

Financial Analysts Briefing Supplement Second Quarter 2012

This document is a Second Quarter statistical supplement to the Financial Analysts' Briefing book. As you review the supplement, please note the following:

Aflac believes that an analysis of operating earnings, a non-GAAP financial measure, is vitally important to an understanding of the company's underlying profitability drivers. Aflac defines operating earnings as the profits derived from operations before realized investment gains and losses from securities transactions, impairments, and derivative and hedging activities, as well as nonrecurring items. Aflac's derivative activities, which are primarily passive in nature, include foreign currency, interest rate and credit default swaps in variable interest entities that are consolidated. Management uses operating earnings to evaluate the financial performance of Aflac's insurance operations because realized gains and losses from securities transactions, impairments, and derivative and hedging activities, as well as nonrecurring items, tend to be driven by general economic conditions and events, and therefore may obscure the underlying fundamentals and trends in Aflac's insurance operations. A reconciliation of operating earnings to net earnings is included on page 5.

On October 1, 2009, Aflac Incorporated acquired Continental American Insurance Company (now referred to as Aflac Group Insurance). Beginning in the fourth quarter of 2009, Aflac U.S. sales and financial results reflect the inclusion of this acquisition.

On January 1, 2010, the company adopted amended accounting guidance, which resulted in the consolidation of certain company investments in Variable Interest Entities (VIEs). As a result, the interest rate, foreign currency, and credit default swaps on certain VIEs are now marked to market with the impact being included as part of realized investment gains and losses and therefore, excluded from operating earnings.

On January 1, 2012, the company retrospectively adopted revised accounting guidance for Accounting for Costs Associated with Acquiring or Renewing Insurance Contracts, which resulted in an immaterial decrease to deferred policy acquisition costs and earnings in prior periods.

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Stock Price Range and Other Data

Year	Total Actual Shares Traded (000 omitted)	Price Range			Year Close % Change	AFL Relative Perform. to S&P 500 Composite Avg. (1994 Close = 100)	Annual Relative % Change	AFL Relative Perform. to S&P Life Composite Avg. (1994 Close = 100)	Annual Relative % Change
		High	Low	Close					
1974	—	\$.13	\$.06	\$.06	—	—	—	—	
1975 *	3,084	.21	.06	.18	218.2 %	—	—	—	
1976	2,883	.28	.17	.28	57.1	—	—	—	
1977	2,624	.32	.25	.29	5.5	—	—	—	
1978	5,154	.40	.22	.23	(20.7)	—	—	—	
1979	3,290	.36	.21	.28	21.7	—	—	—	
1980	3,494	.29	.18	.19	(32.1)	—	—	—	
1981	2,484	.26	.18	.20	2.6	—	—	—	
1982	4,243	.42	.19	.39	97.4	—	—	—	
1983	4,502	.61	.38	.61	58.4	—	—	—	
1984	5,201	.84	.46	.78	27.9	—	—	—	
1985	13,408	1.56	.77	1.39	77.6	—	—	—	
1986	19,387	2.50	1.39	1.74	25.3	—	—	—	
1987	49,914	2.47	1.32	1.89	8.6	—	—	—	
1988	27,245	2.27	1.54	1.84	(2.7)	—	—	—	
1989	70,347	3.00	1.79	2.40	30.8	—	—	—	
1990	38,959	2.57	1.62	2.55	6.3	—	—	—	
1991	39,803	4.15	2.39	3.99	56.3	—	—	—	
1992	35,563	4.65	3.20	4.60	15.4	—	—	—	
1993	40,913	5.67	4.13	4.75	3.3	—	—	—	
1994	46,430	6.02	4.21	5.34	12.3	100.0	100.0	—	
1995	52,772	7.46	5.32	7.25	35.9	101.4	96.5	(3.5) %	
1996	62,101	11.00	7.07	10.69	47.4	124.3	120.2	24.5	
1997	61,771	14.47	9.38	12.78	19.6	113.4	116.3	(3.2)	
1998	100,659	22.66	11.35	21.94	71.7	153.7	192.3	65.4	
1999	180,514	28.38	19.50	23.60	7.5	138.3	244.9	27.3	
2000	218,965	37.47	16.78	36.10	53.0	235.5	335.8	37.1	
2001	418,406	36.10	23.00	24.56	(32.0)	184.2	251.3	(25.2)	
2002	485,387	33.45	23.10	30.12	22.6	294.8	373.5	48.6	
2003	479,602	36.91	28.00	36.18	20.1	280.2	358.0	(4.1)	
2004	397,333	42.60	33.85	39.84	10.1	283.1	327.5	(8.5)	
2005	405,829	49.65	35.50	46.42	16.5	320.2	315.7	(3.6)	
2006	437,580	49.40	41.63	46.00	(0.9)	279.3	272.1	(13.8)	
2007	558,870	63.91	45.18	62.63	36.2	367.3	338.4	24.4	
2008	984,507	68.81	29.68	45.84	(26.8)	437.1	490.8	45.0	
2009	1,796,345	47.75	10.83	46.25	.9	357.2	437.5	(10.9)	
2010	967,837	58.31	39.91	56.43	22.0	386.4	434.0	(.8)	
2011	1,076,441	59.54	31.25	43.26	(23.3)	296.2	429.4	(1.1)	
6/11	498,840	59.54	44.15	46.68	(17.3)	304.4	365.4	(15.8)	
6/12	457,433	50.33	38.14	42.59	(1.5)	269.3	423.1	(1.5)	

*First full year traded on NYSE

Aflac Incorporated

Price Performance of Aflac Incorporated and Market Indexes
(Relative Performance Based on 1994 Closing Prices)

	1994	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Aflac	5.33	12.78	21.94	23.60	36.10	24.56	30.12	36.18	39.84	46.42	46.00	62.63	45.84	46.25	56.43	43.26
Rel. Perf.		2.4	4.1	4.4	6.8	4.6	5.6	6.8	7.5	8.7	8.6	11.7	8.6	8.7	10.6	8.1
Dow Jones Ind.	3834.44	7908.25	9181.43	11497.12	10786.85	10021.50	8341.63	10453.92	10783.01	10717.50	12463.15	13264.82	8776.39	10428.05	11577.51	12217.56
Rel. Perf.		2.1	2.4	3.0	2.8	2.6	2.2	2.7	2.8	2.8	3.3	3.5	2.3	2.7	3.0	3.2
S&P Life	100.00	206.02	213.90	180.70	201.57	183.25	151.23	189.51	228.11	275.73	317.00	347.08	175.15	198.22	243.79	188.90
Rel. Perf.		2.1	2.1	1.8	2.0	1.8	1.5	1.9	2.3	2.8	3.2	3.5	1.8	2.0	2.4	1.9
NYSE Comp.	2653.37	5405.19	6299.93	6876.10	6945.57	6236.39	5000.00	6464.00	7250.06	7753.95	9139.02	9740.32	5757.05	7184.96	7964.02	7477.03
Rel. Perf.		2.0	2.4	2.6	2.6	2.4	1.9	2.4	2.7	2.9	3.4	3.7	2.2	2.7	3.0	2.8
S&P 500	459.27	970.43	1229.23	1469.25	1320.28	1148.08	879.82	1111.92	1211.92	1248.29	1418.30	1468.36	903.25	1115.10	1257.64	1257.60
Rel. Perf.		2.1	2.7	3.2	2.9	2.5	1.9	2.4	2.6	2.7	3.1	3.2	2.0	2.4	2.7	2.7
Nikkei	19723.06	15258.74	13842.17	18934.34	13785.69	10542.62	8578.95	10676.64	11488.76	16111.43	17225.83	15307.78	8859.56	10546.44	10228.92	8455.35
Rel. Perf.		.8	.7	1.0	.7	.5	.4	.5	.6	.8	.9	.8	.4	.5	.5	.4

Relative Performance AFL/Other Averages
(1994 Close = 100)

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
AFL/DJIA	116.2	171.8	147.6	240.6	176.2	259.6	248.8	265.6	311.4	265.4	339.5	375.5	318.9	350.4	254.6
AFL/S&P Life	116.3	192.3	244.9	335.8	251.3	373.5	358.0	327.5	315.7	272.1	338.4	490.8	437.5	434.0	429.4
AFL/NYSE Comp.	117.6	173.3	170.8	258.6	195.9	299.7	278.5	273.4	297.9	250.4	319.9	396.2	320.3	352.5	287.9
AFL/S&P 500	113.4	153.7	138.3	235.5	184.2	294.8	280.2	283.1	320.2	279.3	367.3	437.1	357.2	386.4	296.2
AFL/Nikkei	309.8	586.2	461.0	968.5	861.6	1298.4	1253.2	1282.5	1065.5	987.6	1513.1	1913.5	1621.8	2040.2	1892.2

Annual Percent Change in Relative Performance

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
AFL/DJIA	(2.5)	47.9	(14.1)	63.0	(26.8)	47.3	(4.2)	6.8	17.2	(14.8)	27.9	10.6	(15.1)	9.9	(27.4)
AFL/S&P Life	(3.2)	65.4	27.3	37.1	(25.2)	48.6	(4.1)	(8.5)	(3.6)	(13.8)	24.4	45.0	(10.8)	(.8)	(1.1)
AFL/NYSE Comp.	(8.3)	47.3	(1.4)	51.4	(24.2)	53.0	(7.1)	(1.8)	9.0	(15.9)	27.7	23.8	(19.2)	10.1	(18.3)
AFL/S&P 500	(8.7)	35.5	(10.0)	70.2	(21.8)	60.1	(5.0)	1.0	13.1	(12.8)	31.5	19.0	(18.3)	8.2	(23.3)
AFL/Nikkei	51.7	89.2	(21.4)	110.1	(11.0)	50.7	(3.5)	2.3	(16.9)	(7.3)	53.2	26.5	(15.2)	25.8	(7.3)

AFL Trading Volume

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
No. Shar. Trad.(Act.) (000 omitted)	61,771	100,659	180,514	218,965	418,406	485,387	479,602	397,333	405,829	437,580	558,870	984,507	1,796,345	967,837	1,076,441

Aflac Incorporated

Price Performance of Aflac Incorporated and Market Indexes

(Closing Prices and Relative Performance - 1994 Close = 100)

	<u>12/31/11</u>	<u>1/31/12</u>	<u>2/29/12</u>	<u>3/31/12</u>	<u>4/30/12</u>	<u>5/31/12</u>	<u>6/30/12</u>	<u>7/31/12</u>	<u>8/31/12</u>	<u>9/30/12</u>	<u>10/31/12</u>	<u>11/30/12</u>	<u>12/31/12</u>
Aflac	43.26	48.23	47.25	45.99	45.04	40.08	42.59						
Rel. Perf.	8.1	9.0	8.9	8.6	8.4	7.5	8.0						
Dow Jones Ind.	12217.56	12632.91	12952.07	13212.04	13213.63	12393.45	12880.09						
Rel. Perf.	3.2	3.3	3.4	3.4	3.4	3.2	3.4						
S&P Life	188.90	211.92	223.63	225.08	216.56	179.64	188.76						
Rel. Perf.	1.9	2.1	2.2	2.3	2.2	1.8	1.9						
NYSE Comp.	7477.03	7931.45	8113.25	8206.93	8119.07	7463.96	7801.84						
Rel. Perf.	2.8	3.0	3.1	3.1	3.1	2.8	2.9						
S&P 500	1257.60	1324.09	1365.68	1408.47	1397.91	1310.33	1362.16						
Rel. Perf.	2.7	2.9	3.0	3.1	3.0	2.9	3.0						
Nikkei	8455.35	8809.79	9723.24	10083.56	9520.89	8542.73	9006.78						
Rel. Perf.	.4	.4	.5	.5	.5	.4	.5						

Relative Performance AFL/Other Averages

(1994 Close = 100)

	<u>12/31/11</u>	<u>1/31/12</u>	<u>2/29/12</u>	<u>3/31/12</u>	<u>4/30/12</u>	<u>5/31/12</u>	<u>6/30/12</u>	<u>7/31/12</u>	<u>8/31/12</u>	<u>9/30/12</u>	<u>10/31/12</u>	<u>11/30/12</u>	<u>12/31/12</u>
AFL/DJIA	254.6	274.5	262.3	250.3	245.1	232.5	237.7						
AFL/S&P Life	429.4	426.8	396.2	383.1	390.0	418.4	423.1						
AFL/NYSE Comp.	287.9	302.5	289.8	278.8	276.0	267.2	271.6						
AFL/S&P 500	296.2	313.7	298.0	281.2	277.5	263.4	269.3						
AFL/Nikkei	1892.2	2024.7	1797.2	1686.8	1749.5	1735.1	1748.8						

Monthly Percent Change in Relative Performance

	<u>12/31/11</u>	<u>1/31/12</u>	<u>2/29/12</u>	<u>3/31/12</u>	<u>4/30/12</u>	<u>5/31/12</u>	<u>6/30/12</u>	<u>7/31/12</u>	<u>8/31/12</u>	<u>9/30/12</u>	<u>10/31/12</u>	<u>11/30/12</u>	<u>12/31/12</u>
AFL/DJIA	(1.8)	7.8	(4.4)	(4.6)	(2.1)	(5.1)	2.2						
AFL/S&P Life	.7	(.6)	(7.2)	(3.3)	1.8	7.3	1.1						
AFL/NYSE Comp.	(.3)	5.1	(4.2)	(3.8)	(1.0)	(3.2)	1.7						
AFL/S&P 500	(1.3)	5.9	(5.0)	(5.6)	(1.3)	(5.1)	2.2						
AFL/Nikkei	(.7)	7.0	(11.2)	(6.1)	3.7	(.8)	.8						

