

We remind ourselves daily...

## ...of the Importance of Our Shareholders.

### INVESTORS INFORMATION

We take our commitment to our owners very seriously. Our strategy is to grow operating earnings per share at a strong and consistent rate to improve the value of the investment that our owners have made in AFLAC. At the same time, we strive to maintain high standards of disclosure to all members of the investment community. Whether distributing information about AFLAC through government filings or other printed materials, on [aflac.com](http://aflac.com) or through Internet webcasts, our overriding objective is to provide investors with the information they need to make informed investment decisions.

Our Shareholder Services Department provides stock transfer services and administers our dividend reinvestment plan. We also offer many services through [aflac.com](http://aflac.com). For example *aflinc*, which is accessed through [aflac.com](http://aflac.com), allows shareholders secure Internet access to their investment accounts. Shareholders can also view account balances, complete investment transactions, change home and

e-mail addresses, as well as view, download, and print dividend-related tax forms. We also provide electronic delivery of certain documents, such as reinvestment statements, proxy statements, and annual and quarterly reports to shareholders

[aflac.com](http://aflac.com), or sign up for an e-mail alert notification service. This service automatically sends investors an e-mail message whenever news is made public about AFLAC. In addition, investors can find a lot of valuable financial information

**AFLAC's shares have outperformed the S&P 500 and the S&P Life and Health Index in five of the last eight years.**

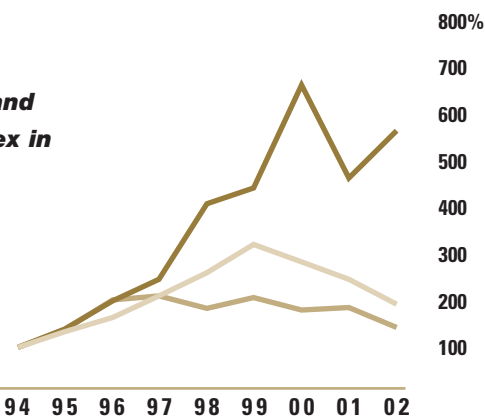
#### Comparative Market Performance

(1994=100)

■ S&P Life and Health

■ S&P 500

■ AFLAC



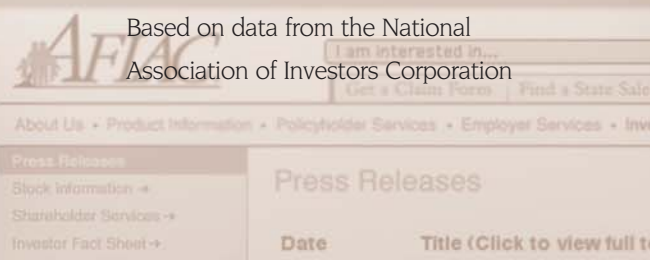
through *aflinc*. By the end of 2002, more than 23,500 shareholders had signed up for *aflinc*, which represented nearly 32% of our registered shareholders at year-end.

We also offer other informational services through our Web site. The conference calls we conduct in conjunction with our quarterly earnings releases are webcast at [aflac.com](http://aflac.com) and are archived for two weeks following the release. In addition, investors can access webcasts of analyst meetings that the company holds. Investors can view and print the shareholder calendar of events at

at our Web site. Annual and quarterly reports, SEC filings, and quarterly statistical financial supplements can all be easily downloaded and printed on the Investor Relations page.

The mix of our shareholder base has remained fairly stable over the last few years. Institutional investors own about half of our shares, with the balance owned by individual investors. Directors, employees and agents owned approximately 6% of the company's shares at the end of 2002.

Based on data from the National Association of Investors Corporation



(NAIC), AFLAC was again the most popular stock among its 315,600 members in terms of number of shares held and the market value of those shares. According to research conducted by NAIC, its membership owned approximately 32 million shares of AFLAC.

## 2002 MARKET PERFORMANCE

Like 2001, last year was a gloomy year for most stocks. Reflecting investor concerns about corporate scandals, the slumping U.S. economy and global tensions, major stock market indices declined for the third consecutive year. Despite a difficult market for stocks in general, 2002 was a year of solid returns for AFLAC shareholders.

