

GLASER ROBERT
Form 4
June 06, 2018

FORM 4

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

OMB APPROVAL

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Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b).

STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF SECURITIES

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of the Public Utility Holding Company Act of 1935 or Section 30(h) of the Investment Company Act of 1940

(Print or Type Responses)

1. Name and Address of Reporting Person *
GLASER ROBERT

(Last) (First) (Middle)

1501 1ST AVENUE S., SUITE 600

(Street)

SEATTLE, WA 98134

(City) (State) (Zip)

2. Issuer Name and Ticker or Trading Symbol
REALNETWORKS INC [RNWK]

3. Date of Earliest Transaction
(Month/Day/Year)

06/05/2018

4. If Amendment, Date Original Filed(Month/Day/Year)

5. Relationship of Reporting Person(s) to Issuer

(Check all applicable)

Director 10% Owner
 Officer (give title below) Other (specify below)

Chairman and CEO

6. Individual or Joint/Group Filing(Check Applicable Line)

Form filed by One Reporting Person
 Form filed by More than One Reporting Person

Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned

1. Title of Security (Instr. 3)	2. Transaction Date (Month/Day/Year)	2A. Deemed Execution Date, if any (Month/Day/Year)	3. Transaction Code (Instr. 8)	4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5)	5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4)	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	7. Nature of Ownership (Instr. 4)
			Code	V Amount (A) or (D) Price			
Common Stock	06/05/2018		P	3,759 (1) A \$ 3.5	13,137,699 (2) D		
Common Stock	06/06/2018		P	668 (1) A \$ 3.5	13,138,367 (2) D		

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

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SEC 1474 (9-02)

Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned
(e.g., puts, calls, warrants, options, convertible securities)

1. Title of Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security	3. Transaction Date (Month/Day/Year)	3A. Deemed Execution Date, if any (Month/Day/Year)	4. Transaction Code (Instr. 8)	5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5)	6. Date Exercisable and Expiration Date (Month/Day/Year)	7. Title and Amount of Underlying Securities (Instr. 3 and 4)	8. Price of Derivative Security (Instr. 5)	9. Nu Deriv Deriv Secur Bene Own Follo Rep Trans (Instr
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Reporting Owners

Reporting Owner Name / Address	Relationships			
	Director	10% Owner	Officer	Other
GLASER ROBERT 1501 1ST AVENUE S. SUITE 600 SEATTLE, WA 98134	X	X	Chairman and CEO	

Signatures

/s/ Michael Parham,
attorney-in-fact

06/06/2018

 Signature of Reporting Person Date

Explanation of Responses:

- * If the form is filed by more than one reporting person, see Instruction 4(b)(v).
- ** Intentional misstatements or omissions of facts constitute Federal Criminal Violations. See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).
- (1) This transaction was effected pursuant to a Rule 10b5-1 trading plan adopted by the reporting person.
- (2) As of the reporting date, 459,101 of these shares were held by the Glaser Progress Foundation.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure. Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number. pital Master Fund (13)

	*	25,000
	0	25,000
	*	
Hoak Public Equities (7)	2.41%	260,000
		260,000

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	0	
	*	
Iroquois Master Fund Ltd (1)		100,000
	*	
		100,000
	0	
	*	
LCKM Private Discipline Master Fund, SPC (2)		15,000
	*	
		15,000
	0	
	*	
Meadowbrook Opportunity Fund LLC (3)		15,000
	*	
		15,000
	0	
	*	
Rider Fund, LP (4)		25,000
	*	
		25,000
	0	
	*	
Special Situations Fund III QP (11)		800,000
	7.41%	
		800,000
	0	
	*	
Special Situations Private Equity Fund, LP (12)		300,000
	2.78%	
		300,000
	0	
	*	
Interest and Other Expenses		
43.0		
56.3		
20.7		
26.6		

Total Expenses

1,242.4

1,056.3

624.6

574.9

Income (Loss) from Continuing Operations before Income Taxes

(3.9
)

52.1

2.6

34.3

Income Tax Benefit (Expense)

5.8

(11.2
)

1.5

(6.9
)

Income from Continuing Operations

1.9

40.9

4.1

27.4

Explanation of Responses:

Income (Loss) from Discontinued Operations

—

2.3

(0.1
)

2.3

Net Income

\$
1.9

\$
43.2

\$
4.0

\$
29.7

Income from Continuing Operations Per Unrestricted Share:

Basic

\$
0.04

\$
0.79

\$

Explanation of Responses:

0.08

\$
0.53

Diluted

\$
0.04

\$
0.79

\$
0.08

\$
0.53

Net Income Per Unrestricted Share:

Basic

\$
0.04

\$
0.83

\$
0.08

\$
0.57

Diluted

Explanation of Responses:

\$
0.04

\$
0.83

\$
0.08

\$
0.57

Dividends Paid to Shareholders Per Share

\$
0.48

\$
0.48

\$
0.24

\$
0.24

The Notes to the Condensed Consolidated Financial Statements are an integral part of these financial statements.

3

KEMPER CORPORATION AND SUBSIDIARIES
 CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)
 (Dollars in millions)
 (Unaudited)

	Six Months Ended Jun 30, 2016		Three Months Ended Jun 30, 2015	
Net Income	\$1.9	\$43.2	\$4.0	\$29.7
Other Comprehensive Income (Loss) Before Income Taxes:				
Unrealized Holding Gains (Losses)	225.5	(130.7)	124.8	(184.0)
Foreign Currency Translation Adjustments	—	(0.8)	(0.1)	0.1
Decrease (Increase) in Net Unrecognized Postretirement Benefit Costs	(14.2)	11.5	(16.0)	6.1
Other Comprehensive Income (Loss) Before Income Taxes	211.3	(120.0)	108.7	(177.8)
Other Comprehensive Income Tax Benefit (Expense)	(74.5)	42.6	(38.3)	62.8
Other Comprehensive Income (Loss)	136.8	(77.4)	70.4	(115.0)
Total Comprehensive Income (Loss)	\$138.7	\$(34.2)	\$74.4	\$(85.3)

The Notes to the Condensed Consolidated Financial Statements are an integral part of these financial statements.

KEMPER CORPORATION AND SUBSIDIARIES
 CONDENSED CONSOLIDATED BALANCE SHEETS
 (Dollars in millions, except per share amounts)

	Jun 30, 2016	Dec 31, 2015
	(Unaudited)	
Assets:		
Investments:		
Fixed Maturities at Fair Value (Amortized Cost: 2016 - \$4,579.7; 2015 - \$4,560.7)	\$ 5,084.3	\$4,852.3
Equity Securities at Fair Value (Cost: 2016 - \$460.8; 2015 - \$486.9)	509.6	523.2
Equity Method Limited Liability Investments at Cost Plus Cumulative Undistributed Earnings	182.7	190.6
Fair Value Option Investments	134.1	164.5
Short-term Investments at Cost which Approximates Fair Value	365.2	255.7
Other Investments	440.8	443.2
Total Investments	6,716.7	6,429.5
Cash	159.8	161.7
Receivables from Policyholders	337.2	332.4
Other Receivables	192.7	193.2
Deferred Policy Acquisition Costs	321.9	316.4
Goodwill	323.0	323.0
Current and Deferred Income Tax Assets	20.9	41.4
Other Assets	233.7	238.5
Total Assets	\$ 8,305.9	\$8,036.1
Liabilities and Shareholders' Equity:		
Insurance Reserves:		
Life and Health	\$ 3,376.2	\$3,341.0
Property and Casualty	917.4	862.8
Total Insurance Reserves	4,293.6	4,203.8
Unearned Premiums	622.6	613.1
Liabilities for Income Taxes	42.4	3.8
Debt at Amortized Cost (Fair Value: 2016 - \$796.7; 2015 - \$781.3)	751.1	750.6
Accrued Expenses and Other Liabilities	491.0	472.4
Total Liabilities	6,200.7	6,043.7
Shareholders' Equity:		
Common Stock, \$0.10 Par Value, 100 Million Shares Authorized; 51,132,698 Shares Issued and Outstanding at June 30, 2016 and 51,326,751 Shares Issued and Outstanding at December 31, 2015	5.1	5.1
Paid-in Capital	654.6	654.0
Retained Earnings	1,184.4	1,209.0
Accumulated Other Comprehensive Income	261.1	124.3
Total Shareholders' Equity	2,105.2	1,992.4
Total Liabilities and Shareholders' Equity	\$ 8,305.9	\$8,036.1
The Notes to the Condensed Consolidated Financial Statements are an integral part of these financial statements.		

KEMPER CORPORATION AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(Dollars in millions)

(Unaudited)

	Six Months Ended	
	Jun 30, 2016	Jun 30, 2015
Operating Activities:		
Net Income	\$1.9	\$43.2
Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities:		
Increase in Deferred Policy Acquisition Costs	(5.5)	(14.2)
Amortization of Intangible Assets Acquired	3.1	4.5
Equity in (Earnings) Losses of Equity Method Limited Liability Investments	1.7	(3.5)
Distribution of Accumulated Earnings of Equity Method Limited Liability Investments	6.1	1.3
Decrease (Increase) in Value of Fair Value Option Investments Reported in Investment Income	2.5	(2.7)
Amortization of Investment Securities and Depreciation of Investment Real Estate	8.5	7.0
Net Realized Gains on Sales of Investments	(12.4)	(37.4)
Net Impairment Losses Recognized in Earnings	15.7	9.2
Loss from Early Extinguishment of Debt	—	9.1
Depreciation of Property and Equipment	7.2	6.5
Write-off of Long-lived Asset	—	11.1
Decrease (Increase) in Receivables	(6.1)	7.9
Increase in Insurance Reserves	89.1	23.3
Increase (Decrease) in Unearned Premiums	9.5	(3.1)
Change in Income Taxes	(16.2)	(27.9)
Increase in Accrued Expenses and Other Liabilities	5.6	27.5
Other, Net	6.2	18.9
Net Cash Provided by Operating Activities	116.9	80.7
Investing Activities:		
Sales, Paydowns and Maturities of Fixed Maturities	263.1	404.0
Purchases of Fixed Maturities	(293.0)	(309.7)
Sales of Equity Securities	75.5	143.4
Purchases of Equity Securities	(51.3)	(103.7)
Return of Investment of Equity Method Limited Liability Investments	19.0	21.0
Acquisitions of Equity Method Limited Liability Investments	(18.9)	(10.5)
Sales of Fair Value Option Investments	27.9	—
Purchases of Fair Value Option Investments	—	(104.0)
Decrease (Increase) in Short-term Investments	(109.5)	22.2
Improvements of Investment Real Estate	(1.3)	(0.8)
Sales of Investment Real Estate	4.3	—
Increase in Other Investments	(2.0)	(1.4)
Acquisition of Software	(3.9)	(5.6)
Acquisition of Business, Net of Cash Acquired	—	(57.6)
Other, Net	(1.1)	(1.4)
Net Cash Used by Investing Activities	(91.2)	(4.1)
Financing Activities:		
Net Proceeds from Issuances of Debt	10.0	288.8
Repayments of Debt	(10.0)	(300.3)

Explanation of Responses:

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Common Stock Repurchases	(3.8)	(25.2)
Dividends and Dividend Equivalents Paid	(24.5)	(24.8)
Cash Exercise of Stock Options	—	1.9
Other, Net	0.7	0.7
Net Cash Used by Financing Activities	(27.6)	(58.9)
Increase (Decrease) in Cash	(1.9)	17.7
Cash, Beginning of Year	161.7	76.1
Cash, End of Period	\$159.8	\$93.8

The Notes to the Condensed Consolidated Financial Statements are an integral part of these financial statements.

6

KEMPER CORPORATION AND SUBSIDIARIES
NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

Note 1 - Basis of Presentation

The Condensed Consolidated Financial Statements included herein have been prepared pursuant to the rules and regulations of the SEC and include the accounts of Kemper Corporation (“Kemper”) and its subsidiaries (individually and collectively referred to herein as the “Company”) and are unaudited. All significant intercompany accounts and transactions have been eliminated.

On April 30, 2015, Kemper acquired 100% of the outstanding common stock of Alliance United Group and its wholly-owned subsidiaries, Alliance United Insurance Company and Alliance United Insurance Services (individually and collectively referred to herein as “Alliance United”) in a cash transaction. The results of Alliance United are included in the Condensed Consolidated Financial Statements from the date of acquisition and are reported in the Company’s Property & Casualty Insurance segment.

Effective in 2016, the Company changed its method for estimating the interest and service cost components of expense recognized for its pension and other postretirement employee benefit plans. As a result, the Company elected to use a full yield curve approach to estimate these components of benefit cost by applying the specific spot rates along the yield curve used in the determination of the benefit obligation to the relevant projected cash flows. Prior to 2016, the interest and service cost components were estimated using a single weighted-average discount rate derived from the yield curve used to measure the projected benefit obligation or accumulated postretirement benefit obligation, as relevant, at the beginning of the period. The change provides a more precise measurement of interest and service costs by improving the correlation between projected benefit cash flows to the corresponding spot yield curve rates. The Company has accounted for this change as a change in accounting estimate that is inseparable from a change in accounting principle and, accordingly, recognized the effect prospectively in 2016. The change in method for estimating the interest and service cost components decreased pension expense for the six and three months ended June 30, 2016 by approximately \$2.7 million and \$1.4 million, respectively, but had no impact on the measurement of benefit obligations.

Certain financial information that is normally included in annual financial statements, including certain financial statement footnote disclosures, prepared in accordance with accounting principles generally accepted in the United States of America (“GAAP”) is not required by the rules and regulations of the SEC for interim financial reporting and has been condensed or omitted. In the opinion of the Company’s management, the Condensed Consolidated Financial Statements include all adjustments necessary for a fair presentation. The preparation of interim financial statements relies heavily on estimates. This factor and other factors, such as the seasonal nature of some portions of the insurance business, as well as market conditions, call for caution in drawing specific conclusions from interim results. The accompanying Condensed Consolidated Financial Statements should be read in conjunction with the Company’s Consolidated Financial Statements and related notes included in the 2015 Annual Report.

Adoption of New Accounting Guidance

In February 2015, the Financial Accounting Standards Board (“FASB”) issued Accounting Standard Update (“ASU”) 2015-02, Consolidation (Topic 810): Amendments to the Consolidation Analysis. The amendments in ASU 2015-02 affect reporting entities that are required to evaluate whether they should consolidate certain legal entities. All legal entities are subject to reevaluation under the revised consolidation model. Specifically, the amendments modify the evaluation of whether limited partnerships and similar legal entities are variable interest entities (“VIEs”) or voting interest entities while also eliminating the presumption that a general partner should consolidate a limited partnership. ASU 2015-02 may also affect the consolidation analysis of reporting entities that are involved with VIEs, particularly those that have fee arrangements and related party relationships. The Company’s adoption and initial application as of January 1, 2016 resulted in no changes to the legal entities that the Company consolidates.

In May 2015, the FASB issued ASU 2015-07 Fair Value Measurement (Topic 820), Disclosures for Investments in Certain Entities That Calculate Net Asset Value per Share (or Its Equivalent). ASU 2015-07 removes the requirement to categorize within the fair value hierarchy all investments for which fair value is measured using the net asset value per share practical expedient. The amendments also remove the requirement to make certain disclosures for all investments that are eligible to be measured at fair value using the net asset value per share practical expedient.

Rather, those disclosures are limited to investments for which the entity has elected to measure the fair value using that practical expedient. The Company adopted ASU 2015-07 in the first quarter of 2016 and applied its provisions on a retrospective basis. Except for the change in disclosure requirements, adoption of ASU 2015-07 did not impact the Company's financial statements. The presentation of certain prior year amounts and disclosures have been reclassified to conform to the presentation for the current year.

7

KEMPER CORPORATION AND SUBSIDIARIES
NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Note 1 - Basis of Presentation (continued)

In May 2015, the FASB issued ASU 2015-09, Financial Services—Insurance (Topic 944): Disclosures about Short-Duration Contracts. ASU 2015-09 requires insurers to provide additional disclosures about short-duration insurance contracts, focusing particularly on the liability for unpaid claims and claim adjustment expenses. Insurers will be required to disclose tables showing incurred and paid claims development information by accident year for the number of years that claims typically remain outstanding, although not to exceed ten years, as well as a reconciliation of this information to the balance sheet. Additional disclosures will also be required on the total of incurred-but-not-reported liabilities plus expected development on reported claims, reserving methodologies, quantitative information about claim frequency, qualitative description of the methodologies used for determining claim frequency and average annual percentage payout of incurred claims by age. ASU 2015-09 is effective for annual periods beginning after December 31, 2015 and interim periods within annual periods beginning after December 15, 2016. Except for the additional disclosure requirements, adoption of ASU 2015-09 will not impact the Company's financial statements.

In January 2016, the FASB issued ASU 2016-01, Financial Instruments—Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities. ASU 2016-01 addresses certain aspects of recognition, measurement, presentation and disclosure of financial instruments. Most significantly, ASU 2016-01 requires companies to measure equity investments (except those accounted for under the equity method of accounting or those that result in consolidation of the investee) at fair value with changes in fair value recognized in net income. However, an entity may choose to measure equity investments that do not have readily-determinable fair values at cost minus impairment, if any, plus or minus

changes resulting from observable price changes in orderly transactions for the identical or a similar investment of the same issuer. ASU 2016-01 also simplifies the impairment assessment of equity investments without readily determinable fair values by requiring a qualitative assessment to identify impairment. When a qualitative assessment indicates that impairment exists, an entity is required to measure the investment at fair value.

ASU 2016-01 is effective for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years. The Company currently records its Investments in Equity Securities at fair value with net unrealized appreciation or depreciation reported in Accumulated Other Comprehensive Income ("AOCI") in Shareholders' Equity. The Company's Investments in Equity Securities include securities with readily-determinable fair values and securities without readily-determinable fair values. The Company will not be able to determine the cumulative-effect adjustment to its balance sheet until it adopts ASU 2016-01 and makes its elections for Investments in Equity Securities that do not have readily determinable fair values. Subsequent to adoption, ASU 2016-01 is expected to cause increased volatility in the Company's consolidated statement of income.