AFL High, Low, Close & Trading Volume

	<u>12/31/11</u>	<u>1/31/12</u>	<u>2/29/12</u>	<u>3/31/12</u>	<u>4/30/12</u>	<u>5/31/12</u>	<u>6/30/12</u>	<u>7/31/12</u>	<u>8/31/12</u>	<u>9/30/12</u>	<u>10/31/12</u>	<u>11/30/12</u>	<u>12/31/12</u>
High	45.56	49.59	50.33	48.22	46.47	46.16	42.81						
Low	39.57	42.30	46.15	44.37	40.52	38.84	38.14						
Close	43.26	48.23	47.25	45.99	46.04	40.06	42.59						
No. Shar. Trad.(Act.) (000 omitted)	73,977	85,458	70,713	70,648	80,704	83,092	66,817						

Aflac Incorporated and Subsidiaries

Share Data
(In thousands)

		Beginning Shares Outstanding	Shares Issued		Shares Purchased		Ending Shares Outstanding	QTD Weighted Avg. Shares			YTD Weighted Avg. Shares		
			Stk. Bon. & DRP	Stk. Opt. & Misc.	Treas. Shares	Misc. Purch.*		Avg. Shares	Dilutive Shares	Avg. Diluted	Avg. Shares	Dilutive Shares	Avg. Diluted
2007	1	492,550	357	987	5,062	–	488,832	490,554	6,104	496,658	490,554	6,104	496,658
	2	488,832	407	1,428	2,000	184	488,483	487,900	6,327	494,227	489,219	6,216	495,435
	3	488,483	333	1,241	2,000	305	487,752	487,065	5,754	492,819	488,493	6,062	494,555
	4	487,752	302	557	2,011	70	486,530	486,017	6,223	492,240	487,869	6,102	493,971
2008	1	486,530	324	840	12,500	103	475,091	478,138	6,279	484,417	478,138	6,279	484,417
	2	475,091	364	578	–	6	476,027	474,383	6,445	480,828	476,261	6,362	482,623
	3	476,027	348	183	–	5	476,553	475,357	5,388	480,745	476,076	6,037	482,113
	4	476,553	487	308	10,701	32	466,615	465,450	3,528	468,978	473,405	5,410	478,815
2009	1	466,615	355	539	–	85	467,424	466,097	1,035	467,132	466,097	1,035	467,132
	2	467,424	–	64	–	4	467,484	466,401	1,884	468,285	466,249	1,460	467,709
	3	467,484	–	345	–	52	467,777	466,586	3,128	469,714	466,362	2,016	468,378
	4	467,777	–	914	–	123	468,568	467,128	3,993	471,121	466,552	2,511	469,063
2010	1	468,568	–	948	–	94	469,422	467,926	4,524	472,450	467,926	4,524	472,450
	2	469,422	–	1,348	–	1	470,769	468,824	3,715	472,539	468,377	4,120	472,497
	3	470,769	–	278	–	3	471,044	469,868	3,701	473,569	468,880	3,979	472,859
	4	471,044	–	711	2,000	94	469,661	469,506	4,252	473,758	469,038	4,047	473,085
2011	1	469,661	324	830	3,100	151	467,564	468,012	4,092	472,104	468,012	4,092	472,104
	2	467,564	421	86	1,000	4	467,067	466,498	3,254	469,752	467,317	3,673	470,990
	3	467,067	507	67	1,000	2	466,639	465,910	1,883	467,793	466,843	3,076	469,919
	4	466,639	437	159	900	25	466,310	465,559	2,175	467,734	466,519	2,851	469,370
2012	1	466,310	381	971	–	199	467,463	465,887	2,646	468,533	465,887	2,646	468,533
	2	467,463	524	129	–	6	468,110	466,788	1,802	468,590	466,337	2,224	468,561

* Includes swapped shares and/or shares purchased for deferred compensation program

Aflac Incorporated and Subsidiaries

Summary of Operating Results by Business Segment

(In Millions, except per-share data)

	Years Ended December 31,					3 Months Ended June 30,			6 Months Ended June 30,		
	2007	2008	2009	2010	2011	2011	2012	% Change	2011	2012	% Change
Aflac Japan	\$ 1,821	\$ 2,250	\$ 2,800	\$ 3,260	\$ 3,829	\$ 925	\$ 964	4.2 %	\$ 1,899	\$ 2,004	5.5 %
Aflac U.S.	692	745	776	922	904	243	258	6.3	494	529	7.2
Interest expense, non-insurance operations	(21)	(26)	(73)	(140)	(168)	(41)	(45)		(82)	(89)	
Parent company, other operations and eliminations	(25)	(43)	(68)	(60)	(62)	(16)	(18)		(29)	(38)	
Pretax operating earnings	2,467	2,926	3,435	3,982	4,503	1,111	1,159	4.3	2,282	2,406	5.4
Income taxes	854	1,014	1,158	1,380	1,557	384	404	5.1	789	837	6.0
Operating earnings*	1,613	1,912	2,277	2,602	2,946	727	755	3.9	1,493	1,569	5.1
Reconciling items:											
Impact from Derivatives and Hedging	2	(3)	(3)	(2)	(159)	27	(44)		8	9	
Realized investment gains (losses), net of tax	19	(655)	(788)	(272)	(850)	(480)	(228)		(838)	(310)	
Gross gain on extinguishment of debt	—	—	11	—	—	—	—		—	—	
Net earnings	\$ 1,634	\$ 1,254	\$ 1,497	\$ 2,328	\$ 1,937	\$ 274	\$ 483	76.6 %	\$ 663	\$ 1,268	91.2 %
Earnings per share of common stock:											
Net earnings (basic)	\$ 3.35	\$ 2.65	\$ 3.21	\$ 4.96	\$ 4.15	\$.59	\$ 1.04	76.3 %	\$ 1.42	\$ 2.72	91.5 %
Net earnings (diluted)	3.31	2.62	3.19	4.92	4.12	.58	1.03	77.6	1.41	2.71	92.2
Operating earnings (basic)*	\$ 3.31	\$ 4.04	\$ 4.88	\$ 5.55	\$ 6.32	\$ 1.56	\$ 1.62	3.8 %	\$ 3.19	\$ 3.36	5.3 %
Operating earnings (diluted)*	3.27	3.99	4.85	5.50	6.27	1.55	1.61	3.9	3.17	3.35	5.7

* See definition of operating earnings on cover page

Numbers may fail to foot due to rounding

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Aflac Incorporated and Subsidiaries

Consolidated Statements of Earnings

(In Millions, except per-share data)

	Years Ended December 31,					3 Months Ended June 30,			6 Months Ended June 30,		
	2007	2008	2009	2010	2011	2011	2012	% Change	2011	2012	% Change
Revenues:											
Premiums, principally supplemental health	\$ 12,973	\$ 14,947	\$ 16,621	\$ 18,073	\$ 20,362	\$ 4,956	\$ 5,467	10.3 %	\$ 9,828	\$ 10,845	10.4 %
Net investment income	2,333	2,578	2,765	3,007	3,280	784	845	7.8	1,579	1,728	9.4
Realized investment gains (losses)	28	(1,007)	(1,212)	(422)	(1,553)	(668)	(418)		(1,247)	(463)	
Other income	59	36	80	74	82	16	8		44	32	
Total revenues	<u>15,393</u>	<u>16,554</u>	<u>18,254</u>	<u>20,732</u>	<u>22,171</u>	<u>5,088</u>	<u>5,902</u>	16.0	<u>10,204</u>	<u>12,142</u>	19.0
Benefits and Expenses:											
Benefits and claims	9,285	10,499	11,308	12,106	13,749	3,310	3,763	13.7	6,532	7,409	13.4
Acquisition and operating expenses:											
Amortization of D.A.C.	640	775	942	958	1,055	251	269		511	557	
Insurance commissions	1,331	1,460	1,568	1,637	1,725	427	432		849	867	
Insurance expenses	1,491	1,743	1,977	2,159	2,313	565	587		1,098	1,150	
Interest expense	27	29	72	149	196	46	62		92	119	
Other operating expense	120	134	152	162	183	45	48		86	97	
Total acquisition and operating expenses	<u>3,609</u>	<u>4,141</u>	<u>4,711</u>	<u>5,065</u>	<u>5,472</u>	<u>1,334</u>	<u>1,398</u>	4.8	<u>2,636</u>	<u>2,790</u>	5.8
Total benefits and expenses	<u>12,894</u>	<u>14,640</u>	<u>16,019</u>	<u>17,171</u>	<u>19,221</u>	<u>4,644</u>	<u>5,161</u>	11.1	<u>9,168</u>	<u>10,199</u>	11.2
Pretax earnings	2,499	1,914	2,235	3,561	2,950	444	741		1,036	1,943	
Income taxes	<u>865</u>	<u>660</u>	<u>738</u>	<u>1,233</u>	<u>1,013</u>	<u>170</u>	<u>258</u>		<u>373</u>	<u>675</u>	
Net earnings	<u>\$ 1,634</u>	<u>\$ 1,254</u>	<u>\$ 1,497</u>	<u>\$ 2,328</u>	<u>\$ 1,937</u>	<u>\$ 274</u>	<u>\$ 483</u>	76.6 %	<u>\$ 663</u>	<u>\$ 1,268</u>	91.2 %
Operating earnings *	<u>\$ 1,613</u>	<u>\$ 1,912</u>	<u>\$ 2,277</u>	<u>\$ 2,602</u>	<u>\$ 2,946</u>	<u>\$ 727</u>	<u>\$ 755</u>	3.9 %	<u>\$ 1,493</u>	<u>\$ 1,569</u>	5.1 %
Earnings Per Share of Common Stock:											
Net earnings (basic)	\$ 3.35	\$ 2.65	\$ 3.21	\$ 4.96	\$ 4.15	\$.59	\$ 1.04	76.3 %	\$ 1.42	\$ 2.72	91.5 %
Net earnings (diluted)	3.31	2.62	3.19	4.92	4.13	.58	1.03	77.6	1.41	2.71	92.2
Operating earnings (basic) *	\$ 3.31	\$ 4.04	\$ 4.88	\$ 5.55	\$ 6.32	\$ 1.56	\$ 1.62	3.8 %	\$ 3.19	\$ 3.36	5.3 %
Operating earnings (diluted) *	3.27	3.99	4.85	5.50	6.28	1.55	1.61	3.9	3.17	3.35	5.7

* See definition of operating earnings on cover page

Numbers may fail to foot due to rounding

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Aflac Incorporated and Subsidiaries

Analysis of Net Earnings and Net Earnings Per Diluted Share

(In Millions, except for per-share data)

	Net Earnings	Real. Inv. Gains/(Losses)		Non-Recurring Items	Currency Impact	Net Earnings Per Share	Real. Inv. Gains/(Losses)		Non-Recurring Items Per Share	Currency Impact Per Share	
		Transactions/Impairments	Impact From Derivatives and Hedging				Securities Transactions/Impairments Per Share	Impact From Derivatives and Hedging Per Share			
2002	\$ 785	\$ (15)	\$ 37	\$ (26)	\$ (10)	\$ 1.49	\$ (.03)	\$.07	\$ (.05)	\$ (.02)	
2003	768	(191)	(3)	—	33	1.47	(.37)	—	—	.06	
2004	1266	(5)	(13)	131	39	2.45	(.01)	(.03)	.26	.08	
2005	1,483	167	(10)	34	(8)	2.92	.33	(.02)	.07	(.02)	
2006	1,483	51	—	—	(39)	2.95	.10	—	—	(.08)	
2007	1,634	18	2	—	(11)	3.31	.04	—	—	(.02)	
2008	1,254	(655)	(3)	—	111	2.62	(1.37)	—	—	.23	
2009	1,497	(788)	(3)	11	124	3.19	(1.67)	(.01)	.02	.26	
2010	2,328	(273)	(1)	—	92	4.92	(.58)	—	—	.19	
2011	1,937	(850)	(159)	—	170	4.12	(1.81)	(.34)	—	.36	
2009	1	569	(6)	(3)	10	41	1.22	(.01)	(.01)	.02	.09
	2	314	(249)	—	1	24	.67	(.53)	—	—	.05
	3	363	(226)	—	—	42	.77	(.48)	—	—	.09
	4	251	(307)	—	—	17	.53	(.65)	—	—	.03
2010	1	634	(41)	11	—	22	1.34	(.08)	.02	—	.05
	2	576	7	(65)	—	12	1.22	.02	(.14)	—	.02
	3	684	(3)	9	—	32	1.44	(.01)	.02	—	.07
	4	434	(235)	44	—	27	.92	(.51)	.10	—	.06
2011	1	389	(357)	(19)	—	49	.83	(.75)	(.04)	—	.10
	2	274	(480)	26	—	51	.58	(1.03)	.06	—	.11
	3	736	155	(189)	—	45	1.57	.33	(.41)	—	.09
	4	538	(168)	23	—	26	1.14	(.36)	.05	—	.06
2012	1	785	(81)	52	—	20	1.68	(.17)	.11	—	.04
	2	483	(228)	(44)	—	6	1.03	(.49)	(.09)	—	.01

