## S&P TEST

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# UNUM GROUP SWOT & PESTLE ANALYSIS

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Company Name: Unum Group

**Company Sector:** Insurance and Healthcare

Operating Geography: United States, North America, Global

#### About the Company:

Unum is a Fortune 500 insurance company formerly known as UnumProvident. Unum Group was created by the 1999 merger of Unum Corporation and The Provident Companies. Unum is the top disability insurer in both the United States and the United Kingdom and also offers other insurance products including accident, critical illness and life insurance. Unum Group along with its insurance and non-insurance subsidiaries operate in the United States, the United Kingdom, Poland, and, to a limited extent, in certain other countries. The Group's overall business portfolio includes disability, life, accident, critical illness, dental and vision, and other related services. Unum's products and services are primarily marketed at the workplaces. As of early 2020 the Group employs nearly 10,300 full-time employees.

Unum Group's mission statement "Is to help protect people financially when they're injured or ill and need it most. In today's environment of economically fragile families, financial protection benefits are more important than ever."

The group's vision statement states "We will be the leading provider of employee benefits products and services that help employers manage their businesses and employees protect their families and livelihoods."

Unum Group's USP or Unique Selling proposition sprawls in being a leading provider of financial protection and benefits in the United States, the United Kingdom and Poland, and the largest provider of disability income in the world.

#### Revenue:

US\$ 11.99 billion – FY ending 31st December 2019 (y-o-y growth of +3.3%)

US\$ 11.59 billion – FY ending 31st December 2018



### SWOT Analysis:

The SWOT Analysis for Unum Group is given below:

Strengths	Weaknesses
1.Consistent growth in revenue and financial	1.High dependency for funds from subsidiaries
conditions over the past 5 years	2.Earnings concentrated in the volatile group
2.Strong brand legacy and market position	and individual disability businesses
across its business segments	
3.Strong financial foundation since inception	
4.Market leading position in employee benefits	
segment	
5.Strong persistency across business segments	
Opportunities	Threats
1.Growing existing business to reach the	1.Intense competition affecting market share
untapped markets	and profitability
2.Invest in operations to serve the changing	2.Stringent insurance regulation and oversight
needs of the customer and meet new market	3.Sustained periods of low interest rates may
demands	impact financials
3.Initiatives to support customers and their	
employees through the coronavirus pandemic	



#### PESTLE Analysis:

The PESTLE Analysis for Unum Group is given below:

Political	Economical
1.Prohibition for investment in some	1.Economic stability and growth status and the
geographies due to the government policies	inflation rate that affects the spending power
2.Political stability and importance of health	of the population
and life insurance in the country	2.Discretionary income possessed by the
	population
Social	Technological
1.Health and safety consciousness among the	1.Digital transformation in insurance
people	enhancing product offering and capabilities
2.Attitude of the population towards health	while improving the customer experience
and insurance	2.Leveraging advanced data analytics to create
3.Increasing openness of workplace	a differentiated Stop-Loss strategy
population to benefits education	3.Easy benefits claim using technology
	4.Online subscription and accessibility to
	products
Legal	Environmental
1.Insurance subsidiaries subjective to	1.Striving to effectively manage and reduce
extensive supervision and regulation	environmental impact
2.Impact of Brexit on Unum UK	2.Addressing Climate change, a serious
	challenge for the world

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