In February 2016, the FASB issued ASU 2016-02, Leases (Topic 842), by amending the Accounting Standards Codification and creating a new topic on accounting for leases. ASU 2016-02 introduces a lessee model that requires most leases to be reported on the balance sheet of a lessee. ASU 2016-02 also aligns many of the underlying principles of the new lessor model with those in ASC 606, the FASB's new revenue recognition standard (e.g., those related to evaluating when profit can be recognized). Furthermore, ASU 2016-02 addresses other concerns related to the current leases model. For example, ASU 2016-02 eliminates the requirement in current U.S. GAAP for an entity to use bright-line tests in determining lease classification. ASU 2016-02 also requires lessors to increase the transparency of their exposure to changes in value of their residual assets and how they manage that exposure. ASU 2016-02 is effective for fiscal years beginning after December 15, 2018 and interim periods within those years with early adoption permitted. The Company is currently evaluating the impact of this guidance on its financial statements.

In March 2016, the FASB issued ASU 2016-09, Compensation—Stock Compensation (Topic 718), which simplifies several aspects of the accounting for share-based payment transactions, including the accounting for income taxes, forfeitures and statutory tax withholding requirements, as well as classification in the statement of cash flows. ASU

2016-09 is effective for annual periods beginning after December 15, 2016, and interim periods within those annual periods with early adoption permitted. The Company does not anticipate adoption to have a material impact on its financial statements.

In June 2016, the FASB issued ASU 2016-13, Financial Instruments—Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments. ASU 2016-13 replaces the incurred loss impairment methodology in current GAAP with a methodology that utilizes expected credit losses to provide for an allowance for credit losses for financial instruments and requires consideration of a broader range of reasonable and supportable information to inform credit loss estimates. The amendments in this ASU require a financial asset (or a group of financial assets) measured at amortized cost basis to be presented at the net amount expected to be collected. The allowance for credit losses is a valuation account that is deducted from the amortized cost basis of the financial asset(s) to present the net carrying value at the amount expected to be collected

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 1 - Basis of Presentation (continued)

on the financial asset. The income statement reflects the measurement of credit losses for newly recognized financial assets, as well as the expected increases or decreases of expected credit losses that have taken place during the period. Credit losses on available-for-sale debt securities are measured in a manner similar to current GAAP, although the ASU requires that they be presented as an allowance rather than as a write-down. In situations where the estimate of credit loss on an available-for-sale debt security declines, entities will be able to record the reversal to income in the current period, which GAAP currently prohibits. ASU 2016-13 is effective for annual periods beginning after December 15, 2019, and interim periods within those annual periods with early adoption permitted for fiscal years beginning after December 31, 2018 and interim periods within such year. The Company is currently evaluating the impact of this guidance on its financial statements.

The Company has adopted all other recently issued accounting pronouncements with effective dates prior to July 1, 2016. There were no adoptions of such accounting pronouncements in 2015 or during the six months ended June 30, 2016 that had a material impact on the Company's Condensed Consolidated Financial Statements. With the possible exceptions of ASU 2015-09, Financial Services—Insurance (Topic 944): Disclosures about Short-Duration Contracts, ASU 2016-01, Financial Instruments—Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities, ASU 2016-02, Leases (Topic 842) and ASU 2016-13, Financial Instruments—Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments, the Company does not expect the adoption of all other recently issued accounting pronouncements with effective dates after June 30, 2016 to have a material impact on the Company's financial statements and/or disclosures.

Note 2 - Investments

The amortized cost and estimated fair values of the Company's Investments in Fixed Maturities at June 30, 2016 were:

(Dollars in Millions)	Amortized Cost	Gross Unrealized		Fair Value
		Gains	Losses	
U.S. Government and Government Agencies and Authorities States and Political Subdivisions	\$ 258.5 1,470.6	\$35.7 176.8	\$— (0.5)	\$294.2 1,646.9
Corporate Securities:				
Bonds and Notes	2,736.7	311.1	(14.6)	3,033.2
Redeemable Preferred Stocks	3.1	—	(0.2)	2.9
Collateralized Loan Obligations	107.1	0.3	(5.2)	102.2
Other Mortgage- and Asset-backed	3.7	1.3	(0.1)	4.9
Investments in Fixed Maturities	\$ 4,579.7	\$525.2	\$(20.6)	\$5,084.3

The amortized cost and estimated fair values of the Company's Investments in Fixed Maturities at December 31, 2015 were:

(Dollars in Millions)	Amortized Cost	Gross Unrealized		Fair Value
		Gains	Losses	
U.S. Government and Government Agencies and Authorities States and Political Subdivisions	\$ 298.0 1,513.7	\$26.2 111.6	\$(3.6) (2.7)	\$320.6 1,622.6
Corporate Securities:				
Bonds and Notes	2,651.5	202.0	(40.7)	2,812.8
Redeemable Preferred Stocks	3.7	0.1	—	3.8
Collateralized Loan Obligations	90.0	0.3	(3.0)	87.3
Other Mortgage- and Asset-backed	3.8	1.4	—	5.2
Investments in Fixed Maturities	\$ 4,560.7	\$341.6	\$(50.0)	\$4,852.3

Explanation of Responses:

There were no unsettled sales of Investments in Fixed Maturities at either June 30, 2016 or December 31, 2015. Accrued Expenses and Other Liabilities included unsettled purchases of Investments in Fixed Maturities of \$1.3 million and \$5.6 million at June 30, 2016 and December 31, 2015, respectively.

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 2 - Investments (continued)

The amortized cost and estimated fair values of the Company's Investments in Fixed Maturities at June 30, 2016 by contractual maturity were:

(Dollars in Millions)	Amortized Cost	Fair Value
Due in One Year or Less	\$ 36.0	\$ 36.6
Due after One Year to Five Years	926.1	970.5
Due after Five Years to Ten Years	1,497.4	1,605.1
Due after Ten Years	1,898.3	2,245.3
Mortgage- and Asset-backed Securities Not Due at a Single Maturity Date	221.9	226.8
Investments in Fixed Maturities	\$ 4,579.7	\$ 5,084.3

The expected maturities of the Company's Investments in Fixed Maturities may differ from the contractual maturities because issuers may have the right to call or prepay obligations with or without call or prepayment penalties.

Investments in Mortgage- and Asset-backed Securities Not Due at a Single Maturity Date at June 30, 2016 consisted of securities issued by the Government National Mortgage Association with a fair value of \$98.1 million, securities issued by the Federal National Mortgage Association with a fair value of \$15.9 million, securities issued by the Federal Home Loan Mortgage Corporation with a fair value of \$5.7 million and securities of other non-governmental issuers with a fair value of \$107.1 million.

Gross unrealized gains and gross unrealized losses on the Company's Investments in Equity Securities at June 30, 2016 were:

(Dollars in Millions)	Cost	Gross Unrealized		Fair Value
		Gains	Losses	
Preferred Stocks:				
Finance, Insurance and Real Estate	\$76.1	\$4.9	\$(0.6)	\$ 80.4
Other Industries	16.0	3.8	(0.6)	19.2
Common Stocks:				
Finance, Insurance and Real Estate	27.6	8.1	(0.3)	35.4
Other Industries	9.2	5.1	(0.1)	14.2
Other Equity Interests:				
Exchange Traded Funds	145.1	2.6	(2.0)	145.7
Limited Liability Companies and Limited Partnerships	186.8	32.1	(4.2)	214.7
Investments in Equity Securities	\$460.8	\$56.6	\$(7.8)	\$ 509.6

Gross unrealized gains and gross unrealized losses on the Company's Investments in Equity Securities at December 31, 2015 were:

(Dollars in Millions)	Cost	Gross Unrealized		Fair Value
		Gains	Losses	

Explanation of Responses:

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Preferred Stocks:

Finance, Insurance and Real Estate	\$80.8	\$4.9	\$(0.8)	\$ 84.9
Other Industries	17.1	2.7	(0.8)	19.0

Common Stocks:

Finance, Insurance and Real Estate	18.9	5.3	(1.0)	23.2
Other Industries	9.4	4.3	(0.2)	13.5

Other Equity Interests:

Exchange Traded Funds	179.7	1.1	(3.7)	177.1
Limited Liability Companies and Limited Partnerships	181.0	25.0	(0.5)	205.5
Investments in Equity Securities	\$486.9	\$43.3	\$(7.0)	\$ 523.2

10

KEMPER CORPORATION AND SUBSIDIARIES
NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Note 2 - Investments (continued)

Unsettled sales of Investments in Equity Securities were \$0.2 million at June 30, 2016. There were no unsettled purchases of Investments in Equity Securities at June 30, 2016. There were no unsettled purchases or sales of Investments in Equity Securities at December 31, 2015.

An aging of unrealized losses on the Company's Investments in Fixed Maturities and Equity Securities at June 30, 2016 is presented below.

(Dollars in Millions)	Less Than 12 Months		12 Months or Longer		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
Fixed Maturities:						
U.S. Government and Government Agencies and States and Political Subdivisions	\$—	\$ —	\$ 1.2	\$ —	\$ 1.2	\$ —
Corporate Securities:						
Bonds and Notes	116.4	(4.4)	182.0	(10.2)	298.4	(14.6)
Redeemable Preferred Stocks	2.7	(0.2)	—	—	2.7	(0.2)
Collateralized Loan Obligations	66.8	(3.9)	11.1	(1.3)	77.9	(5.2)
Other Mortgage- and Asset-backed	—	(0.1)	0.2	—	0.2	(0.1)
Total Fixed Maturities	191.9	(9.1)	195.8	(11.5)	387.7	(20.6)
Equity Securities:						
Preferred Stocks:						
Finance, Insurance and Real Estate	2.0	—	10.1	(0.6)	12.1	(0.6)
Other Industries	7.9	(0.6)	—	—	7.9	(0.6)
Common Stocks:						
Finance, Insurance and Real Estate	3.2	(0.3)	—	—	3.2	(0.3)
Other Industries	2.0	(0.1)	0.5	—	2.5	(0.1)
Other Equity Interests:						
Exchange Traded Funds	32.0	(2.0)	—	—	32.0	(2.0)
Limited Liability Companies and Limited Partnerships	71.3	(4.2)	—	—	71.3	(4.2)
Total Equity Securities	118.4	(7.2)	10.6	(0.6)	129.0	(7.8)
Total	\$310.3	\$ (16.3)	\$206.4	\$ (12.1)	\$516.7	\$ (28.4)

The Company regularly reviews its investment portfolio for factors that may indicate that a decline in fair value of an investment is other than temporary. The portions of the declines in the fair values of investments that are determined to be other than temporary are reported as losses in the Condensed Consolidated Statements of Income in the periods when such determinations are made.

Unrealized losses on fixed maturities, which the Company has determined to be temporary at June 30, 2016, were \$20.6 million, of which \$11.5 million was related to fixed maturities that were in an unrealized loss position for 12 months or longer. There were \$0.6 million of unrealized losses at June 30, 2016 related to securities for which the Company has recognized credit losses in earnings in the preceding table under the heading "Less Than 12 Months." There were no unrealized losses at June 30, 2016 related to securities for which the Company has recognized credit losses in earnings in the preceding table under the heading "12 Months or Longer." Investment-grade fixed maturity investments comprised \$4.0 million, and below-investment-grade fixed maturity investments comprised \$16.6 million of the unrealized losses on investments in fixed maturities at June 30, 2016. For below-investment-grade fixed maturity investments in an unrealized loss position, the unrealized loss amount, on average, was approximately 7% of

the amortized cost basis of the investment. At June 30, 2016, the Company did not have the intent to sell these investments and it was not more likely than not that the Company would be required to sell these investments before it recovered the amortized cost of such investments, which may be at maturity. Based on the Company's evaluation at June 30, 2016 of the prospects of the issuers, including, but not limited to, the credit ratings of the issuers of the investments in the fixed maturities, and the Company's intention to not sell and its determination that it would not

KEMPER CORPORATION AND SUBSIDIARIES
NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Note 2 - Investments (continued)

be required to sell before it recovered the amortized cost of such investments, the Company concluded that the declines in the fair values of the Company's investments in fixed maturities presented in the preceding table were temporary at the evaluation date.

For equity securities, the Company considers various factors when determining whether a decline in the fair value is other than temporary, including, but not limited to:

- The financial condition and prospects of the issuer;
- The length of time and magnitude of the unrealized loss;
- The volatility of the investment;
- Analysts' recommendations and near-term price targets;
- Opinions of the Company's external investment managers;
- Market liquidity;
- Debt-like characteristics of perpetual preferred stocks and issuer ratings; and
- The Company's intention to sell or ability to hold an investment until recovery.

With respect to Investments in Equity Securities, the Company concluded that the unrealized losses on its investments in preferred and common stocks at June 30, 2016 were temporary based on various factors, including the relative short length and magnitude of the losses and overall market volatility. The Company's investments in other equity interests include investments in limited liability companies and limited partnerships that primarily invest in mezzanine debt, distressed debt and secondary transactions. By the nature of their underlying investments, the Company believes that some of its investments in the limited liability companies and limited partnerships exhibit debt-like characteristics which, among other factors, the Company also considers when evaluating these investments for impairment. Based on evaluations of the factors in the preceding paragraph, the Company concluded that the declines in the fair values of the Company's investments in equity securities presented in the preceding table were temporary at June 30, 2016.

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 2 - Investments (continued)

An aging of unrealized losses on the Company's Investments in Fixed Maturities and Equity Securities at December 31, 2015 is presented below.

(Dollars in Millions)	Less Than 12 Months		12 Months or Longer		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
Fixed Maturities:						
U.S. Government and Government Agencies and Authorities	\$56.6	\$ (1.6)	\$24.1	\$ (2.0)	\$80.7	\$ (3.6)
States and Political Subdivisions	131.0	(2.6)	0.9	(0.1)	131.9	(2.7)
Corporate Securities:						
Bonds and Notes	783.8	(26.0)	133.6	(14.7)	917.4	(40.7)
Collateralized Loan Obligations	57.4	(2.9)	0.8	(0.1)	58.2	(3.0)
Other Mortgage- and Asset-backed	—	—	0.3	—	0.3	—
Total Fixed Maturities	1,028.8	(33.1)	159.7	(16.9)	1,188.5	(50.0)
Equity Securities:						
Preferred Stocks:						
Finance, Insurance and Real Estate	2.7	—	12.3	(0.8)	15.0	(0.8)
Other Industries	7.3	(0.8)	—	—	7.3	(0.8)
Common Stocks:						
Finance, Insurance and Real Estate	16.3	(1.0)	—	—	16.3	(1.0)
Other Industries	2.8	(0.2)	—	—	2.8	(0.2)
Other Equity Interests:						
Exchange Traded Funds	135.2	(3.7)	—	—	135.2	(3.7)
Limited Liability Companies and Limited Partnerships	2.7	(0.5)	—	—	2.7	(0.5)
Total Equity Securities	167.0	(6.2)	12.3	(0.8)	179.3	(7.0)
Total	\$1,195.8	\$ (39.3)	\$172.0	\$ (17.7)	\$1,367.8	\$ (57.0)

Unrealized losses on fixed maturities, which the Company has determined to be temporary at December 31, 2015, were \$50.0 million, of which \$16.9 million was related to fixed maturities that were in an unrealized loss position for 12 months or longer. There were \$0.2 million unrealized losses at December 31, 2015 related to securities for which the Company has recognized credit losses in earnings in the preceding table under the heading "Less Than 12 Months." There were no unrealized losses at December 31, 2015 related to securities for which the Company has recognized credit losses in earnings in the preceding table under the heading "12 Months or Longer." Investment-grade fixed maturity investments comprised \$33.5 million and below-investment-grade fixed maturity investments comprised \$16.5 million of the unrealized losses on investments in fixed maturities at December 31, 2015. For below-investment-grade fixed maturity investments in an unrealized loss position, the unrealized loss amount, on average, was approximately 8% of the amortized cost basis of the investment. At December 31, 2015, the Company did not have the intent to sell these investments, and it was not more likely than not that the Company would be required to sell these investments before recovery of its amortized cost basis, which may be at maturity. Based on the Company's evaluation at December 31, 2015 of the prospects of the issuers, including, but not limited to, the credit ratings of the issuers of the investments in the fixed maturities, and the Company's intention to not sell and its determination that it would not be required to sell before recovery of the amortized cost of such investments, the Company concluded that the declines in the fair values of the Company's investments in fixed maturities presented in the preceding table were temporary at the evaluation date.

With respect to Investments in Equity Securities, the Company concluded that the unrealized losses on its investments at December 31, 2015 were temporary based on various factors, including the relative short length and magnitude of the losses and overall market volatility, as well as, the debt-like characteristics of investments in certain other equity interests.

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 2 - Investments (continued)

The following table sets forth the pre-tax amount of other than temporary impairment (“OTTI”) credit losses recognized in Retained Earnings for Investments in Fixed Maturities held by the Company as of the beginning and end of the periods presented for which a portion of the OTTI loss related to factors other than credit has been recognized in AOCI, and the corresponding changes in such amounts.

(Dollars in Millions)	Six Months Ended		Three Months Ended	
	Jun 30, 2016	Jun 30, 2015	Jun 30, 2016	Jun 30, 2015
Cumulative Balance of Pre-tax Credit Losses Recognized in Retained Earnings at Beginning of Period	\$5.1	\$ 5.3	\$4.2	\$ 5.3
Pre-tax Credit Losses on Fixed Maturities without Pre-tax Credit Losses Included in Cumulative Balance at Beginning of Period	2.7	—	—	—
Reductions for Change in Impairment Status:				
From Status of Credit Loss to Status of Intent-to-sell or Required-to-sell	(3.6)	—	—	—
Cumulative Balance of Pre-tax Credit Losses Recognized in Retained Earnings at End of Period	\$4.2	\$ 5.3	\$4.2	\$ 5.3

Gross gains and losses on sales of investments in fixed maturities and equity securities for the six and three months ended June 30, 2016 and 2015 were:

(Dollars in Millions)	Six Months Ended		Three Months Ended	
	Jun 30, 2016	Jun 30, 2015	Jun 30, 2016	Jun 30, 2015
Fixed Maturities:				
Gains on Sales	\$11.4	\$ 5.9	\$4.3	\$ 3.9
Losses on Sales	(0.3)	(0.6)	—	(0.5)
Equity Securities:				
Gains on Sales	0.5	32.9	0.5	31.4
Losses on Sales	(0.1)	(0.7)	(0.1)	(0.7)

Equity Method Limited Liability Investments include investments in limited liability investment companies and limited partnerships in which the Company’s interests are not deemed minor and are accounted for under the equity method of accounting. The Company’s investments in Equity Method Limited Liability Investments are generally of a passive nature in that the Company does not take an active role in the management of the investment entity. The Company’s maximum exposure to loss at June 30, 2016 is limited to the total carrying value of \$182.7 million. In addition, the Company had outstanding commitments totaling approximately \$75.8 million to fund Equity Method Limited Liability Investments at June 30, 2016.