Annual amounts adjusted to reflect revised accounting guidance for stock compensation beginning in 2002

Addition of quarters may not equal annual amounts due to rounding

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Aflac Incorporated and Subsidiaries

Consolidated Balance Sheets

(In Millions, except per-share data)

	December 31,					June 30,	
	2007	2008	2009	2010	2011	2011	2012
Assets:							
Investments and cash:							
Securities available for sale:							
Fixed Maturities	\$ 30,511	\$ 35,012	\$ 36,781	\$ 43,100	\$ 42,222	\$ 47,380	\$ 44,036
Fixed Maturities - consolidated variable interest entities	—	—	—	5,255	5,350	5,126	5,745
Perpetual securities	4,090	8,047	7,263	5,974	5,149	5,559	3,966
Perpetual securities - consolidated variable interest entities	—	—	—	1,538	1,290	1,544	766
Equity securities	27	27	24	23	25	23	23
Securities held to maturity:							
Fixed Maturities	16,819	24,436	26,687	29,470	46,366	31,289	52,098
Fixed Maturities - consolidated variable interest entities	—	—	—	614	643	619	315
Perpetual securities	3,985	—	—	—	—	—	—
Other Investments	61	87	114	135	168	153	176
Cash and cash equivalents	1,563	941	2,323	2,121	2,249	1,291	2,130
Total investments and cash	<u>57,056</u>	<u>68,550</u>	<u>73,192</u>	<u>88,230</u>	<u>103,462</u>	<u>92,984</u>	<u>109,255</u>
Receivables, primarily premiums	732	920	764	661	680	879	747
Accrued investment income	561	650	649	738	802	739	813
Deferred policy acquisition costs	6,654	8,237	8,533	8,938	9,789	9,211	9,961
Property and equipment, net	496	597	593	620	617	611	603
Other assets	306	377	375	1,056	887	991	830
Total assets	<u>\$ 65,805</u>	<u>\$ 79,331</u>	<u>\$ 84,106</u>	<u>\$ 100,243</u>	<u>\$ 116,237</u>	<u>\$ 105,415</u>	<u>\$ 122,209</u>
Liabilities and Shareholders' Equity:							
Liabilities:							
Total policy liabilities	\$ 50,676	\$ 66,219	\$ 69,245	\$ 82,456	\$ 94,593	\$ 86,366	\$ 99,413
Notes payable	1,465	1,721	2,599	3,038	3,285	3,048	3,672
Income taxes, primarily deferred	2,531	1,201	1,653	1,689	2,307	1,898	2,635
Other liabilities	2,338	3,551	2,192	2,520	3,106	2,651	2,310
Total liabilities	<u>57,010</u>	<u>72,692</u>	<u>75,689</u>	<u>89,703</u>	<u>103,291</u>	<u>93,963</u>	<u>108,030</u>
Shareholders' equity:							
Common stock	66	66	66	66	66	66	66
Additional paid-in capital	1,054	1,184	1,228	1,320	1,408	1,372	1,453
Retained earnings	10,637	11,306	12,410	13,787	15,148	14,168	16,108
Accumulated other comprehensive income:							
Unrealized foreign currency translation	129	750	776	817	984	804	865
Unrealized gains on investment securities	874	(1,211)	(640)	33	1,143	752	1,470
Unrealized gains on derivatives	—	—	—	31	9	6	4
Pension liability adjustment	(69)	(121)	(107)	(128)	(171)	(125)	(168)
Treasury stock	<u>(3,896)</u>	<u>(5,335)</u>	<u>(5,316)</u>	<u>(5,386)</u>	<u>(5,641)</u>	<u>(5,591)</u>	<u>(5,619)</u>
Total shareholders' equity	<u>8,795</u>	<u>6,639</u>	<u>8,417</u>	<u>10,540</u>	<u>12,946</u>	<u>11,452</u>	<u>14,179</u>
Total liabilities & shareholders' equity	<u>\$ 65,805</u>	<u>\$ 79,331</u>	<u>\$ 84,106</u>	<u>\$ 100,243</u>	<u>\$ 116,237</u>	<u>\$ 105,415</u>	<u>\$ 122,209</u>

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Aflac Incorporated and Subsidiaries

Quarterly Financial Results
(In Millions, except per-share data)

		Premium Income	Net Invest. Income	Total Rev.	Benefits & Claims	Total Acqu. & Oper. Exp.	Total Benefits & Exp.	Total Pretax Earn.	Oper. Earn. *	Net Earn.	Oper. EPS *		Net EPS		Total Assets	Invest. & Cash	Equity Per Share	Unreal. G/L on Sec. Per Share	Equity excl G/L on Sec. Per Share
											Basic	Dil.	Basic	Dil.					
2004	1	2,773	474	3,280	2,078	736	2,814	466	284	304	.56	.55	.60	.59	53,289	46,379	13.76	4.90	8.87
	2	2,768	484	3,233	2,068	752	2,819	414	284	258	.56	.55	.51	.50	52,130	45,136	12.17	2.89	9.27
	3	2,822	491	3,321	2,124	745	2,869	452	292	293	.58	.57	.58	.57	52,913	46,032	14.32	4.69	9.64
	4	2,939	509	3,448	2,212	794	3,006	442	293	410	.58	.57	.81	.80	59,326	51,955	15.04	4.80	10.24
2005	1	3,041	514	3,559	2,266	787	3,053	506	335	328	.67	.66	.65	.64	57,041	49,755	15.49	4.88	10.61
	2	3,020	518	3,567	2,229	822	3,051	516	326	336	.65	.64	.67	.66	57,995	50,547	16.88	5.86	11.02
	3	2,997	522	3,669	2,237	787	3,024	645	333	455	.67	.66	.91	.90	57,453	49,917	16.00	4.35	11.65
	4	2,931	517	3,567	2,157	851	3,008	559	298	364	.60	.59	.73	.72	56,361	48,989	15.89	3.84	12.05
2006	1	3,005	524	3,559	2,181	803	2,984	574	364	375	.73	.72	.75	.74	56,136	48,865	15.48	2.61	12.87
	2	3,093	542	3,697	2,243	830	3,073	624	376	408	.76	.75	.82	.81	57,432	49,795	14.70	1.17	13.53
	3	3,102	548	3,672	2,291	824	3,115	558	363	367	.73	.72	.74	.73	58,353	50,686	16.51	2.58	13.93
	4	3,114	557	3,687	2,300	880	3,180	507	329	332	.67	.66	.67	.67	59,805	51,972	16.93	2.94	13.99
2007	1	3,156	566	3,751	2,258	857	3,115	636	407	416	.83	.82	.85	.84	61,192	53,268	17.37	2.80	14.56
	2	3,162	572	3,764	2,266	863	3,129	635	407	415	.83	.82	.85	.84	60,114	52,197	16.77	1.80	14.97
	3	3,260	592	3,861	2,331	888	3,219	642	417	420	.86	.85	.86	.85	63,576	55,073	17.33	1.55	15.78
	4	3,395	604	4,018	2,431	1,002	3,433	585	382	382	.79	.78	.79	.78	65,805	57,056	18.08	1.80	16.28
2008	1	3,635	627	4,267	2,538	1,003	3,541	726	475	474	.99	.98	.99	.98	72,269	62,788	17.12	.49	16.63
	2	3,684	637	4,336	2,575	1,021	3,596	740	487	483	1.03	1.01	1.02	1.00	70,552	60,892	16.59	(.45)	17.04
	3	3,647	637	3,691	2,551	992	3,543	148	493	100	1.04	1.02	.21	.21	70,457	60,727	13.64	(1.85)	15.49
	4	3,981	677	4,260	2,835	1,124	3,959	301	458	197	.98	.98	.42	.42	79,331	68,550	14.23	(2.60)	16.82
2009	1	4,115	688	4,818	2,811	1,136	3,947	871	568	569	1.22	1.22	1.22	1.22	71,815	61,729	11.12	(6.39)	17.51
	2	3,995	668	4,313	2,723	1,117	3,840	473	562	314	1.20	1.20	.67	.67	76,041	65,572	13.58	(4.55)	18.13
	3	4,165	692	4,526	2,817	1,160	3,977	549	589	363	1.26	1.25	.78	.77	82,616	71,625	16.85	(2.38)	19.23
	4	4,347	717	4,597	2,956	1,298	4,254	343	558	251	1.19	1.18	.54	.53	84,106	73,192	17.96	(1.37)	19.33
2010	1	4,348	726	5,065	2,857	1,238	4,095	970	664	634	1.41	1.40	1.35	1.34	84,473	73,998	18.17	(.46)	18.63
	2	4,333	727	4,980	2,885	1,215	4,099	881	634	576	1.36	1.34	1.23	1.22	90,501	79,532	20.29	.29	20.00
	3	4,607	765	5,394	3,102	1,245	4,347	1,046	678	684	1.44	1.44	1.46	1.44	97,067	85,585	22.57	1.26	21.31
	4	4,785	789	5,294	3,263	1,368	4,631	664	626	434	1.34	1.32	.92	.92	100,243	88,230	22.44	.14	22.30
2011	1	4,872	794	5,117	3,222	1,304	4,526	591	765	389	1.64	1.62	.83	.83	100,353	88,441	22.48	(.04)	22.52
	2	4,956	784	5,088	3,310	1,334	4,644	444	727	274	1.56	1.55	.59	.58	105,415	92,984	24.52	1.62	22.90
	3	5,210	843	5,987	3,517	1,377	4,894	1,093	770	736	1.65	1.65	1.58	1.57	113,857	100,808	26.05	1.52	24.53
	4	5,324	858	5,979	3,700	1,457	5,157	822	684	538	1.46	1.45	1.15	1.14	116,237	103,462	27.76	2.47	25.29
2012	1	5,378	882	6,240	3,646	1,392	5,038	1,202	814	785	1.75	1.74	1.68	1.68	115,552	103,104	29.19	3.10	26.09
	2	5,467	845	5,902	3,763	1,398	5,161	741	755	483	1.62	1.61	1.04	1.03	122,209	109,255	30.29	3.15	27.14

* See definition of operating earnings on cover page

Equity per share amounts have been adjusted for revised accounting guidance for quantifying financial statement misstatements on January 1, 2006

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Aflac Incorporated and Subsidiaries

Percentage Increases and Selected Ratios

		Profit Margins											Equity Per Share	
		Premium Income	Net Investment Income	Total Revenues	Total Benefits & Claims	Operating Expenses	Pretax Earnings	Tax Rate	Operating Earnings Per Share *	Pretax Operating Profit Margin**	After-tax Operating Profit Margin**	Total Assets		Invested Assets
2002		6.6 %	4.1 %	6.9 %	4.5 %	8.8 %	16.8 %	35.8 %	16.4 %	12.1 %	7.7 %	19.0 %	19.4 %	19.5 %
2003		15.4	10.7	11.6	14.3	11.3	(2.0)	35.8	23.5	12.8	8.2	13.1	12.5	4.9
2004		13.9	9.5	16.0	12.7	11.1	47.5	28.6	21.2	13.7	8.9	16.4	17.9	15.4
2005		6.1	5.8	8.1	4.8	7.3	25.5	33.4	13.9	14.0	9.2	(5.0)	(5.7)	5.7
2006		2.7	4.8	1.8	1.4	2.8	1.7	34.5	12.2	15.0	9.9	6.1	6.1	6.7
2007		5.4	7.5	5.3	3.0	8.2	10.4	34.6	14.7	16.1	10.5	10.0	9.8	6.8
2008		15.2	10.5	7.5	13.1	14.7	(23.4)	34.5	22.0	16.7	10.9	20.6	20.1	(21.3)
2009		11.2	7.3	10.3	7.7	13.8	16.8	33.0	21.6	17.7	11.7	6.0	6.8	26.2
2010		8.7	8.7	13.6	7.1	7.0	60.4	34.6	13.4	18.8	12.3	19.2	20.5	24.9
2011		12.7	9.1	6.9	13.6	8.0	(17.1)	34.4	14.0	19.0	12.4	16.0	17.3	23.7
2009	1	13.2	9.6	12.9	10.7	13.3	20.0	34.7	24.5	18.1	11.8	(.6)	(1.7)	(35.0)
	2	8.4	5.0	(.5)	5.8	9.3	(36.1)	33.6	18.8	18.2	12.0	7.8	7.7	(18.1)
	3	14.2	8.6	22.6	10.4	16.9	270.6	33.9	22.5	18.4	12.1	17.3	17.9	23.5
	4	9.2	5.9	7.9	4.3	15.5	13.8	26.6	20.4	16.1	11.0	6.0	6.8	26.2
2010	1	5.7	5.6	5.1	1.6	9.0	11.3	34.7	14.8	19.9	13.0	17.6	19.9	63.4
	2	8.5	8.8	15.5	5.9	8.7	86.4	34.6	11.7	19.1	12.5	19.0	21.3	49.4
	3	10.6	10.5	19.2	10.1	7.4	90.4	34.6	15.2	19.3	12.6	17.5	19.5	33.9
	4	10.1	10.0	15.2	10.4	5.4	93.7	34.6	11.9	17.2	11.2	19.2	20.5	24.9
2011	1	12.0	9.4	1.0	12.7	5.3	(39.0)	34.2	15.7	20.6	13.4	18.8	19.5	23.7
	2	14.4	7.9	2.2	14.8	9.8	(49.6)	38.3	15.7	19.3	12.6	16.5	16.9	20.8
	3	13.1	10.1	11.0	13.4	10.6	4.5	32.7	14.6	19.4	12.7	17.3	17.8	15.4
	4	11.3	8.9	12.9	13.4	6.4	23.9	34.6	9.8	16.9	11.0	16.0	17.3	23.7
2012	1	10.4	11.0	21.9	13.2	6.8	103.1	34.7	7.4	19.8	13.0	15.1	16.6	29.2
	2	10.3	7.8	16.0	13.7	4.8	67.0	34.8	3.9	18.3	11.9	15.9	17.5	23.5

