | 0.149 | 0.382 | 0.042 | 0.163 |
| Gross Fixed Account Values | | | 9.761 | 10.048 |
| Reinsurance Ceded | | | (1.645) | (1.770) |
| Net Fixed Account Values | | | 8.116 | 8.278 |
| Variable Annuities - including fixed portion of variable contracts | | | | |
| Deposits | 1.091 | 1.277 | 1.209 | 1.210 |
| Withdrawals | (0.979) | (1.028) | (1.163) | (1.150) |
| Net Flows | 0.112 | 0.249 | 0.046 | 0.060 |
| Variable Account Values | | | 43.568 | 39.838 |
| Fixed Portion of Variable Contracts | | | | |
| Deposits | 0.407 | 0.484 | 0.401 | 0.423 |
| Withdrawals | (0.184) | (0.210) | (0.267) | (0.284) |
| Net Flows | 0.223 | 0.274 | 0.134 | 0.139 |
| Fixed Portion of Variable Account Values | | | 8.417 | 8.631 |
| Average Daily Variable Account Values | | | 34.399 | 33.502 |
| ----- | | | | |
| Annuity Product Spread Information** | | | | |
| Net Investment Income | 7.33% | 7.26% | 7.15% | 7.11% |
| Interest Credited | 5.34% | 5.28% | 5.14% | 4.92% |
| Spread | 1.99% | 1.98% | 2.01% | 2.18% |

* Incremental Deposits represent gross deposits reduced by transfers from other Lincoln Retirement

** For the annuity products spread, the yield on earning assets is calculated as net investment income on investment portfolios divided by average earning assets. The average crediting rate is calculated on annuity products less bonus credits and excess DCA interest, divided by average fixed account values. Fixed account values reinsured under modified co-insurance agreements are included in this calculation since assets (and therefore margin) are retained under these agreements.

Life Insurance Segment
Income Statements
Unaudited [Millions of Dollars]

1998

1999

2000

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| | | | |
|--|---------|---------|---------|
| | ----- | ----- | ----- |
| Operating Revenue | | | |
| Premiums | 185.9 | 235.8 | 227.3 |
| Surrender charges | 52.1 | 66.3 | 66.4 |
| Mortality assessments | 350.1 | 444.6 | 465.2 |
| Expense assessments | 146.2 | 165.8 | 191.8 |
| Other revenue and fees | 2.6 | 9.8 | 14.2 |
| Net investment income | 642.6 | 840.1 | 871.5 |
| | ----- | ----- | ----- |
| Operating Revenue | 1379.5 | 1762.6 | 1836.4 |
| | ----- | ----- | ----- |
| Operating Benefits and Expenses | | | |
| Benefits paid or provided: | | | |
| Benefits | 371.3 | 430.4 | 411.5 |
| Div accum & div to policyholders | 70.7 | 81.5 | 80.8 |
| Interest credited to policy bal. | 393.1 | 493.8 | 525.4 |
| | ----- | ----- | ----- |
| Total insurance benefits | 835.1 | 1005.8 | 1017.8 |
| Underwriting, acquisition, insurance and other expenses*: | | | |
| Commissions | 107.5 | 163.4 | 152.8 |
| Other volume related expenses | 122.7 | 185.6 | 200.9 |
| Operating and administrative expenses | 144.9 | 171.2 | 164.4 |
| Taxes, licenses and fees | 29.7 | 51.8 | 48.5 |
| Par policyholder interests | (4.3) | 3.3 | 1.1 |
| Foreign exchange | 0.0 | 0.0 | 0.0 |
| | ----- | ----- | ----- |
| Subtotal | 400.6 | 575.2 | 567.6 |
| Deferral of acquisition costs | | | |
| DAC amortization | | | |
| | ----- | ----- | ----- |
| DAC deferral net of amortization | (159.3) | (235.0) | (286.5) |
| PVIF amortization | 51.9 | 58.8 | 103.7 |
| Other intangibles amortization | 0.0 | 0.0 | 0.0 |
| | ----- | ----- | ----- |
| Total underwriting, acquisition, insurance and other expenses | 293.1 | 399.1 | 384.8 |
| Goodwill amortization | 19.7 | 23.4 | 23.7 |
| | ----- | ----- | ----- |
| Operating Benefits and Expenses | 1147.8 | 1428.2 | 1426.3 |
| | ----- | ----- | ----- |
| Income from Operations Before Tax | 231.6 | 334.3 | 410.1 |
| Federal income taxes | 82.4 | 122.3 | 150.1 |
| | ----- | ----- | ----- |
| Income from Operations | 149.2 | 212.0 | 259.9 |
| | ----- | ----- | ----- |
| Realized gains (losses) on investments | (1.7) | (0.5) | (10.7) |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 |
| Restructuring charges | (20.0) | 0.0 | 0.0 |
| | ----- | ----- | ----- |
| Income before Accounting Changes | 127.5 | 211.5 | 249.3 |
| Cumulative effect of accounting changes | 0.0 | 0.0 | 0.0 |
| | ----- | ----- | ----- |

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| | | | |
|--|--------|--------|--------|
| Net Income | 127.5 | 211.5 | 249.3 |
| | ===== | ===== | ===== |
| Inc from Oper -before Goodwill Amort. | 168.9 | 235.4 | 283.6 |
| Net Income -before Goodwill Amort. | 147.1 | 234.9 | 273.0 |
| Effective tax rate | 35.6% | 36.6% | 36.6% |
| Operating Revenue | 1379.5 | 1762.6 | 1836.4 |
| Realized gains (losses) on investments | (1.0) | (2.2) | (17.4) |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 |
| Total Revenue | 1378.5 | 1760.4 | 1819.0 |
| | ===== | ===== | ===== |
| Average capital | 1948.0 | 2712.3 | 2640.2 |
| Return on average capital | 7.7% | 7.8% | 9.8% |

PAGE 2

Life Insurance Segment
Income Statements
Unaudited [Millions of Dollars]

| For the Quarter Ended | Mar 2000 | Jun 2000 | Sep 2000 | Dec 2001 | Mar 2001 | Ju 200 |
|---|-------------|-------------|-------------|-------------|-------------|-----------|
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Operating Revenue | | | | | | |
| Premiums | 52.9 | 56.3 | 50.9 | 67.1 | 50.9 | 50. |
| Surrender charges | 16.2 | 16.5 | 13.8 | 19.9 | 17.2 | 13. |
| Mortality assessments | 112.2 | 114.5 | 116.3 | 122.1 | 124.3 | 124. |
| Expense assessments | 45.3 | 44.1 | 46.9 | 55.5 | 47.4 | 45. |
| Other revenue and fees | 3.2 | 3.6 | 3.8 | 3.7 | 5.1 | 3. |
| Net investment income | 215.6 | 215.5 | 220.6 | 219.7 | 223.0 | 227. |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Operating Revenue | 445.5 | 450.5 | 452.4 | 488.0 | 467.9 | 465. |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Operating Benefits and Expenses | | | | | | |
| Benefits paid or provided: | | | | | | |
| Benefits | 98.3 | 96.3 | 95.8 | 121.0 | 99.9 | 103. |
| Div accum & div to policyholders | 20.4 | 18.7 | 16.4 | 25.3 | 17.5 | 19. |
| Interest credited to policy bal. | 126.3 | 128.7 | 134.0 | 136.5 | 138.3 | 141. |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Total insurance benefits | 245.0 | 243.7 | 246.2 | 282.9 | 255.7 | 263. |
| Underwriting, acquisition, insurance and other expenses*: | | | | | | |
| Commissions | 32.2 | 34.2 | 39.8 | 46.6 | 33.4 | 31. |
| Other volume related expenses | 43.5 | 44.8 | 48.6 | 64.0 | 34.8 | 43. |
| Operating and administrative expenses | 40.4 | 40.8 | 39.4 | 43.8 | 40.4 | 40. |
| Taxes, licenses and fees | 13.4 | 9.8 | 11.4 | 13.9 | 12.5 | 12. |
| Par policyholder interests | (1.5) | 1.6 | 1.4 | (0.5) | (0.0) | 0. |
| Foreign exchange | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0. |

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| | | | | | | |
|---|---------|---------|---------|---------|---------|---------|
| Subtotal | 128.0 | 131.1 | 140.7 | 167.9 | 121.1 | 127.0 |
| Deferral of acquisition costs | | | | | | (68.0) |
| DAC amortization | | | | | | 15.0 |
| DAC deferral net of amortization | (53.2) | (53.6) | (76.8) | (103.0) | (45.2) | (53.0) |
| PVIF amortization | 24.6 | 23.4 | 31.0 | 24.7 | 22.9 | 17.0 |
| Other intangibles amortization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total underwriting, acquisition, insurance and other expenses | 99.4 | 100.9 | 94.9 | 89.6 | 98.8 | 92.0 |
| Goodwill amortization | 5.9 | 5.9 | 5.9 | 5.9 | 5.9 | 5.0 |
| Operating Benefits and Expenses | 350.3 | 350.6 | 347.0 | 378.4 | 360.5 | 361.0 |
| Income from Operations Before Tax | 95.2 | 99.9 | 105.4 | 109.6 | 107.4 | 103.0 |
| Federal income taxes | 34.8 | 37.4 | 38.9 | 39.0 | 38.8 | 36.0 |
| Income from Operations | 60.4 | 62.4 | 66.5 | 70.6 | 68.6 | 67.0 |
| Realized gains (losses) on investments | (2.4) | (4.0) | 1.0 | (5.2) | (5.4) | (6.0) |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 | 0.0 | (0.0) | 0.0 |
| Restructuring charges | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | (2.0) |
| Income before Accounting Changes | 58.1 | 58.4 | 67.4 | 65.4 | 63.2 | 58.0 |
| Cumulative effect of accounting changes | 0.0 | 0.0 | 0.0 | 0.0 | (0.2) | (5.0) |
| Net Income | 58.1 | 58.4 | 67.4 | 65.4 | 62.9 | 53.0 |
| Inc from Oper -before Goodwill Amort. | 66.3 | 68.4 | 72.4 | 76.5 | 74.5 | 73.0 |
| Net Income -before Goodwill Amort. | 64.0 | 64.4 | 73.4 | 71.3 | 68.9 | 59.0 |
| Effective tax rate | 36.5% | 37.5% | 36.9% | 35.6% | 36.1% | 35.0% |
| Operating Revenue | 445.5 | 450.5 | 452.4 | 488.0 | 467.9 | 465.0 |
| Realized gains (losses) on investments | (3.8) | (6.3) | 0.8 | (8.1) | (8.2) | (10.0) |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 | 0.0 | (0.0) | 0.0 |
| Total Revenue | 441.7 | 444.2 | 453.2 | 479.9 | 459.6 | 455.0 |
| Average capital | 2,655.3 | 2,615.0 | 2,650.5 | 2,640.0 | 2,729.8 | 2,715.0 |
| Return on average capital | 9.1% | 9.6% | 10.0% | 10.7% | 10.1% | 9.9% |
| Roll Forward of Deferred Acquisition Costs | | | | | | |
| Balance at beginning-of-quarter | | | | | 1,079.3 | 1,064.0 |
| Deferral | | | | | 64.5 | 68.0 |
| Amortization | | | | | (19.3) | (15.0) |

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| | | | | | | |
|--|-------|-------|-------|-------|---------|---------|
| Operating | | | | | 45.2 | 53.0 |
| Adjustment related to realized (gains) losses on securities available-for-sale | | | | | 7.8 | 13.0 |
| Adjustment related to unrealized (gains) losses on securities available-for-sale | | | | | (68.5) | 20.0 |
| Other** | | | | | 0.2 | 0.0 |
| Balance at end-of-quarter | ----- | ----- | ----- | ----- | 1,064.1 | 1,151.0 |
| | ===== | ===== | ===== | ===== | ===== | ===== |
| Roll Forward of Present Value of In-Force | | | | | | |
| Balance at beginning-of-quarter | | | | | 1,040.5 | 1,017.0 |
| Amortization | | | | | (22.9) | (17.0) |
| Other | | | | | | |
| Balance at end-of-quarter | ----- | ----- | ----- | ----- | 1,017.6 | 999.0 |
| | ===== | ===== | ===== | ===== | ===== | ===== |

| For the Quarter Ended | Sep 2001 | Dec 2002 | Mar 2002 | Jun 2002 | Sep 2002 | Dec 2002 |
|---|-------------|-------------|-------------|-------------|-------------|-------------|
| | ----- | ----- | ----- | ----- | ----- | ----- |
| C> | | | | | | |
| Operating Revenue | | | | | | |
| Premiums | 46.4 | 64.3 | 51.1 | 47.5 | 48.6 | 56.4 |
| Surrender charges | 15.6 | 19.9 | 11.7 | 13.5 | 13.4 | 15.5 |
| Mortality assessments | 124.7 | 125.5 | 123.9 | 123.9 | 126.3 | 127.3 |
| Expense assessments | 46.0 | 52.8 | 46.9 | 47.2 | 49.2 | 56.3 |
| Other revenue and fees | 3.0 | 6.0 | 5.7 | 6.7 | 5.1 | 6.2 |
| Net investment income | 233.2 | 226.6 | 226.0 | 225.7 | 224.1 | 223.3 |
| Operating Revenue | 468.9 | 495.2 | 465.3 | 464.6 | 466.8 | 485.0 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Operating Benefits and Expenses | | | | | | |
| Benefits paid or provided: | | | | | | |
| Benefits | 102.3 | 112.9 | 104.1 | 103.6 | 105.2 | 114.6 |
| Div accum & div to policyholders | 16.5 | 25.4 | 17.8 | 18.2 | 17.2 | 22.8 |
| Interest credited to policy bal. | 143.5 | 146.9 | 146.3 | 148.9 | 152.6 | 150.7 |
| Total insurance benefits | 262.3 | 285.2 | 268.1 | 270.8 | 275.1 | 288.0 |
| Underwriting, acquisition, insurance and other expenses*: | | | | | | |
| Commissions | 32.5 | 45.1 | 34.6 | 34.8 | 31.8 | 38.6 |
| Other volume related expenses | 41.4 | 56.9 | 42.7 | 43.6 | 45.8 | 58.3 |
| Operating and administrative expenses | 41.6 | 38.3 | 37.1 | 37.1 | 40.0 | 43.6 |
| Taxes, licenses and fees | 12.0 | 12.5 | 13.2 | 15.3 | 13.2 | 11.5 |
| Par policyholder interests | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Foreign exchange | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Subtotal | 127.5 | 152.8 | 127.5 | 130.8 | 130.7 | 152.1 |
| Deferral of acquisition costs | (85.3) | (106.3) | (74.3) | (82.2) | (78.7) | (101.4) |
| DAC amortization | 29.7 | 30.2) | 22.1 | 23.6 | 23.9 | 36.3 |
| DAC deferral net of amortization | (55.5) | (76.1) | (52.3) | (58.6) | (54.8) | (65.1) |
| PVIF amortization | 20.5 | 14.7 | 16.9 | 16.3 | 23.3 | 17.4 |

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| | | | | | | |
|---|---------|---------|---------|---------|---------|---------|
| Other intangibles amortization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total underwriting, acquisition, insurance and other expenses | 92.5 | 91.4 | 92.1 | 88.5 | 99.3 | 104.4 |
| Goodwill amortization | 5.9 | 5.9 | 0.0 | 0.0 | 0.0 | 0.0 |
| Operating Benefits and Expenses | 360.8 | 382.5 | 360.2 | 359.3 | 374.4 | 392.5 |
| Income from Operations Before Tax | 108.1 | 112.7 | 105.1 | 105.3 | 92.4 | 92.5 |
| Federal income taxes | 38.1 | 39.5 | 34.0 | 31.8 | 29.0 | 28.8 |
| Income from Operations | 70.1 | 73.2 | 71.1 | 73.5 | 63.4 | 63.8 |
| Realized gains (losses) on investments | (5.3) | (21.3) | (26.9) | (16.4) | (16.9) | (3.6) |
| Gains (losses) on derivatives | (0.0) | 1.5 | 0.0 | 0.3 | 0.6 | 0.1 |
| Restructuring charges | 0.0 | (1.5) | 0.0 | 0.0 | 0.0 | 0.0 |
| Income before Accounting Changes | 64.7 | 51.9 | 44.2 | 57.4 | 47.1 | 60.2 |
| Cumulative effect of accounting changes | 0.0 | (0.0) | 0.0 | 0.0 | 0.0 | 0.0 |
| Net Income | 64.7 | 51.9 | 44.2 | 57.4 | 47.1 | 60.2 |
| Inc from Oper -before Goodwill Amort. | 76.0 | 79.1 | 71.1 | 73.5 | 63.4 | 63.8 |
| Net Income -before Goodwill Amort. | 70.6 | 57.8 | 44.2 | 57.4 | 47.1 | 60.2 |
| Effective tax rate | 35.2% | 35.0 | 32.3% | 30.2% | 31.3% | 31.1 |
| Operating Revenue | 468.9 | 495.2 | 465.3 | 464.6 | 466.8 | 485.0 |
| Realized gains (losses) on investments | (8.2) | (31.1) | (41.4) | (25.4) | (25.9) | (5.5) |
| Gains (losses) on derivatives | (0.1) | 0.6 | 0.0 | 0.6 | 0.7 | 0.1 |
| Total Revenue | 460.6 | 464.7 | 423.9 | 439.8 | 441.6 | 479.6 |
| Average capital | 2,736.3 | 2,744.4 | 2,801.9 | 2,865.8 | 2,852.9 | 2,846.2 |
| Return on average capital | 10.2% | 10.7% | 10.2% | 10.3% | 8.9% | 9.0% |
| ----- | | | | | | |
| Roll Forward of Deferred Acquisition Costs | | | | | | |
| Balance at beginning-of-quarter | 1,151.1 | 1,156.0 | 1,265.6 | 1,385.3 | 1,404.9 | 1,362.1 |
| Deferral | 85.3 | 106.3 | 74.3 | 82.2 | 78.7 | 101.4 |
| Amortization | (29.7) | (30.2) | (22.1) | (23.6) | (23.9) | (36.3) |
| Operating Adjustment related to realized (gains) losses | 55.5 | 76.1 | 52.3 | 58.6 | 54.8 | 65.1 |
| on securities available-for-sale | 7.2 | 14.7 | 15.8 | 11.2 | 11.7 | 1.0 |
| Adjustment related to unrealized (gains) losses | (59.6) | 18.5 | 34.0 | (51.9) | (109.3) | (3.7) |
| on securities available-for-sale | | | | | | |

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| | | | | | | |
|---|---------|---------|---------|---------|---------|---------|
| Other** | 1.8 | 0.3 | 17.6 | 1.7 | | |
| Balance at end-of-quarter | 1,156.0 | 1,265.6 | 1,385.3 | 1,404.9 | 1,362.1 | 1,424.5 |
| Roll Forward of Present Value of In-Force | | | | | | |
| Balance at beginning-of-quarter | 999.9 | 978.7 | 964.0 | 947.1 | 930.7 | 907.4 |
| Amortization | (20.5) | (14.7) | (16.9) | (16.3) | (23.3) | (17.4) |
| Other | (0.7) | | | (0.1) | | 0.1 |
| Balance at end-of-quarter | 978.7 | 964.0 | 947.1 | 930.7 | 907.4 | 890.1 |

* Does not include restructuring charges which is consistent with the definition of "Income from Operations" (see page 5).