AFLAC closed the year at \$30.12, up 22.6% from our 2001 closing price of \$24.56. Our strong performance for the year compares with dismal performances for major stock market indicators. The Standard & Poor's 500 Index was down 23.4% and the Dow Jones Industrial Average dropped

16.8% for the year. Insurance stocks, as measured by the Standard & Poor's Life and Health Insurance Index, were also down sharply. The S&P Life and Health Insurance Index declined 17.5% in 2002. Actually, AFLAC was the only company in the S&P Life and Health Insurance Index to generate a positive return in 2002.

AFLAC's shares have a long history of strong market performance, reflecting our long-term record of earnings growth. In fact, 2002 marked the 21st year of the last 28 years that our shares have outperformed the S&P 500 Index. Including reinvested cash dividends, AFLAC's total return to shareholders was 23.6% in 2002. For the last five years, AFLAC's total return has compounded annually at 19.5%. And over the last 10 years, our total return to shareholders has compounded at 21.8% annually.

AFLAC's earliest shareholders have been extremely well-rewarded. Investors who purchased 100 shares when AFLAC was

founded in 1955 paid \$1,110 for their investment. As a result of 28 stock dividends or stock splits, those 100 shares had grown to 187,980 shares at the end of the year, excluding reinvested cash dividends. At December 31, 2002, their original investment was worth more than \$5.6 million. In addition, AFLAC's early investors received approximately \$43,200 in cash dividends last year, which was more than 38 times the acquisition price of those original 100 shares.

## Quarterly Common Stock Prices

	High	Low	Close
<b>2002</b>			
<b>4th</b>	<b>\$33.45</b>	<b>\$28.78</b>	<b>\$30.12</b>
<b>3rd</b>	<b>32.30</b>	<b>24.24</b>	<b>30.69</b>
<b>2nd</b>	<b>33.15</b>	<b>28.15</b>	<b>32.00</b>
<b>1st</b>	<b>29.72</b>	<b>23.10</b>	<b>29.37</b>
2001			
4th	\$29.30	\$23.58	\$24.56
3rd	32.60	23.00	27.00
2nd	35.24	26.80	31.49
1st	36.10	23.38	27.54
2000			
4th	\$37.47	\$29.19	\$36.10
3rd	33.75	22.53	32.03
2nd	26.97	21.88	22.97
1st	23.57	16.78	22.78

## Peer Company Comparison

(S&P Life and Health Insurance Index Companies)

	Symbol	Year-end Market Value (In billions)	2002 Return*	Five-Year Returns* Total	Annual
AFLAC	AFL	\$15.5	23.6%	143.9%	19.5%
Jefferson-Pilot	JP	5.5	(15.4)	22.9	4.2
John Hancock	JHF	8.0	(31.7)	**	**
Lincoln National	LNC	5.6	(32.7)	(7.2)	(1.5)
Metlife	MET	18.9	(14.0)	**	**
Prudential Financial	PRU	18.0	(3.2)	**	**
Torchmark	TMK	4.3	(6.2)	6.1	1.2
UnumProvident	UNM	4.2	(32.0)	(64.3)	(18.6)

\* Includes reinvested cash dividends

\*\* Not applicable

**With a total return to shareholders of 23.6% in 2002, AFLAC was the top performing stock in the S&P Life and Health Insurance Index.**

**AFLAC**

Investor Relations

**AFLAC Webcast**  
Fourth Quarter 2002 Earnings Release  
Conference Call  
Friday, February 3, 2003

Declared	Record	Payable
10/22/2002	11/14/2002	12/2/2002
7/23/2002	8/15/2002	9/6/2002
2/12/2002	3/15/2002	4/12/2002
1/6/2002	2/14/2002	3/15/2002
10/22/2001	11/15/2001	12/12/2001
7/24/2001	8/15/2001	9/12/2001
2/13/2001	3/15/2001	4/12/2001
1/12/2001	2/14/2001	3/15/2001