* Diluted basis. See definition of operating earnings on cover page

** See definition of operating earnings on cover page

Annual amounts adjusted to reflect revised accounting guidance for stock compensation beginning in 2002

Equity per share amounts have been adjusted for revised accounting guidance for quantifying financial statement misstatements on January 1, 2006

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Aflac Incorporated and Subsidiaries

Currency Impact on Operating Earnings Per Share
(Diluted Basis)

		Reported	Reported	QTD	YTD	EPS	EPS			Reported	Reported	QTD	YTD	EPS	EPS
		EPS*	Growth	Yen	Yen	Excl.	Growth			EPS*	Growth	Yen	Yen	Excl.	Growth
				Effect	Effect*	1 Yr. Yen	Ex. 1 Yr.					Effect	Effect*	1 Yr. Yen	Ex. 1 Yr.
						Impact*	Yen Impact							Impact*	Yen Impact
2005	1	\$.66	20.0 %	.01	.01	\$.65	18.2 %	2009	1	\$ 1.22	24.5	.09	.09	\$ 1.13	15.3 %
	2	.64	16.4	.01	.02	.63	14.5		2	1.20	18.8	.05	.14	1.15	13.9
	3	.66	15.8	-	.02	.66	15.8		3	1.25	22.5	.09	.23	1.16	13.7
	4	.59	3.5	(.03)	(.02)	.62	8.8		4	1.18	20.4	.03	.26	1.15	17.3
		<u>\$ 2.54</u>	<u>13.9 %</u>			<u>\$ 2.56</u>	<u>14.8 %</u>			<u>\$ 4.85</u>	<u>21.6 %</u>			<u>\$ 4.59</u>	<u>15.0 %</u>
2006	1	\$.72	9.1	(.04)	(.04)	\$.76	15.2 %	2010	1	\$ 1.40	14.8	.05	.05	\$ 1.35	10.7 %
	2	.75	17.2	(.02)	(.06)	.77	20.3		2	1.34	11.7	.02	.07	1.32	10.0
	3	.72	9.1	(.02)	(.08)	.74	12.1		3	1.44	15.2	.07	.14	1.37	9.6
	4	.66	11.9	-	(.08)	.66	11.9		4	1.32	11.9	.05	.19	1.27	7.6
		<u>\$ 2.85</u>	<u>12.2 %</u>			<u>\$ 2.93</u>	<u>15.4 %</u>			<u>\$ 5.50</u>	<u>13.4 %</u>			<u>\$ 5.31</u>	<u>9.5 %</u>
2007	1	\$.82	13.9	(.01)	(.01)	\$.83	15.3 %	2011	1	\$ 1.62	15.7	.10	.10	\$ 1.52	8.6 %
	2	.82	9.3	(.02)	(.03)	.84	12.0		2	1.55	15.7	.11	.21	1.44	7.5
	3	.85	18.1	-	(.03)	.85	18.1		3	1.65	14.6	.10	.31	1.55	7.6
	4	.78	18.2	.01	(.02)	.77	16.7		4	1.45	9.8	.05	.36	1.40	6.1
		<u>\$ 3.27</u>	<u>14.7 %</u>			<u>\$ 3.29</u>	<u>15.4 %</u>			<u>\$ 6.27</u>	<u>14.0 %</u>			<u>\$ 5.92</u>	<u>7.5 %</u>
2008	1	\$.98	19.5	.05	.05	\$.93	13.4 %	2012	1	\$ 1.74	7.4	.04	.04	\$ 1.70	4.9 %
	2	1.01	23.2	.08	.13	.93	13.4		2	\$ 1.61	3.9	.01	.06	\$ 1.60	3.2 %
	3	1.02	20.0	.04	.17	.98	15.3								
	4	.98	25.6	.07	.23	.91	16.7								
		<u>\$ 3.99</u>	<u>22.0 %</u>			<u>\$ 3.76</u>	<u>15.0 %</u>			<u>\$ 3.35</u>	<u>5.7 %</u>			<u>\$ 3.29</u>	<u>3.8 %</u>

* Addition of quarters may not equal annual amounts due to rounding

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Aflac Incorporated and Subsidiaries

Composition of Invested Assets

(In Millions)

	December 31,					June 30,	
	2007	2008	2009	2010	2011	2011	2012
Debt Securities*							
Fixed Maturities	\$ 44,906	\$ 58,257	\$ 62,520	\$ 76,326	\$ 91,013	\$ 81,662	\$ 98,111
Perpetual Securities	8,252	9,074	7,554	7,827	6,897	7,259	5,282
Residential Mortgage Backs	644	1,068	1,000	811	681	747	621
Commercial Mortgage Backs	30	132	129	127	110	127	111
Asset Backed	143	104	174	917	561	636	531
CDOs	495	909	497	5	-	4	-
Total debt securities	<u>54,470</u>	<u>69,544</u>	<u>71,874</u>	<u>86,013</u>	<u>99,262</u>	<u>90,435</u>	<u>104,656</u>
Equity Securities*	21	24	21	22	22	21	21
Total Portfolio	<u>\$ 54,491</u>	<u>\$ 69,568</u>	<u>\$ 71,895</u>	<u>\$ 86,035</u>	<u>\$ 99,284</u>	<u>\$ 90,456</u>	<u>\$ 104,677</u>

Unrealized Gains (Losses) on Investment Securities

(In Millions)

	December 31,					June 30,	
	2007	2008	2009	2010	2011	2011	2012
Available For Sale: Gains	\$ 1,977	\$ 2,049	\$ 1,925	\$ 2,539	\$ 3,678	\$ 2,711	\$ 4,084
Losses	(1,036)	(4,095)	(3,065)	(2,600)	(1,918)	(1,628)	(1,812)
Total AFS	<u>\$ 941</u>	<u>\$ (2,046)</u>	<u>\$ (1,140)</u>	<u>\$ (61)</u>	<u>\$ 1,760</u>	<u>\$ 1,083</u>	<u>\$ 2,272</u>
Held to Maturity: Gains	\$ 408	\$ 571	\$ 632	\$ 1,148	\$ 991	\$ 976	\$ 1,372
Losses	(1,087)	(1,923)	(1,491)	(763)	(1,618)	(902)	(1,245)
Total HTM	<u>\$ (679)</u>	<u>\$ (1,352)</u>	<u>\$ (859)</u>	<u>\$ 385</u>	<u>\$ (627)</u>	<u>\$ 74</u>	<u>\$ 127</u>

Supplemental Investment Data by Segment

	December 31,					3 Months Ended June 30,		6 Months Ended June 30,	
	2007	2008	2009	2010	2011	2011	2012	2011	2012
Aflac Japan:									
Invested assets (in millions)**	¥ 5,393,712	¥ 5,686,195	¥ 5,984,151	¥ 6,417,206	¥ 7,180,568	¥ 6,687,218	¥ 7,667,662	¥ 6,687,218	¥ 7,667,662
Return on avg. invested assets***	4.06 %	3.82 %	3.65 %	3.48 %	3.18 %	3.15 %	2.93 %	3.23 %	3.06 %
Portfolio yield at end of period	4.02	3.90	3.77	3.56	3.29	3.51	3.10	3.51	3.10
New money yield - yen only	3.05	3.20	2.80	2.39	2.39	2.16	1.89	2.24	1.92
New money yield - blended	3.38	3.43	3.03	2.63	2.48	2.67	1.97	2.88	2.00
Aflac U.S.:									
Invested assets (in millions)**	\$ 7,189	\$ 7,135	\$ 7,696	\$ 8,778	\$ 9,035	\$ 8,994	\$ 9,590	\$ 8,994	\$ 9,590
Return on avg. invested assets***	6.79 %	6.77 %	6.66 %	6.37 %	6.41 %	6.41 %	6.42 %	6.42 %	6.45 %
Portfolio yield at end of period	7.00	7.10	7.17	6.92	6.72	6.76	6.59	6.76	6.59
New money yield	6.44	7.60	7.26	5.82	5.75	5.72	4.37	5.74	4.57

* Debt securities at amortized cost and equity securities at market value

** At amortized cost

*** Net of investment expenses, year-to-date number reflected on a quarterly average basis

Aflac Group Insurance included starting 4th quarter 2009

Aflac Incorporated and Subsidiaries

Top 20 Global Investment Positions

(In Millions)

June 30, 2012

No.	Consolidated Corporate/Sovereign Exposure	Total Consolidated Book Value	% of Total Debt Securities	Book Value	% of Total Debt Securities	Seniority	Ratings		
							Moody's	S&P	Fitch
1	JAPAN	\$ 37,979	36.29 %	\$ 37,979	36.29 %	Senior	Aa3	AA-	A+
2	ISRAEL ELECTRIC CORP LTD	816	.78	816	.78	Senior	Baa3	BB+	
3	TUNISIA, REPUBLIC OF	806	.77	806	.77	Senior	Baa3	BB	BBB-
4	SOUTH AFRICA, REPUBLIC OF	769	.73	769	.73	Senior	A3	BBB+	BBB+
5	HSBC HOLDINGS PLC	710	.68						
	HSBC Finance Corporation (formerly Household Finance)			630	.60	Senior	Baa1	A	AA-
	The Hongkong & Shanghai Banking Corporation Ltd			80	.08	Upper Tier II	A1		
6	BANK OF AMERICA CORP (INCLUDES MERRILL LYNCH)	567	.54						
	Merrill Lynch & Co Inc			315	.30	Senior	Baa2	A-	A
	Bank of America Corp			252	.24	Lower Tier II	Baa3	BBB+	BBB
7	BANK OF TOKYO-MITSUBISHI UFJ LTD	567	.54						
	Bank of Tokyo-Mitsubishi UFJ Ltd (BTMU Curacao Holdings NV)			567	.54	Lower Tier II	A1	A	A-
8	INVESTCORP SA	516	.49						
	Investcorp Capital Limited			516	.49	Senior	Ba2		BB
9	SUMITOMO MITSUI FINANCIAL GROUP INC	504	.48						
	Sumitomo Mitsui Banking Corporation			126	.12	Lower Tier II	A1	A	A-
	Sumitomo Mitsui Banking Corporation (incl.SMBC Int'l Finance)			378	.36	Upper Tier II	A2	BBB+	
10	NATIONAL GRID PLC	504	.48						
	National Grid Gas PLC			252	.24	Senior	A3	A-	A
	National Grid Electricity Transmission PLC			252	.24	Senior	A3	A-	A
11	TELECOM ITALIA SPA	504	.48						
	Telecom Italia Finance SA			504	.48	Senior	Baa2	BBB	BBB
12	CITIGROUP INC	497	.47						
	Citigroup Inc (includes Citigroup Global Markets Holdings Inc)			496	.47	Senior	Baa2	A-	A
	Citigroup Inc (Citicorp)			1	-	Lower Tier II	Baa3	BBB+	BBB+
13	JP MORGAN CHASE & CO (INCLUDING BEAR STEARNS)	493	.47						
	JPMorgan Chase & Co (including Bear Stearns Companies Inc)			442	.42	Senior	A2	A	A+
	JPMorgan Chase & Co (FNBC)			23	.02	Senior	Aa1	A+	
	JPMorgan Chase & Co (Bank One Corp)			17	.02	Lower Tier II	A3	A-	A
	JPMorgan Chase & Co (NBD Bank)			11	.01	Lower Tier II	A1	A	A+
14	COMMONWEALTH BANK OF AUSTRALIA	492	.47						
	Commonwealth Bank of Australia			126	.12	Lower Tier II	Aa3	A-	A+
	Commonwealth Bank of Australia			253	.24	Upper Tier II		BBB	
	Bankwest			113	.11	Upper Tier II	Aa3	BBB	
15	CREDIT SUISSE GROUP	485	.46						
	Credit Suisse International			63	.06	Upper Tier II	Baa3	BBB	BBB
	Credit Suisse, London Branch			126	.12	Upper Tier II	Baa3	BBB	BBB-
	Credit Suisse Group Capital			296	.28	Tier I	Ba2	BBB-	BBB-
16	METLIFE INC	481	.46						
	Metlife Inc			165	.16	Senior	A3	A-	A-
	Metropolitan Life Global Fund			316	.30	Senior	Aa3	AA-	A+