** Includes the transfer of the Legacy Life block of business from the Lincoln Retirement segment in the first quarter of 2002.

Life Insurance Segment
Operational Data
Unaudited [Millions of Dollars]

| | 1998 | 1999 | 2000 | 2001 | 2002 |
|--|---------|---------|---------|---------|---------|
| First Year Premiums by Product (Millions) | | | | | |
| Universal Life | 233.0 | 342.9 | 289.3 | 292.7 | 495.3 |
| Variable Universal Life | 101.3 | 142.2 | 218.7 | 228.6 | 134.5 |
| Whole Life | 20.0 | 23.9 | 22.4 | 26.3 | 30.3 |
| Term | 48.0 | 45.9 | 41.9 | 30.8 | 32.3 |
| Total Retail | 402.3 | 555.0 | 572.3 | 578.4 | 692.3 |
| Corporate Owned Life Insurance (COLI) | 4.0 | 14.7 | 87.0 | 47.3 | 88.1 |
| Total | 406.3 | 569.7 | 659.3 | 625.6 | 780.4 |
| First Year Premiums by Distribution (Millions) | | | | | |
| Lincoln Financial Advisors | 35.0 | 188.3 | 200.6 | 196.1 | 201.7 |
| Lincoln Financial Distributors | 356.3 | 367.9 | 444.7 | 413.0 | 556.3 |
| Other* | 15.0 | 13.5 | 14.0 | 16.6 | 22.4 |
| Total by Distribution | 406.3 | 569.7 | 659.3 | 625.6 | 780.4 |
| Life Insurance In-Force (Billions) | | | | | |
| Universal Life & Other | 105.837 | 109.288 | 115.872 | 121.168 | 126.016 |
| Term Insurance | 67.076 | 85.701 | 100.130 | 113.226 | 127.880 |

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| | | | | | |
|---|---------|---------|---------|---------|---------|
| Total Life Segment In-Force | 172.914 | 194.988 | 216.002 | 234.394 | 253.896 |
| | ===== | ===== | ===== | ===== | ===== |
| For the Quarter Ended | Mar | Jun | Sep | Dec | Mar |
| | 2000 | 2000 | 2000 | 2000 | 2001 |
| | ----- | ----- | ----- | ----- | ----- |
| First Year Premiums by Product (Millions) | | | | | |
| Universal Life | 72.3 | 63.7 | 72.4 | 80.9 | 57.7 |
| Variable Universal Life | 44.0 | 44.5 | 55.1 | 75.1 | 56.0 |
| Whole Life | 3.9 | 4.5 | 6.0 | 8.0 | 4.1 |
| Term | 13.1 | 12.1 | 9.1 | 7.6 | 6.5 |
| | ----- | ----- | ----- | ----- | ----- |
| Total Retail | 133.3 | 124.8 | 142.6 | 171.6 | 124.2 |
| Corporate Owned Life Insurance (COLI) | 12.7 | 19.5 | 5.8 | 49.0 | 7.1 |
| | ----- | ----- | ----- | ----- | ----- |
| Total | 146.0 | 144.3 | 148.4 | 220.7 | 131.3 |
| | ----- | ----- | ----- | ----- | ----- |
| First Year Premiums by Distribution (Millions) | | | | | |
| Lincoln Financial Advisors | 46.1 | 37.0 | 51.3 | 66.2 | 38.1 |
| Lincoln Financial Distributors | 96.8 | 104.4 | 92.9 | 150.6 | 89.1 |
| Other* | 3.0 | 2.9 | 4.2 | 3.9 | 4.2 |
| | ----- | ----- | ----- | ----- | ----- |
| Total by Distribution | 146.0 | 144.3 | 148.4 | 220.7 | 131.3 |
| | ===== | ===== | ===== | ===== | ===== |
| Insurance In-Force (Billions) | | | | | |
| Universal Life & Other | 108.817 | 110.448 | 112.884 | 115.872 | 116.747 |
| Term Insurance | 92.857 | 97.039 | 98.424 | 100.130 | 102.467 |
| | ----- | ----- | ----- | ----- | ----- |
| Total Segment In-Force | 201.674 | 207.487 | 211.308 | 216.002 | 219.214 |
| | ===== | ===== | ===== | ===== | ===== |
| For the Quarter Ended | Sep | Dec | Mar | Jun | Sep |
| | 2001 | 2001 | 2002 | 2002 | 2002 |
| | ----- | ----- | ----- | ----- | ----- |
| First Year Premiums by Product (Millions) | | | | | |
| Universal Life | 67.4 | 97.5 | 86.4 | 98.9 | 132.9 |
| Variable Universal Life | 50.1 | 70.2 | 39.0 | 42.4 | 26.1 |
| Whole Life | 6.7 | 10.4 | 5.2 | 6.4 | 7.7 |
| Term | 8.1 | 9.1 | 8.7 | 8.1 | 7.3 |
| | ----- | ----- | ----- | ----- | ----- |
| Total Retail | 132.4 | 187.2 | 139.4 | 155.8 | 174.0 |
| Corporate Owned Life Insurance (COLI) | 5.1 | 14.2 | 6.9 | 46.6 | 7.8 |
| | ----- | ----- | ----- | ----- | ----- |
| Total | 137.4 | 201.3 | 146.3 | 202.4 | 181.8 |
| | ----- | ----- | ----- | ----- | ----- |

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| | | | | | |
|---|---------|---------|---------|---------|---------|
| First Year Premiums by Distribution (Millions) | | | | | |
| Lincoln Financial Advisors | 41.8 | 68.0 | 41.5 | 48.3 | 46.9 |
| Lincoln Financial Distributors | 90.4 | 129.5 | 100.9 | 151.6 | 132.7 |
| Other* | 5.2 | 3.8 | 3.8 | 2.6 | 2.2 |
| | ----- | ----- | ----- | ----- | ----- |
| Total by Distribution | 137.4 | 201.3 | 146.3 | 202.4 | 181.8 |
| | ===== | ===== | ===== | ===== | ===== |
| Insurance In-Force (Billions) | | | | | |
| Universal Life & Other | 119.029 | 121.168 | 122.316 | 123.674 | 124.085 |
| Term Insurance | 108.723 | 113.226 | 117.752 | 121.076 | 123.945 |
| | ----- | ----- | ----- | ----- | ----- |
| Total Segment In-Force | 227.751 | 234.394 | 240.068 | 244.750 | 248.030 |
| | ===== | ===== | ===== | ===== | ===== |

* Other consists of distribution arrangements with third-party intermediaries.

| | Life Insurance Segment | | | | |
|---|------------------------|-----------------------|--------------|---------|---------|
| | Life Insurance | Account Value | Roll Forward | | |
| | Unaudited | [Billions of Dollars] | | | |
| | 1998 | 1999 | 2000 | 2001 | 2002 |
| | ----- | ----- | ----- | ----- | ----- |
| Universal Life-Bal Beg-of-Year | 2.558 | 6.259 | 6.650 | 6.976 | 7.508 |
| Deposits | 0.675 | 1.017 | 0.955 | 1.043 | 1.332 |
| Withdrawals & deaths | (0.701) | (0.452) | (0.426) | (0.319) | (0.426) |
| | ----- | ----- | ----- | ----- | ----- |
| Net cash flows | (0.026) | 0.564 | 0.528 | 0.724 | 0.906 |
| Policyholder assessments | 0.000 | (0.544) | (0.584) | (0.598) | (0.648) |
| Interest credited | 0.350 | 0.370 | 0.382 | 0.405 | 0.428 |
| Acq of new business/transfers between segments | 3.378 | 0.000 | 0.000 | 0.000 | 0.018 |
| | ----- | ----- | ----- | ----- | ----- |
| Universal Life-Bal End of Year(1) | 6.259 | 6.650 | 6.976 | 7.508 | 8.211 |
| | ----- | ----- | ----- | ----- | ----- |
| Variable Universal Life-Bal Beg-of-Year | 0.480 | 1.200 | 1.605 | 1.808 | 1.746 |
| Deposits | 0.193 | 0.326 | 0.607 | 0.584 | 0.504 |
| Withdrawals & deaths | (0.100) | (0.099) | (0.132) | (0.251) | (0.193) |
| | ----- | ----- | ----- | ----- | ----- |
| Net cash flows | 0.093 | 0.228 | 0.475 | 0.332 | 0.311 |
| Policyholder assessments | 0.000 | (0.084) | (0.141) | (0.170) | (0.186) |
| Invest inc & chg in mkt value | 0.105 | 0.370 | (0.130) | (0.225) | (0.313) |
| Acq of new business/transfers between segments | 0.522 | (0.110) | 0.000 | 0.000 | 0.132 |
| | ----- | ----- | ----- | ----- | ----- |
| Variable Universal Life -Bal End-of-Year | 1.200 | 1.605 | 1.808 | 1.746 | 1.690 |
| | ----- | ----- | ----- | ----- | ----- |

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| | | | | | |
|--|---------|---------|---------|---------|---------|
| Interest Sensitive Whole Life - Bal Beg-of-Year | 0.000 | 1.784 | 1.963 | 2.062 | 2.123 |
| Deposits | 0.340 | 0.355 | 0.322 | 0.307 | 0.301 |
| Withdrawals & deaths | (0.294) | (0.162) | (0.168) | (0.200) | (0.199) |
| Net cash flows | 0.046 | 0.193 | 0.154 | 0.107 | 0.103 |
| Policyholder assessments | 0.000 | (0.168) | (0.168) | (0.164) | (0.167) |
| Interest credited | 0.096 | 0.109 | 0.113 | 0.118 | 0.127 |
| Acq of new business/transfers between segments | 1.642 | 0.045 | 0.000 | 0.000 | 0.000 |
| Int Sensitive Whole Life-Bal End -of -Year | 1.784 | 1.963 | 2.062 | 2.123 | 2.186 |
| ----- | | | | | |
| Total Segment- Life Insurance Account Values | | | | | |
| Bal Beg-of-Year | 3.038 | 9.243 | 10.217 | 10.847 | 11.377 |
| Deposits | 1.207 | 1.698 | 1.884 | 1.934 | 2.138 |
| Withdrawals & deaths | (1.095) | (0.713) | (0.727) | (0.771) | (0.818) |
| Net cash flows | 0.113 | 0.985 | 1.158 | 1.163 | 1.320 |
| Policyholder assessments | | (0.795) | (0.893) | (0.931) | (1.002) |
| Invest inc & change in market value | 0.551 | 0.849 | 0.364 | 0.299 | 0.241 |
| Acq of new business/transfers between segments | 5.542 | (0.065) | | | 0.150 |
| Total Segment -Bal End-of-Year | 9.243 | 10.217 | 10.847 | 11.377 | 12.086 |
| | ===== | ===== | ===== | ===== | ===== |

(1) Includes fixed investment option of VUL products.

Life Insurance Segment
Life Insurance Account Value Roll Forward
Unaudited [Billions of Dollars]

| For the Quarter Ended | Mar 2000 | Jun 2000 | Sep 2000 | Dec 2000 |
|---|-------------|-------------|-------------|-------------|
| | ----- | ----- | ----- | ----- |
| Universal Life-Bal Beg-of-Quarter | 6.650 | 6.729 | 6.782 | 6.878 |
| Deposits | 0.252 | 0.212 | 0.227 | 0.265 |
| Withdrawals & deaths | (0.121) | (0.111) | (0.080) | (0.114) |
| Net cash flows | 0.131 | 0.101 | 0.146 | 0.151 |
| Policyholder assessments | (0.145) | (0.143) | (0.146) | (0.150) |
| Interest credited | 0.093 | 0.095 | 0.096 | 0.097 |
| Acq of new business/transfers between segments | 0.000 | 0.000 | 0.000 | 0.000 |

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| | | | | |
|---|---------|---------|---------|---------|
| Universal Life-Bal End-of-Quarter (1) | 6.729 | 6.782 | 6.878 | 6.976 |
| Variable Universal Life-Bal Beg of Quarter | 1.605 | 1.771 | 1.764 | 1.812 |
| Deposits | 0.112 | 0.128 | 0.123 | 0.245 |
| Withdrawals & deaths | (0.019) | (0.028) | (0.037) | (0.048) |
| Net cash flows | 0.093 | 0.100 | 0.085 | 0.197 |
| Policyholder assessments | (0.032) | (0.033) | (0.036) | (0.041) |
| Invest inc & chg in mkt value | 0.105 | (0.074) | (0.001) | (0.160) |
| Acq of new business/transfers between segments | 0.000 | 0.000 | 0.000 | 0.000 |
| Variable Universal Life -Bal End-of-Quarter | 1.771 | 1.764 | 1.812 | 1.808 |
| Interest Sensitive Whole Life - Bal Beg-of-Quarter | 1.963 | 1.970 | 1.993 | 2.026 |
| Deposits | 0.060 | 0.071 | 0.079 | 0.113 |
| Withdrawals & deaths | (0.042) | (0.037) | (0.033) | (0.056) |
| Net cash flows | 0.018 | 0.034 | 0.045 | 0.057 |
| Policyholder assessments | (0.039) | (0.040) | (0.040) | (0.050) |
| Interest credited | 0.028 | 0.028 | 0.027 | 0.029 |
| Acq of new business/transfers between segments | 0.000 | 0.000 | 0.000 | 0.000 |
| Int Sensitive Whole Life-Bal End-of-Quarter | 1.970 | 1.993 | 2.026 | 2.062 |
| ----- | | | | |
| Total Segment- Life Insurance Account Values | | | | |
| Bal Beg-of-Quarter | 10.218 | 10.470 | 10.538 | 10.716 |
| Deposits | 0.424 | 0.411 | 0.428 | 0.622 |
| Withdrawals & deaths | (0.182) | (0.176) | (0.151) | (0.218) |
| Net cash flows | 0.242 | 0.235 | 0.277 | 0.404 |
| Policyholder assessments | (0.215) | (0.216) | (0.221) | (0.241) |
| Invest inc & change in market value | 0.227 | 0.048 | 0.123 | (0.033) |
| Acq of new business/transfers between segments | 0.000 | 0.000 | 0.000 | 0.000 |
| Total Segment -Bal End-of-Quarter | 10.470 | 10.538 | 10.716 | 10.847 |
| | ===== | ===== | ===== | ===== |
| | Sep | Dec | Mar | Jun |
| For the Quarter Ended | 2001 | 2001 | 2002 | 2002 |
| | ----- | ----- | ----- | ----- |

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| | | | | |
|---|---------|---------|---------|---------|
| Universal Life-Bal Beg-of-Quarter | 7.216 | 7.315 | 7.508 | 7.622 |
| Deposits | 0.233 | 0.314 | 0.248 | 0.364 |
| Withdrawals & deaths | (0.085) | (0.073) | (0.097) | (0.096) |
| | ----- | ----- | ----- | ----- |
| Net cash flows | 0.147 | 0.241 | 0.150 | 0.268 |
| Policyholder assessments | (0.150) | (0.153) | (0.158) | (0.158) |
| Interest credited | 0.102 | 0.105 | 0.104 | 0.106 |
| Acq of new business/transfers between segments | 0.000 | 0.000 | 0.018 | 0.000 |
| | ----- | ----- | ----- | ----- |
| Universal Life-Bal End-of-Quarter (1) | 7.315 | 7.508 | 7.622 | 7.838 |
| | ----- | ----- | ----- | ----- |
| Variable Universal Life-Bal Beg of Quarter | 1.766 | 1.527 | 1.746 | 1.919 |
| Deposits | 0.124 | 0.186 | 0.129 | 0.147 |
| Withdrawals & deaths | (0.055) | (0.088) | (0.055) | (0.057) |
| | ----- | ----- | ----- | ----- |
| Net cash flows | 0.069 | 0.098 | 0.074 | 0.090 |
| Policyholder assessments | (0.042) | (0.045) | (0.047) | (0.046) |
| Invest inc & chg in mkt value | (0.266) | 0.166 | 0.013 | (0.186) |
| Acq of new business/transfers between segments | 0.000 | 0.000 | 0.132 | 0.000 |
| | ----- | ----- | ----- | ----- |
| Variable Universal Life -Bal End-of-Quarter | 1.527 | 1.746 | 1.919 | 1.776 |
| | ----- | ----- | ----- | ----- |
| Interest Sensitive Whole Life - Bal Beg-of-Quarter | 2.084 | 2.096 | 2.123 | 2.126 |
| Deposits | 0.077 | 0.105 | 0.063 | 0.066 |
| Withdrawals & deaths | (0.054) | (0.061) | (0.051) | (0.039) |
| | ----- | ----- | ----- | ----- |
| Net cash flows | 0.022 | 0.044 | 0.012 | 0.026 |
| Policyholder assessments | (0.041) | (0.047) | (0.042) | (0.039) |
| Interest credited | 0.030 | 0.030 | 0.033 | 0.032 |
| Acq of new business/transfers between segments | 0.000 | 0.000 | 0.000 | 0.000 |
| Int Sensitive Whole Life-Bal End-of-Quarter | 2.096 | 2.123 | 2.126 | 2.145 |
| | ----- | ----- | ----- | ----- |
| ----- | | | | |
| Total Segment- Life Insurance Account Values | | | | |
| Bal Beg-of-Quarter | 11.066 | 10.939 | 11.377 | 11.667 |
| Deposits | 0.434 | 0.605 | 0.440 | 0.577 |
| Withdrawals & deaths | (0.195) | (0.222) | (0.204) | (0.192) |
| | ----- | ----- | ----- | ----- |
| Net cash flows | 0.239 | 0.383 | 0.236 | 0.385 |
| Policyholder assessments | (0.232) | (0.246) | (0.246) | (0.244) |
| Invest inc & change in market value | (0.134) | 0.301 | 0.151 | (0.049) |
| Acq of new business/transfers between segments | 0.000 | 0.000 | 0.150 | 0.000 |
| | ----- | ----- | ----- | ----- |

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| | | | | |
|-----------------------------------|-----------------|-----------------|-----------------|-----------------|
| Total Segment -Bal End-of-Quarter | 10.939 ===== | 11.377 ===== | 11.667 ===== | 11.759 ===== |
|-----------------------------------|-----------------|-----------------|-----------------|-----------------|

(1) Includes fixed investment option of VUL products.