The carrying values of the Company’s Other Investments at June 30, 2016 and December 31, 2015 were:

(Dollars in Millions)	Jun 30, Dec 31,	
	2016	2015
Loans to Policyholders at Unpaid Principal	\$290.4	\$288.4
Real Estate at Depreciated Cost	145.2	149.8
Trading Securities at Fair Value	5.0	4.7
Other	0.2	0.3
Total	\$440.8	\$443.2

Explanation of Responses:

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 3 - Property and Casualty Insurance Reserves

Property and casualty insurance reserve activity for the six months ended June 30, 2016 and 2015 was:

(Dollars in Millions)	Six Months	
	Ended	Ended
	Jun 30,	Jun 30,
	2016	2015
Property and Casualty Insurance Reserves:		
Gross of Reinsurance at Beginning of Year	\$862.8	\$733.9
Less Reinsurance and Indemnification Recoverables at Beginning of Year	52.0	54.9
Property and Casualty Insurance Reserves - Net of Reinsurance at Beginning of Year	810.8	679.0
Property and Casualty Insurance Reserves Acquired, Net of Reinsurance and Indemnification	—	125.4
Incurred Losses and LAE Related to:		
Current Year:		
Continuing Operations	706.2	501.2
Prior Years:		
Continuing Operations	(16.5)	(10.4)
Discontinued Operations	(0.1)	(3.5)
Total Incurred Losses and LAE Related to Prior Years	(16.6)	(13.9)
Total Incurred Losses and LAE	689.6	487.3
Paid Losses and LAE Related to:		
Current Year:		
Continuing Operations	346.7	264.1
Prior Years:		
Continuing Operations	283.4	230.2
Discontinued Operations	4.2	3.7
Total Paid Losses and LAE Related to Prior Years	287.6	233.9
Total Paid Losses and LAE	634.3	498.0
Property and Casualty Insurance Reserves - Net of Reinsurance and Indemnification at End of Period	866.1	793.7
Plus Reinsurance and Indemnification Recoverables at End of Period	51.3	80.7
Property and Casualty Insurance Reserves - Gross of Reinsurance at End of Period	\$917.4	\$874.4

Property and casualty insurance reserves are estimated based on historical experience patterns and current economic trends. Actual loss experience and loss trends are likely to differ from these historical experience patterns and economic conditions. Loss experience and loss trends emerge over several years from the dates of loss inception. The Company monitors such emerging loss trends on a quarterly basis. Changes in such estimates are included in the Condensed Consolidated Statements of Income in the period of change.

For the six months ended June 30, 2016, the Company reduced its property and casualty insurance reserves by \$16.6 million to recognize favorable development of loss and LAE reserves from prior accident years. Personal lines insurance loss and LAE reserves developed favorably by \$12.4 million, and commercial lines insurance loss and LAE reserves developed favorably by \$4.2 million. The commercial lines insurance loss and LAE reserve development included favorable development of \$4.1 million from continuing operations and favorable development of \$0.1 million from discontinued operations. Personal automobile insurance loss and LAE reserves developed adversely by \$5.7 million due primarily to the emergence of loss patterns that were worse than expected for liability insurance for the 2015 accident year. Homeowners insurance loss and LAE reserves developed favorably by \$14.0 million due primarily to \$10.8 million of favorable development on catastrophes primarily for the 2015 and 2014 accident years.

Other personal lines loss and LAE reserves developed favorably by \$4.1 million due primarily to the emergence of more favorable loss patterns than expected for the 2015, 2014 and 2013 accident years.

15

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 3 - Property and Casualty Insurance Reserves (continued)

For the six months ended June 30, 2015, the Company reduced its property and casualty insurance reserves by \$13.9 million to recognize favorable development of loss and LAE reserves from prior accident years. Personal lines insurance loss and LAE reserves developed favorably by \$9.5 million, and commercial lines insurance loss and LAE reserves developed favorably by \$4.4 million. The commercial lines insurance loss and LAE reserve development included favorable development of \$0.9 million from continuing operations and favorable development of \$3.5 million from discontinued operations. Personal automobile insurance loss and LAE reserves developed favorably by \$6.4 million, homeowners insurance loss and LAE reserves developed favorably by \$4.6 million, and other personal lines loss and LAE reserves developed adversely by \$1.4 million. Personal lines insurance loss and LAE reserves developed favorably due primarily to the emergence of more favorable loss patterns than expected for the 2013, 2012 and 2011 accident years, partially offset by the emergence of loss patterns that were worse than expected for the 2014 accident year.

The Company cannot predict whether loss and LAE reserves will develop favorably or unfavorably from the amounts reported in the Company's Condensed Consolidated Financial Statements. The Company believes that any such development will not have a material effect on the Company's consolidated shareholders' equity, but could have a material effect on the Company's consolidated financial results for a given period.

Note 4 - Debt

The amortized cost of debt outstanding at June 30, 2016 and December 31, 2015 was:

(Dollars in Millions)	Jun 30, 2016	Dec 31, 2015
Senior Notes:		
6.00% Senior Notes due May 15, 2017	\$ 359.4	\$ 359.1
4.35% Senior Notes due February 15, 2025	247.6	247.4
7.375% Subordinated Debentures due February 27, 2054	144.1	144.1
Total Debt Outstanding	\$ 751.1	\$ 750.6

There were no outstanding borrowings at either June 30, 2016 or December 31, 2015 under Kemper's \$225.0 million, unsecured, revolving credit agreement which expires June 2, 2020.

Kemper's subsidiaries, Trinity Universal Insurance Company ("Trinity") and United Insurance Company of America ("United Insurance"), are members of the Federal Home Loan Bank ("FHLB") of Dallas and Chicago, respectively. During the first six months of 2016 and 2015, Trinity borrowed and repaid \$10.0 million and \$20.5 million, respectively, under its agreement with the FHLB of Dallas. During the first six months of 2015, United Insurance borrowed and repaid \$21.0 million under its agreement with the FHLB of Chicago. There were no advances from the FHLB of Dallas or Chicago outstanding at either June 30, 2016 or December 31, 2015.

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 4 - Debt (Continued)

Interest Expense, including facility fees, accretion of discount and amortization of issuance costs, for the six and three months ended June 30, 2016 and 2015 was:

	Six Months		Three Months	
	Ended		Ended	
(Dollars in Millions)	Jun 30,	Jun 30,	Jun 30,	Jun 30,
	2016	2015	2016	2015
Notes Payable under Revolving Credit Agreement	\$0.4	\$0.4	\$0.2	\$0.2
Federal Home Loan Bank of Dallas	—	—	—	—
Federal Home Loan Bank of Chicago	—	—	—	—
Senior Notes Payable:				
6.00% Senior Notes due November 30, 2015	—	3.7	—	—
6.00% Senior Notes due May 15, 2017	11.1	11.1	5.5	5.5
4.35% Senior Notes due February 15, 2025	5.6	3.9	2.8	2.8
7.375% Subordinated Debentures due February 27, 2054	5.5	5.5	2.7	2.7
Interest Expense before Capitalization of Interest	22.6	24.6	11.2	11.2
Capitalization of Interest	(0.3)	(0.5)	(0.1)	(0.3)
Total Interest Expense	\$22.3	\$24.1	\$11.1	\$10.9

Interest paid, including facility fees, for the six and three months ended June 30, 2016 and 2015 was:

	Six Months		Three Months	
	Ended		Ended	
(Dollars in Millions)	Jun 30,	Jun 30,	Jun 30,	Jun 30,
	2016	2015	2016	2015
Notes Payable under Revolving Credit Agreement	\$0.3	\$ 1.1	\$0.2	\$ 0.9
Federal Home Loan Bank of Dallas	—	—	—	—
Federal Home Loan Bank of Chicago	—	—	—	—
Senior Notes Payable:				
6.00% Senior Notes due November 30, 2015	—	4.8	—	—
6.00% Senior Notes due May 15, 2017	10.8	10.8	10.8	10.8
4.35% Senior Notes due February 15, 2025	5.4	—	—	—
7.375% Subordinated Debentures due February 27, 2054	5.5	5.5	2.7	2.7
Total Interest Paid	\$22.0	\$ 22.2	\$13.7	\$ 14.4

KEMPER CORPORATION AND SUBSIDIARIES

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(Unaudited)

Note 5 - Income from Continuing Operations Per Unrestricted Share

The Company's awards of restricted stock contain rights to receive non-forfeitable dividends and participate in the undistributed earnings with common shareholders. The Company's awards of RSUs and DSUs also contain rights to receive non-forfeitable dividend equivalents and participate in the undistributed earnings with common shareholders. Accordingly, the Company is required to apply the two-class method of computing basic and diluted earnings per share. A reconciliation of the numerator and denominator used in the calculation of Basic Income from Continuing Operations Per Unrestricted Share and Diluted Income from Continuing Operations Per Unrestricted Share for the six and three months ended June 30, 2016 and 2015 is presented below.

	Six Months Ended Jun 30, Jun 30, 2016 2015		Three Months Ended Jun 30, Jun 30, 2016 2015	
(Dollars in Millions)				
Income from Continuing Operations	\$ 1.9	\$ 40.9	\$ 4.1	\$ 27.4
Less Income (Loss) from Continuing Operations Attributed to Participating Awards	(0.2)	0.1	—	0.2
Income from Continuing Operations Attributed to Unrestricted Shares	2.1	40.8	4.1	27.2
Dilutive Effect on Income of Equity-based Compensation Equivalent Shares	—	—	—	—
Diluted Income from Continuing Operations Attributed to Unrestricted Shares	\$ 2.1	\$ 40.8	\$ 4.1	\$ 27.2
(Number of Shares in Thousands)				
Weighted-average Unrestricted Shares Outstanding	51,149.6	51,800.5	51,107.5	51,728.1
Equity-based Compensation Equivalent Shares	9.6	87.2	11.3	78.0
Weighted-average Unrestricted Shares and Equivalent Shares Outstanding Assuming Dilution	51,159.2	51,887.7	51,119.0	51,806.1
(Per Unrestricted Share in Whole Dollars)				
Basic Income from Continuing Operations Per Unrestricted Share	\$ 0.04	\$ 0.79	\$ 0.08	\$ 0.53
Diluted Income from Continuing Operations Per Unrestricted Share	\$ 0.04	\$ 0.79	\$ 0.08	\$ 0.53
The number of shares of Kemper common stock that were excluded from the calculations of Equity-based Compensation Equivalent Shares and Weighted-average Unrestricted Shares and Equivalent Shares Outstanding Assuming Dilution for the six and three months ended June 30, 2016 and 2015 because the exercise prices for the options exceeded the average market price is presented below.				

	Six Months Ended Jun 30, Jun 30, 2016 2015		Three Months Ended Jun 30, Jun 30, 2016 2015	
(Number of Shares in Thousands)				
Equity-based Compensation Equivalent Shares	1,278.4	1,088.2	1,377.4	932.2
Weighted-average Unrestricted Shares and Equivalent Shares Outstanding Assuming Dilution	1,278.4	1,088.2	1,377.4	932.2

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 6 - Other Comprehensive Income (Loss) and Accumulated Other Comprehensive Income

The components of Other Comprehensive Income (Loss) Before Income Taxes for the six and three months ended June 30, 2016 and 2015 were:

(Dollars in Millions)	Six Months		Three Months	
	Ended Jun 30, 2016	Jun 30, 2015	Ended Jun 30, 2016	Jun 30, 2015
Other Comprehensive Income (Loss) Before Income Taxes:				
Unrealized Holding Gains (Losses) Arising During the Period Before Reclassification Adjustment	\$221.3	\$(102.4)	\$123.1	\$(152.1)
Reclassification Adjustment for Amounts Included in Net Income	4.2	(28.3)	1.7	(31.9)
Unrealized Holding Gains (Losses)	225.5	(130.7)	124.8	(184.0)
Foreign Currency Translation Adjustments	—	(0.8)	(0.1)	0.1
Net Unrecognized Postretirement Benefit Costs Arising During the Period	(19.5)	—	(18.7)	—
Reclassification Adjustments for Amounts Included in Net Income:				
Curtailed Cost Recognized	1.0	—	1.0	—
Amortization of Net Unrecognized Postretirement Benefit Costs	4.3	11.5	1.7	6.1
Total Reclassification Adjustments for Amounts Included in Net Income	5.3	11.5	2.7	6.1
Net Unrecognized Postretirement Benefit Costs	(14.2)	11.5	(16.0)	6.1
Other Comprehensive Income (Loss) Before Income Taxes	\$211.3	\$(120.0)	\$108.7	\$(177.8)

The components of Other Comprehensive Income Tax Benefit (Expense) for the six and three months ended June 30, 2016 and 2015 were:

(Dollars in Millions)	Six Months		Three Months	
	Ended Jun 30, 2016	Jun 30, 2015	Ended Jun 30, 2016	Jun 30, 2015
Other Comprehensive Income Tax Benefit (Expense):				
Unrealized Holding Gains and Losses Arising During the Period Before Reclassification Adjustment	\$(78.0)	\$36.3	\$(43.4)	\$53.8
Reclassification Adjustment for Amounts Included in Net Income	(1.5)	9.9	(0.6)	11.2
Unrealized Holding Gains and Losses	(79.5)	46.2	(44.0)	65.0
Foreign Currency Translation Adjustments	—	0.3	—	—
Net Unrecognized Postretirement Benefit Costs Arising During the Period	6.9	—	6.6	—
Reclassification Adjustments for Amounts Included in Net Income:				
Curtailed Loss Recognized	(0.4)	—	(0.4)	—
Amortization of Net Unrecognized Postretirement Benefit Costs	(1.5)	(3.9)	(0.5)	(2.2)
Total Reclassification Adjustments for Amounts Included in Net Income	(1.9)	(3.9)	(0.9)	(2.2)
Net Unrecognized Postretirement Benefit Costs	5.0	(3.9)	5.7	(2.2)
Other Comprehensive Income Tax Benefit (Expense)	\$(74.5)	\$42.6	\$(38.3)	\$62.8

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 6 - Other Comprehensive Income (Loss) and Accumulated Other Comprehensive Income (continued)

The components of AOCI at June 30, 2016 and December 31, 2015 were:

(Dollars in Millions)	Jun 30, 2016	Dec 31, 2015
Net Unrealized Gains (Losses) on Investments, Net of Income Taxes:		
Available for Sale Fixed Maturities with Portion of OTTI Recognized in Earnings	\$(0.3)	\$1.4
Other Net Unrealized Gains on Investments	359.4	211.7
Foreign Currency Translation Adjustments, Net of Income Taxes	(0.7)	(0.7)
Net Unrecognized Postretirement Benefit Costs, Net of Income Taxes	(97.3)	(88.1)
Accumulated Other Comprehensive Income	\$261.1	\$124.3

Components of AOCI were reclassified to the following lines of the Condensed Consolidated Statements of Income for the six and three months ended June 30, 2016 and 2015:

(Dollars in Millions)	Six Months Ended Jun 30, 2016		Three Months Ended Jun 30, 2015	
Reclassification of AOCI from Net Unrealized Gains on Investments to:				
Net Realized Gains on Sales of Investments	\$11.5	\$37.5	\$4.7	\$34.1
Net Impairment Losses Recognized in Earnings	(15.7)	(9.2)	(6.4)	(2.2)
Total Before Income Taxes	(4.2)	28.3	(1.7)	31.9
Income Tax Benefit (Expense)	1.5	(9.9)	0.6	(11.2)
Reclassification from AOCI, Net of Income Taxes	(2.7)	18.4	(1.1)	20.7
Reclassification of AOCI from Unrecognized Postretirement Benefit Costs to:				
Interest and Other Expenses	(5.3)	(11.5)	(2.7)	(6.1)
Income Tax Benefit	1.9	3.9	0.9	2.2
Reclassification from AOCI, Net of Income Taxes	(3.4)	(7.6)	(1.8)	(3.9)
Total Reclassification from AOCI to Net Income	\$(6.1)	\$10.8	\$(2.9)	\$16.8

Note 7 - Changes in Shareholders' Equity

Changes in Shareholders' Equity for the six months ended June 30, 2016 were:

(Dollars in Millions, Except Per Share Amounts)	Total Shareholders' Equity
Shareholders' Equity at Beginning of Year	\$ 1,992.4
Net Income	1.9
Other Comprehensive Income	136.8
Cash Dividends and Dividend Equivalents to Shareholders (\$0.48 per share)	(24.5)
Repurchases of Common Stock	(3.8)
Equity-based Compensation Cost	3.1
Equity-based Awards, Net of Shares Exchanged	(0.7)
Shareholders' Equity at End of Period	\$ 2,105.2

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 8 - Income Taxes

Current and Deferred Income Tax Assets at June 30, 2016 and December 31, 2015 were:

(Dollars in Millions)	Jun 30, Dec 31,	
	2016	2015
Current Income Tax Assets	\$ 20.9	\$ 9.5
Deferred Income Tax Assets	—	31.9
Current and Deferred Income Tax Assets	\$ 20.9	\$ 41.4

The components of Liabilities for Income Taxes at June 30, 2016 and December 31, 2015 were:

(Dollars in Millions)	Jun 30, Dec 31,	
	2016	2015
Deferred Income Tax Liabilities	\$ 38.6	\$ —
Unrecognized Tax Benefits	3.8	3.8
Liabilities for Income Taxes	\$ 42.4	\$ 3.8

Included in the balance of Unrecognized Tax Benefits at June 30, 2016 and December 31, 2015 are tax positions of \$3.2 million and \$3.3 million, respectively, for which the ultimate deductibility is highly certain but for which there is uncertainty about the timing of such deductibility. Because of the impact of deferred income tax accounting, other than for interest and penalties, the disallowance of the shorter deductibility period would not affect the effective income tax rate but would accelerate the payment of cash to the taxing authority to an earlier period.

