

PROTECTIVE LIFE CORP
Form 10-Q
August 03, 2017
Table of Contents

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D. C. 20549

FORM 10-Q

Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the quarterly period ended June 30, 2017

or

Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the transition period from _____ to _____

Commission File Number 001-11339

PROTECTIVE LIFE CORPORATION
(Exact name of registrant as specified in its charter)

DELAWARE 95-2492236
(State or other jurisdiction of incorporation or organization) (IRS Employer Identification Number)

2801 HIGHWAY 280 SOUTH
BIRMINGHAM, ALABAMA 35223
(Address of principal executive offices and zip code)

Registrant's telephone number, including area code (205) 268-1000

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer, or a smaller reporting company. See definition of "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer Accelerated Filer

Edgar Filing: PROTECTIVE LIFE CORP - Form 10-Q

Non-accelerated filer Smaller Reporting Company

Emerging Growth Company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act). Yes No

Number of shares of Common Stock, \$0.01 Par Value, outstanding as of July 21, 2017: 1,000

Table of Contents

PROTECTIVE LIFE CORPORATION
 QUARTERLY REPORT ON FORM 10-Q
 FOR QUARTERLY PERIOD ENDED JUNE 30, 2017

TABLE OF CONTENTS

PART I

	Page
Item 1. Financial Statements (unaudited):	
<u>Consolidated Condensed Statements of Income For The Three and Six Months Ended June 30, 2017 and 2016</u>	<u>2</u>
<u>Consolidated Condensed Statements of Comprehensive Income For The Three and Six Months Ended June 30, 2017 and 2016</u>	<u>3</u>
<u>Consolidated Condensed Balance Sheets as of June 30, 2017 and 2016</u>	<u>4</u>
<u>Consolidated Condensed Statement of Shareowner's Equity For The Six Months ended June 30, 2017</u>	<u>6</u>
<u>Consolidated Condensed Statements of Cash Flows For The Six Months Ended June 30, 2017 and 2016</u>	<u>7</u>
<u>Notes to Consolidated Condensed Financial Statements</u>	<u>9</u>
Item 2. <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	<u>55</u>
Item 3. <u>Quantitative and Qualitative Disclosures About Market Risk</u>	<u>106</u>
Item 4. <u>Controls and Procedures</u>	<u>106</u>

PART II

Item 1A. <u>Risk Factors</u>	<u>106</u>
Item 2. <u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	<u>112</u>
Item 6. <u>Exhibits</u>	<u>113</u>
<u>Signature</u>	<u>114</u>

Table of Contents

PROTECTIVE LIFE CORPORATION
CONSOLIDATED CONDENSED STATEMENTS OF INCOME
(Unaudited)

	For The Three Months Ended June 30,		For The Six Months Ended June 30,	
	2017	2016	2017	2016
	(Dollars In Thousands)			
Revenues				
Premiums and policy fees	\$868,139	\$857,948	\$1,728,725	\$1,710,743
Reinsurance ceded	(342,898)	(336,605)	(658,974)	(646,932)
Net of reinsurance ceded	525,241	521,343	1,069,751	1,063,811
Net investment income	507,771	488,460	1,014,184	963,577
Realized investment gains (losses):				
Derivative financial instruments	(108,188)	(83,366)	(178,066)	(156,865)
All other investments	53,717	88,783	76,558	170,511
Other-than-temporary impairment losses	(33)	(5,527)	(2,758)	(8,296)
Portion recognized in other comprehensive income (before taxes)	(2,752)	4,560	(7,858)	4,712
Net impairment losses recognized in earnings	(2,785)	(967)	(10,616)	(3,584)
Other income	111,311	102,148	220,553	205,864
Total revenues	1,087,067	1,116,401	2,192,364	2,243,314
Benefits and expenses				
Benefits and settlement expenses, net of reinsurance ceded: (three and six months 2017 -\$286,234 and \$549,611; three and six months 2016 - \$276,294 and \$576,167)	712,361	713,697	1,462,003	1,428,242
Amortization of deferred policy acquisition costs and value of business acquired	23,102	20,761	43,621	51,507
Other operating expenses, net of reinsurance ceded: (three and six months 2017 -\$53,305 and \$104,322; 2016 -\$50,950 and \$99,261)	225,836	213,282	448,623	423,062
Total benefits and expenses	961,299	947,740	1,954,247	1,902,811
Income before income tax	125,768	168,661	238,117	340,503
Income tax expense	41,500	56,541	78,435	113,035
Net income	\$84,268	\$112,120	\$159,682	\$227,468