Investment Management
Income Statements
Unaudited [Millions of Dollars]

| For the Year Ended December 31 | 1998 ----- | 1999 ----- | 2000 ----- |
|--|---------------|---------------|---------------|
| Operating Revenue | | | |
| Investment advisory fees - External | 249.0 | 248.6 | 231.6 |
| Investment advisory fees - Insurance Assets | 82.5 | 83.6 | 88.9 |
| Other revenue and fees | 92.5 | 106.6 | 115.9 |
| Net investment income | 67.0 | 56.9 | 57.7 |
| | ----- | ----- | ----- |
| Operating Revenue | 491.0 | 495.6 | 494.2 |
| | ----- | ----- | ----- |
| Operating Benefits and Expenses | | | |
| Underwriting, acquisition, insurance and other expenses*: Operating and administrative expenses | 366.8 | 350.2 | 375.4 |
| Taxes, licenses and fees | 15.9 | 16.4 | 17.1 |
| | ----- | ----- | ----- |
| Subtotal | 382.7 | 366.6 | 392.5 |
| Other intangibles amortization | 18.8 | 17.7 | 16.3 |
| | ----- | ----- | ----- |
| Total underwriting, acquisition, insurance and other expenses | 401.5 | 384.3 | 408.7 |
| Goodwill amortization | 16.3 | 16.2 | 16.2 |
| Interest on notes payable | 0.4 | 0.0 | 0.0 |
| | ----- | ----- | ----- |
| Operating Benefits and Expenses | 418.2 | 400.5 | 425.0 |
| | ----- | ----- | ----- |
| Income from Operations Before Tax | 72.8 | 95.1 | 69.2 |
| Federal income taxes | 28.9 | 34.1 | 25.1 |
| | ----- | ----- | ----- |
| Income from Operations | 43.9 | 61.0 | 44.1 |
| | ----- | ----- | ----- |
| Realized gains (losses) on investments | 0.5 | (0.1) | (2.5) |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 |
| Restructuring charges | 0.0 | (9.2) | (4.6) |
| | ----- | ----- | ----- |
| Income before Accounting Changes | 44.4 | 51.6 | 37.0 |

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| | | | |
|--|-------|-------|-------|
| Cumulative effect of accounting changes | 0.0 | 0.0 | 0.0 |
| Net Income | 44.4 | 51.6 | 37.0 |
| Income from Operations- before Goodwill Amortization | 60.3 | 77.2 | 60.3 |
| Income from Operations - before Goodwill & Intang. Amort | 72.6 | 88.7 | 70.9 |
| Net Income - before Goodwill Amortization | 60.8 | 67.9 | 53.2 |
| Net Income -before Goodwill & Intang. Amort. | 73.1 | 79.4 | 63.8 |
| Operating Revenue | 491.0 | 495.6 | 494.2 |
| Realized gains (losses) on investments | 0.9 | (0.1) | (3.9) |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 |
| Total Revenue | 491.9 | 495.5 | 490.3 |
| Average Capital (Securities at Cost) | 642.3 | 593.9 | 575.2 |
| Return on Capital | 6.8% | 10.3% | 7.7% |

Investment Management
Income Statements
Unaudited [Millions of Dollars]

| For the Quarter Ended | Mar 2000 | Jun 2000 | Sep 2000 | Dec 2000 | Mar 2001 |
|---|-------------|-------------|-------------|-------------|-------------|
| Operating Revenue | | | | | |
| Investment advisory fees - External | 60.0 | 57.9 | 56.9 | 56.7 | 50.5 |
| Investment advisory fees - Insurance Assets | 21.0 | 22.3 | 22.5 | 23.1 | 22.1 |
| Other revenue and fees | 31.9 | 31.0 | 26.4 | 26.6 | 26.3 |
| Net investment income | 13.0 | 12.6 | 18.3 | 13.8 | 14.1 |
| Operating Revenue | 126.0 | 123.8 | 124.1 | 120.2 | 113.0 |
| Operating Benefits and Expenses | | | | | |
| Underwriting, acquisition, insurance and other expenses*: | | | | | |
| Operating and administrative expenses | 92.7 | 90.5 | 96.3 | 95.9 | 94.3 |
| Taxes, licenses and fees | 5.5 | 4.8 | 3.6 | 3.2 | 6.4 |
| Subtotal | 98.2 | 95.3 | 99.9 | 99.1 | 100.8 |
| Other intangibles amortization | 4.4 | 4.0 | 4.0 | 4.0 | 4.0 |

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| | | | | | |
|---|----------|----------|----------|----------|----------|
| Total underwriting, acquisition, insurance and other expenses | 102.5 | 99.3 | 103.9 | 103.0 | 104.7 |
| Goodwill amortization | 4.1 | 4.1 | 4.1 | 4.1 | 4.1 |
| Interest on notes payable | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Operating Benefits & Expenses | 106.6 | 103.3 | 107.9 | 107.1 | 108.8 |
| Income from Operations Before Tax | 19.4 | 20.5 | 16.2 | 13.1 | 4.2 |
| Federal income taxes | 7.0 | 7.4 | 6.3 | 4.4 | 1.8 |
| Income from Operations | 12.4 | 13.1 | 9.9 | 8.7 | 2.4 |
| Realized gains (losses) on investments | (0.1) | (2.0) | (0.2) | (0.2) | (0.5) |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Restructuring charges | 0.0 | (2.7) | 0.0 | (1.9) | 0.0 |
| Income before Accounting Changes | 12.3 | 8.4 | 9.7 | 6.6 | 2.0 |
| Cumulative effect of accounting changes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net Income | 12.3 | 8.4 | 9.7 | 6.6 | 2.0 |
| Inc from Oper -before Goodwill Amortization | 16.5 | 17.1 | 14.0 | 12.7 | 6.5 |
| Inc from Oper -before Goodwill & Intang. Amort | 19.4 | 19.7 | 16.6 | 15.2 | 9.1 |
| Net Income -before Goodwill Amortization | 16.4 | 12.4 | 13.7 | 10.6 | 6.0 |
| Net Income -before Goodwill & Intang. Amort | 19.2 | 15.0 | 16.3 | 13.1 | 8.6 |
| Operating Revenue | 126.0 | 123.8 | 124.1 | 120.2 | 113.0 |
| Realized gains (losses) on investments | (0.2) | (3.1) | (0.4) | (0.3) | (0.7) |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total Revenue | 125.8 | 120.7 | 123.8 | 120.0 | 112.3 |
| Average Capital (Securities at Cost) | 581.5 | 593.0 | 567.7 | 558.5 | 548.3 |
| Return on Capital | 8.6% | 8.8% | 7.0% | 6.2% | 1.8% |
| For the Quarter Ended | Sep 2001 | Dec 2001 | Mar 2002 | Jun 2002 | Sep 2002 |
| Operating Revenue | | | | | |
| Investment advisory fees - External | 46.2 | 49.3 | 48.0 | 47.8 | 42.9 |
| Investment advisory fees - Insurance Assets | 21.8 | 22.0 | 21.2 | 20.7 | 20.8 |
| Other revenue and fees | 23.9 | 23.4 | 23.0 | 22.0 | 19.9 |
| Net investment income | 13.6 | 12.8 | 12.8 | 12.7 | 12.4 |

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| | | | | | |
|---|-------|-------|-------|-------|-------|
| Operating Revenue | 105.5 | 107.6 | 105.1 | 103.1 | 96.0 |
| Operating Benefits and Expenses | | | | | |
| Underwriting, acquisition, insurance and other expenses*: | | | | | |
| Operating and administrative expenses | 88.0 | 88.4 | 86.9 | 87.6 | 86.6 |
| Taxes, licenses and fees | 4.8 | 5.7 | 6.3 | 5.3 | 2.9 |
| Subtotal | 92.8 | 94.1 | 93.2 | 92.9 | 89.5 |
| Other intangibles amortization | 2.3 | 2.3 | 2.2 | 2.0 | 2.0 |
| Total underwriting, acquisition, insurance and other expenses | 95.1 | 96.4 | 95.4 | 95.0 | 91.5 |
| Goodwill amortization | 4.1 | 4.1 | 0.0 | 0.0 | 0.0 |
| Interest on notes payable | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Operating Benefits & Expenses | 99.2 | 100.4 | 95.4 | 95.0 | 91.5 |
| Income from Operations Before Tax | 6.3 | 7.1 | 9.7 | 8.1 | 4.6 |
| Federal income taxes | 2.9 | 2.1 | 1.7 | 1.5 | 0.6 |
| Income from Operations | 3.5 | 5.1 | 8.0 | 6.6 | 4.0 |
| Realized gains (losses) on investments | (0.5) | (0.7) | (1.0) | (0.4) | (1.2) |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Restructuring charges | 0.0 | (0.4) | 0.0 | 0.0 | 0.3 |
| Income before Accounting Changes | 2.9 | 4.0 | 7.0 | 6.2 | 3.1 |
| Cumulative effect of accounting changes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net Income | 2.9 | 4.0 | 7.0 | 6.2 | 3.1 |
| Inc from Oper -before Goodwill Amortization | 7.5 | 9.1 | 8.0 | 6.6 | 4.0 |
| Inc from Oper -before Goodwill & Intang. Amort | 9.0 | 10.6 | 9.4 | 7.9 | 5.3 |
| Net Income -before Goodwill Amortization | 7.0 | 8.1 | 7.0 | 6.2 | 3.1 |
| Net Income -before Goodwill & Intang. Amort | 8.5 | 9.5 | 8.4 | 7.5 | 4.4 |
| Operating Revenue | 105.5 | 107.6 | 105.1 | 103.1 | 96.0 |
| Realized gains (losses) on investments | (0.8) | (1.1) | (1.5) | (0.7) | (1.8) |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total Revenue | 104.7 | 106.5 | 103.5 | 102.4 | 94.3 |
| Average Capital (Securities at Cost) | 543.1 | 540.6 | 546.1 | 568.6 | 567.1 |
| Return on Capital | 2.5% | 3.8% | 5.8% | 4.6% | 2.8% |

| | Investment Management Assets Under Management Roll Forward Unaudited [Billions of Dollars] | | | | |
|--|---|---------|---------|---------|---------|
| | 1998 | 1999 | 2000 | 2001 | 2002 |
| | ----- | ----- | ----- | ----- | ----- |
| Retail Fixed - Bal Beg-of-Year | 8.125 | 8.219 | 7.423 | 6.608 | 7.120 |
| Fund Sales | 1.166 | 0.991 | 0.769 | 0.876 | 1.218 |
| Redemptions | (1.234) | (1.424) | (1.401) | (1.051) | (1.182) |
| Net Money Market | (0.141) | (0.111) | (0.207) | (0.046) | (0.050) |
| Transfers | 0.132 | 0.177 | (0.168) | 0.405 | 0.206 |
| Net Cash Flows(1) | (0.077) | (0.367) | (1.007) | 0.184 | 0.192 |
| Market | 0.170 | (0.429) | 0.099 | 0.328 | 0.320 |
| Acquisitions/addition of Assets under Administration(1) | | | 0.094 | | |
| Balance End-of-Year | 8.219 | 7.423 | 6.608 | 7.120 | 7.631 |
| Retail Equity - Bal Beg-of-Year | 17.754 | 22.081 | 23.384 | 21.523 | 17.987 |
| Fund Sales | 3.581 | 3.270 | 4.116 | 2.817 | 4.477 |
| Redemptions | (2.459) | (4.972) | (4.431) | (2.838) | (3.690) |
| Net Money Market | (0.001) | (0.001) | 0.001 | | |
| Transfers | 0.730 | (0.144) | (0.178) | (0.538) | (0.173) |
| Net Cash Flows(1) | 1.851 | (1.847) | (0.492) | (0.560) | 0.614 |
| Market | 2.476 | 3.150 | (1.711) | (2.976) | (3.685) |
| Acquisitions/addition of Assets under Administration(1) | | | 0.342 | | |
| Balance at End-of-Year | 22.081 | 23.384 | 21.523 | 17.987 | 14.917 |
| Total Retail - Bal Beg-of-Year | 25.879 | 30.300 | 30.807 | 28.131 | 25.107 |
| Retail Sales-Annuities | 2.240 | 1.561 | 1.782 | 1.701 | 2.751 |
| Retail Sales-Mutual Funds | 1.912 | 2.151 | 2.577 | 1.523 | 1.829 |
| Retail Sales-Managed Acct. & Other | 0.595 | 0.549 | 0.525 | 0.469 | 1.115 |
| Total Retail Sales | 4.747 | 4.261 | 4.885 | 3.693 | 5.695 |
| Redemptions | (3.693) | (6.396) | (5.832) | (3.889) | (4.873) |
| Net Money Market | (0.142) | (0.112) | (0.206) | (0.046) | (0.050) |
| Transfers | 0.862 | 0.033 | (0.346) | (0.133) | 0.033 |
| Net Cash Flows(1) | 1.774 | (2.214) | (1.500) | (0.375) | 0.806 |
| Market | 2.647 | 2.721 | (1.612) | (2.649) | (3.364) |
| Acquisitions/addition of Assets under Administration(1) | | | 0.435 | | |
| Balance at End-of-Year | 30.300 | 30.807 | 28.130 | 25.107 | 22.547 |

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| | | | | | |
|-----------------------------------|---------|---------|---------|---------|---------|
| Institutional Fixed - Bal | | | | | |
| Beg-of-Year | 5.708 | 6.955 | 6.936 | 6.111 | 5.490 |
| Inflows | 2.169 | 2.001 | 0.771 | 0.643 | 2.281 |
| Withdrawals/Terminations | (1.242) | (1.700) | (1.973) | (1.229) | (1.146) |
| Transfers | (0.074) | (0.001) | (0.005) | 0.017 | 0.004 |
| | ----- | ----- | ----- | ----- | ----- |
| Net Cash Flows | 0.853 | 0.300 | (1.207) | (0.569) | 1.139 |
| Market | 0.394 | (0.319) | 0.382 | (0.052) | 0.607 |
| Acquisitions | | | | | |
| | ----- | ----- | ----- | ----- | ----- |
| Balance at End-of-Year | 6.955 | 6.936 | 6.111 | 5.490 | 7.237 |
| | ----- | ----- | ----- | ----- | ----- |
| Institutional Equity - Bal | | | | | |
| Beg-of-Year | 24.871 | 24.235 | 23.631 | 19.112 | 17.814 |
| Inflows | 3.840 | 5.249 | 2.730 | 3.183 | 2.913 |
| Withdrawals/Terminations | (7.441) | (7.800) | (7.209) | (2.879) | (1.991) |
| Transfers | 0.047 | 0.012 | (0.008) | 0.035 | 0.045 |
| | ----- | ----- | ----- | ----- | ----- |
| Net Cash Flows | (3.555) | (2.539) | (4.486) | 0.338 | 0.967 |
| Market | 2.919 | 1.935 | (0.033) | (1.636) | (2.070) |
| Acquisitions | | | | | |
| | ----- | ----- | ----- | ----- | ----- |
| Balance at End-of-Year | 24.235 | 23.631 | 19.112 | 17.814 | 16.711 |
| | ----- | ----- | ----- | ----- | ----- |
| Total Institutional - Bal | | | | | |
| Beg-of-Year | 30.579 | 31.191 | 30.568 | 25.223 | 23.304 |
| Inflows | 6.009 | 7.250 | 3.501 | 3.826 | 5.194 |
| Withdrawals/Terminations | (8.683) | (9.500) | (9.182) | (4.109) | (3.137) |
| Transfers | (0.027) | 0.011 | (0.013) | 0.052 | 0.050 |
| | ----- | ----- | ----- | ----- | ----- |
| Net Cash Flows | (2.702) | (2.239) | (5.693) | (0.231) | 2.106 |
| Market | 3.313 | 1.616 | 0.349 | (1.688) | (1.463) |
| Acquisitions | | | | | |
| | ----- | ----- | ----- | ----- | ----- |
| Balance at End-of-Year | 31.191 | 30.568 | 25.223 | 23.304 | 23.948 |
| | ----- | ----- | ----- | ----- | ----- |
| Total Retail/Institutional - At | | | | | |
| End-of-Year | 61.490 | 61.375 | 53.354 | 48.411 | 46.495 |
| | ----- | ----- | ----- | ----- | ----- |
| Insurance Assets - At End-of-Year | 39.432 | 35.934 | 35.686 | 38.119 | 41.104 |
| | ----- | ----- | ----- | ----- | ----- |
| Total Assets Under Management | | | | | |
| At End-of-Year | 100.922 | 97.309 | 89.040 | 86.530 | 87.599 |
| | ===== | ===== | ===== | ===== | ===== |