Aflac Incorporated and Subsidiaries

Top 20 Global Investment Positions

(In Millions)

June 30, 2012

No.	Consolidated Corporate/Sovereign Exposure	Total Consolidated Book Value	% of Total Debt Securities	Book Value	% of Total Debt Securities	Seniority	Ratings		
							Moody's	S&P	Fitch
17	UNIQUE ZURICH AIRPORT Flughafen Zurich AG	467	.45	467	.45	Senior		A	
18	BANOBRAS	467	.45	467	.45	Senior	Baa1	BBB	BBB
19	GAS NATURAL SDG (UNION FENOSA) Union Fenosa Finance B.V.	466	.45	466	.45	Senior	Baa2	BBB	A-
20	GENERAL ELECTRIC CO GE Capital Corporation	452	.43	400	.37	Senior	A1	AA+	
	Security Capital Group			37	.04	Senior	A1	AA+	
	Susa Partnership LP			9	.01	Senior	A1	AA+	
	GE Capital Services Inc.			6	.01	Lower Tier II	A1	AA+	
	Subtotal	\$ 48,542	46.38 %	\$ 48,542	46.38 %				
	TOTAL DEBT SECURITIES	\$ 104,656	100.00 %	\$ 104,656	100.00 %				

Aflac Incorporated and Subsidiaries

Credit Ratings on Debt and Perpetual Securities

(At Amortized Cost)

	December 31,					June 30,	
	2007	2008	2009	2010	2011	2011	2012
AAA	6.3 %	5.7 %	3.3 %	3.3 %	1.8 %	4.5 %	1.7 %
AA	44.3	39.8	34.6	35.7	39.1	34.8	43.3
A	30.7	34.1	39.6	36.0	29.7	32.4	26.8
BBB	16.8	18.6	15.6	18.8	23.6	21.2	22.2
BB or Lower	1.9	1.8	6.9	6.2	5.8	7.1	6.0
	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>	<u>100.0 %</u>

Subordination Distribution of Debt Securities

(In Millions)

	December 31, 2011		June 30, 2012	
	Amortized Cost	% of Total	Amortized Cost	% of Total
Senior notes	\$ 85,544	86.2 %	\$ 93,576	89.4 %
Subordinated securities:				
Fixed maturities (stated maturity date):				
Lower Tier II	5,795	5.8	4,778	4.6
Upper Tier II	—	—	—	—
Tier I*	555	.6	548	.5
Surplus Notes	335	.3	335	.3
Trust Preferred - Non-banks	85	.1	85	.1
Other Subordinated - Non-banks	51	.1	52	—
Total fixed maturities	<u>6,821</u>	<u>6.9</u>	<u>5,798</u>	<u>5.5</u>
Perpetual securities (economic maturity date):				
Upper Tier II	4,285	4.3	3,310	3.2
Tier I	2,268	2.3	1,634	1.6
Other Subordinated - Non-banks	344	.3	338	.3
Total perpetual securities	<u>6,897</u>	<u>6.9</u>	<u>5,282</u>	<u>5.1</u>
Total	<u>\$ 99,262</u>	<u>100.0 %</u>	<u>\$ 104,656</u>	<u>100.0 %</u>

* Includes Trust Preferred securities

Aflac Group Insurance included starting 4th quarter 2009

Aflac Incorporated and Subsidiaries

Below-Investment-Grade Holdings (1)

(In Millions)

	December 31, 2011				June 30, 2012			
	Par Value	Amortized Cost	Fair Value	Unrealized gains (losses)	Par Value	Amortized Cost	Fair Value	Unrealized gains (losses)
ISRAEL ELECTRIC CORPORATION LIMITED	\$ 888	\$ 847	\$ 805	\$ (42)	\$ 870	\$ 816	\$ 745	\$ (71)
REPUBLIC OF TUNISIA (2)	823	823	877	54	807	806	798	(8)
INVESTCORP CAPITAL LIMITED	526	526	441	(85)	517	516	426	(90)
COMMERZBANK AG (INCLUDES DRESDNER BANK)	*	*	*	*	504	325	366	41
LLOYDS BANKING GROUP PLC	408	360	312	(48)	408	362	373	11
JUNTA DE ANDALUCIA (2)	*	*	*	*	397	397	373	(24)
UPM-KYMMENE	399	399	235	(164)	391	391	256	(135)
UNICREDIT BANK AG (HVB FUNDING TRUST I, III, & VI)	*	*	*	*	368	368	230	(138)
CSAV (TOLLO SHIPPING CO. S.A.)	309	130	130	—	303	127	131	4
BANK OF IRELAND, THE GOVERNOR & CO. OF	257	257	140	(117)	252	252	139	(113)
SWEDBANK AB (4)	180	139	106	(33)	240	181	148	(33)
GENERALITAT DE CATALUNYA (2)	*	*	*	*	227	83	83	—
TOKYO ELECTRIC POWER CO.,INC.	232	235	211	(24)	217	219	217	(2)
BANKIA SA (BANCAJA EMISIONES SA UNIPERSONAL)	*	*	*	*	189	70	70	—
EDP (ENERGIAS DE PORTUGAL SA)	*	*	*	*	179	177	146	(31)
IKB DEUTSCHE INDUSTRIEBANK AG	167	87	87	—	164	86	98	12
REDES ENERGETICAS NACIONAIS SGPS,S.A.	129	129	105	(24)	126	126	103	(23)
FINANCE FOR DANISH INDUSTRY (FIH)	129	100	100	—	126	98	105	7
DEXIA SA (Includes Dexia Bank Belgium & Dexia Overseas) (4)	579	190	190	—	—	—	—	—
ERSTE GROUP BANK (ERSTE FINANCE JERSEY LTD. 3 & 5) (4)	450	424	253	(171)	—	—	—	—
FORD MOTOR CREDIT COMPANY	386	386	388	2	*	*	*	*
BAWAG CAPITAL FINANCE JERSEY (4)	180	77	77	—	—	—	—	—
HYPO VORARLBERG CAPITAL FINANCE (4)	141	83	86	3	—	—	—	—
NEXTERA ENERGY INC. (FPL MARCUS HOOK, WHITE PINE HYDRO)	40	40	44	4	65	65	61	(4)
BARCLAYS BANK PLC (4)	*	*	*	*	65	48	50	2
SPAREBANKEN VEST (4)	60	60	59	(1)	60	60	55	(5)
Other Issuers (below \$50M in Par Value) (3)	408	378	339	(39)	368	364	351	(13)
	<u>\$ 6,691</u>	<u>\$ 5,670</u>	<u>\$ 4,985</u>	<u>\$ (685)</u>	<u>\$ 6,843</u>	<u>\$ 5,937</u>	<u>\$ 5,324</u>	<u>\$ (613)</u>

* Investment grade at respective reporting date

(1) Does not include senior secured bank loans in an externally managed portfolio that were below investment grade when initially purchased

(2) Deemed by the Company to be below investment grade

(3) Includes 17 issuers in 2011 and 15 issuers in 2012

(4) Includes perpetual security

Statements of Earnings
(Before Management Fee)
(Unaudited GAAP)
(In Millions)

	<u>Years Ended December 31,</u>					<u>3 Months Ended June 30,</u>			<u>6 Months Ended June 30,</u>		
	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2011</u>	<u>2012</u>	<u>%</u> <u>Change</u>	<u>2011</u>	<u>2012</u>	<u>%</u> <u>Change</u>
Revenues:											
Premiums	\$ 3,936	\$ 4,272	\$ 4,444	\$ 4,586	\$ 4,743	\$ 1,186	\$ 1,251	5.5 %	\$ 2,356	\$ 2,482	5.3 %
Net investment income	500	505	499	549	588	148	153	3.6	291	304	4.5
Other income and realized foreign currency translations	<u>10</u>	<u>10</u>	<u>10</u>	<u>11</u>	<u>10</u>	<u>3</u>	<u>2</u>		<u>6</u>	<u>5</u>	
Total revenues	<u>4,446</u>	<u>4,787</u>	<u>4,953</u>	<u>5,146</u>	<u>5,341</u>	<u>1,337</u>	<u>1,406</u>	5.2	<u>2,653</u>	<u>2,791</u>	5.2
Benefits and expenses:											
Incurred claims	1,783	2,043	2,225	2,268	2,308	565	599	5.9	1,130	1,192	5.5
Increase in future policy benefits	567	484	336	286	405	111	120	8.2	188	205	8.9
Amortization of deferred policy acquisition costs	323	370	419	395	383	89	92	3.6	196	202	2.9
General operating expenses	<u>1,081</u>	<u>1,145</u>	<u>1,197</u>	<u>1,275</u>	<u>1,341</u>	<u>329</u>	<u>337</u>	2.6	<u>645</u>	<u>663</u>	2.9
Total benefits and expenses	<u>3,754</u>	<u>4,042</u>	<u>4,177</u>	<u>4,224</u>	<u>4,437</u>	<u>1,094</u>	<u>1,148</u>	5.0	<u>2,159</u>	<u>2,262</u>	4.8
Pretax operating earnings	<u>\$ 692</u>	<u>\$ 745</u>	<u>\$ 776</u>	<u>\$ 922</u>	<u>\$ 904</u>	<u>\$ 243</u>	<u>\$ 258</u>	<u>6.3 %</u>	<u>\$ 494</u>	<u>\$ 529</u>	<u>7.2 %</u>
Realized capital gains, net of taxes	<u>2</u>	<u>(139)</u>	<u>(98)</u>	<u>(46)</u>	<u>34</u>	<u>14</u>	<u>6</u>		<u>26</u>	<u>2</u>	

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Balance Sheets
(Unaudited GAAP)
(In Millions)

	December 31,					June 30,	
	2007	2008	2009	2010	2011	2011	2012
Assets:							
Investments and cash	\$ 7,396	\$ 6,393	\$ 8,364	\$ 9,553	\$ 10,450	\$ 9,617	\$ 11,016
Receivables, principally premiums	355	415	379	390	394	380	418
Accrued investment income	118	117	123	145	162	157	168
Deferred policy acquisition costs	2,385	2,593	2,687	2,549	2,687	2,588	2,770
Other assets	161	161	226	237	249	239	258
Total assets	<u>\$ 10,415</u>	<u>\$ 9,679</u>	<u>\$ 11,779</u>	<u>\$ 12,874</u>	<u>\$ 13,942</u>	<u>\$ 12,981</u>	<u>\$ 14,630</u>
Liabilities and Shareholders' Equity:							
Future policy benefits	\$ 4,958	\$ 5,442	\$ 5,779	\$ 6,078	\$ 6,483	\$ 6,266	\$ 6,688
Policy and contract claims	856	933	1,023	1,126	1,195	1,144	1,234
Unearned premium	109	110	108	105	103	106	104
Other policyholder funds	56	265	277	272	288	282	293
Deferred income taxes	754	238	487	383	914	346	903
Other liabilities	673	586	649	896	816	768	819
Shareholders' equity	3,009	2,105	3,456	4,014	4,143	4,069	4,589
Total liabilities & shareholders' equity	<u>\$ 10,415</u>	<u>\$ 9,679</u>	<u>\$ 11,779</u>	<u>\$ 12,874</u>	<u>\$ 13,942</u>	<u>\$ 12,981</u>	<u>\$ 14,630</u>

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Quarterly Statements of Earnings and Percentage Changes

(Unaudited GAAP – Restated to conform to current classifications)

(In Millions)