The Company recognizes interest and penalties, if any, related to unrecognized tax benefits in income tax expense. The liability for Unrecognized Tax Benefits included accrued interest of \$0.6 million and \$0.5 million at June 30, 2016 and December 31, 2015, respectively.

Income taxes paid were \$10.4 million and \$40.0 million for the six months ended June 30, 2016 and 2015, respectively.

Note 9 - Pension Benefits and Postretirement Benefits Other Than Pensions

The Company sponsors a qualified defined benefit pension plan (the "Pension Plan"). The Pension Plan covers approximately 9,200 participants and beneficiaries, of which 1,800 are active employees. The Pension Plan is closed to new employees hired after January 1, 2006. The components of Pension Expense for the Pension Plan for the six and three months ended June 30, 2016 and 2015 were:

(Dollars in Millions)	Six Months Ended		Three Months Ended	
	Jun 30, 2016	Jun 30, 2015	Jun 30, 2016	Jun 30, 2015
Service Cost Earned	\$4.8	\$5.2	\$2.6	\$2.6
Interest Cost on Projected Benefit Obligation	10.4	12.8	5.0	6.4
Expected Return on Plan Assets	(16.2)	(17.5)	(8.0)	(8.7)
Amortization of Accumulated Net Unrecognized Pension Costs	4.9	12.2	1.9	6.4
Curtailment Gain	(0.3)	—	(0.3)	—
Total Pension Expense Recognized	\$3.6	\$12.7	\$1.2	\$6.7

On May 12, 2016, the Company amended the Pension Plan to freeze benefit accruals, effective June 30, 2016, for substantially all of the participants under the plan. Accordingly, plan assets and liabilities were re-measured, resulting in balances in accumulated unrecognized pension loss and unamortized prior service credit prior to the freeze of \$191.2 million and \$0.3 million, respectively. In recognizing the curtailment, the Company recorded income of \$0.3 million before income taxes for both the six and three months ended June 30, 2016 to immediately recognize the remaining unamortized prior service credit in the Pension Plan. The curtailment reduced the accumulated unrecognized pension loss by \$23.3 million. The remaining accumulated unrecognized pension loss of \$167.9 million

is being amortized over approximately 25 years, the remaining average estimated life expectancy of participants. Prior to the amendment, the accumulated unrecognized pension loss was being amortized over approximately five, the remaining average service life of active participants.

KEMPER CORPORATION AND SUBSIDIARIES

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(Unaudited)

Note 9 - Pension Benefits and Postretirement Benefits Other Than Pensions (continued)

The Company also sponsors a non-qualified supplemental defined benefit pension plan (the "Supplemental Plan"). As a result of the amendment to the Pension Plan, benefit accruals for all participants in the Supplemental Plan were also frozen effective June 30, 2016. Accordingly, plan liabilities for the Supplemental Plan were also re-measured in the second quarter of 2016, resulting in balances in accumulated unrecognized pension loss and unamortized prior service costs prior to the freeze of \$1.6 million and \$1.3 million, respectively. The Company recorded expense of \$1.3 million for both the six and three months ended June 30, 2016 to immediately recognize the remaining net unamortized prior service costs in the Supplemental Plan. The curtailment reduced the Projected Benefit Obligation by \$5.2 million. Accordingly, a curtailment gain of \$3.6 million before tax was recorded to recognize the reduction in the Projected Benefit Obligation that exceeded the accumulated unrecognized pension loss prior to the freeze.

In addition to the Pension Plan and Supplemental Plan, the Company also sponsors several defined contribution pension plans.

The Company also sponsors an other than pension postretirement employee benefit plan ("OPEB") that provides medical, dental and/or life insurance benefits to approximately 500 retired and 225 active employees (the "OPEB Plan"). The components of Postretirement Benefits Other than Pensions Expense (Benefit) for the OPEB Plan for the six and three months ended June 30, 2016 and 2015 were:

(Dollars in Millions)	Six Months		Three Months	
	Ended	Ended	Ended	Ended
	Jun 30,	Jun 30,	Jun 30,	Jun 30,
	2016	2015	2016	2015
Service Cost Earned	\$—	\$ 0.1	\$—	\$ 0.1
Interest Cost on Projected Benefit Obligation	0.4	0.5	0.2	0.2
Amortization of Accumulated Net Unrecognized Gain	(0.7)	(0.7)	(0.4)	(0.3)
Total Postretirement Benefits Other than Pensions Expense (Benefit)	\$(0.3)	\$(0.1)	\$(0.2)	\$—

Note 10 - Business Segments

The Company is engaged, through its subsidiaries, in the property and casualty insurance and life and health insurance businesses. The Company conducts its operations through two operating segments: Property & Casualty Insurance and Life & Health Insurance.

The Property & Casualty Insurance segment's principal products are personal automobile insurance, both preferred and nonstandard, homeowners insurance, other personal insurance and commercial automobile insurance. These products are distributed primarily through independent agents and brokers. The Life & Health Insurance segment's principal products are individual life, accident, supplemental health and property insurance. These products are distributed by career agents employed by the Company and independent agents and brokers.

Earned Premiums by product line for the six and three months ended June 30, 2016 and 2015 were:

(Dollars in Millions)	Six Months		Three Months	
	Ended	Ended	Ended	Ended
	Jun 30,	Jun 30,	Jun 30,	Jun 30,
	2016	2015	2016	2015
Personal Automobile	\$613.6	\$442.4	\$310.3	\$252.6
Homeowners	135.7	144.2	67.6	71.6
Other Personal Property and Casualty Insurance	60.0	61.3	30.2	30.7
Commercial Automobile	26.9	27.0	13.4	13.5
Life	189.9	184.0	95.5	96.0
Accident and Health	73.6	72.5	36.7	35.7
Total Earned Premiums	\$1,099.7	\$931.4	\$553.7	\$500.1

Explanation of Responses:

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 10 - Business Segments (continued)

Segment Revenues, including a reconciliation to Total Revenues, for the six and three months ended June 30, 2016 and 2015 were:

(Dollars in Millions)	Six Months Ended		Three Months Ended	
	Jun 30, 2016	Jun 30, 2015	Jun 30, 2016	Jun 30, 2015
Revenues:				
Property & Casualty Insurance:				
Earned Premiums	\$798.8	\$637.0	\$402.6	\$349.4
Net Investment Income	31.6	33.4	19.7	18.6
Other Income	0.3	0.4	0.1	0.1
Total Property & Casualty Insurance	830.7	670.8	422.4	368.1
Life & Health Insurance:				
Earned Premiums	300.9	294.4	151.1	150.7
Net Investment Income	105.1	103.9	50.1	53.5
Other Income	1.2	1.0	0.6	0.2
Total Life & Health Insurance	407.2	399.3	201.8	204.4
Total Segment Revenues	1,237.9	1,070.1	624.2	572.5
Net Realized Gains on Sales of Investments	12.4	37.4	5.6	34.0
Net Impairment Losses Recognized in Earnings	(15.7)	(9.2)	(6.4)	(2.2)
Other	3.9	10.1	3.8	4.9
Total Revenues	\$1,238.5	\$1,108.4	\$627.2	\$609.2

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 10 - Business Segments (continued)

Segment Operating Profit (Loss), including a reconciliation to Income (Loss) from Continuing Operations before Income Taxes, for the six and three months ended June 30, 2016 and 2015 was:

(Dollars in Millions)	Six Months		Three Months	
	Ended	Ended	Ended	Ended
	Jun 30,	Jun 30,	Jun 30,	Jun 30,
	2016	2015	2016	2015
Segment Operating Profit (Loss):				
Property & Casualty Insurance	\$(40.0)	\$9.6	\$(17.2)	\$(8.4)
Life & Health Insurance	56.3	47.0	25.3	22.2
Total Segment Operating Profit	16.3	56.6	8.1	13.8
Corporate and Other Operating Loss	(16.9)	(23.6)	(4.7)	(11.3)
Total Operating Profit (Loss)	(0.6)	33.0	3.4	2.5
Net Realized Gains on Sales of Investments	12.4	37.4	5.6	34.0
Net Impairment Losses Recognized in Earnings	(15.7)	(9.2)	(6.4)	(2.2)
Loss from Early Extinguishment of Debt	—	(9.1)	—	—
Income (Loss) from Continuing Operations before Income Taxes	\$(3.9)	\$52.1	\$2.6	\$34.3

Segment Net Operating Income (Loss), including a reconciliation to Income from Continuing Operations, for the six and three months ended June 30, 2016 and 2015 was:

(Dollars in Millions)	Six Months		Three Months	
	Ended	Ended	Ended	Ended
	Jun 30,	Jun 30,	Jun 30,	Jun 30,
	2016	2015	2016	2015
Segment Net Operating Income (Loss):				
Property & Casualty Insurance	\$(22.0)	\$10.8	\$(8.9)	\$(2.6)
Life & Health Insurance	36.7	30.4	16.4	14.3
Total Segment Net Operating Income	14.7	41.2	7.5	11.7
Corporate and Other Net Operating Loss	(10.7)	(12.7)	(2.9)	(5.0)
Consolidated Net Operating Income	4.0	28.5	4.6	6.7
Net Income (Loss) From:				
Net Realized Gains on Sales of Investments	8.1	24.3	3.7	22.1
Net Impairment Losses Recognized in Earnings	(10.2)	(6.0)	(4.2)	(1.4)
Loss from Early Extinguishment of Debt	—	(5.9)	—	—
Income from Continuing Operations	\$1.9	\$40.9	\$4.1	\$27.4

KEMPER CORPORATION AND SUBSIDIARIES

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(Unaudited)

Note 11 - Fair Value Measurements

The Company classifies its investments in Fixed Maturities and Equity Securities as available for sale and reports these investments at fair value. The Company has elected the fair value option method of accounting for investments in certain hedge funds and, accordingly, reports these investments at fair value. The Company classifies certain investments in mutual funds included in Other Investments as trading securities and reports these investments at fair value. The Company has no material liabilities that are measured and reported at fair value.

Certain investments that are measured at fair value using the net asset value practical expedient are not required to be classified using the fair value hierarchy, but are presented in the following two tables to permit reconciliation of the fair value hierarchy to the amounts presented in the Condensed Consolidated Balance Sheet. The valuation of assets measured at fair value in the Company's Condensed Consolidated Balance Sheet at June 30, 2016 is summarized below.

(Dollars in Millions)	Fair Value Measurements				Total Fair Value
	Quoted in Active Markets for Identifiable Inputs (Level 1)	Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Measured at Net Asset Value	
Fixed Maturities:					
U.S. Government and Government Agencies and Authorities States and Political Subdivisions	\$ 132.3	\$ 161.9	\$ —	\$ —	\$ 294.2
Corporate Securities:					
Bonds and Notes	—	2,573.8	459.4	—	3,033.2
Redeemable Preferred Stocks	—	—	2.9	—	2.9
Collateralized Loan Obligations	—	—	102.2	—	102.2
Other Mortgage- and Asset-backed	—	1.2	3.7	—	4.9
Total Investments in Fixed Maturities	132.3	4,383.8	568.2	—	5,084.3
Equity Securities:					
Preferred Stocks:					
Finance, Insurance and Real Estate	—	75.0	5.4	—	80.4
Other Industries	—	6.4	12.8	—	19.2
Common Stocks:					
Finance, Insurance and Real Estate	27.3	8.1	—	—	35.4
Other Industries	0.4	0.6	13.2	—	14.2
Other Equity Interests:					
Exchange Traded Funds	145.7	—	—	—	145.7
Limited Liability Companies and Limited Partnerships	—	—	47.2	167.5	214.7
Total Investments in Equity Securities	173.4	90.1	78.6	167.5	509.6
Fair Value Option Investments:					
Limited Liability Companies and Limited Partnerships Hedge Funds	—	—	—	134.1	134.1
Other Investments:					
Trading Securities	5.0	—	—	—	5.0
Total	\$ 310.7	\$ 4,473.9	\$ 646.8	\$ 301.6	\$ 5,733.0

At June 30, 2016, the Company had unfunded commitments to invest an additional \$102.0 million in certain limited liability investment companies and limited partnerships that will be included in Other Equity Interests when funded.

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 11 - Fair Value Measurements (continued)

The valuation of assets measured at fair value in the Company's Condensed Consolidated Balance Sheet at December 31, 2015 is summarized below.

(Dollars in Millions)	Fair Value Measurements				Total Fair Value
	Quoted in Active Markets for Identifiable Assets (Level 1)	Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Measured at Net Asset Value	
Fixed Maturities:					
U.S. Government and Government Agencies and Authorities States and Political Subdivisions	\$ 124.9	\$ 195.7	\$ —	\$ —	\$ 320.6
	—	1,622.6	—	—	1,622.6
Corporate Securities:					
Bonds and Notes	—	2,376.5	436.3	—	2,812.8
Redeemable Preferred Stocks	—	—	3.8	—	3.8
Collateralized Loan Obligations	—	—	87.3	—	87.3
Other Mortgage- and Asset-backed	—	1.4	3.8	—	5.2
Total Investments in Fixed Maturities	124.9	4,196.2	531.2	—	4,852.3
Equity Securities:					
Preferred Stocks:					
Finance, Insurance and Real Estate	—	79.8	5.1	—	84.9
Other Industries	—	6.2	12.8	—	19.0
Common Stocks:					
Finance, Insurance and Real Estate	16.6	6.6	—	—	23.2
Other Industries	0.6	0.8	12.1	—	13.5
Other Equity Interests:					
Exchange Traded Funds	177.1	—	—	—	177.1
Limited Liability Companies and Limited Partnerships	—	—	45.6	159.9	205.5
Total Investments in Equity Securities	194.3	93.4	75.6	159.9	523.2
Fair Value Option Investments:					
Limited Liability Companies and Limited Partnership Hedge Funds	—	—	—	164.5	164.5
Other Investments:					
Trading Securities	4.7	—	—	—	4.7
Total	\$ 323.9	\$ 4,289.6	\$ 606.8	\$ 324.4	\$ 5,544.7

The Company's investments in Fixed Maturities that are classified as Level 1 in the two preceding tables primarily consist of U.S. Treasury Bonds and Notes. The Company's investments in Equity Securities that are classified as Level 1 in the two preceding tables consist of either investments in publicly-traded common stocks or exchange traded funds. The Company's investments in Fixed Maturities that are classified as Level 2 in the two preceding tables primarily consist of investments in corporate bonds, obligations of states and political subdivisions, and bonds and mortgage-backed securities of U.S. government agencies. The Company's investments in Equity Securities that are classified as Level 2 in the two preceding tables primarily

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 11 - Fair Value Measurements (continued)

consist of investments in preferred stocks. The Company uses a leading, nationally recognized provider of market data and analytics to price the vast majority of the Company's Level 2 measurements. The provider utilizes evaluated pricing models that vary by asset class and incorporate available trade, bid and other market information. Because many fixed maturity securities do not trade on a daily basis, the provider's evaluated pricing applications apply available information through processes such as benchmark curves, benchmarking of like securities, sector groupings and matrix pricing to prepare evaluations. In addition, the provider uses model processes to develop prepayment and interest rate scenarios. The pricing provider's models and processes also take into account market convention. For each asset class, teams of its evaluators gather information from market sources and integrate relevant credit information, perceived market movements and sector news into the evaluated pricing applications and models. The Company generally validates the measurements obtained from its primary pricing provider by comparing them with measurements obtained from one additional pricing provider that provides either prices from recent market transactions, quotes in inactive markets or evaluations based on its own proprietary models.

The Company investigates significant differences related to the values provided. On completion of its investigation, management exercises judgment to determine the price selected and whether adjustments, if any, to the price obtained from the Company's primary pricing provider would warrant classification of the price as Level 3. In instances where a measurement cannot be obtained from either pricing provider, the Company generally will evaluate bid prices from one or more binding quotes obtained from market makers to value investments in inactive markets and classified by the Company as Level 2. The Company generally classifies securities when it receives non-binding quotes or indications as Level 3 securities unless the Company can validate the quote or indication against recent transactions in the market.

The Company's Investments in Fixed Maturities that are classified as Level 3 in the two preceding tables primarily consist of privately placed securities not rated by a Nationally Recognized Statistical Rating Organization and are priced primarily using a market yield approach. A market yield approach uses a risk-free rate plus a credit spread depending on the underlying credit profile of the security. For floating rate securities, the risk-free rate used in the market yield is the contractual floating rate of the security. For each individual security, the Company or the Company's third party appraiser gathers information from market sources, relevant credit information, perceived market movements and sector news and determines an appropriate market yield for each security. The market yield selected is then used to discount the estimated future cash flows of the security to determine the fair value. The Company separately evaluates market yields based upon asset class to assess the reasonableness of the recorded fair value. For non-investment-grade Investments in Fixed Maturities that are classified as Level 3, the two primary asset classes are senior debt and junior debt. Senior debt includes those securities that receive first priority in a liquidation and junior debt includes any fixed maturity security with other than first priority in a liquidation.

The table below presents quantitative information about the significant unobservable inputs utilized by the Company in determining fair values for fixed maturity investments in corporate securities classified as Level 3 at June 30, 2016.

(Dollars in Millions)	Unobservable Input	Total Fair Value	Range of Unobservable Inputs	Weighted-average Yield
Investment-grade	Market Yield	\$ 103.5	1.5 % - 7.2 %	3.9 %
Non-investment-grade:				
Senior Debt	Market Yield	115.1	4.9 - 18.7	10.4
Junior Debt	Market Yield	224.0	8.2 - 22.5	12.8
Collateralized Loan Obligations	Market Yield	102.2	3.0 - 11.3	6.4
Other	Various	23.4		
		\$ 568.2		

Explanation of Responses:

Total Level 3 Fixed Maturity Investments in Corporate Securities

27

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 11 - Fair Value Measurements (continued)

The table below presents quantitative information about the significant unobservable inputs utilized by the Company in determining fair values for fixed maturity investments in corporate securities classified as Level 3 at December 31, 2015.

(Dollars in Millions)	Unobservable Input	Total Fair Value	Range of Unobservable Inputs	Weighted-average Yield
Investment-grade	Market Yield	\$ 98.7	2.6 % - 6.9 %	4.4 %
Non-investment-grade:				
Senior Debt	Market Yield	114.2	5.9 - 15.3	10.4
Junior Debt	Market Yield	216.3	8.2 - 26.2	13.6
Collateralized Loan Obligations	Market Yield	87.3	3.1 - 10.8	6.1
Other Debt	Various	14.7		
Total Level 3 Fixed Maturity Investments in Corporate Securities		\$ 531.2		

For an investment in a fixed maturity security, an increase in the yield used to determine the fair value of the security will decrease the fair value of the security. A decrease in the yield used to determine fair value will increase the fair value of the security, but the fair value increase is generally limited to par, unless callable at a premium, if the security is currently callable.