(1) Retail assets under management have been restated to include assets under administration beginning in January of 2000. Net Cash Flows from Assets Under Administration are:

| | | | |
|--|-------|-------|-------|
| | 0.018 | 0.081 | 0.263 |
|--|-------|-------|-------|

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Forward
Unaudited [Billions of Dollars]

| | Mar 2000 | Jun 2000 | Sep 2000 | Dec 2000 | Mar 2001 | |
|--|-------------|-------------|-------------|-------------|-------------|-----|
| Retail Fixed - Bal-Beg-of-Qtr | 7.424 | 7.057 | 6.764 | 6.631 | 6.608 | 6 |
| Fund Sales | 0.168 | 0.166 | 0.223 | 0.212 | 0.248 | 0 |
| Redemptions | (0.456) | (0.339) | (0.328) | (0.277) | (0.261) | (0) |
| Net Money Market | (0.067) | (0.058) | (0.031) | (0.051) | 0.010 | (0) |
| Transfers | (0.102) | (0.046) | (0.031) | 0.010 | 0.047 | (0) |
| Net Cash Flows(1) | (0.457) | (0.277) | (0.167) | (0.106) | 0.043 | (0) |
| Market | (0.003) | (0.017) | 0.035 | 0.083 | 0.100 | 0 |
| Acquisitions/addition of Assets under Admin.(1) | 0.094 | 0.000 | 0.000 | 0.000 | 0.000 | 0 |
| Balance at End-of-Qtr | 7.057 | 6.764 | 6.631 | 6.608 | 6.751 | 6 |
| Retail Equity - Bal-Beg-of-Qtr | 23.383 | 24.478 | 23.496 | 24.047 | 21.523 | 18 |
| Fund Sales | 1.234 | 0.884 | 0.927 | 1.071 | 0.917 | 0 |
| Redemptions | (1.565) | (0.989) | (1.040) | (0.837) | (0.911) | (0) |
| Net Money Market | 0.000 | 0.000 | 0.001 | 0.000 | 0.000 | 0 |
| Transfers | (0.091) | 0.018 | (0.036) | (0.069) | (0.070) | (0) |
| Net Cash Flows(1) | (0.423) | (0.087) | (0.148) | 0.165 | (0.064) | (0) |
| Market | 1.176 | (0.895) | 0.699 | (2.689) | (3.205) | 1 |
| Acquisitions/addition of Assets under Admin.(1) | 0.342 | 0.000 | 0.000 | 0.000 | 0.000 | 0 |
| Balance at End-of-Qtr | 24.478 | 23.496 | 24.047 | 21.523 | 18.254 | 19 |
| Total Retail - Bal-Beg-of-Qtr | 30.807 | 31.535 | 30.260 | 30.679 | 28.132 | 25 |
| Retail Sales-Annuities | 0.379 | 0.358 | 0.456 | 0.589 | 0.540 | 0 |
| Retail Sales-Mutual Funds | 0.875 | 0.586 | 0.554 | 0.563 | 0.483 | 0 |
| Retail Sales-Managed Acct. & Other | 0.148 | 0.106 | 0.140 | 0.131 | 0.142 | 0 |
| Total Retail Sales | 1.402 | 1.050 | 1.150 | 1.283 | 1.165 | 0 |
| Redemptions | (2.021) | (1.329) | (1.368) | (1.114) | (1.173) | (0) |
| Net Money Market | (0.067) | (0.058) | (0.030) | (0.051) | 0.010 | (0) |
| Transfers | (0.193) | (0.027) | (0.067) | (0.059) | (0.023) | (0) |
| Net Cash Flows(1) | (0.880) | (0.364) | (0.315) | 0.059 | (0.021) | (0) |
| Market | 1.173 | (0.911) | 0.734 | (2.606) | (3.105) | 1 |
| Acquisitions/addition of Assets under Admin.(1) | 0.435 | 0.000 | 0.000 | 0.000 | 0.000 | 0 |
| Balance at End-of-Qtr | 31.535 | 30.260 | 30.679 | 28.130 | 25.005 | 26 |
| Institutional Fixed - Bal-Beg-of-Qtr | 6.937 | 6.873 | 6.485 | 6.276 | 6.111 | 5 |
| Inflows | 0.180 | 0.148 | 0.308 | 0.135 | 0.310 | 0 |

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| | | | | | | |
|--|---------|---------|---------|---------|---------|---------|
| Withdrawals/Terminations | (0.353) | (0.520) | (0.532) | (0.568) | (0.432) | (0.000) |
| Transfers | (0.005) | (0.001) | 0.000 | 0.001 | 0.003 | 0.000 |
| Net Cash Flows | (0.178) | (0.373) | (0.224) | (0.433) | (0.119) | 0.000 |
| Market | 0.114 | (0.015) | 0.015 | 0.268 | (0.102) | (0.000) |
| Balance at End-of-Qtr | 6.873 | 6.485 | 6.276 | 6.111 | 5.890 | 5.890 |
| Institutional Equity - Bal-Beg-of-Qtr | 23.631 | 20.304 | 20.241 | 19.044 | 19.112 | 17.311 |
| Inflows | 0.904 | 0.669 | 0.407 | 0.750 | 0.881 | 0.000 |
| Withdrawals/Terminations | (3.333) | (1.354) | (1.154) | (1.368) | (1.199) | (0.000) |
| Transfers | (0.004) | 0.002 | (0.013) | 0.007 | 0.018 | (0.000) |
| Net Cash Flows | (2.433) | (0.683) | (0.760) | (0.611) | (0.299) | 0.000 |
| Market | (0.894) | 0.620 | (0.438) | 0.679 | (1.502) | 0.000 |
| Balance at End-of-Qtr | 20.304 | 20.241 | 19.044 | 19.112 | 17.311 | 18.311 |
| Total Institutional - Bal-Beg-of-Qtr | 30.568 | 27.177 | 26.726 | 25.320 | 25.223 | 23.201 |
| Inflows | 1.084 | 0.817 | 0.715 | 0.885 | 1.192 | 1.000 |
| Withdrawals/Terminations | (3.686) | (1.874) | (1.686) | (1.936) | (1.631) | (0.000) |
| Transfers | (0.009) | 0.001 | (0.012) | 0.008 | 0.022 | 0.000 |
| Net Cash Flows | (2.611) | (1.056) | (0.983) | (1.043) | (0.417) | 0.000 |
| Market | (0.780) | 0.605 | (0.423) | 0.947 | (1.605) | 0.000 |
| Balance at End-of-Qtr | 27.177 | 26.726 | 25.320 | 25.223 | 23.201 | 24.201 |
| Total Retail/Inst - At End-of-Qtr | 58.712 | 56.986 | 55.998 | 53.354 | 48.207 | 50.201 |
| Insurance Assets-End-of-Qtr | 35.541 | 34.891 | 34.981 | 35.686 | 36.324 | 36.324 |
| Total Assets Under Management At End-of-Qtr | 94.253 | 91.877 | 90.979 | 89.040 | 84.531 | 86.531 |

(1) Retail assets under management have been restated to include assets under administration beginning in January of 2000. Net Cash Flows from

Assets Under Administration are:

| | Sep 2001 | Dec 2001 | Mar 2002 | Jun 2002 | Sep 2002 | |
|-------------------------------|-------------|-------------|-------------|-------------|-------------|---------|
| Retail Fixed - Bal-Beg-of-Qtr | 6.769 | 7.208 | 7.120 | 7.088 | 7.169 | 7.169 |
| Fund Sales | 0.207 | 0.218 | 0.292 | 0.272 | 0.325 | 0.000 |
| Redemptions | (0.262) | (0.242) | (0.289) | (0.306) | (0.277) | (0.000) |
| Net Money Market | 0.005 | (0.031) | (0.003) | (0.002) | (0.009) | (0.000) |
| Transfers | 0.388 | (0.027) | (0.041) | 0.021 | 0.134 | 0.000 |
| Net Cash Flows(1) | 0.338 | (0.083) | (0.041) | (0.015) | 0.174 | 0.000 |
| Market | 0.101 | (0.004) | 0.009 | 0.096 | 0.174 | 0.000 |

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| | | | | | | |
|---|---------|---------|---------|---------|---------|-----|
| Acquisitions/addition of Assets under Admin.(1) | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0 |
| Balance at End-of-Qtr | 7.208 | 7.120 | 7.088 | 7.169 | 7.516 | 7 |
| Retail Equity - Bal-Beg-of-Qtr | 19.755 | 15.872 | 17.987 | 18.252 | 16.610 | 13 |
| Fund Sales | 0.638 | 0.580 | 0.908 | 1.084 | 1.140 | 1 |
| Redemptions | (0.653) | (0.607) | (0.791) | (0.881) | (1.137) | (0) |
| Net Money Market | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0 |
| Transfers | (0.441) | 0.019 | 0.014 | (0.022) | (0.128) | (0) |
| Net Cash Flows(1) | (0.456) | (0.008) | 0.130 | 0.182 | (0.126) | 0 |
| Market | (3.427) | 2.124 | 0.134 | (1.824) | (2.782) | 0 |
| Acquisitions/addition of Assets under Admin.(1) | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0 |
| Balance at End-of-Qtr | 15.872 | 17.987 | 18.252 | 16.610 | 13.703 | 14 |
| Total Retail - Bal-Beg-of-Qtr | 26.523 | 23.079 | 25.108 | 25.340 | 23.779 | 21 |
| Retail Sales-Annuities | 0.434 | 0.323 | 0.589 | 0.601 | 0.756 | 0 |
| Retail Sales-Mutual Funds | 0.336 | 0.348 | 0.452 | 0.562 | 0.416 | 0 |
| Retail Sales-Managed Acct. & Other | 0.074 | 0.127 | 0.159 | 0.194 | 0.293 | 0 |
| Total Retail Sales | 0.845 | 0.798 | 1.200 | 1.356 | 1.465 | 1 |
| Redemptions | (0.915) | (0.850) | (1.081) | (1.186) | (1.414) | (1) |
| Net Money Market | 0.005 | (0.031) | (0.003) | (0.002) | (0.009) | (0) |
| Transfers | (0.053) | (0.009) | (0.027) | (0.001) | 0.006 | 0 |
| Net Cash Flows(1) | (0.118) | (0.091) | 0.089 | 0.167 | 0.048 | 0 |
| Market | (3.326) | 2.120 | 0.143 | (1.728) | (2.608) | 0 |
| Acquisitions/addition of Assets under Admin.(1) | 0.000 | 0.000 | 0.000 | 0.000 | 0.000 | 0 |
| Balance at End-of-Qtr | 23.079 | 25.107 | 25.340 | 23.779 | 21.219 | 22 |
| Institutional Fixed - Bal-Beg-of-Qtr | 5.809 | 5.639 | 5.490 | 6.019 | 6.844 | 7 |
| Inflows | 0.020 | 0.080 | 0.804 | 0.663 | 0.530 | 0 |
| Withdrawals/Terminations | (0.493) | (0.192) | (0.239) | (0.161) | (0.308) | (0) |
| Transfers | 0.001 | 0.002 | (0.001) | 0.000 | 0.007 | (0) |
| Net Cash Flows | (0.472) | (0.109) | 0.565 | 0.503 | 0.229 | (0) |
| Market | 0.302 | (0.040) | (0.036) | 0.323 | 0.134 | 0 |
| Balance at End-of-Qtr | 5.639 | 5.490 | 6.019 | 6.844 | 7.208 | 7 |
| Institutional Equity - Bal-Beg-of-Qtr | 18.405 | 16.240 | 17.814 | 18.642 | 18.118 | 14 |
| Inflows | 0.863 | 0.615 | 0.672 | 0.569 | 0.631 | 1 |
| Withdrawals/Terminations | (0.555) | (0.624) | (0.512) | (0.635) | (0.523) | (0) |
| Transfers | 0.009 | 0.016 | 0.006 | 0.018 | 0.011 | 0 |
| Net Cash Flows | 0.317 | 0.007 | 0.167 | (0.047) | 0.119 | 0 |
| Market | (2.482) | 1.567 | 0.661 | (0.476) | (3.302) | 1 |

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| | | | | | | |
|--|---------|---------|---------|---------|---------|---------|
| Balance at End-of-Qtr | 16.240 | 17.814 | 18.642 | 18.118 | 14.935 | 16.240 |
| Total Institutional - Bal-Beg-of-Qtr | 24.214 | 21.879 | 23.304 | 24.660 | 24.962 | 22.142 |
| Inflows | 0.883 | 0.696 | 1.476 | 1.232 | 1.162 | 1.162 |
| Withdrawals/Terminations | (1.048) | (0.816) | (0.751) | (0.796) | (0.831) | (0.831) |
| Transfers | 0.010 | 0.018 | 0.006 | 0.019 | 0.017 | 0.017 |
| Net Cash Flows | (0.155) | (0.103) | 0.731 | 0.455 | 0.348 | 0.348 |
| Market | (2.180) | 1.527 | 0.625 | (0.153) | (3.168) | 1.162 |
| Balance at End-of-Qtr | 21.879 | 23.304 | 24.660 | 24.962 | 22.142 | 23.304 |
| Total Retail/Inst - At End-of-Qtr | 44.959 | 48.411 | 50.001 | 48.741 | 43.361 | 46.464 |
| Insurance Assets-End-of-Qtr | 37.337 | 38.119 | 37.171 | 38.476 | 40.416 | 41.171 |
| Total Assets Under Management At End-of-Qtr | 82.296 | 86.530 | 87.171 | 87.217 | 83.777 | 87.635 |

(1) Retail assets under management have been restated to include assets under administration beginning in January of 2000. Net Cash Flows from Assets Under Administration are:

| | | | | | | |
|--|-------|-------|-------|-------|-------|-------|
| | 0.007 | 0.034 | 0.090 | 0.061 | 0.045 | 0.045 |
|--|-------|-------|-------|-------|-------|-------|

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Lincoln UK
Income Statements
Unaudited [Millions of Dollars]

| For the Year Ended December 31 | 1998 | 1999 | 2000 | 2001 | 2002 |
|--|-------|-------|-------|-------|-------|
| Operating Revenue | | | | | |
| Premiums | 156.6 | 145.1 | 148.4 | 46.1 | 50.6 |
| Mortality assessments | 29.3 | 27.1 | 31.4 | 33.9 | 32.4 |
| Expense assessments | 153.6 | 182.3 | 178.1 | 134.8 | 105.3 |
| Other revenue and fees | 11.2 | 13.8 | 2.6 | (1.4) | 24.9 |
| Net investment income | 87.9 | 75.3 | 70.3 | 64.8 | 62.1 |
| Operating Revenue | 438.6 | 443.6 | 430.6 | 278.2 | 275.4 |
| Operating Benefits and Expenses | | | | | |
| Benefits paid or provided: | | | | | |
| Benefits | 151.0 | 306.2 | 178.5 | 83.4 | 84.2 |
| Underwriting, acquisition, insurance and other expenses*: | | | | | |
| Commissions | 52.6 | 54.5 | 37.7 | 10.8 | 6.1 |
| Operating and administrative expenses | 125.8 | 153.0 | 140.5 | 80.0 | 74.5 |