		Earned	%	Net	%	Total	%	Total	%	Amort.	%	General	%	Total	%	Pretax	%
		Prem.	Change	Invest.	Change	Rev.	Change	Ben.	Change		Change	Oper.	Change	Oper.	Change	Oper.	Change
				Income								Exp.		Exp.		Earn.	
2004	1	710	13.9	97	10.6	810	13.4	435	13.5	59	18.0	194	11.2	253	12.7	121	14.7
	2	726	14.0	98	12.7	827	13.8	446	14.7	61	19.5	200	8.6	261	11.0	120	17.2
	3	745	12.8	100	8.4	847	12.3	459	13.9	59	22.8	202	7.5	261	10.6	127	10.1
	4	753	11.9	101	6.1	857	11.2	463	12.8	66	10.0	199	11.3	265	10.9	129	6.0
2005	1	787	10.7	102	5.2	891	10.1	480	10.2	64	8.7	214	10.3	278	9.9	133	9.7
	2	803	10.6	104	6.2	910	10.0	494	10.8	62	1.2	224	12.1	286	9.6	130	8.3
	3	820	10.1	107	7.4	929	9.7	508	10.6	60	1.3	228	12.9	288	10.3	133	5.1
	4	835	10.8	108	7.1	945	10.3	509	10.0	72	9.6	235	18.3	307	16.1	129	(.3)
2006	1	866	10.1	110	8.3	980	10.0	523	9.0	75	16.3	235	10.0	310	11.3	147	10.4
	2	878	9.3	115	10.0	994	9.2	527	6.7	70	13.6	247	9.8	317	10.5	150	15.1
	3	898	9.5	120	12.1	1,021	9.8	545	7.3	68	12.4	246	7.8	314	8.6	162	21.7
	4	910	9.0	120	11.0	1,033	9.3	574	12.7	77	7.5	256	8.4	333	8.2	126	(1.8)
2007	1	961	10.9	122	10.3	1,085	10.7	572	9.3	80	7.4	264	12.1	344	11.0	169	15.4
	2	972	10.7	124	8.4	1,099	10.6	584	10.8	79	11.8	265	7.6	344	8.5	171	14.1
	3	993	10.7	127	5.4	1,122	10.0	596	9.3	76	12.1	268	9.3	344	9.9	182	12.3
	4	1,010	10.9	127	6.2	1,140	10.4	599	4.4	88	14.3	283	11.1	371	11.8	170	34.2
2008	1	1,050	9.3	123	1.3	1,176	8.4	616	7.8	95	18.4	274	3.8	369	7.2	191	12.6
	2	1,064	9.5	125	.1	1,191	8.4	628	7.6	85	8.2	288	8.5	373	8.4	190	11.1
	3	1,078	8.5	129	1.7	1,209	7.8	637	6.9	88	16.4	280	4.4	368	7.0	204	11.9
	4	1,080	7.0	128	.7	1,211	6.2	645	7.7	102	15.7	304	7.1	406	9.1	160	(5.5)
2009	1	1,103	5.0	125	1.4	1,230	4.7	609	(1.1)	126	32.8	291	6.1	417	13.0	204	7.2
	2	1,094	2.8	127	1.8	1,223	2.7	631	.4	104	21.9	290	1.1	394	5.8	198	4.0
	3	1,110	3.0	123	(4.4)	1,236	2.2	642	.8	93	5.4	285	1.9	378	2.7	216	5.7
	4	1,136	5.2	124	(3.1)	1,264	4.3	680	5.3	96	(6.0)	330	8.7	426	5.0	158	(1.5)
2010	1	1,142	3.5	132	5.6	1,276	3.7	580	(4.7)	125	(1.3)	325	12.1	450	8.0	245	20.0
	2	1,147	4.9	135	6.1	1,285	5.1	655	3.8	82	(20.5)	323	10.8	405	2.6	225	13.9
	3	1,150	3.6	138	11.9	1,290	4.4	668	4.1	89	(4.6)	307	7.6	396	4.6	226	4.8
	4	1,148	1.0	144	16.1	1,295	2.5	649	(4.5)	100	3.8	320	(3.0)	420	(1.5)	226	42.9
2011	1	1,169	2.5	144	8.8	1,316	3.1	642	10.6	107	(14.1)	316	(3.1)	423	(6.1)	251	2.4
	2	1,186	3.4	148	9.7	1,337	4.0	676	3.2	89	8.0	329	2.0	418	3.2	243	7.8
	3	1,192	3.7	147	7.1	1,342	4.0	704	5.4	91	2.6	332	8.2	423	6.9	214	(5.2)
	4	1,195	4.1	149	3.4	1,347	4.0	690	6.3	96	(3.3)	365	13.9	461	9.8	196	(13.1)
2012	1	1,231	5.2	152	5.5	1,385	5.2	678	5.6	110	2.3	326	3.1	436	2.9	271	8.1
	2	1,251	5.5	153	3.6	1,406	5.2	719	6.3	92	3.6	337	2.6	429	2.9	258	6.3

Aflac Group Insurance included starting 4th quarter 2009

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Operating Ratios
(Before Management Fee)

	<u>Period</u>	<u>Premium Persistency Rate *</u>	<u>Incurred Claims/ Total Rev.</u>	<u>Incurred Claims/ Premium</u>	<u>Tot. Ben./ Total Revenues</u>	<u>Tot. Ben./ Premium</u>	<u>Amort./ Premium</u>	<u>Tot. Oper. Expenses/ Total Rev.</u>	<u>Combined Ratio/ Total Rev.</u>	<u>Pretax Profit Margin</u>
	2002	74.6 %	41.9 %	48.4 %	53.1 %	61.2 %	7.9 %	31.5 %	84.6 %	15.4 %
	2003	74.0	42.2	48.3	53.5	61.1	8.1	31.5	85.0	15.0
	2004	73.7	42.6	48.5	54.0	61.4	8.4	31.1	85.1	14.9
	2005	74.4	42.6	48.2	54.2	61.3	8.0	31.5	85.7	14.3
	2006	73.9	38.7	43.8	53.9	61.0	8.2	31.6	85.5	14.5
	2007	73.9	40.1	45.3	52.9	59.7	8.2	31.5	84.4	15.6
	2008	73.2	42.7	47.8	52.8	59.1	8.7	31.6	84.4	15.6
	2009	72.2	44.9	50.1	51.7	57.7	9.4	32.6	84.3	15.7
	2010	73.6	44.1	49.5	49.6	55.7	8.6	32.5	82.1	17.9
	2011	76.2	43.2	48.7	50.8	57.2	8.1	32.3	83.1	16.9
2009	1	66.9	44.1	49.2	49.5	55.2	11.4	33.9	83.4	16.6
	2	69.6	45.6	51.0	51.6	57.7	9.5	32.3	83.9	16.1
	3	71.3	44.4	49.5	51.9	57.8	8.4	30.6	82.5	17.5
	4	72.2	45.6	50.7	53.8	59.8	8.4	33.7	87.5	12.5
2010	1	66.4	45.0	50.3	45.5	50.8	10.9	35.3	80.8	19.2
	2	71.1	43.6	48.8	51.0	57.1	7.2	31.5	82.5	17.5
	3	72.6	43.9	49.2	51.8	58.1	7.7	30.7	82.5	17.5
	4	73.6	43.9	49.5	50.1	56.6	8.7	32.5	82.6	17.4
2011	1	73.0	42.9	48.3	48.8	54.9	9.2	32.1	80.9	19.1
	2	75.2	42.3	47.7	50.6	57.0	7.5	31.3	81.9	18.1
	3	75.9	45.0	50.7	52.5	59.1	7.6	31.5	84.0	16.0
	4	76.2	42.6	48.0	51.2	57.7	8.0	34.2	85.4	14.6
2012	1	74.7	42.8	48.2	49.0	55.1	8.9	31.4	80.4	19.6
	2	76.6	42.6	47.9	51.1	57.5	7.4	30.6	81.7	18.3

Annual percentages adjusted to reflect revised accounting guidance for stock compensation beginning in 2002

Aflac Group Insurance included starting 4th quarter 2009

**Premium persistency rate excludes Aflac Group Insurance*

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Aflac U.S. Sales Results
(In Millions)

	Period	Annl. Prem. In Force	% Change	New Annl. Prem. Sales	% Change	Convers. Prem.	Total New Prem.	% Change
	2002	\$ 2,674	19.5 %	\$ 1,059	16.6 %	\$ 11	\$ 1,070	16.4 %
	2003	3,043	13.8	1,111	4.9	17	1,128	5.4
	2004	3,374	10.9	1,156	4.0	30	1,186	5.1
	2005	3,711	10.0	1,235	6.8	24	1,259	6.1
	2006	4,101	10.5	1,395	13.0	28	1,423	13.1
	2007	4,510	10.0	1,522	9.1	36	1,558	9.5
	2008	4,789	6.2	1,518	(.2)	33	1,551	(.4)
	2009	4,956	3.5	1,426	(6.1)	27	1,453	(6.4)
	2010	4,973	.3	1,357	(4.9)	25	1,382	(4.9)
	2011	5,188	4.3	1,453	7.1	23	1,476	6.8
2008	1	4,539	9.1	346	2.1	7	353	.4
	2	4,617	8.9	375	4.4	8	383	4.9
	3	4,680	8.0	361	(.3)	8	369	.1
	4	4,789	6.2	436	(5.5)	10	446	(5.6)
2009	1	4,737	4.4	345	(.3)	6	351	(.6)
	2	4,742	2.7	337	(10.3)	4	341	(10.9)
	3	4,774	2.0	336	(6.9)	6	342	(7.2)
	4	4,956	3.5	408	(6.3)	11	419	(6.3)
2010	1	4,868	2.8	309	(10.3)	7	316	(10.0)
	2	4,887	3.1	327	(2.8)	6	333	(2.4)
	3	4,897	2.6	319	(5.3)	5	324	(5.3)
	4	4,973	.3	401	(1.8)	8	409	(2.3)
2011	1	4,981	2.3	329	6.2	7	336	6.3
	2	5,038	3.1	348	6.4	5	353	5.9
	3	5,085	3.8	336	5.3	4	340	5.0
	4	5,188	4.3	440	9.8	7	447	9.3
2012	1	5,237	5.2	345	5.1	6	351	4.5
	2	5,295	5.1	354	1.6	5	359	1.5

Aflac Group Insurance included starting 4th quarter 2009

Aflac U.S. Product Mix
(New Annualized Premium Sales, in Millions)

	Income-Loss Protection				Asset-Loss Protection				Supplemental Medical				Other	% of Total	
	STD	% of Total	Life	% of Total	Accident	% of Total	Critical Care*	% of Total	Hospital Indemnity	% of Total	Dental/Vision	% of Total			
		\$		%		\$		%		\$		%			\$
2006	\$ 269	18.9 %	\$ 71	5.0 %	\$ 470	33.0 %	\$ 321	22.6 %	\$ 177	12.4 %	\$ 111	7.8 %	\$ 4	.3 %	
2007	300	19.2	85	5.5	492	31.6	360	23.1	212	13.6	106	6.8	3	.2	
2008	283	18.3	96	6.2	471	30.3	361	23.3	241	15.5	97	6.3	2	.1	
2009	257	17.7	91	6.3	436	30.0	329	22.6	254	17.5	83	5.7	4	.2	
2010	236	17.1	83	6.0	421	30.5	320	23.2	246	17.8	76	5.5	1	–	
2011	266	18.0	83	5.7	443	30.0	356	24.1	232	15.7	96	6.5	–	–	
2010	1	56	17.6	20	6.3	94	29.8	67	21.2	61	19.5	17	5.5	1	.1
	2	57	17.0	21	6.2	106	31.8	73	21.9	58	17.3	19	5.6	–	.2
	3	56	17.2	20	6.1	99	30.5	73	22.5	56	17.4	20	6.2	1	.1
	4	68	16.5	22	5.4	122	29.8	107	26.2	70	17.1	20	4.9	1	.1
2011	1	58	17.2	21	6.2	99	29.6	78	23.4	56	16.6	23	6.9	1	.1
	2	59	16.6	21	5.9	109	30.9	82	23.3	56	15.9	26	7.4	–	–
	3	64	18.7	19	5.7	105	30.7	78	23.0	51	15.0	23	6.9	–	–
	4	85	19.1	23	5.1	130	29.1	117	26.2	69	15.4	23	5.1	–	–
2012	1	70	20.0	21	5.9	103	29.4	83	23.7	52	14.7	22	6.3	–	–
	2	73	20.3	20	5.6	109	30.3	79	22.1	55	15.3	23	6.4	–	–

Aflac U.S. Sales Force Data

	Recruited		Licensed Sales		Weekly Average		
	Agents	% Increase	Associates	% Increase	Producers	% Increase	
2006	26,108	7.8 %	68,394	8.5 %	10,330	6.4 %	
2007	24,247	(7.1)	71,258	4.2	10,945	6.0	
2008	25,755	6.2	74,390	4.4	11,232	2.6	
2009	28,482	10.6	75,315	1.2	11,145	(.8)	
2010	22,167	(22.2)	72,535	(3.7)	10,410	(6.6)	
2011	24,495	10.5	74,802	3.1	10,427	.2	
2011	1	6,659	13.5	71,951	(3.5)	10,446	1.0
	2	6,413	10.2	72,681	(.2)	10,398	(.9)
	3	6,029	10.4	73,360	2.3	10,075	(.2)
	4	5,394	7.4	74,802	3.1	10,789	.8
2012	1	6,700	.6	76,277	6.0	10,190	(2.5)
	2	6,383	(.5)	76,852	5.7	10,280	(1.1)

* Includes cancer, critical illness, and hospital intensive care products.