The Company's other investments that are classified as Level 3 primarily consist of Limited Liability Companies and Limited Partnerships, but also certain Preferred Stocks and Common Stocks. The Company either uses valuations provided by third party fund managers or third party appraisers, or that are generated internally. These valuations typically employ various valuation techniques commonly used in the industry, including earnings multiples based on comparable public securities, industry-specific non-earnings based multiples, market yields based on comparable public securities and discounted cash flow models.

Information by security type pertaining to the changes in the fair value of the Company's investments classified as Level 3 for the six months ended June 30, 2016 is presented below.

(Dollars in Millions)	Fixed Maturities				Equity Securities		Total
	Corporate Bonds and Notes	Redeemable Preferred Stocks	Collateralized Loan Obligations	Other Mortgage and Asset-backed	Preferred and Common Stocks	Other Equity Interests	
Balance at Beginning of Period	\$436.3	\$ 3.8	\$ 87.3	\$ 3.8	\$30.0	\$45.6	\$606.8
Total Gains (Losses):							
Included in Condensed Consolidated Statement of Income	(8.8)	—	(0.3)	—	(0.9)	(0.7)	(10.7)
Included in Other Comprehensive Income (Loss)	3.3	(0.4)	(2.2)	—	2.5	2.8	6.0
Purchases	88.2	—	19.3	—	0.1	2.0	109.6
Settlements	(14.3)	(0.5)	—	(0.1)	—	—	(14.9)
Sales	(45.3)	—	(1.9)	—	(0.3)	(2.5)	(50.0)
Balance at End of Period	\$459.4	\$ 2.9	\$ 102.2	\$ 3.7	\$31.4	\$47.2	\$646.8

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 11 - Fair Value Measurements (continued)

Information by security type pertaining to the changes in the fair value of the Company's investments classified as Level 3 for the three months ended June 30, 2016 is presented below.

(Dollars in Millions)	Fixed Maturities				Equity Securities		Total
	Corporate Bonds and Notes	Redeemable Preferred Stocks	Collateralized Loan Obligations	Other Mortgage-backed and Asset-backed	Preferred and Common Stocks	Other Equity Interests	
Balance at Beginning of Period	\$431.8	\$ 3.3	\$ 83.2	\$ 3.6	\$30.3	\$ 42.2	\$594.4
Total Gains (Losses):							
Included in Condensed Consolidated Statement of Income	(6.3)	—	0.3	—	0.1	(0.3)	(6.2)
Included in Other Comprehensive Income (Loss)	4.1	(0.3)	3.0	0.2	1.2	3.3	11.5
Purchases	48.1	—	17.6	—	0.1	2.0	67.8
Settlements	(8.5)	(0.1)	—	(0.1)	—	—	(8.7)
Sales	(9.8)	—	(1.9)	—	(0.3)	—	(12.0)
Balance at End of Period	\$459.4	\$ 2.9	\$ 102.2	\$ 3.7	\$31.4	\$ 47.2	\$646.8

The Company's policy is to recognize transfers between levels as of the end of the reporting period. There were no transfers between levels for the six and three months ended June 30, 2016.

Information by security type pertaining to the changes in the fair value of the Company's investments classified as Level 3 for the six months ended June 30, 2015 is presented below.

(Dollars in Millions)	Fixed Maturities				Equity Securities		Total
	Corporate Bonds and Notes	Redeemable Preferred Stocks	Collateralized Loan Obligations	Other Mortgage-backed and Asset-backed	Preferred and Common Stocks	Other Equity Interests	
Balance at Beginning of Period	\$360.6	\$ 6.7	\$ 64.4	\$ 3.9	\$38.8	\$ 44.0	\$518.4
Total Gains (Losses):							
Included in Condensed Consolidated Statement of Income	(3.1)	(0.5)	0.4	—	(1.2)	(1.1)	(5.5)
Included in Other Comprehensive Income (Loss)	(1.4)	(0.6)	1.2	0.1	2.2	1.0	2.5
Purchases	125.3	—	19.4	1.3	7	3.5	156.5
Settlements	(6.9)	(0.2)	(7.5)	(0.1)	(0.3)	—	(15.0)
Sales	(55.6)	—	(7.5)	(1.2)	(1.2)	—	(65.5)
Transfers into Level 3	—	—	—	—	0.8	—	0.8
Transfers out of Level 3	(12.3)	—	—	—	(8.4)	—	(20.7)
Balance at End of Period	\$406.6	\$ 5.4	\$ 70.4	\$ 4.0	\$37.7	\$ 47.4	\$571.5

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 11 - Fair Value Measurements (continued)

Information by security type pertaining to the changes in the fair value of the Company's investments classified as Level 3 for the three months ended June 30, 2015 is presented below.

(Dollars in Millions)	Fixed Maturities			Equity Securities			Total
	Corporate Bonds and Notes	Redeemable Preferred Stocks	Collateralized Loan Obligations	Other Mortgage- and Asset-backed	Preferred and Common Stocks	Other Equity Interests	
Balance at Beginning of Period	\$374.8	\$ 6.4	\$ 69.9	\$ 3.9	\$33.2	\$ 43.4	\$531.6
Total Gains (Losses):							
Included in Condensed Consolidated Statement of Income	(0.8)	(0.5)	0.3	—	(0.4)	(0.1)	(1.5)
Included in Other Comprehensive Income (Loss)	(3.8)	(0.3)	(0.1)	0.1	2.9	0.7	(0.5)
Purchases	89.1	—	15.3	1.3	6.6	3.4	115.7
Settlements	(2.7)	(0.2)	(7.5)	(0.1)	(0.3)	—	(10.8)
Sales	(37.7)	—	(7.5)	(1.2)	(0.5)	—	(46.9)
Transfers into Level 3	—	—	—	—	0.8	—	0.8
Transfers out of Level 3	(12.3)	—	—	—	(4.6)	—	(16.9)
Balance at End of Period	\$406.6	\$ 5.4	\$ 70.4	\$ 4.0	\$37.7	\$ 47.4	\$571.5

There were no transfers between Levels 1 and 2 or Levels 1 and 3 for the six and three months ended June 30, 2015.

All transfers into or out of Level 3 for the six and three months ended June 30, 2015 were due to changes in the availability of market observable inputs.

The fair value of Debt is estimated using quoted prices for similar liabilities in markets that are not active. The inputs used in the valuation are considered Level 2 measurements. The fair value of Short-term Investments is estimated using inputs that are considered either Level 1 or Level 2 measurements.

KEMPER CORPORATION AND SUBSIDIARIES
 NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
 (Unaudited)

Note 12 - Contingencies

In the ordinary course of its businesses, the Company is involved in legal proceedings, including lawsuits, regulatory examinations and inquiries. Except with regard to the matters discussed below, based on currently available information, the Company does not believe that it is reasonably possible that any of its pending legal proceedings will have a material effect on the Company's consolidated financial statements.

Over the last several years, certain state treasurers/controllers, insurance regulators, legislators, and their respective agents have aggressively pursued an array of initiatives that seek, in various ways, to impose new duties on life insurance companies to proactively search for deaths of their insureds and contact the insureds' beneficiaries even though such beneficiaries may not have submitted claims, including due proof of death, as required under the terms of regulator-approved policy forms and the Company was otherwise unaware of the insured's death. These initiatives together comprise a set of circumstances involving potential changes in the law or changes in the interpretation of existing laws that could have the effect of altering the terms of Kemper's life insurance subsidiaries' (the "Life Companies") existing life insurance contracts by imposing new requirements that did not exist and were not contemplated at the time the Life Companies entered into such contracts.

Legislation and related litigation. One type of initiative involves legislation (the "DMF Statutes"). DMF Statutes have been enacted in eleven states, with varying effective dates, that require life insurance companies to compare on a regular basis their records for all in-force policies (including policies issued prior to the effective dates of the DMF Statute) against the database of reported deaths maintained by the Social Security Administration or a comparable database (a "Death Master File" or "DMF"). In contrast, eleven other states have enacted DMF Statutes that also require such comparisons but only as to policies issued by the Life Companies after the statutes' respective effective dates. With respect to certain of those DMF Statutes that apply retroactively and would likely have an adverse effect on the Company's operations and financial position, the Life Companies have initiated litigation challenging the application of such statutes to policies issued prior to the subject DMF Statute's effective date:

In 2012, certain of the Life Companies filed an action in Kentucky state court, asking the court to construe the Kentucky DMF Statute to apply only prospectively, i.e., only to life insurance policies issued in Kentucky on or after the effective date of the Kentucky DMF Statute, consistent with what the Life Companies believe are the requirements of applicable Kentucky statutory law, the Kentucky Constitution and the Contract Clause of the United States Constitution. In 2013, the trial court held that the Kentucky DMF Statute applied to life insurance policies issued before the statute's January 1, 2013 effective date. The subject Life Companies appealed and in 2014, the Kentucky Court of Appeals reversed the trial court and held that the statute fell within Kentucky's statutory presumption against retroactive laws. Therefore, the Court ruled, the Kentucky DMF Statute can only apply to policies issued on or after January 1, 2013. The Kentucky Department of Insurance sought review of this ruling by the Supreme Court of Kentucky, which in 2015 granted discretionary review. In February 2016, the Department of Insurance requested that its appeal be dismissed and this request was granted, thus concluding the litigation. Consequently, the Kentucky DMF Statute is deemed to apply to policies issued on or after January 1, 2013.

- In 2013, certain of the Life Companies filed an action in state court in Maryland, asking the court to construe the Maryland DMF Statute to apply only prospectively, consistent with what the Life Companies believe are the requirements of Maryland's common law presumption against retroactive application of new laws, the Maryland Constitution and the Contract Clause of the United States Constitution. The Maryland Insurance Administration (the "MIA") filed a motion to dismiss, contending that the subject Life Companies were required to exhaust administrative remedies before filing an action in court. In 2014, the trial court granted the MIA's motion and the Life Companies appealed that ruling. The Maryland appellate courts declined to stay enforcement of the Maryland DMF Statute pending the appeal and the Life Companies are complying with that statute while pursuing an appeal. The Life Companies' appeal to the Maryland Court of Special Appeals was denied in October 2015 and the Life Companies requested review by Maryland's highest court, the Court

of Appeals. The Court of Appeals granted the petition for writ of certiorari and the appeal is pending before that court.

KEMPER CORPORATION AND SUBSIDIARIES
NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Note 12 - Contingencies (continued)

In May 2016, certain of the Life Companies filed suit in Florida state court, asking the court to construe the Florida DMF Statute to apply only prospectively, i.e., only to life insurance policies issued in Florida on or after the effective date of the Florida DMF Statute, consistent with what the Life Companies believe are the requirements of Florida law, the Florida Constitution and the Contract Clause of the United States Constitution. By agreement of the parties, enforcement of the Florida DMF Statute is stayed while the litigation is pending at the trial or appellate level. Unclaimed property compliance audits and related litigation. A second type of initiative involves an unclaimed property compliance audit of the Life Companies (the "Treasurers' Audit") being conducted by an audit firm (the "Audit Firm") retained by the treasurers/controllers of more than 30 states, and related litigation. In 2013, the California State Controller (the "CA Controller") filed a complaint against the Life Companies in state court in California, seeking an order requiring the Life Companies to produce all in-force policy records to the Audit Firm to enable the firm to compare such records against a DMF, in an attempt to ascertain whether any insureds under such policies may be deceased. As described below, the Life Companies have filed a counterclaim in this case and the matter is set for trial in early 2017. Pending the outcome of this litigation, the Life Companies have not produced their in-force policy records to the CA Controller.

In October 2015, certain of the Life Companies filed a complaint in state court in Illinois seeking a declaration that the Treasurer of the State of Illinois (the "IL Treasurer") lacks the authority to compel those Life Companies to produce all in-force policy records to the Audit Firm. In this litigation, the Life Companies further assert that life insurance proceeds become unclaimed property subject to escheat to Illinois five years after the insurer receives a claim and proof of death or the insured attains the mortality limiting age and is then unable to locate the insured or beneficiary, and not five years after the date of the insured's death. This complaint was filed in connection with the Treasurers' Audit and in response to a demand by the IL Treasurer that the Life Companies produce all in-force policy records. Examinations by insurance regulators and related litigation. A third type of initiative involves examinations by state insurance regulators. The Life Companies are the subject of a pending but inactive multi-state market conduct examination by certain state insurance regulators that is focused on the Life Companies' claim settlement and policy administration practices, and specifically their compliance with state unclaimed property statutes (the "Multi-State Exam"). The Multi-State Exam originated in 2012 as a single-state examination by the Illinois Department of Insurance (the "IDOI"). Insurance regulators from additional states (California, Florida, New Hampshire, North Dakota and Pennsylvania) joined the examination in May 2013 (New Hampshire later withdrew). In July 2013, the Life Companies received requests from the IDOI, as managing lead state for the Multi-State Exam, for a significant volume of information, including the records of all in-force policies and other information of the type previously requested by the Audit Firm as part of the Treasurers' Audit and which is the subject of the CA Controller's litigation. This request by the IDOI prompted the litigation in Illinois and other states described below.

In September 2013, certain of the Life Companies filed actions against insurance regulators in the states of California, Florida, Illinois and Pennsylvania, asking the courts in those states to declare that applicable law does not require life insurers to search a DMF to ascertain whether insureds are deceased. These complaints also asked the courts to declare that regulators in those states do not have the legal authority to (i) obtain life insurers' policy records for the purpose of comparing those records against a DMF, and/or (ii) impose payment obligations on life insurers before a claim and due proof of death have been submitted by policy beneficiaries or the insured reaches the mortality limiting age specified therein. The action in California was filed as a cross-complaint to the CA Controller's complaint and joined the California Insurance Commissioner and the Audit Firm as defendants. In December 2015, the Life Companies voluntarily dismissed the litigation against the IDOI after that department agreed to withdraw the request for records of all in-force policies and advised the Life Companies that it would proceed with a single-state market conduct exam without use of a DMF. At least one of the states remaining in the Multi-State Exam has indicated that they intend to continue with the exam. The actions against the insurance regulators in the states of Florida and

Pennsylvania were voluntarily dismissed by the Life Companies in May and June 2016, respectively, due to inactivity in the Multi-State Exam.

Pending resolution of the litigation against the CA Controller, the Life Companies have not produced their in-force policy records in connection with the Multi-State Exam.

Conclusion. The results of the aforementioned legislative actions, Treasurers' Audit, Multi-State Exam and the related litigation cannot currently be predicted. The Life Companies continue to maintain that states lack the legal authority to establish new requirements that would effectively change the terms of existing life insurance contracts with regard to basic claims handling obligations and processes. If state officials are able to impose such new requirements retroactively upon the Life Companies' existing life insurance policies, it will fundamentally alter the nature and timing of the Life Companies' responsibilities under

KEMPER CORPORATION AND SUBSIDIARIES
NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Note 12 - Contingencies (continued)

such policies by eliminating the effect of contractual terms that condition claim settlement and payment on the receipt of a claim, including “due proof of death” of an insured. The outcomes of the various initiatives and related litigation could result in changes in the law that could effectively alter the terms of the Life Companies’ existing life insurance contracts by imposing new requirements that have a significant impact on, including acceleration of, the Life Companies’ payment and/or escheatment of policy benefits, and significantly increase claims handling costs, none of which were contemplated when such policies were issued. Any attempt to predict the ultimate outcomes (including any estimate of the resulting effect on the Life Companies claim liabilities and reserves for future policy benefits) of these efforts to change the law would entail predicting on a state-by-state-basis numerous uncertainties including, but not limited to:

- How many states eventually enact laws, interpret existing laws or take other action to require the use of a DMF, or may exact such usage through regulation, examinations or audits;

- The matching criteria to be used in comparing records of the Life Companies against a DMF;

- The universe of policies affected;

- Whether and to what extent any such laws would be applied retroactively; and

- The results of unclaimed property audits, examinations and other actions by state insurance regulators, and related litigation including challenges to the constitutionality of laws purporting to have retroactive application.

Due to the complexity and multi-jurisdictional nature of this issue, as well as the indeterminate number of potential outcomes and their uncertain effects on the Life Companies’ business, Kemper cannot reasonably estimate the amount of loss or other economic effect that it would recognize if the Life Companies were subjected to requirements of the types described in this Note on a retroactive basis.

Note 13 - Related Parties

Mr. Christopher B. Sarofim, a director of Kemper, is Vice Chairman and a member of the board of directors of Fayeze Sarofim & Co. (“FS&C”), a registered investment advisory firm. FS&C provided investment management services with respect to certain assets of Kemper’s subsidiary, Trinity, under an agreement between the parties. During the second quarter of 2015, Trinity disposed of all the assets managed by FS&C. Investment expenses incurred in connection with such agreement were \$0.1 million for the six months ended June 30, 2015. The Company’s defined benefit pension plan had \$143.6 million in assets managed by FS&C at June 30, 2016 under an agreement with FS&C whereby FS&C provides investment management services with respect to certain funds of the plan. Investment expenses incurred in connection with such agreement were \$0.2 million for each of the six month periods ended June 30, 2016 and 2015.

The Company believes that the services described above have been provided on terms no less favorable to the Company than could have been negotiated with non-affiliated third parties.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Summary of Results

Net Income

Net Income was \$1.9 million (\$0.04 per unrestricted common share) for the six months ended June 30, 2016, compared to \$43.2 million (\$0.83 per unrestricted common share) for the same period in 2015. Net Income was \$4.0 million (\$0.08 per unrestricted common share) for the three months ended June 30, 2016, compared to \$29.7 million (\$0.57 per unrestricted common share) for the same period in 2015.

Income from Continuing Operations was \$1.9 million (\$0.04 per unrestricted common share) for the six months ended June 30, 2016, compared to \$40.9 million (\$0.79 per unrestricted common share) for the same period in 2015. Income from Continuing Operations was \$4.1 million (\$0.08 per unrestricted common share) for the three months ended June 30, 2016, compared to \$27.4 million (\$0.53 per unrestricted common share) for the same period in 2015.