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| | | | | | |
|--|--------|--------|--------|---------|---------|
| Subtotal | 178.5 | 207.4 | 178.2 | 90.8 | 80.6 |
| Deferral of acquisition costs | | | | (4.2) | (3.4) |
| DAC amortization | | | | 35.8 | 50.0 |
| | ----- | ----- | ----- | ----- | ----- |
| DAC deferral net of amortization | (16.0) | (12.4) | (7.2) | 31.7 | 46.5 |
| PVIF amortization | 13.2 | 28.4 | 4.7 | 22.5 | 30.8 |
| Other intangibles amortization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| | ----- | ----- | ----- | ----- | ----- |
| Total underwriting, acquisition, insurance and other expenses | 175.6 | 223.5 | 175.7 | 145.0 | 157.9 |
| Goodwill amortization | 6.3 | 7.0 | 4.0 | 0.6 | 0.0 |
| | ----- | ----- | ----- | ----- | ----- |
| Operating Benefits and Expenses | 332.9 | 536.7 | 358.2 | 229.0 | 242.1 |
| | ----- | ----- | ----- | ----- | ----- |
| Income from Operations Before Tax | 105.8 | (93.1) | 72.4 | 49.2 | 33.3 |
| | ----- | ----- | ----- | ----- | ----- |
| Federal income taxes | 34.8 | (79.2) | 11.3 | (11.1) | (3.7) |
| | ----- | ----- | ----- | ----- | ----- |
| Income from Operations | 70.9 | (13.9) | 61.0 | 60.2 | 37.0 |
| | ----- | ----- | ----- | ----- | ----- |
| Realized gains (losses) on investments | 0.8 | 2.1 | 2.3 | 8.7 | 1.3 |
| Restructuring charges | 0.0 | (6.5) | (76.5) | 0.0 | 1.7 |
| | ----- | ----- | ----- | ----- | ----- |
| Income before Accounting Changes | 71.7 | (18.2) | (13.2) | 68.9 | 40.0 |
| | ----- | ----- | ----- | ----- | ----- |
| Cumulative effect of accounting changes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| | ----- | ----- | ----- | ----- | ----- |
| Net Income | 71.7 | (18.2) | (13.2) | 68.9 | 40.0 |
| | ===== | ===== | ===== | ===== | ===== |
| Inc from Oper -before Goodwill Amort. | 77.2 | (6.9) | 65.1 | 60.9 | 37.0 |
| Net Income -before Goodwill Amort. | 78.0 | (11.3) | (9.2) | 69.6 | 40.0 |
| | ----- | ----- | ----- | ----- | ----- |
| Effective tax rate | 32.9% | 85.1% | 15.7% | (22.5%) | (11.2%) |
| | ----- | ----- | ----- | ----- | ----- |
| Operating revenue | 438.6 | 443.6 | 430.6 | 278.2 | 275.4 |
| Realized gains (losses) on investments | 1.1 | 3.0 | 3.2 | 12.4 | 1.9 |
| Gains(losses) on derivatives | | | | | |
| | ----- | ----- | ----- | ----- | ----- |
| Total Revenue | 439.7 | 446.6 | 433.8 | 290.7 | 277.2 |
| | ===== | ===== | ===== | ===== | ===== |
| Average capital | 517.7 | 551.2 | 488.2 | 559.7 | 503.1 |
| Return on average capital | 13.7% | (2.5%) | 12.5% | 10.8% | 7.4% |
| | ----- | ----- | ----- | ----- | ----- |
| Roll Forward of Deferred Acquisition Costs | | | | | |
| | | | | | |
| Balance at beginning-of-year | | | | 635.0 | 587.3 |
| Deferral | | | | 4.2 | 3.4 |
| Amortization | | | | (35.8) | (50.0) |
| | | | | ----- | ----- |
| Operating | | | | (31.6) | (46.6) |
| Foreign currency translation adjustment | | | | (16.0) | 56.9 |
| Other | | | | 0.0 | 0.0 |

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| | | |
|---|--------|--------|
| Balance at end-of-year | 587.3 | 597.6 |
| Roll Forward of Present Value of In-Force | | |
| Balance at beginning-of-year | 273.6 | 244.0 |
| Amortization | (22.5) | (30.7) |
| Foreign currency translation adjustment | (7.0) | 24.1 |
| Other | | |
| Balance at end-of-year | 244.0 | 237.4 |

* Does not include restructuring charges which is consistent with the definition of "Income from Operations" (see page 5).

| For the Quarter Ended | Lincoln UK Income Statements Unaudited [Millions of Dollars] | | | | |
|---|--|-------------|-------------|-------------|-------------|
| | Mar 2000 | Jun 2000 | Sep 2000 | Dec 2000 | Mar 2001 |
| Operating Revenue | | | | | |
| Premiums | 39.0 | 36.3 | 32.5 | 40.5 | 12.8 |
| Mortality assessments | 6.3 | 8.0 | 9.6 | 7.5 | 9.4 |
| Expense assessments | 46.5 | 44.3 | 52.6 | 34.6 | 43.7 |
| Other revenue and fees | 6.3 | (3.4) | (0.1) | (0.3) | 4.5 |
| Net investment income | 18.9 | 18.5 | 16.1 | 16.7 | 17.9 |
| Operating Revenue | 117.1 | 103.7 | 110.8 | 99.0 | 88.3 |
| Operating Benefits and Expenses | | | | | |
| Benefits paid or provided: | | | | | |
| Benefits | 35.0 | 37.4 | 51.9 | 54.2 | 24.0 |
| Underwriting, acquisition, insurance and other expenses*: | | | | | |
| Commissions | 13.8 | 11.1 | 9.3 | 3.5 | 3.0 |
| Operating and administrative expenses | 44.9 | 36.9 | 39.4 | 19.3 | 18.7 |
| Subtotal | 58.8 | 48.0 | 48.7 | 22.7 | 21.7 |
| Deferral of acquisition costs | | | | | (0.9) |
| DAC amortization | | | | | 18.4 |
| DAC deferral net of amortization | 0.3 | (12.3) | (6.7) | 11.6 | 17.6 |
| PVIF amortization | 1.3 | 3.1 | 1.2 | (0.9) | 5.8 |
| Other intangibles amortization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total underwriting, acquisition, insurance and other expenses | 60.4 | 38.8 | 43.1 | 33.4 | 45.0 |
| Goodwill amortization | 1.3 | 1.3 | 1.2 | 0.2 | 0.2 |

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| | | | | | | |
|---|-------|-------|--------|---------|-------|---|
| Operating Benefits and Expenses | 96.7 | 77.5 | 96.3 | 87.7 | 69.2 | |
| Income from Operations Before Tax | 20.4 | 26.2 | 14.5 | 11.3 | 19.1 | |
| Federal income taxes | 4.7 | 6.9 | 3.9 | (4.2) | 4.7 | |
| Income from Operations | 15.7 | 19.3 | 10.6 | 15.5 | 14.4 | |
| Realized gains (losses) on investments | (0.2) | (0.1) | (0.0) | 2.6 | 0.4 | |
| Restructuring charges | 0.0 | 0.0 | (40.5) | (36.1) | 0.0 | |
| Income before Accounting Changes | 15.5 | 19.1 | (29.9) | (17.9) | 14.8 | |
| Cumulative effect of accounting changes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| Net Income | 15.5 | 19.1 | (29.9) | (17.9) | 14.8 | |
| Inc from Oper -before Goodwill Amort. | 17.1 | 20.5 | 11.8 | 15.7 | 14.5 | |
| Net Income -before Goodwill Amort. | 16.8 | 20.4 | (28.7) | (17.8) | 14.9 | |
| Effective tax rate | 22.9% | 26.4% | 27.2% | (37.1%) | 24.6% | 1 |
| Operating revenue | 117.1 | 103.7 | 110.8 | 99.0 | 88.3 | |
| Realized gains (losses) on investments | (0.4) | (0.2) | (0.0) | 3.8 | 0.6 | |
| Total Revenue | 116.8 | 103.5 | 110.7 | 102.8 | 88.8 | |
| Average capital | 516.4 | 500.8 | 486.5 | 448.9 | 548.7 | 5 |
| Return on average capital | 12.2% | 15.4% | 8.7% | 13.8% | 10.5% | 1 |

Roll Forward of Deferred Acquisition Costs

| | | | | | | |
|---|--|--|--|--|--------|---|
| Balance at beginning-of-year | | | | | 635.0 | 5 |
| Deferral | | | | | 0.9 | |
| Amortization | | | | | (18.4) | |
| Operating | | | | | (17.5) | |
| Foreign currency translation adjustment | | | | | (32.4) | |
| Other | | | | | | |
| Balance at end-of-year | | | | | 585.1 | 5 |
| Roll Forward of Present Value of In-Force | | | | | | |
| Balance at beginning-of-year | | | | | 273.6 | 2 |
| Amortization | | | | | (5.8) | |
| Foreign currency translation adjustment | | | | | (14.0) | |
| Other | | | | | | |

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| | | | | | | |
|--|--------|-------|-------|-------|--------|-------|
| Balance at end-of-year | | | | | 253.8 | 2 |
| | | | | | ===== | ===== |
| For the Quarter Ended | Dec | Mar | Jun | Sep | Dec | |
| | 2001 | 2002 | 2002 | 2002 | 2002 | |
| | ----- | ----- | ----- | ----- | ----- | |
| Operating Revenue | | | | | | |
| Premiums | 11.9 | 12.1 | 12.1 | 12.4 | 14.2 | |
| Mortality assessments | 7.1 | 6.5 | 8.3 | 8.7 | 8.9 | |
| Expense assessments | 24.1 | 25.3 | 27.8 | 29.4 | 22.8 | |
| Other revenue and fees | (9.2) | (0.2) | 12.5 | 24.5 | (11.9) | |
| Net investment income | 15.2 | 14.7 | 15.2 | 15.6 | 16.6 | |
| | ----- | ----- | ----- | ----- | ----- | |
| Operating Revenue | 49.1 | 58.3 | 75.9 | 90.6 | 50.6 | |
| | ----- | ----- | ----- | ----- | ----- | |
| Operating Benefits and Expenses | | | | | | |
| Benefits paid or provided: | | | | | | |
| Benefits | 20.8 | 18.3 | 19.0 | 23.8 | 23.1 | |
| Underwriting, acquisition, insurance and other expenses*: | | | | | | |
| Commissions | 1.9 | 1.3 | 1.9 | 1.6 | 1.3 | |
| Operating and administrative expenses | 24.1 | 16.6 | 18.3 | 19.6 | 20.0 | |
| | ----- | ----- | ----- | ----- | ----- | |
| Subtotal | 25.9 | 17.9 | 20.2 | 21.1 | 21.3 | |
| Deferral of acquisition costs | (0.9) | (0.9) | (1.0) | (0.9) | (0.6) | |
| DAC amortization | (3.9) | 6.7 | 21.0 | 33.8 | (11.5) | |
| | ----- | ----- | ----- | ----- | ----- | |
| DAC deferral net of amortization | (4.8) | 5.8 | 19.9 | 33.0 | (12.1) | |
| PVIF amortization | 5.6 | 0.7 | 11.7 | 12.8 | 5.5 | |
| Other intangibles amortization | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | ----- | ----- | ----- | ----- | ----- | |
| Total underwriting, acquisition, insurance and other expenses | 26.8 | 24.4 | 51.8 | 66.9 | 14.7 | |
| Goodwill amortization | 0.2 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | ----- | ----- | ----- | ----- | ----- | |
| Operating Benefits and Expenses | 47.8 | 42.7 | 70.9 | 90.7 | 37.8 | |
| | ----- | ----- | ----- | ----- | ----- | |
| Income from Operations Before Tax | 1.4 | 15.6 | 5.1 | (0.2) | 12.8 | |
| Federal income taxes | (18.1) | 1.1 | (1.6) | (0.2) | (3.1) | |
| | ----- | ----- | ----- | ----- | ----- | |
| Income from Operations | 19.5 | 14.4 | 6.7 | (0.0) | 15.9 | |
| | ----- | ----- | ----- | ----- | ----- | |
| Realized gains (losses) on investments | 3.0 | (3.6) | 3.2 | 0.9 | 0.8 | |
| Restructuring charges | 0.0 | 0.0 | 0.0 | 0.0 | 1.7 | |
| | ----- | ----- | ----- | ----- | ----- | |
| Income before Accounting Changes | 22.5 | 10.8 | 9.8 | 0.8 | 18.5 | |
| Cumulative effect of accounting changes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | ----- | ----- | ----- | ----- | ----- | |
| Net Income | 22.5 | 10.8 | 9.8 | 0.8 | 18.5 | |
| | ===== | ===== | ===== | ===== | ===== | |
| Inc from Oper -before Goodwill Amort. | 19.7 | 14.4 | 6.7 | (0.0) | 15.9 | |

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| | | | | | |
|--|-----------|-------|---------|--------|---------|
| Net Income -before Goodwill Amort. | 22.7 | 10.8 | 9.8 | 0.8 | 18.5 |
| Effective tax rate | (1337.4%) | 7.3% | (31.3%) | 88.2% | (24.3%) |
| Operating revenue | 49.1 | 58.3 | 75.9 | 90.6 | 50.6 |
| Realized gains (losses) on investments | 4.3 | (5.1) | 4.5 | 1.2 | 1.2 |
| Total Revenue | 53.4 | 53.2 | 80.5 | 91.8 | 51.8 |
| Average capital | 561.3 | 510.0 | 485.3 | 500.3 | 516.9 |
| Return on average capital | 13.9% | 11.3% | 5.5% | (0.0%) | 12.3% |

Roll Forward of Deferred Acquisition Costs

| | | | | | |
|---|-------|--------|--------|--------|-------|
| Balance at beginning-of-year | 589.7 | 587.3 | 569.4 | 591.0 | 571.8 |
| Deferral | 0.9 | 0.9 | 1.0 | 0.9 | 0.6 |
| Amortization | 3.9 | (6.7) | (21.0) | (33.8) | 11.5 |
| Operating Foreign currency translation adjustment | 4.9 | (5.7) | (20.1) | (33.0) | 12.1 |
| Other | (7.2) | (12.2) | 41.7 | 13.8 | 13.7 |
| Balance at end-of-year | 587.3 | 569.4 | 591.0 | 571.8 | 597.6 |

Roll Forward of Present Value of In-Force

| | | | | | |
|---|-------|-------|--------|--------|-------|
| Balance at beginning-of-year | 252.8 | 244.0 | 238.3 | 243.9 | 236.8 |
| Amortization | (5.6) | (0.7) | (11.7) | (12.8) | (5.5) |
| Foreign currency translation adjustment | (3.2) | (5.1) | 17.4 | 5.7 | 6.1 |
| Other | | | | | |
| Balance at end-of-year | 244.0 | 238.3 | 243.9 | 236.8 | 237.4 |

* Does not include restructuring charges which is consistent with the definition of "Income from Operations" (see page 5).

Lincoln UK
Operational Data
Unaudited [Millions of Dollars]

| | | | | |
|--------------------------------|------|------|------|------|
| For the Year Ended December 31 | 1998 | 1999 | 2000 | 2001 |
|--------------------------------|------|------|------|------|

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| | | | | |
|--|---------|---------|---------|-------|
| Unit Linked Assets - Beg-of-Year (Billions) | 5.643 | 6.265 | 7.220 | 6.4 |
| Deposits | 0.473 | 0.537 | 0.554 | 0.4 |
| Withdrawals (incl. chgs) & Deaths | (0.547) | (0.566) | (0.644) | (0.5) |
| | ----- | ----- | ----- | ----- |
| Net Cash Flows | (0.074) | (0.029) | (0.090) | (0.0) |
| Inv Inc & Chg in Mkt Val | 0.662 | 1.154 | (0.154) | (0.6) |
| Acq of new business/companies | | | | |
| Foreign currency adjustment | 0.035 | (0.170) | (0.536) | (0.1) |
| | ----- | ----- | ----- | ----- |
| Unit Linked Assets - End-of-Year | 6.265 | 7.220 | 6.441 | 5.6 |
| | ===== | ===== | ===== | ===== |
| Individual Life In-force (Billions) | 25.002 | 25.698 | 24.290 | 20.8 |
| Exchange Rate - Dollars to Pounds | | | | |
| For-the-Period | 1.658 | 1.617 | 1.518 | 1.4 |
| End-of-Period | 1.660 | 1.615 | 1.493 | 1.4 |

| For the Quarter Ended | Mar 2000 | Jun 2000 | Sep 2000 | Dec 2000 |
|--|-------------|-------------|-------------|-------------|
| | ----- | ----- | ----- | ----- |
| Unit Linked Assets | | | | |
| Balance-Beg-of-Quarter (Billions) | 7.220 | 7.031 | 6.726 | 6.499 |
| Deposits | 0.159 | 0.134 | 0.145 | 0.116 |
| Withdrawals (incl. chgs) & Deaths | (0.170) | (0.162) | (0.159) | (0.153) |
| | ----- | ----- | ----- | ----- |
| Net Cash Flows | (0.011) | (0.028) | (0.014) | (0.037) |
| Inv Inc & Chg in Mkt Val | (0.077) | 0.047 | (0.025) | (0.100) |
| Acq of new business/companies | | | | |
| Foreign currency adjustment | (0.101) | (0.324) | (0.189) | 0.078 |
| | ----- | ----- | ----- | ----- |
| Unit Linked Assets - End-of-Quarter | 7.031 | 6.726 | 6.499 | 6.441 |
| | ===== | ===== | ===== | ===== |
| Individual Life In-force (Billions) | 26.514 | 25.225 | 24.535 | 24.290 |
| Exchange Rate - Dollars to Pounds | | | | |
| For-the-Quarter | 1.599 | 1.536 | 1.482 | 1.454 |
| End-of-Quarter | 1.591 | 1.517 | 1.475 | 1.493 |

| For the Quarter Ended | Sep 2001 | Dec 2001 | Mar 2002 | Jun 2002 |
|-----------------------------------|-------------|-------------|-------------|-------------|
| | ----- | ----- | ----- | ----- |
| Unit Linked Assets | | | | |
| Balance-Beg-of-Quarter (Billions) | 5.768 | 5.218 | 5.607 | 5.618 |
| Deposits | 0.128 | 0.111 | 0.114 | 0.115 |
| Withdrawals (incl. chgs) & Deaths | (0.136) | (0.115) | (0.127) | (0.137) |
| | ----- | ----- | ----- | ----- |
| Net Cash Flows | (0.009) | (0.004) | (0.013) | (0.022) |
| Inv Inc & Chg in Mkt Val | (0.768) | 0.457 | 0.141 | (0.479) |
| Acq of new business/companies | | | | |

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| | | | | |
|--|--------|---------|---------|--------|
| Foreign currency adjustment | 0.226 | (0.063) | (0.117) | 0.403 |
| | ----- | ----- | ----- | ----- |
| Unit Linked Assets - End-of-Quarter | 5.218 | 5.607 | 5.618 | 5.520 |
| | ===== | ===== | ===== | ===== |
| Individual Life In-force (Billions) | 21.299 | 20.878 | 20.010 | 20.401 |
| Exchange Rate - Dollars to Pounds For-the-Quarter | 1.442 | 1.448 | 1.423 | 1.464 |
| End-of-Quarter | 1.474 | 1.456 | 1.426 | 1.532 |