See Notes to the Consolidated Condensed Financial Statements

2

Table of Contents

PROTECTIVE LIFE CORPORATION
CONSOLIDATED CONDENSED STATEMENTS OF COMPREHENSIVE INCOME
(Unaudited)

	For The Three Months Ended June 30,		For The Six Months Ended June 30,	
	2017	2016	2017	2016
	(Dollars In Thousands)			
Net income	\$84,268	\$112,120	\$159,682	\$227,468
Other comprehensive income (loss):				
Change in net unrealized gains (losses) on investments, net of income tax: (three months: 2017 - \$155,316; 2016 - \$314,161; six months: 2017 - \$241,278; 2016 - \$550,511)	288,445	583,441	448,086	1,022,377
Reclassification adjustment for investment amounts included in net income, net of income tax: (three months: 2017 - \$1,355; 2016 - \$(5,588); six months: 2017 - \$777; 2016 - \$(6,616))	2,517	(10,377)	1,445	(12,287)
Change in net unrealized gains (losses) relating to other-than-temporary impaired investments for which a portion has been recognized in earnings, net of income tax: (three months: 2017 - \$1,390; 2016 - \$(1,543); six months: 2017 - \$3,385; 2016 - \$(1,384))	2,583	(2,866)	6,286	(2,572)
Change in accumulated (loss) gain - derivatives, net of income tax: (three months: 2017 - \$(64); 2016 - \$0; six months: 2017 - \$(426); 2016 - \$0)	(120)	—	(792)	—
Reclassification adjustment for derivative amounts included in net income, net of income tax: (three months: 2017 - \$53; 2016 - \$0; six months: 2017 - \$125; 2016 - \$0)	100	—	233	—
Total other comprehensive income	293,525	570,198	455,258	1,007,518
Total comprehensive income	\$377,793	\$682,318	\$614,940	\$1,234,986

See Notes to the Consolidated Condensed Financial Statements

Table of Contents

PROTECTIVE LIFE CORPORATION
CONSOLIDATED CONDENSED BALANCE SHEETS
(Unaudited)

	As of	
	June 30, 2017	December 31, 2016
	(Dollars In Thousands)	
Assets		
Fixed maturities, at fair value (amortized cost: 2017 - \$39,946,303 ; 2016 - \$39,832,724)	\$39,374,923	\$38,183,337
Fixed maturities, at amortized cost (fair value: 2017 - \$2,805,107; 2016 - \$2,733,340)	2,747,077	2,770,177
Equity securities, at fair value (amortized cost: 2017 - \$768,323; 2016 - \$768,423)	787,317	754,489
Mortgage loans (related to securitizations: 2017 - \$255,641; 2016 - \$277,964)	6,472,861	6,132,125
Investment real estate, net of accumulated depreciation (2017 - \$328; 2016 - \$252)	6,705	8,060
Policy loans	1,634,809	1,650,240
Other long-term investments	836,321	865,304
Short-term investments	366,958	332,431
Total investments	52,226,971	50,696,163
Cash	404,871	348,182
Accrued investment income	482,017	482,388
Accounts and premiums receivable	121,449	118,303
Reinsurance receivables	5,246,252	5,323,846
Deferred policy acquisition costs and value of business acquired	2,094,497	2,019,829
Goodwill	793,470	793,470
Other intangibles, net of accumulated amortization (2017 - \$113,748; 2016 - \$79,226)	665,907	688,083
Property and equipment, net of accumulated depreciation (2017 - \$17,563; 2016 - \$17,450)	106,046	106,111
Other assets	231,480	170,004
Income tax receivable	100,069	116,823
Assets related to separate accounts		
Variable annuity	13,616,259	13,244,252
Variable universal life	959,638	895,925
Total assets	\$77,048,926	\$75,003,379