Aflac Group Insurance included starting 4th quarter 2009

Statements of Earnings
(Unaudited GAAP – Yen in Millions)
(Before Management Fee)

	<u>Years Ended December 31,</u>					<u>3 Months Ended June 30,</u>			<u>6 Months Ended June 30,</u>		
	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2011</u>	<u>2012</u>	<u>%</u> <u>Change</u>	<u>2011</u>	<u>2012</u>	<u>%</u> <u>Change</u>
Revenues:											
Premiums	¥ 1,063,700	¥ 1,101,233	¥ 1,137,958	¥ 1,181,389	¥ 1,245,361	¥ 308,057	¥ 338,028	9.7 %	¥ 612,857	¥ 666,623	8.8 %
Net investment income:											
Yen denominated	129,740	135,366	141,029	144,220	143,468	35,492	37,952	6.9	71,013	75,440	6.2
US\$ denominated	82,337	76,618	70,700	70,845	70,697	16,345	17,444	6.7	34,238	38,011	11.0
Total investment income	212,077	211,984	211,729	215,065	214,165	51,837	55,396	6.9	105,251	113,451	7.8
Other income and realized foreign currency translations	3,180	1,516	4,059	3,116	3,615	428	51		2,071	1,358	
Total revenues	1,278,957	1,314,733	1,353,746	1,399,570	1,463,141	360,322	393,475	9.2	720,179	781,432	8.5
Benefits and expenses:											
Incurred claims	509,776	565,218	589,194	588,228	601,114	151,012	157,314	4.2	301,754	317,539	5.2
Increase in future policy benefits	306,518	256,964	228,281	248,412	278,685	64,193	86,730	35.1	125,858	161,520	28.3
Amortization of deferred policy acquisition costs	37,332	41,632	48,814	49,468	53,623	13,233	14,189	7.2	25,922	28,274	9.1
General operating expenses	210,584	218,131	225,709	227,501	224,372	56,402	57,937	2.7	111,010	114,053	2.7
Total benefits and expenses	1,064,210	1,081,945	1,091,998	1,113,609	1,157,794	284,840	316,170	11.0	564,544	621,386	10.1
Pretax operating earnings	¥ 214,747	¥ 232,788	¥ 261,748	¥ 285,961	¥ 305,347	¥ 75,482	¥ 77,305	2.4 %	¥ 155,635	¥ 160,046	2.8 %
Realized capital gains, net of taxes	1,830	(52,777)	(64,133)	(16,946)	(81,921)	(37,186)	(20,194)		(69,717)	(25,254)	

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Statements of Earnings
(Unaudited GAAP – Dollars in Millions)
(Before Management Fee)

	<u>Years Ended December 31,</u>					<u>3 Months Ended June 30,</u>			<u>6 Months Ended June 30,</u>		
	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2011</u>	<u>2012</u>	<u>%</u> <u>Change</u>	<u>2011</u>	<u>2012</u>	<u>%</u> <u>Change</u>
Revenues:											
Premiums	\$ 9,037	\$ 10,674	\$ 12,178	\$ 13,487	\$ 15,619	\$ 3,770	\$ 4,216	11.8 %	\$ 7,472	\$ 8,364	11.9 %
Net investment income											
Yen denominated	1,102	1,312	1,510	1,645	1,799	434	473	9.0	866	946	9.3
US\$ denominated	699	741	755	808	889	202	218	7.8	419	475	13.1
Total investment income	1,801	2,053	2,265	2,453	2,688	636	691	8.6	1,285	1,421	10.6
Other income and realized foreign currency translations	27	15	43	37	46	5	–		25	16	
Total revenues	10,865	12,742	14,486	15,977	18,353	4,411	4,907	11.2	8,782	9,801	11.6
Benefits and expenses:											
Incurred claims	4,325	5,477	6,296	6,709	7,534	1,848	1,962	6.2	3,679	3,984	8.3
Increase in future policy benefits	2,610	2,495	2,450	2,844	3,503	785	1,082	37.7	1,534	2,027	32.1
Amortization of deferred policy acquisition costs	318	404	523	563	672	162	177	9.5	315	355	12.5
Operating expenses	1,791	2,116	2,417	2,601	2,815	691	722	4.5	1,355	1,431	5.6
Total benefits and expenses	9,044	10,492	11,686	12,717	14,524	3,486	3,943	13.1	6,883	7,797	13.3
Pretax operating earnings	\$ 1,821	\$ 2,250	\$ 2,800	\$ 3,260	\$ 3,829	\$ 925	\$ 964	4.2 %	\$ 1,899	\$ 2,004	5.5 %
Realized capital gains, net of taxes	16	(513)	(690)	(228)	(1,043)	(468)	(262)		(855)	(311)	

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Balance Sheets
(Unaudited GAAP – Yen in Millions)

	December 31,					June 30,	
	2007	2008	2009	2010	2011	2011	2012
Assets:							
Investments and cash	¥ 5,535,964	¥ 5,622,544	¥ 5,915,236	¥ 6,346,113	¥ 7,190,297	¥ 6,677,813	¥ 7,740,547
Receivables, principally premiums	45,037	48,004	36,566	23,876	23,985	41,958	28,499
Accrued investment income	50,316	48,364	48,229	48,160	49,550	46,837	50,954
Deferred policy acquisition costs	487,363	513,723	538,430	520,682	552,104	534,655	570,281
Other assets	62,872	61,286	59,467	109,003	89,625	101,596	82,578
Total assets	¥ <u>6,181,552</u>	¥ <u>6,293,921</u>	¥ <u>6,597,928</u>	¥ <u>7,047,834</u>	¥ <u>7,905,561</u>	¥ <u>7,402,859</u>	¥ <u>8,472,859</u>
Liabilities and Shareholders' Equity:							
Future policy benefits	¥ 4,647,594	¥ 4,903,439	¥ 5,131,769	¥ 5,380,182	¥ 5,658,866	¥ 5,506,039	¥ 5,820,386
Policy and contract claims	182,563	198,856	206,913	211,268	216,618	218,912	223,871
Unearned premiums	66,679	69,581	75,377	89,000	124,481	96,869	155,712
Other policyholder funds	205,026	241,346	301,227	420,895	726,219	520,773	1,024,447
Income taxes (prim. deferred)	210,508	109,385	126,859	129,771	132,268	149,041	160,229
Other liabilities	174,370	230,217	130,168	119,027	164,589	139,298	103,921
Shareholders' equity	694,812	541,097	625,615	697,691	882,520	771,927	984,293
Total liabilities & shareholders' equity	¥ <u>6,181,552</u>	¥ <u>6,293,921</u>	¥ <u>6,597,928</u>	¥ <u>7,047,834</u>	¥ <u>7,905,561</u>	¥ <u>7,402,859</u>	¥ <u>8,472,859</u>

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Balance Sheets
(Unaudited GAAP – Dollars in Millions)

	December 31,					June 30,	
	2007	2008	2009	2010	2011	2011	2012
Assets:							
Investments and cash	\$ 48,497	\$ 61,766	\$ 64,226	\$ 77,876	\$ 92,492	\$ 82,718	\$ 97,599
Receivables, principally premiums	395	527	397	293	309	520	359
Accrued investment income	441	531	524	591	637	580	642
Deferred policy acquisition costs	4,269	5,643	5,846	6,390	7,102	6,623	7,191
Other assets	551	674	646	1,337	1,152	1,258	1,041
Total assets	<u>\$ 54,153</u>	<u>\$ 69,141</u>	<u>\$ 71,639</u>	<u>\$ 86,487</u>	<u>\$ 101,692</u>	<u>\$ 91,699</u>	<u>\$ 106,832</u>
Liabilities and Shareholders' Equity:							
Future policy benefits	\$ 40,715	\$ 53,866	\$ 55,720	\$ 66,023	\$ 72,792	\$ 68,203	\$ 73,388
Policy and contract claims	1,599	2,185	2,247	2,593	2,786	2,712	2,823
Unearned premiums	584	764	818	1,092	1,601	1,200	1,963
Other policyholder liabilities	1,796	2,651	3,271	5,165	9,342	6,451	12,917
Income taxes (prim. deferred)	1,844	1,202	1,377	1,592	1,702	1,846	2,020
Other liabilities	1,528	2,529	1,413	1,460	2,117	1,725	1,310
Shareholders' equity	6,087	5,944	6,793	8,562	11,352	9,562	12,411
Total liabilities & shareholders' equity	<u>\$ 54,153</u>	<u>\$ 69,141</u>	<u>\$ 71,639</u>	<u>\$ 86,487</u>	<u>\$ 101,692</u>	<u>\$ 91,699</u>	<u>\$ 106,832</u>

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Quarterly Statements of Earnings and Percentage Changes
(Unaudited GAAP – Yen in Millions)

		Net		Total		Total		Amort.	%	General		Total		Pretax			
		Earned	%	Investment	%	Revenues	%			Benefits	%	Operating	%	Operating	%	Oper.	%
		Premiums	Change	Income	Change	Revenues	Change	Benefits	Change	Change	Expense	Change	Expense	Change	Earn.	Change	
2004	1	221,283	6.4	40,342	(.6)	262,062	5.2	176,207	4.6	7,656	3.1	41,780	4.5	49,436	4.3	36,419	9.5
	2	224,011	6.8	42,206	2.4	266,636	6.0	177,997	4.4	7,248	(4.6)	44,136	8.5	51,384	6.4	37,254	13.6
	3	228,387	6.9	42,880	2.7	271,764	6.1	183,076	6.0	7,195	(5.2)	43,445	(.5)	50,639	(1.2)	38,049	18.5
	4	231,477	6.8	43,018	4.8	275,134	6.6	185,145	5.0	7,562	8.6	44,873	4.8	52,435	5.3	37,554	17.4
2005	1	235,596	6.5	42,935	6.4	279,283	6.6	186,718	6.0	7,583	(1.0)	43,269	4.9	50,852	2.9	41,713	14.5
	2	238,728	6.6	44,321	5.0	283,896	6.5	186,860	5.0	7,716	6.5	47,625	7.9	55,341	7.7	41,695	11.9
	3	242,260	6.1	45,572	6.3	288,658	6.2	192,244	5.0	7,654	6.4	45,176	4.0	52,830	4.3	43,584	14.5
	4	245,970	6.3	47,354	10.1	294,292	7.0	193,378	4.4	8,299	9.7	53,165	18.5	61,464	17.2	39,450	5.0
2006	1	250,138	6.2	47,734	11.2	298,568	6.9	193,938	3.9	8,140	7.3	46,763	8.1	54,903	8.0	49,727	19.2
	2	253,486	6.2	48,314	9.0	302,422	6.5	196,410	5.1	8,353	8.3	48,241	1.3	56,594	2.3	49,418	18.5
	3	256,254	5.8	49,954	9.6	307,264	6.4	202,960	5.6	8,106	5.9	48,958	8.4	57,064	8.0	47,240	8.4
	4	259,628	5.6	50,433	6.5	310,586	5.5	203,416	5.2	8,529	2.8	52,902	(.5)	61,431	(.1)	45,739	15.9
2007	1	262,347	4.9	52,108	9.2	315,528	5.7	201,522	3.9	8,859	8.8	49,574	6.0	58,433	6.4	55,573	11.8
	2	264,454	4.3	53,427	10.6	319,057	5.5	203,130	3.4	9,166	9.7	51,104	5.9	60,270	6.5	55,657	12.6
	3	266,961	4.2	53,795	7.7	320,621	4.3	204,375	.7	8,841	9.1	52,298	6.8	61,139	7.1	55,107	16.7
	4	269,937	4.0	52,747	4.6	323,751	4.2	207,267	1.9	10,465	22.7	57,609	8.9	68,074	10.8	48,410	5.8
2008	1	271,920	3.6	52,187	.2	323,989	2.7	202,316	.4	10,132	14.4	53,320	7.6	63,452	8.6	58,221	4.8
	2	273,872	3.6	53,077	(.7)	328,427	2.9	203,421	.1	10,407	13.5	54,766	7.2	65,173	8.1	59,833	7.5
	3	276,489	3.6	54,254	.9	331,252	3.3	206,046	.8	10,034	13.5	54,486	4.2	64,520	5.5	60,686	10.1
	4	278,952	3.3	52,466	(.5)	331,065	2.3	210,398	1.5	11,059	5.7	55,561	(3.6)	66,620	(2.1)	54,047	11.6
2009	1	281,655	3.6	52,462	.5	334,769	3.3	206,007	1.8	11,656	15.0	53,493	.3	65,149	2.7	63,613	9.3
	2	282,289	3.1	52,981	(.2)	336,743	2.5	203,467	-	11,792	13.3	55,238	.9	67,030	2.8	66,246	10.7
	3	285,977	3.4	53,170	(2.0)	339,883	2.6	203,728	(1.1)	11,552	15.1	56,763	4.2	68,315	5.9	67,840	11.8
	4	288,037	3.3	53,116	1.2	342,351	3.4	204,273	(2.9)	13,814	24.9	60,214	8.4	74,028	11.1	64,050	18.5
2010	1	290,832	3.3	53,765	2.5	346,939	3.6	206,510	.2	12,280	5.4	54,273	1.5	66,553	2.2	73,876	16.1
	2	293,109	3.8	54,572	3.0	347,550	3.2	205,037	.8	12,120	2.8	57,487	4.1	69,607	3.8	72,906	10.1
	3	296,816	3.8	53,590	.8	350,806	3.2	209,097	2.6	11,922	3.2	56,111	(1.1)	68,033	(.4)	73,676	8.6
	4	300,632	4.4	53,138	-	354,274	3.5	215,996	5.7	13,146	(4.8)	59,628	(1.0)	72,774	(1.7)	65,504	2.3
2011	1	304,800	4.8	53,414	(.7)	359,857	3.7	212,407	2.9	12,689	3.3	54,608	.6	67,297	1.1	80,153	8.5
	2	308,057	5.1	51,837	(5.0)	360,322	3.7	215,205	5.0	13,233	9.2	56,402	(1.9)	69,635	-	75,482	3.5
	3	312,867	5.4	54,081	.9	367,526	4.8	219,113	4.8	13,444	12.8	55,704	(.7)	69,148	1.6	79,265	7.6
	4	319,637	6.3	54,833	3.2	375,435	6.0	233,074	7.9	14,257	8.5	57,658	(3.3)	71,915	(1.2)	70,446	7.5
2012	1	328,595	7.8	58,055	8.7	387,957	7.8	235,015	10.6	14,085	11.0	56,114	2.8	70,199	4.3	82,743	3.2
	2	338,028	9.7	55,396	6.9	393,475	9.2	244,044	13.4	14,189	7.2	57,937	2.7	72,126	3.6	77,305	2.4