Other Operations
Unaudited [Millions of Dollars]

| For the Year Ended December 31 | 1998 | 1999 | 2000 |
|--|---------|---------|---------|
| | ----- | ----- | ----- |
| Revenue | | | |
| Lincoln Financial Advisors | 286.4 | 317.0 | 377.5 |
| Lincoln Financial Distributors | 33.5 | 107.5 | 119.9 |
| | ----- | ----- | ----- |
| Total Distribution | 319.9 | 424.4 | 497.4 |
| Reinsurance | 1581.2 | 1824.1 | 1770.6 |
| Amortization of deferred gain on indemnity reinsurance* | 0.0 | 0.0 | 0.0 |
| Other [Including Consolidating Adjustments] | (192.7) | (277.5) | (292.6) |
| | ----- | ----- | ----- |
| Operating Revenue | 1708.3 | 1971.0 | 1975.4 |
| | ----- | ----- | ----- |
| Realized gains (losses) on investments | 0.5 | 14.4 | (5.0) |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 |
| Gain on sale of reinsurance subsidiaries | 0.0 | 0.0 | 0.0 |
| | ----- | ----- | ----- |
| Total Revenue | 1708.9 | 1985.4 | 1970.4 |
| | ===== | ===== | ===== |
| Income (Loss) | | | |
| Lincoln Financial Advisors | (23.7) | (20.8) | (11.7) |
| Lincoln Financial Distributors | (8.2) | (14.0) | (18.5) |
| | ----- | ----- | ----- |
| Total Distribution | (31.9) | (34.8) | (30.2) |
| Reinsurance | 104.9 | 40.1 | 122.5 |
| Amortization of deferred gain on indemnity reinsurance* | 0.0 | 0.0 | 0.0 |
| LNC Financing | (51.5) | (83.5) | (84.9) |
| Other Corporate | (17.5) | (5.0) | (15.4) |

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| | | | |
|---|--------|--------|--------|
| Inc (Loss) from Operations | 4.0 | (83.1) | (8.0) |
| Realized gains (losses) on investments | 2.7 | 10.2 | (3.2) |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 |
| Gain on sale of reinsurance subsidiaries | 0.0 | 0.0 | 0.0 |
| Reserve increase on business sold through reinsurance | 0.0 | 0.0 | 0.0 |
| Restructuring charges | (14.3) | (3.2) | 1.0 |
| Income before Accounting Changes | (7.6) | (76.1) | (10.2) |
| Cumulative effect of accounting changes | 0.0 | 0.0 | 0.0 |
| Total Net Income (Loss) | (7.6) | (76.1) | (10.2) |

| For the Quarter Ended | Mar 2000 | Jun 2000 | Sep 2000 | Dec 2000 |
|---|-------------|-------------|-------------|-------------|
| Revenue | | | | |
| Lincoln Financial Advisors | 86.4 | 90.0 | 91.3 | 109.8 |
| Lincoln Financial Distributors | 29.3 | 28.1 | 27.5 | 35.0 |
| Total Distribution | 115.8 | 118.1 | 118.8 | 144.8 |
| Reinsurance | 392.7 | 458.9 | 457.9 | 461.0 |
| Amortization of deferred gain on indemnity reinsurance* | 0.0 | 0.0 | 0.0 | 0.0 |
| Other [Including Consolidating Adjustments] | (67.6) | (86.7) | (79.2) | (59.2) |
| Operating Revenue | 440.9 | 490.3 | 497.5 | 546.6 |
| Realized gains (losses) on investments | (0.8) | (1.3) | (3.4) | 0.4 |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 | 0.0 |
| Gain on sale of reinsurance subsidiaries | 0.0 | 0.0 | 0.0 | 0.0 |
| Total Revenue | 440.2 | 489.0 | 494.1 | 547.0 |
| Income (Loss) | | | | |
| Lincoln Financial Advisors | (7.4) | (2.9) | (3.1) | 1.6 |
| Lincoln Financial Distributors | (3.3) | (5.2) | (5.0) | (5.1) |
| Total Distribution | (10.7) | (8.1) | (8.0) | (3.4) |
| Reinsurance | 31.9 | 25.8 | 28.2 | 36.6 |
| Amortization of deferred gain on indemnity reinsurance* | 0.0 | 0.0 | 0.0 | 0.0 |
| LNC Financing | (21.9) | (22.2) | (20.9) | (19.8) |
| Other Corporate | (5.7) | (1.5) | 1.6 | (9.8) |
| Inc (Loss) from Oper | (6.5) | (5.9) | 0.9 | 3.5 |

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| | ----- | ----- | ----- | ----- |
|---|-------|-------|-------|-------|
| Realized gains (losses) on investments | (0.4) | (0.8) | (3.2) | 1.2 |
| Gains (losses) on derivatives | 0.0 | 0.0 | 0.0 | 0.0 |
| Gain on sale of reinsurance subsidiaries | 0.0 | 0.0 | 0.0 | 0.0 |
| Reserve increase on business sold through reinsurance | 0.0 | 0.0 | 0.0 | 0.0 |
| Restructuring charges | 0.0 | 0.0 | 0.0 | 1.0 |
| | ----- | ----- | ----- | ----- |
| Income before Accounting Changes | (6.8) | (6.8) | (2.3) | 5.7 |
| Cumulative effect of accounting changes | 0.0 | 0.0 | 0.0 | 0.0 |
| | ----- | ----- | ----- | ----- |
| Total Net Income (Loss) | (6.8) | (6.8) | (2.3) | 5.7 |
| | ===== | ===== | ===== | ===== |

| | Sep 2001 | Dec 2001 | Mar 2002 | Jun 2002 |
|-----------------------|-------------|-------------|-------------|-------------|
| For the Quarter Ended | ----- | ----- | ----- | ----- |

| | | | | |
|---|--------|--------|--------|--------|
| Revenue | | | | |
| Lincoln Financial Advisors | 78.9 | 116.7 | 75.9 | 78.1 |
| Lincoln Financial Distributors | 32.0 | 35.0 | 29.4 | 29.3 |
| | ----- | ----- | ----- | ----- |
| Total Distribution | 111.0 | 151.7 | 105.3 | 107.4 |
| Reinsurance | 467.4 | 265.6 | 0.0 | 0.0 |
| Amortization of deferred gain on indemnity reinsurance* | 0.0 | 20.4 | 24.1 | 22.1 |
| Other [Including Consolidating Adjustments] | (76.0) | (98.7) | (32.2) | (33.4) |
| | ----- | ----- | ----- | ----- |
| Operating Revenue | 502.3 | 339.0 | 97.1 | 96.1 |
| | ----- | ----- | ----- | ----- |

| | | | | |
|--|--------|-------|-------|-------|
| Realized gains (losses) on investments | (12.8) | 29.5 | (4.9) | (3.8) |
| Gains (losses) on derivatives | (0.0) | (9.7) | 0.1 | (0.1) |
| Gain on sale of reinsurance subsidiaries | 0.0 | 12.8 | 0.0 | 0.0 |
| | ----- | ----- | ----- | ----- |
| Total Revenue | 489.5 | 371.7 | 92.3 | 92.2 |
| | ===== | ===== | ===== | ===== |

| | | | | |
|---|--------|--------|--------|--------|
| Income (Loss) | | | | |
| Lincoln Financial Advisors | (4.2) | 7.4 | (9.1) | (7.7) |
| Lincoln Financial Distributors | (7.8) | (4.5) | (6.2) | (7.3) |
| | ----- | ----- | ----- | ----- |
| Total Distribution | (12.0) | 3.0 | (15.4) | (15.0) |
| Reinsurance | 17.2 | 30.7 | 0.0 | 0.0 |
| Amortization of deferred gain on indemnity reinsurance* | 0.0 | 12.9 | 15.7 | 14.4 |
| LNC Financing | (19.5) | (14.7) | (8.2) | (9.6) |
| Other Corporate | 1.5 | (5.3) | (4.1) | 2.9 |
| | ----- | ----- | ----- | ----- |
| Inc (Loss) from Oper | (12.9) | 26.5 | (12.0) | (7.3) |
| | ----- | ----- | ----- | ----- |

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| | | | | |
|---|--------|--------|--------|--------|
| Realized gains (losses) on investments | (8.3) | 19.7 | (3.3) | (2.4) |
| Gains (losses) on derivatives | (0.0) | (6.3) | 0.1 | (0.1) |
| Gain on sale of reinsurance subsidiaries | 0.0 | 15.0 | 0.0 | 0.0 |
| Reserve increase on business sold through reinsurance | 0.0 | 0.0 | 0.0 | (14.4) |
| Restructuring charges | 0.0 | (18.3) | 0.0 | 0.0 |
| | ----- | ----- | ----- | ----- |
| Income before Accounting Changes | (21.2) | 36.7 | (15.2) | (24.2) |
| Cumulative effect of accounting changes | 0.0 | (0.0) | 0.0 | 0.0 |
| | ----- | ----- | ----- | ----- |
| Total Net Income (Loss) | (21.2) | 36.7 | (15.2) | (24.2) |
| | ===== | ===== | ===== | ===== |

* The amortization of deferred gain on sale of reinsurance business represents the amortization on the business sold through indemnity reinsurance to Swiss Re.

Consolidated Domestic Retail Deposits/Account Balances
Unaudited [Billions of Dollars]

| | 1998 | 1999 | 2000 |
|---|---------|---------|---------|
| | ----- | ----- | ----- |
| Deposits - For the Year | | | |
| Lincoln Retirement - Fixed Annuities | 1.452 | 2.563 | 2.074 |
| Lincoln Retirement - Variable Annuities | 2.791 | 2.553 | 3.165 |
| Lincoln Retirement - Life Insurance | 0.000 | 0.017 | 0.014 |
| Life Insurance Segment - Life Insurance | 1.207 | 1.698 | 1.884 |
| Inv Mgmt - Annuities | 2.240 | 1.561 | 1.782 |
| Inv Mgmt - Mutual Funds(1) | 1.912 | 2.151 | 2.577 |
| Inv Mgmt - Wrap Fee & Other | 0.595 | 0.549 | 0.525 |
| Consolidating Adjustments | (1.041) | (0.499) | (0.406) |
| | ----- | ----- | ----- |
| Gross Deposits | 9.157 | 10.593 | 11.616 |
| Account Balances - End of Year | | | |
| Lincoln Retirement - Fixed Annuities | 16.505 | 16.791 | 15.394 |
| Lincoln Retirement - Variable Annuities | 33.358 | 41.493 | 39.427 |
| Lincoln Retirement - Life Insurance | | 0.155 | 0.160 |
| Life Insurance Segment - Life Insurance | 9.243 | 10.217 | 10.847 |
| Inv Mgmt - Annuities | 14.257 | 15.557 | 13.527 |
| Inv Mgmt - Mutual Funds(1) | 13.528 | 13.632 | 13.261 |
| Inv Mgmt - Wrap Fee & Other | 2.512 | 1.618 | 1.342 |

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| | | | |
|---------------------------|---------|---------|---------|
| Consolidating Adjustments | (8.891) | (9.175) | (7.753) |
| Account Balances | 80.512 | 90.288 | 86.205 |

| | Mar 2000 | Jun 2000 | Sep 2000 | Dec 2000 |
|---|-------------|-------------|-------------|-------------|
| | ----- | ----- | ----- | ----- |
| Deposits - For the Quarter | | | | |
| Lincoln Retirement - Fixed Annuities | 0.589 | 0.490 | 0.513 | 0.482 |
| Lincoln Retirement - Variable Annuities | 0.797 | 0.793 | 0.729 | 0.846 |
| Lincoln Retirement - Life Insurance | 0.003 | 0.003 | 0.004 | 0.004 |
| Life Insurance Segment - Life Insurance | 0.424 | 0.411 | 0.428 | 0.622 |
| Inv Mgmt - Annuities | 0.379 | 0.358 | 0.456 | 0.589 |
| Inv Mgmt - Mutual Funds(1) | 0.875 | 0.586 | 0.554 | 0.563 |
| Inv Mgmt - Managed Acct. & Other | 0.148 | 0.106 | 0.140 | 0.131 |
| Consolidating Adjustments | (0.099) | (0.062) | (0.100) | (0.145) |
| Gross Deposits | 3.115 | 2.685 | 2.724 | 3.092 |

| | | | | |
|---|---------|---------|---------|---------|
| Account Balances - End of Quarter | | | | |
| Lincoln Retirement - Fixed Annuities | 16.244 | 15.884 | 15.660 | 15.394 |
| Lincoln Retirement - Variable Annuities | 44.640 | 43.097 | 42.743 | 39.427 |
| Lincoln Retirement - Life Insurance | 0.169 | 0.165 | 0.166 | 0.160 |
| Life Insurance Segment - Life Insurance | 10.470 | 10.538 | 10.716 | 10.847 |
| Inv Mgmt - Annuities | 15.557 | 14.888 | 14.853 | 13.527 |
| Inv Mgmt - Mutual Funds(1) | 14.671 | 14.069 | 14.571 | 13.261 |
| Inv Mgmt - Managed Acct. & Other | 1.309 | 1.304 | 1.256 | 1.342 |
| Consolidating Adjustments | (8.768) | (8.419) | (8.644) | (7.753) |
| Account Balances | 94.292 | 91.526 | 91.322 | 86.205 |

| | Sep 2001 | Dec 2001 | Mar 2002 | Jun 2002 |
|---|-------------|-------------|-------------|-------------|
| | ----- | ----- | ----- | ----- |
| Deposits - For the Quarter | | | | |
| Lincoln Retirement - Fixed Annuities | 0.896 | 1.218 | 0.906 | 0.853 |
| Lincoln Retirement - Variable Annuities | 0.684 | 0.793 | 0.808 | 0.787 |
| Lincoln Retirement - Life Insurance | 0.003 | 0.002 | | |
| Life Insurance Segment - Life Insurance | 0.434 | 0.605 | 0.440 | 0.577 |
| Inv Mgmt - Annuities | 0.434 | 0.323 | 0.589 | 0.601 |
| Inv Mgmt - Mutual Funds(1) | 0.336 | 0.348 | 0.452 | 0.562 |

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| | | | | |
|---|---------|---------|---------|---------|
| Inv Mgmt - Managed Acct. & Other | 0.074 | 0.127 | 0.159 | 0.194 |
| Consolidating Adjustments | (0.295) | (0.279) | (0.309) | (0.371) |
| | ----- | ----- | ----- | ----- |
| Gross Deposits | 2.567 | 3.137 | 3.045 | 3.203 |
| | ----- | ----- | ----- | ----- |
| Account Balances - End of Quarter | | | | |
| Lincoln Retirement - Fixed Annuities | 16.051 | 16.491 | 16.533 | 16.909 |
| Lincoln Retirement - Variable Annuities | 30.506 | 34.638 | 35.150 | 31.206 |
| Lincoln Retirement - Life Insurance | 0.134 | 0.149 | | |
| Life Insurance Segment - Life Insurance | 10.939 | 11.377 | 11.667 | 11.759 |
| Inv Mgmt - Annuities | 10.714 | 11.835 | 11.920 | 10.896 |
| Inv Mgmt - Mutual Funds(1) | 10.726 | 11.552 | 11.597 | 11.033 |
| Inv Mgmt - Managed Acct. & Other | 1.635 | 1.719 | 1.821 | 1.847 |
| Consolidating Adjustments | (6.023) | (6.717) | (6.684) | (6.007) |
| | ----- | ----- | ----- | ----- |
| Account Balances | 74.682 | 81.044 | 82.005 | 77.644 |
| | ----- | ----- | ----- | ----- |

Total Domestic Net Flows
Unaudited [Billions of Dollars]

| For the Year | 1998 | 1999 | 2000 |
|---|---------|---------|---------|
| | ----- | ----- | ----- |
| Lincoln Retirement | (1.244) | (1.244) | (1.165) |
| Life Insurance Segment | 0.113 | 0.113 | 0.985 |
| Investment Management Segment- Retail(1) | 1.772 | 1.772 | (2.209) |
| Consolidating Adjustments | (0.158) | 1.276 | 1.406 |
| | ----- | ----- | ----- |
| Total Retail Net Flows | 0.483 | 0.483 | (1.114) |
| Investment Management Segment- Institutional | (2.702) | (2.240) | (5.694) |
| | ----- | ----- | ----- |
| Total Net Flows | (2.219) | (2.219) | (3.354) |
| | ----- | ----- | ----- |

| For the Quarter | Mar 2000 | Jun 2000 | Sep 2000 | Dec 2000 |
|---|-------------|-------------|-------------|-------------|
| | ----- | ----- | ----- | ----- |
| Lincoln Retirement | (0.700) | (0.682) | (0.812) | (0.681) |
| Life Insurance Segment | 0.242 | 0.235 | 0.277 | 0.404 |
| Investment Management Segment- Retail(1) | (0.880) | (0.364) | (0.315) | 0.059 |
| Consolidating Adjustments | 0.717 | 0.343 | 0.193 | 0.151 |
| | ----- | ----- | ----- | ----- |
| Total Retail Net Flows | (0.620) | (0.468) | (0.657) | (0.066) |

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| | | | | |
|---|---------|---------|---------|---------|
| Investment Management Segment - Instit. | (2.611) | (1.056) | (0.983) | (1.043) |
| | ----- | ----- | ----- | ----- |
| Total Net Flows | (3.231) | (1.524) | (1.640) | (1.110) |
| | ----- | ----- | ----- | ----- |
| | Sep | Dec | Mar | Jun |
| For the Quarter | 2001 | 2001 | 2002 | 2002 |
| | ----- | ----- | ----- | ----- |
| Lincoln Retirement | 0.261 | 0.631 | 0.088 | 0.223 |
| Life Insurance Segment | 0.239 | 0.383 | 0.236 | 0.385 |
| Investment Management Segment - Retail (1) | (0.118) | (0.091) | 0.089 | 0.167 |
| Consolidating Adjustments | (0.081) | (0.053) | (0.037) | (0.086) |
| | ----- | ----- | ----- | ----- |
| Total Retail Net Flows | 0.300 | 0.869 | 0.377 | 0.688 |
| | ----- | ----- | ----- | ----- |
| Investment Management Segment - Instit. | (0.155) | (0.103) | 0.731 | 0.455 |
| | ----- | ----- | ----- | ----- |
| Total Net Flows | 0.145 | 0.767 | 1.108 | 1.143 |
| | ----- | ----- | ----- | ----- |

NOTE: Excludes amounts reported as Assets Under Management - Insurance Assets

(1) Retail assets under management have been restated to include assets under administration beginning in 2001. See details on pages 28 and 29.