See Notes to the Consolidated Condensed Financial Statements

Table of ContentsPROTECTIVE LIFE CORPORATION
CONSOLIDATED CONDENSED BALANCE SHEETS

(Unaudited)

(continued)

	As of	
	June 30, 2017	December 31, 2016
	(Dollars In Thousands)	
Liabilities		
Future policy benefits and claims	\$30,731,694	\$30,511,085
Unearned premiums	861,326	848,495
Total policy liabilities and accruals	31,593,020	31,359,580
Stable value product account balances	4,023,790	3,501,636
Annuity account balances	10,770,111	10,642,115
Other policyholders' funds	1,267,352	1,165,749
Other liabilities	2,152,711	1,924,155
Deferred income taxes	1,907,228	1,599,764
Non-recourse funding obligations	2,774,744	2,796,474
Secured financing liabilities	440,125	797,721
Debt	1,163,531	1,163,285
Subordinated debt securities	437,804	441,202
Liabilities related to separate accounts		
Variable annuity	13,616,259	13,244,252
Variable universal life	959,638	895,925
Total liabilities	71,106,313	69,531,858
Commitments and contingencies - Note 11		
Shareowner's equity		
Common Stock: 2017 and 2016 - \$0.01 par value; shares authorized: 5,000; shares issued: 1,000	—	—
Additional paid-in-capital	5,554,059	5,554,059
Retained earnings	587,819	571,985
Accumulated other comprehensive income (loss):		
Net unrealized (losses) gains on investments, net of income tax: (2017 - \$(107,486); 2016 - \$(349,541))	(199,616)	(649,147)
Net unrealized gains (losses) relating to other-than-temporary impaired investments for which a portion has been recognized in earnings, net of income tax: (2017 - \$(479); 2016 - \$(3,864))	(889)	(7,175)
Accumulated loss - derivatives, net of income tax: (2017 - \$90; 2016 - \$391)	168	727
Postretirement benefits liability adjustment, net of income tax: (2017 - \$578; 2016 - \$578)	1,072	1,072
Total shareowner's equity	5,942,613	5,471,521
Total liabilities and shareowner's equity	\$77,048,926	\$75,003,379

See Notes to the Consolidated Condensed Financial Statements

5

Table of Contents

PROTECTIVE LIFE CORPORATION
 CONSOLIDATED CONDENSED STATEMENTS OF SHAREOWNER'S EQUITY
 (Unaudited)

	Additional Common Paid-In- Stock Capital	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Total Shareowner's equity
	(Dollars In Thousands)			
Balance, December 31, 2016	\$-5,554,059	\$571,985	\$ (654,523)	\$5,471,521
Net income for the six months ended June 30, 2017		159,682		159,682
Other comprehensive income			455,258	455,258
Comprehensive income for the six months ended June 30, 2017				614,940
Dividends to parent		(143,848)		(143,848)
Balance, June 30, 2017	\$-5,554,059	\$587,819	\$ (199,265)	\$5,942,613

See Notes to the Consolidated Condensed Financial Statements

6

Table of Contents

PROTECTIVE LIFE CORPORATION
CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS
(Unaudited)

	For The Six Months Ended June 30,	
	2017	2016
	(Dollars In Thousands)	
Cash flows from operating activities		
Net income	\$ 159,682	\$ 227,468
Adjustments to reconcile net income to net cash provided by operating activities:		
Realized investment losses (gains)	112,124	(10,062)
Amortization of DAC and VOBA	43,621	51,507
Capitalization of DAC	(133,799)	(162,363)
Depreciation and amortization expense	30,765	27,008
Deferred income tax	62,327	168,049
Accrued income tax	16,754	(63,718)
Interest credited to universal life and investment products	326,949	365,702
Policy fees assessed on universal life and investment products	(666,174)	(633,366)
Change in reinsurance receivables	77,594	88,923
Change in accrued investment income and other receivables	9,326	(30,069)
Change in policy liabilities and other policyholders' funds of traditional life and health products	(163,476)	(180,674)
Trading securities:		
Maturities and principal reductions of investments	77,697	54,710
Sale of investments	136,007	299,517
Cost of investments acquired	(193,774)	(331,920)
Other net change in trading securities	12,504	31,036
Amortization of premiums and accretion of discounts on investments and mortgage loans	219,097	197,319
Change in other liabilities	60,499	274,971
Other, net	(117,697)	(43,897)
Net cash provided by operating activities	\$ 70,026	\$ 330,141