A reconciliation of Segment Net Operating Income to Consolidated Net Operating Income (a non-GAAP financial measure) and to Net Income for the six and three months ended June 30, 2016 and 2015 is presented below.

(Dollars in Millions)	Six Months Ended			Three Months Ended		
	Jun 30, 2016	Jun 30, 2015	Increase (Decrease)	Jun 30, 2016	Jun 30, 2015	Increase (Decrease)
Segment Net Operating Income (Loss):						
Property & Casualty Insurance	\$(22.0)	\$10.8	\$(32.8)	\$(8.9)	\$(2.6)	\$(6.3)
Life & Health Insurance	36.7	30.4	6.3	16.4	14.3	2.1
Total Segment Net Operating Income	14.7	41.2	(26.5)	7.5	11.7	(4.2)
Corporate and Other Net Operating Loss	(10.7)	(12.7)	2.0	(2.9)	(5.0)	2.1
Consolidated Net Operating Income	4.0	28.5	(24.5)	4.6	6.7	(2.1)
Net Income (Loss) From:						
Net Realized Gains on Sales of Investments	8.1	24.3	(16.2)	3.7	22.1	(18.4)
Net Impairment Losses Recognized in Earnings	(10.2)	(6.0)	(4.2)	(4.2)	(1.4)	(2.8)
Loss from Early Extinguishment of Debt	—	(5.9)	5.9	—	—	—
Income from Continuing Operations	1.9	40.9	(39.0)	4.1	27.4	(23.3)
Income (Loss) from Discontinued Operations	—	2.3	(2.3)	(0.1)	2.3	(2.4)
Net Income	\$1.9	\$43.2	\$(41.3)	\$4.0	\$29.7	\$(25.7)

Revenues

Earned Premiums were \$1,099.7 million for the six months ended June 30, 2016, compared to \$931.4 million for the same period in 2015, an increase of \$168.3 million. Earned Premiums for the six months ended June 30, 2016 increased by \$161.8 million and \$6.5 million in the Property & Casualty Insurance segment and Life & Health Insurance segment, respectively. See "Property & Casualty Insurance" and "Life & Health Insurance" for discussion of the changes in each segment's earned premiums.

Earned Premiums were \$553.7 million for the three months ended June 30, 2016, compared to \$500.1 million for the same period in 2015, an increase of \$53.6 million. Earned Premiums for the three months ended June 30, 2016 increased by \$53.2 million in the Property & Casualty Insurance segment and increased by \$0.4 million in the Life & Health Insurance segment.

Net Investment Income decreased by \$6.6 million for the six months ended June 30, 2016, compared to the same period in 2015, due primarily to lower investment returns from Alternative Investments and lower yields on investments in fixed income securities, partially offset by a higher level of investments in fixed income securities. Net Investment Income from Alternative Investments which consist of Equity Method Limited Liability Investments, Fair Value Option Investments and other limited liability investments included in Equity Securities decreased by \$7.8 million. Alternative investment income from Equity Method Limited Liability Investments and Fair Value Option Investments decreased by \$5.0 million and \$5.2 million,

Summary of Results (continued)

respectively, for the six months ended June 30, 2016, compared to the same period in 2015, while alternative investment income from other limited liability investments included in Equity Securities increased by \$2.4 million. Net Investment Income decreased by \$3.0 million for the three months ended June 30, 2016, compared to the same period in 2015, due primarily to lower investment returns from Alternative Investments and lower yields on investments in fixed income securities, partially offset by a higher level of investments in fixed income securities. Alternative investment income from Equity Method Limited Liability Investments, Fair Value Option Investments and other limited liability investments included in Equity Securities decreased by \$1.4 million, \$1.7 million and \$0.6 million, respectively, for the three months ended June 30, 2016, compared to the same period in 2015. See “Investment Results” under the sub-caption “Net Investment Income” for additional discussion.

Net Realized Gains on Sales of Investments were \$12.4 million for the six months ended June 30, 2016, compared to \$37.4 million for the same period in 2015. Net Realized Gains on Sales of Investments were \$5.6 million for the three months ended June 30, 2016, compared to \$34.0 million for the same period in 2015.

Net Impairment Losses Recognized in Earnings were \$15.7 million for the six months ended June 30, 2016, compared to \$9.2 million for the same period in 2015. Net Impairment Losses Recognized in Earnings were \$6.4 million for the three months ended June 30, 2016, compared to \$2.2 million for the same period in 2015. See “Investment Results” under the sub-captions “Net Realized Gains on Sales of Investments” and “Net Impairment Losses Recognized in Earnings” for additional discussion. The Company cannot predict if or when similar investment gains or losses may occur in the future.

Non-GAAP Financial Measures

Underlying Losses and LAE and Underlying Combined Ratio

The following discussion for the Property & Casualty Insurance segment uses the non-GAAP financial measures of (i) Underlying Losses and LAE and (ii) Underlying Combined Ratio. Underlying Losses and LAE (also referred to in the discussion as “Current Year Non-catastrophe Losses and LAE”) exclude the impact of catastrophe losses, and loss and LAE reserve development from prior years from the Company’s Incurred Losses and LAE, which is the most directly comparable GAAP financial measure. The Underlying Combined Ratio is computed by adding the Current Year Non-catastrophe Losses and LAE Ratio with the Insurance Expense (including write-off of long-lived asset) Ratio. The most directly comparable GAAP financial measure is the Combined Ratio, which is computed by adding total incurred losses and LAE, including the impact of catastrophe losses and loss and LAE reserve development from prior years, with the Insurance Expense (including write-off of long-lived asset) Ratio.

The Company believes Underlying Losses and LAE and the Underlying Combined Ratio are useful to investors and uses these financial measures to reveal the trends in the Company’s Property & Casualty Insurance segment that may be obscured by catastrophe losses and prior year reserve development. These catastrophe losses may cause the Company’s loss trends to vary significantly between periods as a result of their incidence of occurrence and magnitude and can have a significant impact on incurred losses and LAE and the combined ratio. Prior-year reserve developments are caused by unexpected loss development on historical reserves. Because reserve development relates to the re-estimation of losses from earlier periods, it has no bearing on the performance of the Company’s insurance products in the current period. The Company believes it is useful for investors to evaluate these components separately and in the aggregate when reviewing the Company’s underwriting performance.

Consolidated Net Operating Income

Consolidated Net Operating Income is an after-tax, non-GAAP financial measure and is computed by excluding from Income from Continuing Operations the after-tax impact of:

- (i) Net Realized Gains on Sales of Investments;
- (ii) Net Impairment Losses Recognized in Earnings related to investments;
- (iii) Loss from Early Extinguishment of Debt; and
- (iv) Significant non-recurring or infrequent items that may not be indicative of ongoing operations.

Non-GAAP Financial Measures (continued)

Significant non-recurring items are excluded when (a) the nature of the charge or gain is such that it is reasonably unlikely to recur within two years and (b) there has been no similar charge or gain within the prior two years. The most directly comparable GAAP financial measure is Income from Continuing Operations. There were no applicable significant non-recurring items that the Company excluded from the calculation of Consolidated Net Operating Income for the six and three months ended June 30, 2016 or 2015.

The Company believes that Consolidated Net Operating Income provides investors with a valuable measure of its ongoing performance because it reveals underlying operational performance trends that otherwise might be less apparent if the items were not excluded. Net Realized Gains on Sales of Investments and Net Impairment Losses Recognized in Earnings related to investments included in the Company's results may vary significantly between periods and are generally driven by business decisions and external economic developments such as capital market conditions that impact the values of the Company's investments, the timing of which is unrelated to the insurance underwriting process. Loss from Early Extinguishment of Debt is driven by the Company's financing and refinancing decisions and capital needs, as well as external economic developments such as debt market conditions, the timing of which is unrelated to the insurance underwriting process. Significant non-recurring items are excluded because, by their nature, they are not indicative of the Company's business or economic trends.

The preceding non-GAAP financial measures should not be considered a substitute for the comparable GAAP financial measures, as they do not fully recognize the overall profitability of the Company's businesses.

Property & Casualty Insurance

Selected financial information for the Property & Casualty Insurance segment follows.

(Dollars in Millions)	Six Months Ended		Three Months Ended	
	Jun 30, 2016	Jun 30, 2015	Jun 30, 2016	Jun 30, 2015
Net Premiums Written	\$808.1	\$627.9	\$404.7	\$348.2
Earned Premiums	\$798.8	\$637.0	\$402.6	\$349.4
Net Investment Income	31.6	33.4	19.7	18.6
Other Income	0.3	0.4	0.1	0.1
Total Revenues	830.7	670.8	422.4	368.1
Incurred Losses and LAE related to:				
Current Year:				
Non-catastrophe Losses and LAE	606.6	444.0	309.2	245.5
Catastrophe Losses and LAE	86.6	45.7	49.1	35.4
Prior Years:				
Non-catastrophe Losses and LAE	(4.4)	(6.4)	(9.1)	(1.4)
Catastrophe Losses and LAE	(12.3)	(4.6)	(9.6)	(2.4)
Total Incurred Losses and LAE	676.5	478.7	339.6	277.1
Insurance Expenses, Excluding Write-off of Long-lived Asset	194.2	171.4	100.0	88.3
Write-off of Long-lived Asset	—	11.1	—	11.1
Operating Profit (Loss)	(40.0)	9.6	(17.2)	(8.4)
Income Tax Benefit	18.0	1.2	8.3	5.8
Segment Net Operating Income (Loss)	\$(22.0)	\$10.8	\$(8.9)	\$(2.6)
Ratios Based On Earned Premiums				
Current Year Non-catastrophe Losses and LAE Ratio	76.0	% 69.6	% 76.9	% 70.3
Current Year Catastrophe Losses and LAE Ratio	10.8	7.2	12.2	10.1
Prior Years Non-catastrophe Losses and LAE Ratio	(0.6)	(1.0)	(2.3)	(0.4)
Prior Years Catastrophe Losses and LAE Ratio	(1.5)	(0.7)	(2.4)	(0.7)
Total Incurred Loss and LAE Ratio	84.7	75.1	84.4	79.3
Insurance Expense Ratio, Excluding Write-off of Long-lived Asset	24.3	26.9	24.8	25.3
Impact on Ratio from Write-off of Long-lived Asset	—	1.7	—	3.2
Combined Ratio	109.0	% 103.7	% 109.2	% 107.8
Underlying Combined Ratio				
Current Year Non-catastrophe Losses and LAE Ratio	76.0	% 69.6	% 76.9	% 70.3
Insurance Expense Ratio, Excluding Write-off of Long-lived Asset	24.3	26.9	24.8	25.3
Impact on Ratio from Write-off of Long-lived Asset	—	1.7	—	3.2
Underlying Combined Ratio	100.3	% 98.2	% 101.7	% 98.8
Non-GAAP Measure Reconciliation				
Underlying Combined Ratio	100.3	% 98.2	% 101.7	% 98.8
Current Year Catastrophe Losses and LAE Ratio	10.8	7.2	12.2	10.1
Prior Years Non-catastrophe Losses and LAE Ratio	(0.6)	(1.0)	(2.3)	(0.4)
Prior Years Catastrophe Losses and LAE Ratio	(1.5)	(0.7)	(2.4)	(0.7)
Combined Ratio as Reported	109.0	% 103.7	% 109.2	% 107.8

Property & Casualty Insurance (continued)

Catastrophe Frequency and Severity

(Dollars in Millions)	Six Months Ended			
	Jun 30, 2016		Jun 30, 2015	
	Numbers of Events	LAE	Numbers of Events	LAE
Range of Losses and LAE Per Event:				
Below \$5	23	\$21.4	23	\$29.6
\$5 - \$10	2	12.3	2	16.1
\$10 - \$15	—	—	—	—
\$15 - \$20	—	—	—	—
\$20 - \$25	1	23.5	—	—
Greater Than \$25	1	29.4	—	—
Total	27	\$86.6	25	\$45.7

Insurance Reserves

(Dollars in Millions) Jun 30, 2016 Dec 31, 2015

Insurance Reserves:

Automobile \$709.6 \$656.3

Homeowners 105.9 98.9

Other 44.1 45.3

Insurance Reserves \$859.6 \$800.5

Insurance Reserves:

Loss Reserves:

Case \$589.1 \$537.1

Incurred But Not Reported 150.1 147.6

Total Loss Reserves 739.2 684.7

LAE Reserves 120.4 115.8

Insurance Reserves \$859.6 \$800.5

See MD&A, "Critical Accounting Estimates," of the 2015 Annual Report for additional information pertaining to the Company's process of estimating property and casualty insurance reserves for losses and LAE, development of property and casualty insurance losses and LAE from prior accident years, also referred to as "reserve development" in the discussion of segment results, estimated variability of property and casualty insurance reserves for losses and LAE, and a discussion of some of the variables that may impact development of property and casualty insurance losses and LAE and the estimated variability of property and casualty insurance reserves for losses and LAE.

Acquisition of Alliance United

As discussed in Note 1 to the Condensed Consolidated Financial Statements, the Company completed its acquisition of Alliance United on April 30, 2015. Alliance United is a provider of nonstandard personal automobile insurance in California and has added significant scale to the Property & Casualty Insurance segment's premium base. The results of Alliance United's operations have been included in the Company's consolidated results since the date of its acquisition, which can obscure certain comparisons of quarterly and year-to-date results, particularly when analyzing overall segment results as well as the nonstandard personal automobile insurance line of business. To focus on the performance of the segment's legacy business, certain comparisons exclude Alliance United's impact on the segment's results.

Property & Casualty Insurance (continued)

Overall

Six Months Ended June 30, 2016 Compared to the Same Period in 2015

The Property & Casualty Insurance segment reported Segment Net Operating Loss of \$22.0 million for the six months ended June 30, 2016, compared to Segment Net Operating Income of \$10.8 million for the same period in 2015. Segment net operating results deteriorated by \$32.8 million due primarily to net operating losses from Alliance United in 2016 and higher incurred catastrophe losses and LAE (excluding reserve development), partially offset by the write-off of internal-use software in 2015 and lower underlying losses and LAE as a percentage of earned premiums in the legacy business.

Earned Premiums in the Property & Casualty Insurance segment increased by \$161.8 million. Excluding the impact from Alliance United, Earned Premiums decreased by \$22.9 million, as lower volume accounted for a decrease of \$26.4 million, while higher average earned premium accounted for an increase of \$3.5 million. The lower volume was driven primarily by preferred personal automobile insurance and homeowners insurance, which had volume decreases of \$15.1 million and \$6.5 million, respectively. The increase in average earned premium was driven primarily by nonstandard personal automobile insurance, which had an increase of \$6.9 million, partially offset by decreases in preferred personal automobile insurance and homeowners insurance of \$2.8 million and \$2.0 million, respectively. Net Investment Income in the Property & Casualty Insurance segment decreased by \$1.8 million for the six months ended June 30, 2016, compared to the same period in 2015, due primarily to lower investment income from Alternative Investments, partially offset by investment income from the investments acquired from the acquisition of, and the capital contributed to, Alliance United and higher yields on non-alternative investments. The Property & Casualty Insurance segment reported Net Investment Income from Alternative Investments of \$6.0 million in 2016, compared to \$9.4 million in 2015.

Underlying losses and LAE as a percentage of earned premiums were 76.0% in 2016, an increase of 6.4 percentage points, compared to 2015. Underlying losses and LAE exclude the impact of catastrophes and loss and LAE reserve development. Alliance United, which runs at a higher underlying losses and LAE ratio but lower insurance expense ratio, added 9.6 percentage points to the overall underlying losses and LAE ratio. Excluding the impact of Alliance United, underlying losses and LAE as a percentage of earned premiums were 66.4% in 2016, compared to 68.1% in 2015, or an improvement of 1.7 percentage points, as nonstandard personal automobile insurance, homeowners insurance and other personal insurance improved, while commercial automobile insurance deteriorated and preferred personal automobile insurance remained fairly flat. Catastrophe losses and LAE (excluding reserve development) were \$86.6 million in 2016, compared to \$45.7 million in 2015, which is an increase of \$40.9 million due primarily to two separate hailstorms in Texas—one in March 2016 with estimated losses and LAE of \$29.4 million and another in April 2016 with estimated losses and LAE of \$23.5 million. The increase was partially offset by reduced severity of catastrophic events with losses and LAE (excluding reserve development) of less than \$10 million in 2016, compared to 2015. Favorable loss and LAE reserve development (including catastrophe reserve development) was \$16.7 million in 2016, compared to \$11.0 million in 2015.

Insurance expenses were \$194.2 million, or 24.3% of earned premiums, in 2016. Excluding a write-off of a long-lived asset, insurance expenses were \$171.4 million, or 26.9%, as a percentage of earned premiums, in 2015. The improvement in the ratio of 2.6 percentage points from 2015 to 2016 was due primarily to the inclusion of Alliance United. The inclusion of Alliance United accounted for a reduction of 3.9 percentage points in the segment's overall insurance expense ratio. Excluding the impact of the write-off and Alliance United, insurance expenses decreased by \$8.0 million in 2016, compared to 2015, and decreased as a percentage of earned premiums from 28.5% in 2015 to 28.2% in 2016.

The Property & Casualty Insurance segment's effective income tax rate differs from the federal statutory income tax rate due primarily to tax-exempt investment income and dividends received deductions. Tax-exempt investment income and dividends received deductions were \$11.6 million in both 2016 and 2015.

Property & Casualty Insurance (continued)

Three Months Ended June 30, 2016 Compared to the Same Period in 2015

The Property & Casualty Insurance segment reported Segment Net Operating Loss of \$8.9 million for the three months ended June 30, 2016, compared to \$2.6 million for the same period in 2015. Segment net operating results deteriorated by \$6.3 million due primarily to net operating losses from Alliance United in 2016 and higher incurred catastrophe losses and LAE (excluding reserve development), partially offset by a higher level of favorable loss and LAE reserve development, the write-off of internal-use software in 2015 and lower underlying losses and LAE as a percentage of earned premiums in the legacy business.