PAGE

Consolidated Investment Data -
Assets Managed
Unaudited [Billions of Dollars]

| December 31 | 1998 | 1999 | 2000 | 2001 | 2002 |
|-----------------------------|--------|--------|--------|--------|--------|
| | ----- | ----- | ----- | ----- | ----- |
| Assets Managed by Source | | | | | |
| LNC's Investments and Cash: | | | | | |
| Fixed maturity securities | 30.233 | 27.689 | 27.450 | 28.346 | 32.767 |
| Equity securities | 0.543 | 0.604 | 0.550 | 0.470 | 0.337 |
| Other investments | 7.154 | 7.286 | 7.369 | 7.297 | 6.897 |
| | ----- | ----- | ----- | ----- | ----- |
| Total LNC Investments (1) | 37.929 | 35.578 | 35.369 | 36.113 | 40.002 |
| Separate accounts | 43.409 | 53.654 | 50.580 | 44.833 | 36.178 |
| Cash and Invested Cash | 2.433 | 1.896 | 1.927 | 3.095 | 1.691 |
| Discontinued Operations | ----- | ----- | ----- | ----- | ----- |
| Total LNC | 83.772 | 91.128 | 87.876 | 84.042 | 77.871 |

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| | | | | | |
|--|---------|---------|---------|---------|---------|
| Non-affiliate assets managed | 50.061 | 49.314 | 43.397 | 42.199 | 41.256 |
| Total Assets Managed | 133.833 | 140.443 | 131.273 | 126.241 | 119.127 |
| Assets Managed by Advisor | | | | | |
| Investment Management segment (1) (See page 22 for additional detail) | 61.488 | 61.374 | 53.354 | 48.411 | 46.495 |
| DLIA-Corp (Assets managed internally-see page 22) | 39.432 | 35.934 | 35.686 | 38.119 | 41.104 |
| Lincoln (UK) | 7.573 | 8.589 | 7.873 | 6.847 | 6.351 |
| Policy Loans (within business units) | 1.840 | 1.892 | 1.961 | 1.940 | 1.946 |
| Non-LNC Affiliates | 23.500 | 32.654 | 32.399 | 30.924 | 23.232 |
| Total Assets Managed | 133.833 | 140.443 | 131.273 | 126.241 | 119.127 |
| | Mar | Jun | Sep | Dec | Mar |
| End of Quarter | 2000 | 2000 | 2000 | 2000 | 2001 |
| Assets Managed by Source | | | | | |
| LNC's Investments and Cash: | | | | | |
| Fixed maturity securities | 27.745 | 27.078 | 27.264 | 27.450 | 27.811 |
| Equity securities | 0.588 | 0.560 | 0.570 | 0.550 | 0.560 |
| Other investments | 7.442 | 7.419 | 7.471 | 7.369 | 7.374 |
| Total LNC Investments (1) | 35.775 | 35.057 | 35.305 | 35.369 | 35.744 |
| Separate accounts | 56.908 | 54.924 | 54.411 | 50.580 | 44.506 |
| Cash and invested cash | 1.510 | 1.619 | 1.436 | 1.927 | 2.015 |
| Total LNC | 94.192 | 91.601 | 91.152 | 87.876 | 82.266 |
| Non-affiliate assets managed | 47.150 | 45.945 | 45.119 | 43.397 | 41.904 |
| Total Assets Managed | 141.342 | 137.546 | 136.271 | 131.273 | 124.170 |
| Assets Managed by Advisor | | | | | |
| Investment Management segment (1) (See page 23 for additional detail) | 58.712 | 56.986 | 55.998 | 53.355 | 48.208 |
| DLIA-Corp (Assets managed internally-see page 23) | 35.541 | 34.891 | 34.981 | 35.686 | 36.324 |
| Lincoln (UK) | 8.423 | 8.058 | 7.838 | 7.873 | 7.012 |
| Policy Loans (within business units) | 1.896 | 1.915 | 1.936 | 1.961 | 1.947 |
| Non-LNC Affiliates | 36.770 | 35.696 | 35.518 | 32.397 | 30.680 |
| Total Assets Managed | 141.342 | 137.546 | 136.271 | 131.273 | 124.170 |

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| End of Quarter | Sep 2001 | Dec 2001 | Mar 2002 | Jun 2002 | Sep 2002 |
|--|-------------|-------------|-------------|-------------|-------------|
| | ----- | ----- | ----- | ----- | ----- |
| Assets Managed by Source | | | | | |
| LNC's Investments and Cash: | | | | | |
| Fixed maturity securities | 28.932 | 28.346 | 28.841 | 29.725 | 32.037 |
| Equity securities | 0.478 | 0.470 | 0.439 | 0.419 | 0.397 |
| Other investments | 7.379 | 7.297 | 7.084 | 7.016 | 6.928 |
| | ----- | ----- | ----- | ----- | ----- |
| Total LNC Investments(1) | 36.788 | 36.113 | 36.363 | 37.160 | 39.363 |
| Separate accounts | 39.480 | 44.833 | 44.917 | 40.580 | 34.069 |
| Cash and invested cash | 1.996 | 3.095 | 1.700 | 2.265 | 1.600 |
| | ----- | ----- | ----- | ----- | ----- |
| Total LNC | 78.264 | 84.042 | 82.979 | 80.005 | 75.031 |
| | ----- | ----- | ----- | ----- | ----- |
| Non-affiliate assets managed | 39.198 | 42.199 | 43.708 | 43.031 | 38.506 |
| | ----- | ----- | ----- | ----- | ----- |
| Total Assets Managed | 117.462 | 126.241 | 126.687 | 123.036 | 113.538 |
| | ===== | ===== | ===== | ===== | ===== |
| Assets Managed by Advisor | | | | | |
| Investment Management segment(1) (See page 23 for additional detail) | 44.957 | 48.412 | 50.001 | 48.738 | 43.357 |
| DLIA-Corp (Assets managed internally-see page 23) | 37.337 | 38.119 | 37.171 | 38.476 | 40.416 |
| Lincoln (UK) | 6.474 | 6.847 | 6.772 | 6.753 | 6.068 |
| Policy Loans (within business units) | 1.943 | 1.940 | 1.918 | 1.906 | 1.899 |
| Non-LNC Affiliates | 26.751 | 30.923 | 30.825 | 27.163 | 21.798 |
| | ----- | ----- | ----- | ----- | ----- |
| Total Assets Managed | 117.462 | 126.241 | 126.687 | 123.036 | 113.538 |
| | ===== | ===== | ===== | ===== | ===== |

(1) Retail assets under management have been restated to include assets under administration begun in January of 2000. See details on pages 28 and 29.

PAG

Consolidated Investment Data
Unaudited [Millions of Dollars except as noted]

| For the Year Ended December 31 | 1998 | 1999 | 2000 | 2001 | 2002 |
|--------------------------------|--------|--------|--------|--------|--------|
| | ----- | ----- | ----- | ----- | ----- |
| Net Investment Income | | | | | |
| Fixed Maturity Securities | 2065.8 | 2232.9 | 2148.7 | 2121.0 | 2118.2 |
| Equity Securities | 22.8 | 20.1 | 19.5 | 17.6 | 15.4 |
| Mortgage loans on real estate | 383.6 | 369.2 | 373.8 | 374.5 | 356.8 |
| Real estate | 86.8 | 64.1 | 51.8 | 49.5 | 47.4 |

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| | | | | | | |
|--|---------|----------|---------|---------|---------|-------|
| Policy loans | 99.5 | 116.5 | 125.0 | 125.3 | 134.5 | |
| Invested cash | 156.8 | 110.3 | 87.2 | 68.4 | 36.4 | |
| Other investments | 88.4 | 51.8 | 66.8 | 69.5 | 16.3 | |
| | ----- | ----- | ----- | ----- | ----- | |
| Investment revenue | 2903.7 | 2964.8 | 2872.8 | 2825.8 | 2725.0 | |
| Investment expense | (222.3) | (157.3) | (125.7) | (146.2) | (116.7) | |
| | ----- | ----- | ----- | ----- | ----- | |
| Net Investment Income | 2681.4 | 2807.5 | 2747.1 | 2679.6 | 2608.3 | |
| | ----- | ----- | ----- | ----- | ----- | |
| Gross-up of Tax Exempt Income | 11.6 | 8.1 | 7.8 | 7.2 | 7.5 | |
| | ----- | ----- | ----- | ----- | ----- | |
| Adjusted Net Invest Income | 2693.0 | 2815.6 | 2754.9 | 2686.8 | 2615.8 | |
| | ===== | ===== | ===== | ===== | ===== | |
| Mean Invested Assets (Cost Basis) | 36573.8 | 39027.5 | 37471.3 | 37616.9 | 38828.5 | |
| Ratio of Adjusted Net Invest Inc Over Mean Invested Assets | 7.36% | 7.21% | 7.35% | 7.14% | 6.74% | |
| Investment Gains | | | | | | |
| Realized Gains (Losses) on Investments | 13.7 | 3.8 | (17.5) | (68.7) | (177.2) | |
| Gains(Losses) on Derivatives | 0.0 | 0.0 | 0.0 | (4.9) | 0.8 | |
| Incr (Decr) in Unreal Gains on Sec | | | | | | |
| Avail-for-Sale (after DAC/Tax) | 116.4 | (1018.1) | 477.7 | 183.7 | 616.3 | |
| Incr (Decr) on Derivatives* | | | | 21.4 | 24.4 | |
| Incr (Decr) in Foreign Exchange | 3.8 | (19.9) | (8.1) | (30.0) | (58.8) | |
| Incr (Decr) in minimum pension liability | | | | (36.0) | 61.9 | |
| Securities Available-for-Sale [Billions of Dollars at End of Year] | | | | | | |
| Fixed Maturity Sec (Market) | 30.233 | 27.689 | 27.450 | 28.346 | 32.767 | |
| Fixed Maturity Sec (Adjusted Cost) | 28.640 | 28.357 | 27.373 | 27.956 | 32.379 | |
| Equity Securities (Market) | 0.543 | 0.604 | 0.550 | 0.470 | 0.337 | |
| Equity Securities (Adjusted Cost) | 0.437 | 0.482 | 0.458 | 0.444 | 0.326 | |
| % of Fixed Maturity Securities (Based on Market) | | | | | | |
| Treasuries and AAA | 25.6% | 22.8% | 22.1% | 17.2% | 20.1% | |
| AA or better | 32.6% | 29.8% | 29.2% | 23.6% | 25.8% | |
| BB or less | 7.0% | 8.0% | 6.7% | 8.3% | 6.6% | |
| ----- | | | | | | |
| For the Quarter Ended | Mar | Jun | Sep | Dec | Mar | Ju |
| | 2000 | 2000 | 2000 | 2001 | 2001 | 2000 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Net Investment Income | | | | | | |
| Fixed Maturity Securities | 541.3 | 544.4 | 525.3 | 537.7 | 526.9 | 527.0 |

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| | | | | | | |
|--|---------|---------|---------|---------|---------|---------|
| Equity Securities | 3.7 | 5.7 | 3.6 | 6.5 | 1.0 | 7.0 |
| Mortgage loans on real estate | 92.0 | 95.1 | 94.4 | 92.3 | 95.7 | 92.0 |
| Real estate | 11.2 | 12.5 | 11.8 | 16.3 | 12.8 | 13.0 |
| Policy loans | 30.7 | 30.9 | 30.5 | 32.9 | 31.4 | 31.0 |
| Invested cash | 27.2 | 15.1 | 26.5 | 18.4 | 22.5 | 19.0 |
| Other investments | 35.1 | 2.0 | 26.9 | 2.9 | 19.6 | 18.0 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Investment revenue | 741.1 | 705.7 | 719.1 | 706.9 | 709.9 | 709.0 |
| Investment expense | (30.0) | (31.8) | (29.0) | (34.8) | (36.1) | (36.0) |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Net Investment Income | 711.1 | 673.8 | 690.0 | 672.1 | 673.7 | 673.0 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Gross-up of Tax Exempt Income | 1.5 | 2.3 | 1.4 | 2.6 | 0.5 | 3.0 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Adjusted Net Invest Income | 712.6 | 676.1 | 691.5 | 674.7 | 674.2 | 676.0 |
| | ===== | ===== | ===== | ===== | ===== | ===== |
| Mean Invested Assets (Cost Basis) | 38237.4 | 37306.1 | 37250.8 | 37090.8 | 37238.0 | 37094.0 |
| Ratio of Adjusted Net Invest Inc Over Mean Invested Assets | 7.45% | 7.25% | 7.43% | 7.28% | 7.24% | 7.29% |
| Investment Gains | | | | | | |
| Realized Gains (Losses) on Investments | (0.4) | (6.7) | (11.6) | 1.2 | (13.4) | (11.0) |
| Gains (Losses) on Derivatives | 0.0 | 0.0 | 0.0 | 0.0 | (0.1) | 0.0 |
| Incr (Decr) in Unreal Gains on Sec | | | | | | |
| Avail-for-Sale (after DAC/Tax) | 54.5 | (145.4) | 218.8 | 349.8 | 178.4 | (114.0) |
| Incr (Decr) on Derivatives* | | | | | 23.3 | 3.0 |
| Incr (Decr) in Foreign Exchange | (7.3) | (0.9) | (2.0) | 2.0 | (17.8) | (19.0) |
| Incr (Decr) in minimum pension liability | | | | | | |
| Securities Available-for-Sale [Billions of Dollars at End of Year] | | | | | | |
| Fixed Maturity Sec (Market) | 27.745 | 27.078 | 27.264 | 27.450 | 27.811 | 27.870 |
| Fixed Maturity Sec (Adjusted Cost) | 28.295 | 27.788 | 27.727 | 27.373 | 27.367 | 27.680 |
| Equity Securities (Market) | 0.588 | 0.560 | 0.570 | 0.550 | 0.560 | 0.530 |
| Equity Securities (Adjusted Cost) | 0.475 | 0.446 | 0.450 | 0.458 | 0.507 | 0.470 |
| % of Fixed Maturity Securities (Based on Market) | | | | | | |
| Treasuries and AAA | 22.7% | 22.3% | 22.3% | 22.1% | 20.3% | 19.3% |
| AA or better | 29.5% | 29.3% | 29.4% | 29.2% | 27.1% | 26.0% |
| BB or less | 7.4% | 7.4% | 6.8% | 6.7% | 7.2% | 7.8% |
| For the Quarter Ended | Sep | Dec | Mar | Jun | Sep | De |
| | 2001 | 2002 | 2002 | 2002 | 2002 | 200 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Net Investment Income | | | | | | |

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| | | | | | | |
|--|---------|---------|---------|---------|---------|---------|
| Fixed Maturity Securities | 536.9 | 530.1 | 522.5 | 523.8 | 533.7 | 538.0 |
| Equity Securities | 3.7 | 5.1 | 3.4 | 4.3 | 2.7 | 5.0 |
| Mortgage loans on real estate | 94.2 | 92.4 | 89.5 | 90.2 | 90.8 | 86.0 |
| Real estate | 12.7 | 10.9 | 12.3 | 11.9 | 10.0 | 13.0 |
| Policy loans | 31.0 | 31.6 | 30.2 | 31.1 | 31.1 | 42.0 |
| Invested cash | 14.8 | 11.3 | 12.4 | 9.1 | 7.9 | 7.0 |
| Other investments | 28.2 | 3.5 | 7.8 | 9.8 | (1.2) | (0.0) |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Investment revenue | 721.4 | 684.8 | 678.1 | 680.2 | 675.0 | 691.0 |
| Investment expense | (35.2) | (38.2) | (29.9) | (29.2) | (28.0) | (29.0) |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Net Investment Income | 686.2 | 646.6 | 648.1 | 651.0 | 647.0 | 662.0 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Gross-up of Tax Exempt Income | 1.5 | 2.1 | 1.5 | 2.0 | 1.5 | 2.0 |
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Adjusted Net Invest Income | 687.7 | 648.7 | 649.6 | 653.0 | 648.5 | 664.0 |
| | ===== | ===== | ===== | ===== | ===== | ===== |
| Mean Invested Assets (Cost Basis) | 37685.8 | 38449.3 | 38169.9 | 38235.5 | 39175.8 | 39733.0 |
| Ratio of Adjusted Net Invest Inc Over Mean Invested Assets | 7.30% | 6.75% | 6.81% | 6.83% | 6.62% | 6.69% |
| Investment Gains | | | | | | |
| Realized Gains (Losses) on Investments | (23.8) | (20.0) | (67.6) | (52.7) | (23.6) | (33.0) |
| Gains (Losses) on Derivatives | (0.4) | (4.6) | 0.1 | 0.3 | 0.2 | 0.0 |
| Incr (Decr) in Unreal Gains on Sec | | | | | | |
| Avail-for-Sale (after DAC/Tax) | 171.8 | (52.2) | (163.9) | 293.8 | 491.9 | (5.0) |
| Incr (Decr) on Derivatives* | (6.7) | 1.2 | 1.2 | 0.0 | 4.6 | 1.0 |
| Incr (Decr) in Foreign Exchange | 22.2 | (14.9) | (12.8) | 42.8 | 13.4 | 15.0 |
| Incr (Decr) in minimum pension liability | | (36.0) | 0.7 | (2.6) | 2.6 | (62.0) |
| Securities Available-for-Sale [Billions of Dollars at End of Year] | | | | | | |
| Fixed Maturity Sec (Market) | 28.932 | 28.346 | 28.841 | 29.725 | 32.037 | 32.760 |
| Fixed Maturity Sec (Adjusted Cost) | 28.253 | 27.956 | 30.117 | 30.420 | 31.706 | 32.370 |
| Equity Securities (Market) | 0.478 | 0.470 | 0.439 | 0.419 | 0.397 | 0.330 |
| Equity Securities (Adjusted Cost) | 0.453 | 0.444 | 0.398 | 0.374 | 0.374 | 0.320 |
| % of Fixed Maturity Securities (Based on Market) | | | | | | |
| Treasuries and AAA | 17.9% | 17.2% | 17.8% | 18.2% | 20.0% | 20.1% |
| AA or better | 24.3% | 23.6% | 24.7% | 25.0% | 26.7% | 25.8% |
| BB or less | 7.2% | 8.3% | 7.5% | 6.4% | 6.6% | 6.6% |

* 2001 includes the cumulative effect of accounting change related to the adjustment recorded upon adoption of FAS #133.