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Operating Ratios
(Before Management Fee)

	<u>Period</u>	<u>Premium Persistency Rate</u>	<u>Incurred Claims/ Total Rev.</u>	<u>Incurred Claims/ Premium</u>	<u>Tot. Ben./ Total Revenues</u>	<u>Tot. Ben./ Premium</u>	<u>Amort./ Premium</u>	<u>Tot. Oper. Expenses/ Total Rev.</u>	<u>Combined Ratio/ Total Rev.</u>	<u>Pretax Profit Margin</u>
	2002	94.2 %	41.8 %	50.2 %	68.4 %	82.1 %	3.3 %	19.7 %	88.1 %	11.9 %
	2003	94.2	44.3	53.1	67.8	81.1	3.5	19.4	87.2	12.8
	2004	94.5	43.1	51.3	67.2	79.8	3.3	18.9	86.1	13.9
	2005	94.7	42.6	50.8	66.2	78.9	3.2	19.3	85.5	14.5
	2006	94.7	39.2	46.9	65.4	78.1	3.2	18.8	84.2	15.8
	2007	94.7	39.9	47.9	63.8	76.7	3.5	19.4	83.2	16.8
	2008	94.5	43.0	51.4	62.5	74.7	3.8	19.8	82.3	17.7
	2009	94.0	43.5	51.8	60.4	71.8	4.3	20.3	80.7	19.3
	2010	94.2	42.0	49.8	59.8	70.8	4.2	19.8	79.6	20.4
	2011	94.4	41.1	48.3	60.1	70.6	4.3	19.0	79.1	20.9
2009	1	93.9	44.8	53.4	61.5	73.1	4.1	19.5	81.0	19.0
	2	93.9	44.7	53.4	60.4	72.1	4.2	19.9	80.3	19.7
	3	94.0	42.7	50.7	59.9	71.2	4.0	20.1	80.0	20.0
	4	94.0	41.8	49.7	59.7	70.9	4.8	21.6	81.3	18.7
2010	1	93.8	43.8	52.3	59.5	71.0	4.2	19.2	78.7	21.3
	2	94.0	41.6	49.4	59.0	70.0	4.1	20.0	79.0	21.0
	3	94.1	42.0	49.6	59.6	70.4	4.0	19.4	79.0	21.0
	4	94.2	40.7	47.9	61.0	71.8	4.4	20.5	81.5	18.5
2011	1	94.3	41.9	49.5	59.0	69.7	4.2	18.7	77.7	22.3
	2	94.3	41.9	49.0	59.7	69.9	4.3	19.4	79.1	20.9
	3	94.4	40.5	47.6	59.6	70.0	4.3	18.8	78.4	21.6
	4	94.4	40.1	47.1	62.1	72.9	4.5	19.1	81.2	18.8
2012	1	94.5	41.3	48.8	60.6	71.5	4.3	18.1	78.7	21.3
	2	94.7	40.0	46.5	62.0	72.2	4.2	18.4	80.4	19.6

Adjusted to reflect revised accounting guidance for stock compensation beginning in 2002

Beginning in 2010, amounts have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs

Aflac Japan Sales Results
(Yen In Millions)

<u>Period</u>	<u>Annl. Prem. In Force (Billions)</u>	<u>% Change</u>	<u>New Annl. Prem. Sales</u>	<u>% Change</u>	<u>Convers. Prem.</u>	<u>Total New Premium</u>	<u>% Change</u>	
2002	¥ 834.4	6.7 %	¥ 96,208	4.9 %	¥ 12,112	¥ 108,320	17.9 %	
2003	900.3	7.9	113,203	17.7	7,967	121,170	11.9	
2004	961.9	6.8	116,507	2.9	6,018	122,525	1.1	
2005	1,027.8	6.8	124,846	7.2	3,938	128,784	5.1	
2006	1,083.1	5.4	114,654	(8.2)	2,801	117,455	(8.8)	
2007	1,125.6	3.9	113,114	(1.3)	1,522	114,636	(2.4)	
2008	1,161.7	3.2	113,399	.3	1,293	114,692	–	
2009	1,200.4	3.3	121,490	7.1	855	122,345	6.7	
2010	1,255.6	4.6	135,299	11.4	515	135,813	11.0	
2011	1,343.7	7.0	160,738	18.8	295	161,033	18.6	
2008	1	1,133.9	3.7	27,280	5.5	337	27,617	5.0
	2	1,143.1	3.6	28,316	(5.1)	334	28,650	(4.9)
	3	1,153.6	3.3	27,843	1.3	304	28,147	.9
	4	1,161.7	3.2	29,960	.1	317	30,277	(.1)
2009	1	1,169.3	3.1	27,270	–	236	27,506	(.4)
	2	1,175.9	2.9	29,790	5.2	284	30,074	5.0
	3	1,188.6	3.0	29,792	7.0	176	29,968	6.5
	4	1,200.4	3.3	34,637	15.6	161	34,798	14.9
2010	1	1,211.0	3.6	30,095	10.4	169	30,264	10.0
	2	1,222.2	3.9	33,724	13.2	132	33,856	12.6
	3	1,238.7	4.2	34,507	15.8	114	34,621	15.5
	4	1,255.6	4.6	36,973	6.7	99	37,072	6.5
2011	1	1,271.2	5.0	33,973	12.9	99	34,072	12.6
	2	1,285.1	5.2	36,035	6.9	69	36,104	6.6
	3	1,311.8	5.9	42,243	22.4	53	42,296	22.2
	4	1,343.7	7.0	48,488	31.1	74	48,562	31.0
2012	1	1,384.1	8.9	52,346	54.1	68	52,414	53.8
	2	1,423.6	11.2	53,146	47.5	64	53,210	47.4

Aflac Japan Product Mix

(New Annualized Premium Sales, Yen in Billions)

		<u>Cancer</u>	<u>% of Total</u>	<u>Medical *</u>	<u>% of Total</u>	<u>Child Endowment</u>	<u>% of Total</u>	<u>WAYS</u>	<u>% of Total</u>	<u>Ordinary Life Other</u>	<u>% of Total</u>	<u>Other</u>	<u>% of Total</u>
2007	¥	37.6	32.8 %	¥ 45.7	39.9 %	¥ 1.1	1.0 %	¥ 6.2	5.4 %	¥ 18.2	15.9 %	¥ 5.7	5.0 %
2008		39.0	34.0	44.0	38.4	2.4	2.1	6.0	5.3	17.7	15.4	5.5	4.8
2009		34.6	28.3	48.0	39.2	10.9	8.9	7.3	6.0	16.8	13.8	4.7	3.8
2010		29.9	22.0	46.5	34.2	25.3	18.6	12.1	8.9	17.1	12.6	5.0	3.7
2011		31.6	19.6	35.9	22.3	27.4	17.0	42.1	26.2	16.6	10.3	7.3	4.6
2010	1	6.7	22.0	11.7	38.9	4.7	15.4	1.9	6.2	4.0	13.3	1.2	4.2
	2	7.8	23.2	12.0	35.6	6.3	18.6	2.3	6.8	4.1	12.1	1.2	3.7
	3	7.4	21.5	11.6	33.6	7.2	20.9	2.9	8.4	4.4	12.6	1.0	3.0
	4	7.9	21.4	11.0	29.8	7.1	19.1	5.0	13.6	4.6	12.3	1.4	3.8
2011	1	6.0	17.5	9.4	27.6	7.4	21.8	6.0	17.7	3.9	11.5	1.3	3.9
	2	8.8	24.4	8.9	24.6	6.2	17.2	6.7	18.6	4.0	11.0	1.5	4.2
	3	8.1	19.1	8.6	20.3	6.7	15.8	13.4	31.7	4.1	9.6	1.4	3.5
	4	8.8	18.0	9.0	18.6	7.1	14.6	16.0	32.9	4.7	9.6	3.0	6.3
2012	1	6.8	13.0	8.9	17.1	7.2	13.7	23.2	44.2	4.1	7.8	2.2	4.2
	2	7.1	13.4	9.0	16.9	6.5	12.2	24.1	45.2	4.2	7.9	2.3	4.5

Aflac Japan Sales Force Data

<u>Number of Agencies by Type</u>					<u>Sales Contribution by Agency Type</u>					<u>Licensed Sales</u>	<u>Recruited</u>
	<u>Individual/ Independent</u>	<u>Affiliated</u>	<u>Bank **</u>	<u>Total</u>	<u>Individual/ Independent</u>	<u>Affiliated</u>	<u>Dai-ichi</u>	<u>Bank</u>	<u>Associates</u>	<u>Agencies</u>	
2007	16,213	1,987	261	18,461	56.1 %	35.3 %	8.2 %	.4 %	100,810	3,195	
2008	16,577	1,976	329	18,882	55.0	35.5	6.7	2.8	107,458	3,944	
2009	17,366	1,916	353	19,635	54.7	34.8	4.4	6.1	110,528	4,651	
2010	17,725	1,893	364	19,982	51.1	31.0	3.3	14.6	115,406	4,854	
2011	17,933	1,843	370	20,146	44.0	25.1	2.0	28.9	120,744	5,039	
2011	1	17,534	1,880	364	19,778	47.3	27.0	2.6	23.1	115,910	1,237
	2	17,759	1,864	367	19,990	48.5	28.5	1.9	21.1	117,702	1,512
	3	18,091	1,862	369	20,322	41.0	22.9	1.8	34.3	119,937	1,112
	4	17,933	1,843	370	20,146	41.2	23.2	1.7	33.9	120,744	1,178
2012	1	17,660	1,832	372	19,864	33.8	18.7	1.2	46.3	121,421	946
	2	17,766	1,809	374	19,949	33.6	18.7	1.2	46.5	123,364	939

* Includes stand-alone medical and other medical riders including Rider MAX

** Includes banks selling for Aflac Japan prior to the deregulation in December 2007

**Yen/Dollar Exchange Rates
1996 - 2010
(By Quarter)**

		<u>Closing Rate</u>	<u>Yearly Cum Avg</u>			<u>Closing Rate</u>	<u>Yearly Cum Avg</u>			<u>Closing Rate</u>	<u>Yearly Cum Avg</u>			<u>Closing Rate</u>	<u>Yearly Cum Avg</u>				
1996	1	106.35	105.84	1999	1	120.55	116.58	2002	1	133.25	132.69	2005	1	107.39	104.50	2008	1	100.19	105.06
	2	109.50	106.75		2	121.10	118.80		2	119.45	129.77		2	110.62	106.04		2	106.42	104.77
	3	111.00	107.50		3	106.95	117.09		3	122.60	126.03		3	113.19	107.79		3	103.57	105.75
	4	116.10	108.84		4	102.40	113.96		4	119.90	125.15		4	118.07	109.88		4	91.03	103.46
1997	1	124.10	121.28	2000	1	106.15	107.13	2003	1	120.20	118.93	2006	1	117.47	116.90	2009	1	98.23	93.37
	2	114.35	120.48		2	105.50	106.91		2	119.80	118.71		2	115.24	115.65		2	96.01	95.44
	3	121.10	119.64		3	108.00	107.16		3	111.25	118.39		3	117.90	115.82		3	90.21	94.79
	4	130.10	121.07		4	114.75	107.83		4	107.13	115.95		4	119.11	116.31		4	92.10	93.49
1998	1	132.10	128.09	2001	1	123.90	118.14	2004	1	105.69	107.32	2007	1	118.05	119.48	2010	1	93.04	90.54
	2	141.00	131.90		2	124.60	120.43		2	108.43	108.52		2	123.26	120.13		2	88.48	91.32
	3	135.50	134.57		3	119.40	120.86		3	111.05	109.00		3	115.43	119.37		3	83.82	89.38
	4	115.70	130.89		4	131.95	121.54		4	104.21	108.26		4	114.15	117.93		4	81.49	87.73

**Yen/Dollar Exchange Rates
2011 - 2012
(By Quarter)**

		<u>Qtr End</u>	<u>Qtr Avg</u>	<u>Yearly Cum Avg</u>	<u>% change Cum Avg Yen vs.10</u>			<u>Qtr End</u>	<u>Qtr Avg</u>	<u>Yearly Cum Avg</u>	<u>% change Cum Avg Yen vs.11</u>
2011	1	83.15	82.32	82.32	10.0 %	2012	1	82.19	79.59	79.59	3.4 %
	2	80.73	81.57	81.95	11.4		2	79.31	80.19	79.88	2.6 %
	3	76.65	77.78	80.50	11.0						
	4	77.74	77.35	79.75	10.0						

Beginning in 2010, Quarter and Yearly averages have been adjusted for the adoption of new accounting guidance related to the deferral of policy acquisition costs