Earned Premiums in the Property & Casualty Insurance segment increased by \$53.2 million for the three months ended June 30, 2016, compared to the same period in 2015. Excluding the \$64.3 million impact of Alliance United, Earned Premiums decreased by \$11.1 million, as lower volume accounted for a decrease of \$13.0 million, while higher average earned premium accounted for an increase of \$1.9 million. Excluding Alliance United, the lower volume was driven primarily by preferred personal automobile insurance and homeowners insurance, which had volume decreases of \$6.7 million and \$3.1 million, respectively. Excluding Alliance United, the increase in average earned premium was driven primarily by nonstandard personal automobile insurance, which had an increase of \$3.4 million, partially offset by decreases in preferred personal automobile insurance and homeowners insurance of \$1.4 million and \$0.9 million, respectively.

Net Investment Income in the Property & Casualty Insurance segment increased by \$1.1 million for the three months ended June 30, 2016, compared to the same period in 2015, due primarily to investment income from the investments acquired from the acquisition of and, the capital contributed to, Alliance United, and higher yields on non-alternative investments, partially offset by lower yields on Alternative Investments. The Property & Casualty Insurance segment reported Net Investment Income from Alternative Investments of \$5.9 million in 2016, compared to \$6.6 million in 2015.

Underlying losses and LAE as a percentage of earned premiums were 76.9% in 2016, an increase of 6.6 percentage points, compared to 2015. Alliance United, which runs at a higher underlying losses and LAE ratio, but lower insurance expense ratio, added 11.1 percentage points to the overall underlying losses and LAE ratio. Excluding the impact of Alliance United, underlying losses and LAE as a percentage of earned premiums were 65.8% in 2016, compared to 67.1%, a decrease of 1.3 percentage points, compared to 2015, as nonstandard personal automobile insurance and homeowners insurance improved, while preferred personal automobile insurance, other personal insurance and commercial automobile insurance deteriorated. Catastrophe losses and LAE (excluding reserve development) were \$49.1 million in 2016, compared to \$35.4 million in 2015, which is an increase of \$13.7 million due primarily to a hailstorm in Texas in April 2016 with estimated losses and LAE of \$23.5 million, partially offset by reduced frequency and severity of catastrophic events with losses and LAE (excluding reserve development) of less than \$10 million in 2016, compared to 2015. Favorable loss and LAE reserve development (including catastrophe reserve development) was \$18.7 million in 2016, compared to \$3.8 million in 2015.

Insurance expenses were \$100.0 million, or 24.8% of earned premiums, in 2016. Excluding a write-off of a long-lived asset, insurance expenses were \$88.3 million, or 25.3% as a percentage of earned premiums, in 2015. The improvement in the ratio of 0.5 percentage points from 2015 to 2016 was due primarily to the inclusion of Alliance United. The inclusion of Alliance United accounted for a reduction of 3.7 percentage points in the segment's overall insurance expense ratio. Excluding the impact of the write-off and Alliance United, insurance expenses decreased by \$2.1 million in 2016, compared to 2015, but increased as a percentage of earned premiums from 28.1% in 2015 to 28.5% in 2016.

The Property & Casualty Insurance segment's effective income tax rate differs from the federal statutory income tax rate due primarily to tax-exempt investment income and dividends received deductions. Tax-exempt investment income and dividends received deductions were \$6.0 million in 2016, compared to \$6.5 million in 2015.

Property & Casualty Insurance (continued)

Preferred Personal Automobile Insurance

Selected financial information for the preferred personal automobile insurance product line follows.

(Dollars in Millions)	Six Months Ended		Three Months Ended	
	Jun 30, 2016	Jun 30, 2015	Jun 30, 2016	Jun 30, 2015
Net Premiums Written	\$209.5	\$218.7	\$109.8	\$112.2
Earned Premiums	\$211.4	\$229.3	\$105.3	\$113.4
Incurred Losses and LAE related to:				
Current Year:				
Non-catastrophe Losses and LAE	\$148.3	\$159.9	\$75.0	\$78.1
Catastrophe Losses and LAE	10.1	2.5	5.2	2.3
Prior Years:				
Non-catastrophe Losses and LAE	1.2	(11.2)	(0.7)	(4.0)
Catastrophe Losses and LAE	(0.3)	(0.2)	(0.1)	(0.1)
Total Incurred Losses and LAE	\$159.3	\$151.0	\$79.4	\$76.3

Ratios Based On Earned Premiums

Current Year Non-catastrophe Losses and LAE Ratio	70.1	%	69.8	%	71.3	%	68.9	%
Current Year Catastrophe Losses and LAE Ratio	4.8		1.1		4.9		2.0	
Prior Years Non-catastrophe Losses and LAE Ratio	0.6		(4.9)		(0.7)		(3.5)	
Prior Years Catastrophe Losses and LAE Ratio	(0.1)		(0.1)		(0.1)		(0.1)	
Total Incurred Loss and LAE Ratio	75.4	%	65.9	%	75.4	%	67.3	%

Six Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned Premiums on preferred personal automobile insurance decreased by \$17.9 million as lower volume and lower average earned premium accounted for decreases of \$15.1 million and \$2.8 million, respectively. The run-off of the direct-to-consumer business accounted for over half of the decrease in earned premiums attributed to lower volume. The decrease in average earned premium was due primarily to a mix shift toward lower risk drivers, partially offset by rate increases. Incurred losses and LAE were \$159.3 million, or 75.4% of earned premiums, in 2016, compared to \$151.0 million, or 65.9% of earned premiums, in 2015. Incurred losses and LAE as a percentage of earned premiums increased due primarily to an unfavorable change in loss and LAE reserve development and higher incurred catastrophe losses and LAE (excluding reserve development). Underlying losses and LAE as a percentage of related earned premiums remained fairly flat at 70.1% in 2016, compared to 69.8% in 2015. Catastrophe losses and LAE (excluding reserve development) were \$10.1 million in 2016, compared to \$2.5 million in 2015, due primarily to the two aforementioned hailstorms in Texas in 2016. Loss and LAE reserve development was adverse by \$0.9 million in 2016, compared to favorable development of \$11.4 million in 2015.

Three Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned Premiums on preferred personal automobile insurance decreased by \$8.1 million as lower volume and lower average earned premium accounted for decreases of \$6.7 million and \$1.4 million, respectively. The run-off of the direct-to-consumer business accounted for over half of the decrease in earned premiums attributed to lower volume. The decrease in average earned premium was due primarily to a mix shift toward lower risk drivers, partially offset by rate increases. Incurred losses and LAE were \$79.4 million, or 75.4% of earned premiums, in 2016, compared to \$76.3 million, or 67.3% of earned premiums, in 2015. Incurred losses and LAE as a percentage of earned premiums increased due to higher incurred catastrophe losses and LAE (excluding reserve development), a lower level of favorable loss and LAE reserve development and higher underlying losses and LAE as a percentage of earned premiums. Underlying losses and LAE as a percentage of related earned premiums were 71.3% in 2016, compared to 68.9% in 2015, which is an increase of 2.4 percentage points due primarily to higher severity on most coverages,

particularly bodily injury and uninsured/underinsured motorist coverages. Catastrophe losses and LAE

41

Property & Casualty Insurance (continued)

(excluding reserve development) were \$5.2 million in 2016, which included the aforementioned April hailstorm in Texas, compared to \$2.3 million in 2015. Favorable loss and LAE reserve development was \$0.8 million in 2016, compared to \$4.1 million in 2015.

Nonstandard Personal Automobile Insurance

Selected financial information for the nonstandard personal automobile insurance product line for the six months ended June 30, 2016 and 2015 is presented in the following table. The results for the six months ended June 30, 2015 for Alliance United include only the last two months of the period, which is the period since the date of acquisition.

(Dollars in Millions)	Six Months Ended					
	Jun 30, 2016			Jun 30, 2015		
	Legacy	Alliance United	Total	Legacy	Alliance United	Total
Net Premiums Written	\$164.0	\$253.1	\$417.1	\$159.3	\$61.6	\$220.9
Earned Premiums	\$155.4	\$246.8	\$402.2	\$151.0	\$62.1	\$213.1
Incurred Losses and LAE related to:						
Current Year:						
Non-catastrophe Losses and LAE	120.6	239.7	360.3	122.7	52.5	175.2
Catastrophe Losses and LAE	4.0	—	4.0	3.2	—	3.2
Prior Years:						
Non-catastrophe Losses and LAE	(1.3)	6.1	4.8	3.8	1.3	5.1
Catastrophe Losses and LAE	—	—	—	(0.1)	—	(0.1)
Total Incurred Losses and LAE	\$123.3	\$245.8	\$369.1	\$129.6	\$53.8	\$183.4

Ratios Based On Earned Premiums

Current Year Non-catastrophe Losses and LAE Ratio	77.5	%	97.1	%	89.6	%	81.3	%	84.5	%	82.2	%
Current Year Catastrophe Losses and LAE Ratio	2.6		—		1.0		2.1		—		1.5	
Prior Years Non-catastrophe Losses and LAE Ratio	(0.8)		2.5		1.2		2.5		2.1		2.4	
Prior Years Catastrophe Losses and LAE Ratio	—		—		—		(0.1)		—		—	
Total Incurred Loss and LAE Ratio	79.3	%	99.6	%	91.8	%	85.8	%	86.6	%	86.1	%

Six Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned Premiums on nonstandard personal automobile insurance increased by \$189.1 million. Excluding the impact from Alliance United, Earned Premiums increased by \$4.4 million as higher average earned premium accounted for an increase of \$6.9 million, while lower volume accounted for a decrease of \$2.5 million. Incurred losses and LAE were \$369.1 million, or 91.8% of earned premiums, in 2016, compared to \$183.4 million, or 86.1% of earned premiums, in 2015. Excluding Alliance United, incurred losses and LAE were \$123.3 million, or 79.3% of related earned premiums, in 2016, compared to \$129.6 million, or 85.8% of related earned premiums, in 2015. Excluding the impact of Alliance United, incurred losses and LAE as a percentage of earned premiums decreased due to lower underlying losses and LAE as a percentage of earned premiums and a favorable change in loss and LAE reserve development, partially offset by higher incurred catastrophe losses and LAE (excluding reserve development). Excluding Alliance United, underlying losses and LAE as a percentage of related earned premiums were 77.5% in 2016, compared to 81.3% in 2015, which is a decrease of 3.8 percentage points due primarily to higher average earned premium, lower frequency of claims across most coverages on non-California policies and lower severity of claims across all coverages on California policies, partially offset by higher frequency of claims on all coverages on California policies. Catastrophe losses and LAE (excluding reserve development) were \$4.0 million in 2016, compared to \$3.2 million in 2015. Excluding Alliance United, loss and LAE reserve development was favorable by \$1.3 million in 2016, compared to adverse development of \$3.7 million in 2015.

Property & Casualty Insurance (continued)

For Alliance United, underlying losses and LAE as a percentage of related earned premiums were 97.1% in 2016, compared to 84.5% in 2015, which is an increase of 12.6 percentage points. Alliance United's underlying loss and LAE ratio continues to be significantly higher than what had been reported by Alliance United prior to the acquisition date. Alliance United has experienced significantly higher frequency of claims on all coverages and, to a lesser extent, higher severity of losses on most coverages than the trend that Kemper had anticipated prior to the acquisition.

Alliance United's premium rates have become inadequate due in part to the significant adverse changes in underlying frequency and severity trends. The Company continues to analyze its experience against industry information as it becomes available and believes that Alliance United's trends may be worse than industry trends due in part to anti-selection resulting from inadequate rates and higher growth rates for new business, which tends to run at a higher underlying loss and LAE ratio than renewal business. In addition, Alliance United's results for the six months ended June 30, 2016 include adverse loss and LAE reserve development of \$6.1 million. Since the acquisition, several events have resulted in the historical development factors becoming less reliable in predicting how losses will ultimately emerge. For the six months ended June 30, 2016, the primary driver of adverse development was a decrease in the ratio of claims closed without payment, which has driven the Company's selection of ultimate losses higher. In addition, payment development patterns, as well as claim severity patterns, may have been influenced by an inadequate level of claims adjusters, as staffing levels for Alliance United's claims adjusters were not able to keep pace with Alliance United's growth rate prior to and after the acquisition date and the recent spike in frequency. The Company has taken and continues to take various actions to address Alliance United's performance, including increasing the staffing levels for claims adjusters, slowing growth rates for new business, various agency management actions and filing and implementing rate increases. The Company anticipates it will take several more pricing cycles to become rate adequate.

Selected financial information for the nonstandard personal automobile insurance product line for the three months ended June 30, 2016 and 2015 is presented in the following table. The results for Alliance United for the three months ended June 30, 2015 include only the last two months of the period, which is the period since the date of acquisition.

(Dollars in Millions)	Three Months Ended					
	Jun 30, 2016			Jun 30, 2015		
	Legacy	Alliance United	Total	Legacy	Alliance United	Total
Net Premiums Written	\$71.2	\$126.4	\$197.6	\$73.7	\$61.6	\$135.3
Earned Premiums	\$78.6	\$126.4	\$205.0	\$77.1	\$62.1	\$139.2
Incurred Losses and LAE related to:						
Current Year:						
Non-catastrophe Losses and LAE	59.6	127.4	187.0	63.4	52.5	115.9
Catastrophe Losses and LAE	2.3	—	2.3	3.0	—	3.0
Prior Years:						
Non-catastrophe Losses and LAE	(2.7)	(0.4)	(3.1)	1.6	1.3	2.9
Catastrophe Losses and LAE	—	—	—	(0.1)	—	(0.1)
Total Incurred Losses and LAE	\$59.2	\$127.0	\$186.2	\$67.9	\$53.8	\$121.7
Ratios Based On Earned Premiums						
Current Year Non-catastrophe Losses and LAE Ratio	75.8 %	100.8 %	91.2 %	82.2 %	84.5 %	83.2 %
Current Year Catastrophe Losses and LAE Ratio	2.9	—	1.1	3.9	—	2.2
Prior Years Non-catastrophe Losses and LAE Ratio	(3.4)	(0.3)	(1.5)	2.1	2.1	2.1
Prior Years Catastrophe Losses and LAE Ratio	—	—	—	(0.1)	—	(0.1)
Total Incurred Loss and LAE Ratio	75.3 %	100.5 %	90.8 %	88.1 %	86.6 %	87.4 %

Property & Casualty Insurance (continued)

Three Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned Premiums on nonstandard personal automobile insurance increased by \$65.8 million. Excluding the impact from Alliance United, Earned Premiums increased by \$1.5 million as higher average earned premium accounted for an increase of \$3.4 million, while lower volume accounted for a decrease of \$1.9 million. Incurred losses and LAE were \$186.2 million, or 90.8% of earned premiums, in 2016, compared to \$121.7 million, or 87.4% of earned premiums, in 2015. Excluding Alliance United, incurred losses and LAE were \$59.2 million, or 75.3% of related earned premiums, in 2016, compared to \$67.9 million, or 88.1% of earned premiums, in 2015. Excluding the impact of Alliance United, incurred losses and LAE as a percentage of earned premiums decreased due to lower underlying losses and LAE as a percentage of earned premiums, a favorable change in loss and LAE reserve development and lower incurred catastrophe losses and LAE (excluding reserve development). Excluding Alliance United, underlying losses and LAE as a percentage of related earned premiums were 75.8% in 2016, compared to 82.2% in 2015, which is a decrease of 6.4 percentage points due primarily to lower frequency of claims across all coverages on non-California policies, higher average earned premium and lower severity of losses across all coverages except bodily injury, partially offset by higher frequency of claims on all coverages on California policies and higher severity of bodily injury losses. Catastrophe losses and LAE (excluding reserve development) were \$2.3 million in 2016, compared to \$3.0 million in 2015. Excluding Alliance United, loss and LAE reserve development was favorable by \$2.7 million in 2016, compared to adverse development of \$1.5 million in 2015.

For Alliance United, Earned Premiums increased by \$64.3 million, due primarily to the Company's results including a full three months of Alliance United's Earned Premiums for the three months ended June 30, 2016, compared to only two months of Alliance United's Earned Premiums in 2015, which represents the period since its acquisition date of April 30, 2015. Alliance United's underlying losses and LAE as a percentage of related earned premiums were 100.8% in 2016, compared to 84.5% in 2015, which is an increase of 16.3 percentage points due primarily to rate increases not keeping pace with the frequency and severity trends previously noted and, to a lesser extent, intra-year development of \$5.7 million on first quarter claims. Alliance United's loss and LAE reserve development was favorable by \$0.4 million in 2016, compared to adverse development of \$1.3 million in 2015.

Property & Casualty Insurance (continued)

Homeowners Insurance

Selected financial information for the homeowners insurance product line follows.

(Dollars in Millions)	Six Months Ended		Three Months Ended	
	Jun 30, 2016	Jun 30, 2015	Jun 30, 2016	Jun 30, 2015
Net Premiums Written	\$132.1	\$137.3	\$72.2	\$74.2
Earned Premiums	\$135.7	\$144.2	\$67.6	\$71.6
Incurred Losses and LAE related to:				
Current Year:				
Non-catastrophe Losses and LAE	\$66.1	\$76.3	\$30.9	\$36.5
Catastrophe Losses and LAE	69.9	38.0	40.0	28.4
Prior Years:				
Non-catastrophe Losses and LAE	(3.2)	(0.3)	(0.5)	0.1
Catastrophe Losses and LAE	(10.8)	(4.3)	(8.4)	(2.1)
Total Incurred Losses and LAE	\$122.0	\$109.7	\$62.0	\$62.9

Ratios Based On Earned Premiums

Current Year Non-catastrophe Losses and LAE Ratio	48.8	%	52.9	%	45.6	%	50.9	%
Current Year Catastrophe Losses and LAE Ratio	51.5		26.4		59.2		39.7	
Prior Years Non-catastrophe Losses and LAE Ratio	(2.4)		(0.2)		(0.7)		0.1	
Prior Years Catastrophe Losses and LAE Ratio	(8.0)		(3.0)		(12.4)		(2.9)	
Total Incurred Loss and LAE Ratio	89.9	%	76.1	%	91.7	%	87.8	%

Six Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned Premiums in homeowners insurance decreased by \$8.5 million as lower volume and lower average earned premium accounted for decreases of \$6.5 million and \$2.0 million, respectively. Incurred losses and LAE were \$122.0 million, or 89.9% of earned premiums, in 2016, compared to \$109.7 million, or 76.1% of earned premiums, in 2015. Incurred losses and LAE as a percentage of earned premiums increased due to higher incurred catastrophe losses and LAE (excluding reserve development), partially offset by a higher level of favorable loss and LAE reserve development and lower underlying losses and LAE as a percentage of earned premiums. Underlying losses and LAE as a percentage of earned premiums were 48.8% in 2016, compared to 52.9% in 2015, which is an improvement of 4.1 percentage points due primarily to lower frequency of claims, partially offset by higher severity of losses and lower average earned premium. Catastrophe losses and LAE (excluding reserve development) were \$69.9 million in 2016, compared to \$38.0 million in 2015. This increase was driven primarily by the two aforementioned hailstorms in Texas in 2016. Favorable loss and LAE reserve development was \$14.0 million in 2016, compared to \$4.6 million in 2015.