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| Common Stock / Debt Information | | | | | |
|--|--------|--------|--------|--------|--------|
| Unaudited [Dollars per Share, except Percentages] | | | | | |
| For the Year Ended December 31 | 1992 | 1993 | 1994 | 1995 | 1996 |
| | ----- | ----- | ----- | ----- | ----- |
| Common Stock [1] | | | | | |
| Highest Price | 19.032 | 24.125 | 22.188 | 26.875 | 22.125 |
| Lowest Price | 12.625 | 17.344 | 17.313 | 17.313 | 17.313 |
| Closing Price | 18.500 | 21.750 | 17.500 | 26.875 | 26.875 |
| Dividend Payout Ratio [2] | 38.9% | 52.6% | 51.0% | 39.7% | 39.7% |
| Yield [3] | 4.1% | 3.8% | 4.9% | 3.4% | 3.4% |
| Preferred Stock Dividend (Millions) | 17.246 | 17.212 | 17.119 | 8.644 | 8.644 |
| Debt: (End of Period) | | | | | |
| Senior Debt Ratings | | | | | |
| A.M. Best | | | | | |
| Fitch | AA | AA- | AA- | AA- | AA- |
| Moody's | A2 | A2 | A1 | A2 | A2 |
| Standard and Poors | A+ | A+ | A+ | A | A |
| Claims Paying Ratings: | | | | | |
| Lincoln Life - A.M. Best | A+ | A+ | A+ | A+ | A+ |
| Lincoln Life - Fitch | AAA | AAA | AAA | AA+ | AA+ |
| Lincoln Life - Moody's | A1 | A1 | Aa3 | Aa3 | Aa3 |
| Lincoln Life - Standard & Poors | AA- | AA- | AA- | AA- | AA- |
| First Penn - A.M. Best* | A | A+ | A+ | A+ | A+ |
| First Penn - Fitch | | | | | |
| First Penn - Moody's | | | | | |
| First Penn - Standard & Poors* | AA- | AA- | AA- | AA- | AA- |
| LLA of New York - A.M. Best* | | | | | |
| LLA of New York - Fitch* | | | | | |
| LLA of New York - Moody's | | | | | |
| LLA of New York - Standard & Poors* | | | | | |
| Ratios | | | | | |
| Debt to Total Capitalization [4] | 25.7% | 21.1% | 19.9% | 22.8% | 22.8% |
| Debt to Equity [4] | 34.7% | 26.7% | 24.9% | 29.5% | 29.5% |
| | | | | | |
| For the Year Ended December 31 | 1997 | 1998 | 1999 | 2000 | 2001 |
| | ----- | ----- | ----- | ----- | ----- |
| Common Stock [1] | | | | | |
| Highest Price | 39.063 | 49.438 | 57.500 | 56.375 | 52.750 |
| Lowest Price | 24.500 | 33.500 | 36.000 | 22.625 | 38.000 |

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| | | | | | | |
|--|--------|--------|--------|--------|--------|---|
| Closing Price | 39.063 | 40.907 | 40.000 | 47.313 | 48.570 | 3 |
| Dividend Payout Ratio [2] | 22.8% | 43.9% | 50.5% | 38.3% | 41.9% | 2 |
| Yield [3] | 2.7% | 2.7% | 2.9% | 2.6% | 2.6% | |
| Preferred Stock Dividend (Millions) | 0.106 | 0.100 | 0.089 | 0.078 | 0.071 | |
| Debt: (End of Period) | | | | | | |
| Senior Debt Ratings | | | | | | |
| A.M. Best | | | | a | a | |
| Fitch | AA- | A+ | A+ | A+ | A+ | |
| Moody's | A2 | A2 | A2 | A3 | A3 | |
| Standard and Poors | A | A- | A- | A- | A- | |
| Claims Paying Ratings: | | | | | | |
| Lincoln Life - A.M. Best | A+ | A | A | A | A | |
| Lincoln Life - Fitch | AA+ | AA+ | AA+ | AA | AA | |
| Lincoln Life - Moody's | Aa3 | Aa3 | Aa3 | Aa3 | Aa3 | |
| Lincoln Life - Standard & Poors | AA- | AA- | AA- | AA- | AA- | |
| First Penn - A.M. Best* | A+ | A | A | A | A | |
| First Penn - Fitch | AA+ | AA+ | AA+ | AA | AA | |
| First Penn - Moody's | A1 | A1 | A1 | A1 | A1 | |
| First Penn - Standard & Poors* | AA- | AA- | AA- | AA- | AA- | |
| LLA of New York - A.M. Best* | A+ | A | A | A | A | |
| LLA of New York - Fitch* | AA+ | AA+ | AA+ | AA | AA | |
| LLA of New York - Moody's | A1 | A1 | A1 | A1 | A1 | |
| LLA of New York - Standard & Poors* | AA- | AA- | AA- | AA- | AA- | |
| Ratios | | | | | | |
| Debt to Total Capitalization [4] | 17.0% | 21.2% | 23.2% | 20.8% | 21.4% | |
| Debt to Equity [4] | 20.5% | 26.9% | 30.3% | 26.3% | 27.2% | |
| | Mar | Jun | Sep | Dec | Mar | |
| For the Quarter Ended | 2000 | 2000 | 2000 | 2000 | 2001 | |
| Common Stock: | | | | | | |
| Highest Price | 41.375 | 40.063 | 56.375 | 50.938 | 48.250 | 5 |
| Lowest Price | 22.625 | 29.000 | 35.625 | 40.875 | 38.000 | 4 |
| Closing Price | 33.500 | 36.125 | 48.125 | 47.313 | 42.470 | 5 |
| Yield [3] | 3.5% | 3.2% | 2.4% | 2.6% | 2.9% | |
| Preferred Stock Dividend (Millions) | 0.022 | 0.022 | 0.021 | 0.013 | 0.019 | |
| Debt: (End of Period) | | | | | | |
| Senior Debt Ratings | | | | | | |
| A.M. Best | | | a | a | a | |
| Fitch | A+ | A+ | A+ | A+ | A+ | |
| Moody's | A2 | A2 | A2 | A3 | A3 | |
| Standard and Poors | A- | A- | A- | A- | A- | |

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| | | | | | |
|-------------------------------------|--------|--------|--------|--------|--------|
| Claims Paying Ratings: | | | | | |
| Lincoln Life - A.M. Best | A | A | A | A | A |
| Lincoln Life - Fitch | AA+ | AA+ | AA+ | AA | AA |
| Lincoln Life - Moody's | Aa3 | Aa3 | Aa3 | Aa3 | Aa3 |
| Lincoln Life - Standard & Poors | AA- | AA- | AA- | AA- | AA- |
| First Penn - A.M. Best* | A | A | A | A | A |
| First Penn - Fitch | AA+ | AA+ | AA+ | AA | AA |
| First Penn - Moody's | A1 | A1 | A1 | A1 | A1 |
| First Penn - Standard & Poors* | AA- | AA- | AA- | AA- | AA- |
| LLA of New York - A.M. Best* | A | A | A | A | A |
| LLA of New York - Fitch* | AA+ | AA+ | AA+ | AA | AA |
| LLA of New York - Moody's | A1 | A1 | A1 | A1 | A1 |
| LLA of New York - Standard & Poors* | AA- | AA- | AA- | AA- | AA- |
| Ratios | | | | | |
| Debt to Total Capitalization [4] | 23.3% | 21.8% | 21.2% | 20.8% | 22.2% |
| Debt to Equity [4] | 30.4% | 28.0% | 27.0% | 26.3% | 28.5% |
| | Sep | Dec | Mar | Jun | Sep |
| For the Quarter Ended | 2001 | 2001 | 2002 | 2002 | 2002 |
| Common Stock: | | | | | |
| Highest Price | 52.750 | 49.450 | 53.650 | 52.540 | 42.080 |
| Lowest Price | 41.000 | 40.000 | 47.200 | 40.750 | 29.120 |
| Closing Price | 46.630 | 48.570 | 50.730 | 42.000 | 30.550 |
| Yield [3] | 2.6% | 2.6% | 2.5% | 3.0% | 4.2% |
| Preferred Stock Dividend (Millions) | 0.017 | 0.017 | 0.016 | 0.015 | 0.015 |
| Debt: (End of Period) | | | | | |
| Senior Debt Ratings | | | | | |
| A.M. Best | a | a | a | a | a |
| Fitch | A+ | A+ | A+ | A+ | A |
| Moody's | A3 | A3 | A3 | A3 | A3 |
| Standard and Poors | A- | A- | A- | A- | A- |
| Claims Paying Ratings: | | | | | |
| Lincoln Life - A.M. Best | A | A | A | A+ | A+ |
| Lincoln Life - Fitch | AA | AA | AA | AA | AA |
| Lincoln Life - Moody's | Aa3 | Aa3 | Aa3 | Aa3 | Aa3 |
| Lincoln Life - Standard & Poors | AA- | AA- | AA- | AA- | AA- |
| First Penn - A.M. Best* | A | A | A | A+ | A+ |
| First Penn - Fitch | AA | AA | AA | AA | AA |
| First Penn - Moody's | A1 | A1 | A1 | A1 | A1 |
| First Penn - Standard & Poors* | AA- | AA- | AA- | AA- | AA- |
| LLA of New York - A.M. Best* | A | A | A | A+ | A+ |
| LLA of New York - Fitch* | AA | AA | AA | AA | AA |
| LLA of New York - Moody's | A1 | A1 | A1 | A1 | A1 |
| LLA of New York - Standard & Poors* | AA- | AA- | AA- | AA- | AA- |
| Ratios | | | | | |
| Debt to Total Capitalization [4] | 21.1% | 21.4% | 22.7% | 22.6% | 23.1% |

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| | | | | | |
|--------------------|-------|-------|-------|-------|-------|
| Debt to Equity [4] | 26.7% | 27.2% | 29.4% | 29.2% | 30.0% |
|--------------------|-------|-------|-------|-------|-------|

* Rating based on affiliation with Lincoln Life

[1] Stock prices shown above include 2-for-1 splits in June 1993, and June 1999

[2] Indicated dividend divided by net income

[3] Indicated dividend divided by the closing price

[4] Equity used in calculation assumes securities at cost. Minority interest-preferred securities of subsidiary companies (hybrid securities) are considered 50% debt and 50% equity.

Return on Equity/Return on Capital: In order to accommodate the various perspectives, LNC presents two separate Return on Equity numbers on pages 2, 5 and 6 of this Statistical Report "Net Income Divided by Average Shareholders' Equity" tends to fluctuate from period to period due to the realization of gains and losses on investments or sale of subsidiaries. "Income from Operations Divided by Average Shareholders' Equity" is less volatile but leaves out an important element of earnings for a company that has a long-term goal of enhancing shareholder value by realizing investment gains.

Return on capital measures the effectiveness of LNC's use of its total capital, which is made of equity, debt and hybrid securities. Return on capital is calculated by dividing income from operations (after adding back after-tax interest expense) by average capital. The difference between return on capital and return on equity presents the effect of leveraging on LNC's consolidated results.

Lincoln National Corporation
Realized Gains (Losses) on Investments
For the Year Ended December 31, 2002
(in millions of dollars)

| | Pre-DAC, Pre-Tax Loss ----- | Add: DAC ----- | Less ----- |
|--|-----------------------------------|-------------------|---------------|
| Capital Losses on Sold Securities | | | |
| 1Q02 | (95.00) | 23.20 | 2 |
| 2Q02 | (91.10) | 25.00 | 2 |
| 3Q02 | (77.00) | 20.90 | 1 |
| 4Q02 | (58.30) | 13.20 | 1 |
| | ----- | ----- | ----- |
| 2002 Capital Losses on Sold Securities (Excl. Lincoln UK)* | (321.40) | 82.30 | 7 |
| 2002 Capital Losses on Sold Securities for Lincoln UK | (15.20) | 0.00 | |
| | ----- | ----- | ----- |
| Total Capital Losses on Sold Securities | (336.60) | 82.30 | 8 |
| Write Downs | | | |
| 1Q02 | (109.10) | 34.30 | 2 |
| 2Q02 | (76.20) | 19.50 | 1 |
| 3Q02 | (52.50) | 14.90 | 1 |
| 4Q02 | (88.60) | 25.60 | 2 |
| | ----- | ----- | ----- |
| 2002 Total Write Downs | (326.40) | 94.30 | 8 |
| 2002 Total Capital Losses | (663.00) | 176.60 | 16 |

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| | | | |
|---|----------|---------|-------|
| Realized Gains | | | |
| 1Q02 | 64.04 | (15.60) | (1) |
| 2Q02 | 49.10 | (12.30) | (1) |
| 3Q02 | 65.90 | (10.50) | (1) |
| 4Q02 | 76.84 | (20.80) | (1) |
| | ----- | ----- | ----- |
| 2002 Realized Gains on Sold Securities (Excl. Lincoln UK) | 255.88 | (59.20) | (6) |
| 2002 Realized Gains on Sold Securities for Lincoln UK | 17.06 | 0.00 | (|
| | ----- | ----- | ----- |
| Total Realized Gains on Sold Securities | 272.94 | (59.20) | (6) |
| Net Realized Capital Gains/(Losses) on Investments | | | |
| 1Q02 | (140.06) | 41.90 | 3 |
| 2Q02 | (118.20) | 32.20 | 3 |
| 3Q02 | (63.60) | 25.30 | 1 |
| 4Q02 | (70.06) | 18.00 | 1 |
| | ----- | ----- | ----- |
| 2002 Realized Capital Gains/(Losses) (Excl. Lincoln UK) | (391.92) | 117.40 | 9 |
| 2002 Realized Capital Gains/(Losses) for Lincoln UK | 1.86 | 0.00 | (|
| | ----- | ----- | ----- |
| Net 2002 Realized Capital Gains/(Losses) on Investments | (390.06) | 117.40 | 9 |
| Sale of Affiliate | | | |
| 1Q02 | 0.00 | 0.00 | |
| 2Q02 | 0.00 | 0.00 | |
| 3Q02 | 0.00 | 0.00 | |
| 4Q02 | (8.30) | 0.00 | (|
| | ----- | ----- | ----- |
| 2002 Sale of Affiliate | (8.30) | 0.00 | (|
| | ===== | ===== | ===== |

* Includes investment expenses of \$12.4 million.

Lincoln National Corporation
Detail of Unrealized Gains and Losses
As of December 31, 2002
(in millions of dollars)

| | |
|---|---------|
| Gross Unrealized Gains - Fixed Maturities | 2,281.5 |
| Gross Unrealized Gains - Equities | 24.5 |
| | ----- |
| Total Gross Unrealized Gains | 2,306.0 |
| Gross Unrealized Losses - Fixed Maturities | (687.8) |
| Gross Unrealized Losses - Equities | (8.5) |
| | ----- |
| Total Gross Unrealized Losses | (696.3) |
| Net Unrealized Gains on Securities (Excl. Lincoln UK) | 1,609.6 |
| Net Unrealized Gains for Lincoln UK | 57.4 |
| | ----- |
| Net Unrealized Gains on Securities | 1,667.0 |
| Adjustment for DAC, Policyholder Commitments, Foreign Exchange, and Taxes | (855.0) |
| | ----- |
| Total Unrealized Gains | 812.0 |

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Lincoln National Corporation
 Fixed Maturity Securities Available-for-Sale
 Statutory Quality Distribution
 At 12/31/2002
 (in millions of dollars)

| Statutory NAIC Rating | Description | Market Value |
|--|--------------------|--------------|
| 1 | Highest Quality | 19,080.0 |
| 2 | High Quality | 9,252.8 |
| 3 | Medium Quality | 1,096.1 |
| 4 | Low Quality | 400.7 |
| 5 | Lower Quality | 225.4 |
| 6 | In or Near Default | 170.4 |
| Subtotal Statutory Investments | | 30,225.4 |
| Other Non-Statutory Investments | | 2,542.1 |
| Total Fixed Maturity Securities Available-for-Sale | | 32,767.5 |

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