Three Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned Premiums in homeowners insurance decreased by \$4.0 million as lower volume and lower average earned premium accounted for decreases of \$3.1 million and \$0.9 million, respectively. Incurred losses and LAE were \$62.0 million, or 91.7% of earned premiums, in 2016, compared to \$62.9 million, or 87.8% of earned premiums, in 2015. Incurred losses and LAE as a percentage of earned premiums increased due to higher incurred catastrophe losses and LAE (excluding reserve development), partially offset by a higher level of favorable loss and LAE reserve development and lower underlying losses and LAE as a percentage of earned premiums. Underlying losses and LAE as a percentage of earned premiums were 45.6% in 2016, compared to 50.9% in 2015, which is an improvement of 5.3 percentage points due primarily to lower frequency of claims and, to a lesser extent, lower severity of losses, partially offset by lower average earned premium. Catastrophe losses and LAE (excluding reserve development) were \$40.0 million in 2016, compared to \$28.4 million in 2015. This increase was driven primarily by the aforementioned

hailstorm in Texas in April 2016. Favorable loss and LAE reserve development was \$8.9 million in 2016, compared to \$2.0 million in 2015.

45

Property & Casualty Insurance (continued)

Commercial Automobile Insurance

Selected financial information for the commercial automobile insurance product line follows.

(Dollars in Millions)	Six Months Ended		Three Months Ended	
	Jun 30, 2016	Jun 30, 2015	Jun 30, 2016	Jun 30, 2015
Net Premiums Written	\$27.5	\$28.5	\$13.3	\$14.5
Earned Premiums	\$26.9	\$27.0	\$13.4	\$13.5
Incurred Losses and LAE related to:				
Current Year:				
Non-catastrophe Losses and LAE	\$21.4	\$20.8	\$10.5	\$10.0
Catastrophe Losses and LAE	0.5	0.2	0.4	0.2
Prior Years:				
Non-catastrophe Losses and LAE	(4.1)	(0.8)	(1.7)	(0.6)
Catastrophe Losses and LAE	—	—	—	—
Total Incurred Losses and LAE	\$17.8	\$20.2	\$9.2	\$9.6

Ratios Based On Earned Premiums

Current Year Non-catastrophe Losses and LAE Ratio	79.5 %	77.1 %	78.4 %	74.0 %
Current Year Catastrophe Losses and LAE Ratio	1.9	0.7	3.0	1.5
Prior Years Non-catastrophe Losses and LAE Ratio	(15.2)	(3.0)	(12.7)	(4.4)
Prior Years Catastrophe Losses and LAE Ratio	—	—	—	—
Total Incurred Loss and LAE Ratio	66.2 %	74.8 %	68.7 %	71.1 %

Six Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned Premiums in commercial automobile insurance decreased by \$0.1 million as lower volume accounted for a decrease of \$1.0 million, while higher average earned premium accounted for an increase of \$0.9 million. Incurred losses and LAE were \$17.8 million, or 66.2% of earned premiums, in 2016, compared to \$20.2 million, or 74.8% of earned premiums, in 2015. Incurred losses and LAE as a percentage of earned premiums decreased due to a higher level of favorable loss and LAE reserve development, partially offset by higher underlying losses and LAE as a percentage of earned premiums and higher incurred catastrophe losses and LAE (excluding reserve development). Underlying losses and LAE as a percentage of earned premiums were 79.5% in 2016, compared to 77.1% in 2015, which is an increase of 2.4 percentage points due primarily to higher frequency of losses across all coverages, particularly bodily injury and property damage, partially offset by lower severity of losses across all coverages and higher average earned premium. Favorable loss and LAE reserve development was \$4.1 million in 2016, compared to \$0.8 million in 2015.

Three Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned Premiums in commercial automobile insurance decreased by \$0.1 million as lower volume accounted for a decrease of \$0.6 million, while higher average earned premium accounted for an increase of \$0.5 million. Incurred losses and LAE were \$9.2 million, or 68.7% of earned premiums, in 2016, compared to \$9.6 million, or 71.1% of earned premiums, in 2015. Incurred losses and LAE as a percentage of earned premiums decreased due to a higher level of favorable loss and LAE reserve development, partially offset by higher underlying losses and LAE as a percentage of earned premiums and higher incurred catastrophe losses and LAE (excluding reserve development). Underlying losses and LAE as a percentage of earned premiums were 78.4% in 2016, compared to 74.0% in 2015, which is an increase of 4.4 percentage points due primarily to higher frequency of losses across all coverages, particularly bodily injury and property damage, partially offset by lower severity of losses across all coverages and higher average earned premium. Favorable loss and LAE reserve development was \$1.7 million in 2016, compared to

\$0.6 million in 2015.

46

Property & Casualty Insurance (continued)

Other Personal Insurance

Other personal insurance products include umbrella, dwelling fire, inland marine, earthquake, boat owners and other liability coverages. Selected financial information for other personal insurance product lines follows.

(Dollars in Millions)	Six Months Ended		Three Months Ended	
	Jun 30, 2016	Jun 30, 2015	Jun 30, 2016	Jun 30, 2015
Net Premiums Written	\$21.9	\$22.5	\$11.8	\$12.0
Earned Premiums	\$22.6	\$23.4	\$11.3	\$11.7
Incurred Losses and LAE related to:				
Current Year:				
Non-catastrophe Losses and LAE	\$10.5	\$11.8	\$5.8	\$5.0
Catastrophe Losses and LAE	2.1	1.8	1.2	1.5
Prior Years:				
Non-catastrophe Losses and LAE	(3.1)	0.8	(3.1)	0.2
Catastrophe Losses and LAE	(1.2)	—	(1.1)	(0.1)
Total Incurred Losses and LAE	\$8.3	\$14.4	\$2.8	\$6.6

Ratios Based On Earned Premiums

Current Year Non-catastrophe Losses and LAE Ratio	46.4 %	50.4 %	51.3 %	42.8 %
Current Year Catastrophe Losses and LAE Ratio	9.3	7.7	10.6	12.8
Prior Years Non-catastrophe Losses and LAE Ratio	(13.7)	3.4	(27.4)	1.7
Prior Years Catastrophe Losses and LAE Ratio	(5.3)	—	(9.7)	(0.9)
Total Incurred Loss and LAE Ratio	36.7 %	61.5 %	24.8 %	56.4 %

Six Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned Premiums in other personal insurance decreased by \$0.8 million as lower volume accounted for a decrease of \$1.3 million, while higher average earned premium accounted for an increase of \$0.5 million. Incurred losses and LAE were \$8.3 million, or 36.7% of earned premiums, in 2016, compared to \$14.4 million, or 61.5% of earned premiums, in 2015. Incurred losses and LAE as a percentage of earned premiums decreased due to a favorable change in loss and LAE reserve development and lower underlying losses and LAE as a percentage of earned premiums, partially offset by higher incurred catastrophe losses and LAE (excluding reserve development). Underlying losses and LAE as a percentage of earned premiums were 46.4% in 2016, compared to 50.4% in 2015, which is an improvement of 4.0 percentage points due primarily to lower severity of losses on most coverages and, to a lesser extent, higher average earned premium, partially offset by higher frequency of umbrella claims. Catastrophe losses and LAE (excluding reserve development) were \$2.1 million in 2016, compared to \$1.8 million in 2015. Loss and LAE reserve development was favorable by \$4.3 million in 2016, compared to adverse development of \$0.8 million in 2015.

Three Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned Premiums in other personal insurance decreased by \$0.4 million as lower volume accounted for a decrease of \$0.7 million, while higher average premium accounted for an increase of \$0.3 million. Incurred losses and LAE were \$2.8 million, or 24.8% of earned premiums, in 2016, compared to \$6.6 million, or 56.4% of earned premiums, in 2015. Incurred losses and LAE as a percentage of earned premiums decreased due to a favorable change in loss and LAE reserve development and lower incurred catastrophe losses and LAE (excluding reserve development), partially offset by higher underlying losses and LAE as a percentage of earned premiums. Underlying losses and LAE as a percentage of earned premiums were 51.3% in 2016, compared to 42.8% in 2015, which is an increase of 8.5 percentage points due primarily to higher frequency of umbrella claims. Catastrophe losses and LAE (excluding

reserve development) were \$1.2 million in 2016, compared to \$1.5 million in 2015. Loss and LAE reserve development was favorable by \$4.2 million in 2016, compared to adverse development of \$0.1 million in 2015.

Life & Health Insurance

Selected financial information for the Life & Health Insurance segment follows.

(Dollars in Millions)	Six Months Ended		Three Months Ended	
	Jun 30, 2016	Jun 30, 2015	Jun 30, 2016	Jun 30, 2015
Earned Premiums	\$300.9	\$294.4	\$151.1	\$150.7
Net Investment Income	105.1	103.9	50.1	53.5
Other Income	1.2	1.0	0.6	0.2
Total Revenues	407.2	399.3	201.8	204.4
Policyholders' Benefits and Incurred Losses and LAE	195.8	194.1	96.5	98.0
Insurance Expenses	155.1	158.2	80.0	84.2
Operating Profit	56.3	47.0	25.3	22.2
Income Tax Expense	(19.6)	(16.6)	(8.9)	(7.9)
Segment Net Operating Income	\$36.7	\$30.4	\$16.4	\$14.3

Insurance Reserves

(Dollars in Millions)	Jun 30, 2016	Dec 31, 2015
Insurance Reserves:		
Future Policyholder Benefits	\$3,310.3	\$3,278.4
Incurred Losses and LAE Reserves:		
Life	43.8	41.2
Accident and Health	22.1	21.4
Property	5.4	5.2
Total Incurred Losses and LAE Reserves	71.3	67.8
Insurance Reserves	\$3,381.6	\$3,346.2

Overall

Six Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned Premiums in the Life & Health Insurance segment increased by \$6.5 million for the six months ended June 30, 2016, compared to the same period in 2015 due primarily to an adjustment of \$7.6 million recorded in the first quarter of 2015 to correct deferred premium reserves on certain limited pay life insurance policies.

Net Investment Income increased by \$1.2 million for the six months ended June 30, 2016, compared to the same period in 2015, due primarily to higher levels of investments in fixed income securities and higher investment returns from Alternative Investments, partially offset by lower yields on investments in fixed income securities.

Policyholders' Benefits and Incurred Losses and LAE increased by \$1.7 million in 2016, compared to the same period in 2015, due primarily to higher incurred losses and LAE on property insurance and higher incurred losses and LAE on accident and health insurance, partially offset by lower policyholders' benefits on life insurance. Insurance Expenses in the Life & Health Insurance segment decreased by \$3.1 million due primarily to lower legal costs, partially offset by higher agent and field management compensation costs for the Kemper Home Service Companies ("KHSC") and the impact of an adjustment made in 2015 to deferred policy acquisition costs for Reserve National Insurance Company ("Reserve National"). Segment Net Operating Income in the Life & Health Insurance segment was \$36.7 million for the six months ended June 30, 2016, compared to \$30.4 million in 2015.

Life & Health Insurance (continued)

Three Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned Premiums in the Life & Health Insurance segment increased by \$0.4 million for the three months ended June 30, 2016, compared to the same period in 2015.

Net Investment Income decreased by \$3.4 million for the three months ended June 30, 2016, compared to the same period in 2015, due primarily to lower yields on fixed income securities and lower investment returns from Alternative Investments, partially offset by higher levels of investments in fixed income securities.

Policyholders' Benefits and Incurred Losses and LAE decreased by \$1.5 million in 2016, compared to the same period in 2015, due primarily to lower losses and LAE on property insurance. Insurance Expenses in the Life & Health Insurance segment decreased by \$4.2 million in 2016, compared to 2015, due primarily to lower legal costs, partially offset by the impact of an adjustment made in 2015 to Reserve National's deferred policy acquisition costs. Segment Net Operating Income in the Life & Health Insurance segment was \$16.4 million for the three months ended June 30, 2016, compared to \$14.3 million in 2015.

Life Insurance

Selected financial information for the life insurance product line follows.

(Dollars in Millions)	Six Months		Three Months	
	Ended	Ended	Ended	Ended
	Jun 30,	Jun 30,	Jun 30,	Jun 30,
	2016	2015	2016	2015
Earned Premiums	\$189.9	\$184.0	\$95.5	\$96.0
Net Investment Income	101.9	100.5	48.4	51.7
Other Income	1.0	0.8	0.5	0.1
Total Revenues	292.8	285.3	144.4	147.8
Policyholders' Benefits and Incurred Losses and LAE	141.8	142.4	70.5	70.6
Insurance Expenses	103.3	108.5	53.2	59.6
Operating Profit	47.7	34.4	20.7	17.6
Income Tax Expense	(16.7)	(12.3)	(7.3)	(6.4)
Total Product Line Net Operating Income	\$31.0	\$22.1	\$13.4	\$11.2

Six Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned premiums on life insurance increased by \$5.9 million in 2016, compared to 2015, due primarily to an adjustment of \$7.6 million recorded in the first quarter of 2015 to correct deferred premium reserves on certain limited pay life insurance policies. Excluding the adjustment, earned premiums on life insurance decreased by \$1.7 million as a decrease of \$2.6 million from life insurance products offered by KHSC was partially offset by an increase of \$0.9 million from life insurance products offered by Reserve National. Policyholders' benefits on life insurance were \$141.8 million in 2016, compared to \$142.4 million in 2015, a decrease of \$0.6 million. Insurance Expenses decreased by \$5.2 million in 2016, compared to 2015, due primarily to lower legal costs, partially offset by higher agent and field management compensation costs for KHSC.

Three Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned premiums on life insurance decreased by \$0.5 million in 2016, compared to 2015, as a decrease of \$1.1 million from life insurance products offered by KHSC was offset by an increase of \$0.6 million from life insurance products offered by Reserve National. Policyholders' benefits on life insurance were \$70.5 million in 2016, compared to \$70.6 million in 2015, a decrease of \$0.1 million. Insurance Expenses decreased by \$6.4 million in 2016, compared to 2015, due primarily to lower legal costs, partially offset by higher agent and field management compensation costs for KHSC.

Life & Health Insurance (continued)

Matters Involving the Use of the Death Master File

Certain state treasurers/controllers, insurance regulators, and legislators are involved in an array of initiatives that could result in significant changes to the application of unclaimed property laws and related claims handling practices with respect to life insurance policies. These initiatives seek, in various ways, to impose a new duty on the part of life insurers to proactively search for deaths of their insureds. It is the Company's position that state officials lack the legal authority to impose new requirements where such requirements have the effect of changing the terms of existing life insurance contracts. See the Death Master File Risk Factor in Item 1A., "Risk Factors," of Part II of this Quarterly Report on Form 10 Q, Note 12, "Contingencies," to the Condensed Consolidated Financial Statements and MD&A, "Liquidity and Capital Resources" for additional information about these matters.

Accident and Health Insurance

Selected financial information for the accident and health insurance product line follows.

(Dollars in Millions)	Six Months Ended		Three Months Ended	
	Jun 30, 2016	Jun 30, 2015	Jun 30, 2016	Jun 30, 2015
Earned Premiums	\$73.6	\$72.5	\$36.7	\$35.7
Net Investment Income	2.6	2.7	1.3	1.4
Other Income	0.2	0.2	0.1	0.1
Total Revenues	76.4	75.4	38.1	37.2
Policyholders' Benefits and Incurred Losses and LAE	40.8	39.5	20.3	20.4
Insurance Expenses	33.9	32.1	17.1	15.3
Operating Profit	1.7	3.8	0.7	1.5
Income Tax Expense	(0.6)	(1.3)	(0.3)	(0.5)
Total Product Line Net Operating Income	\$1.1	\$2.5	\$0.4	\$1.0

Six Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned premiums on accident and health insurance increased by \$1.1 million in 2016, compared to 2015, due primarily to higher volume. Incurred accident and health insurance losses were \$40.8 million, or 55.4% of accident and health insurance earned premiums, in 2016, compared to \$39.5 million, or 54.5% of accident and health insurance earned premiums, in 2015. Incurred accident and health insurance losses increased as a percentage of earned premiums due primarily to higher frequency and higher average claim costs in Medicare Supplement and higher average claim costs in outpatient and indemnity products, partially offset by lower average claim costs in other supplemental products. Insurance Expenses increased by \$1.8 million in 2016, compared to 2015, due primarily to the impact of an adjustment made in 2015 to Reserve National's deferred policy acquisition costs and the higher level of earned premiums.

Three Months Ended June 30, 2016 Compared to the Same Period in 2015

Earned premiums on accident and health insurance increased by \$1.0 million in 2016, compared to 2015, due primarily to higher volume. Incurred accident and health insurance losses were \$20.3 million, or 55.3% of accident and health insurance earned premiums, in 2016, compared to \$20.4 million, or 57.1% of accident and health insurance earned premiums, in 2015 and decreased as a percentage of accident and health insurance earned premiums due primarily to lower claim activity in first occurrence health products and lower claim activity in other closed blocks of business at KHSC. Insurance Expenses increased by \$1.8 million in 2016, compared to 2015, due primarily to the impact of an adjustment made in 2015 to Reserve National's deferred policy acquisition costs and the higher level of earned premiums.

Life & Health Insurance (continued)

Property Insurance

Selected financial information for the property insurance product line follows.

(Dollars in Millions)	Six Months		Three Months	
	Ended		Ended	
	Jun 30,	Jun 30,	Jun 30,	Jun 30,
	2016	2015	2016	2015
Earned Premiums	\$37.4	\$ 37.9	\$18.9	\$ 19.0
Net Investment Income	0.6	0.7	0.4	0.4
Total Revenues	38.0	38.6	19.3	19.4
Incurred Losses and LAE	13.2	12.2	5.7	7.0
Insurance Expenses	17.9	17.6	9.7	9.3
Operating Profit				