See Notes to the Consolidated Condensed Financial Statements

Table of Contents

PROTECTIVE LIFE CORPORATION
CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS
(Unaudited)
(continued)

	For The Six Months Ended June 30,	
	2017	2016
	(Dollars In Thousands)	
Cash flows from investing activities		
Maturities and principal reductions of investments, available-for-sale	\$ 349,663	\$ 630,133
Sale of investments, available-for-sale	860,182	1,212,879
Cost of investments acquired, available-for-sale	(1,465,086)	(2,852,940)
Change in investments, held-to-maturity	21,000	(2,188,000)
Mortgage loans:		
New lendings	(745,445)	(575,386)
Repayments	373,836	457,181
Change in investment real estate, net	1,546	3,883
Change in policy loans, net	15,431	29,290
Change in other long-term investments, net	(6,063)	(65,499)
Change in short-term investments, net	(41,417)	(41,017)
Net unsettled security transactions	11,312	112,433
Purchase of property, equipment, and intangibles	(15,709)	(8,282)
Amounts received from reinsurance transaction	—	325,800
Net cash used in investing activities	\$(640,750)	\$(2,959,525)
Cash flows from financing activities		
Borrowings under line of credit arrangements and debt	\$ 305,000	\$ 100,000
Principal payments on line of credit arrangement and debt	(283,998)	(258,763)
Issuance (repayment) of non-recourse funding obligations	(21,000)	2,176,700
Secured financing liabilities	(357,596)	(278,185)
Dividends to shareowner	(143,848)	(89,343)
Investment product deposits and change in universal life deposits	2,240,760	2,219,455
Investment product withdrawals	(1,111,905)	(1,208,033)
Other financing activities, net	—	—
Net cash provided by financing activities	\$627,413	\$2,661,831
Change in cash	56,689	32,447
Cash at beginning of period	348,182	396,072
Cash at end of period	\$404,871	\$428,519

See Notes to the Consolidated Condensed Financial Statements

Table of Contents

PROTECTIVE LIFE CORPORATION
NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS
(Unaudited)

1. BASIS OF PRESENTATION

Basis of Presentation

On February 1, 2015, Protective Life Corporation (the “Company”) became a wholly owned subsidiary of The Dai-ichi Life Insurance Company, Limited, a kabushiki kaisha organized under the laws of Japan (now known as Dai-ichi Life Holdings, Inc., “Dai-ichi Life”), when DL Investment (Delaware), Inc. a wholly owned subsidiary of Dai-ichi Life, merged with and into the Company. Prior to February 1, 2015, the Company’s stock was publicly traded on the New York Stock Exchange. Subsequent to the Merger date, the Company remains as an SEC registrant within the United States. The Company is a holding company with subsidiaries that provide financial services through the production, distribution, and administration of insurance and investment products. The Company markets individual life insurance, credit life and disability insurance, guaranteed investment contracts, guaranteed funding agreements, fixed and variable annuities, and extended service contracts throughout the United States. The Company also maintains a separate segment devoted to the acquisition of insurance policies from other companies. Founded in 1907, Protective Life Insurance Company (“PLICO”) is the Company’s largest operating subsidiary.

These financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (“GAAP”) for the interim periods presented herein. Such accounting principles differ from statutory reporting practices used by insurance companies in reporting to state regulatory authorities. Accordingly, they do not include all of the disclosures required by GAAP for complete financial statements. In the opinion of management, the accompanying financial statements reflect all adjustments (consisting only of normal recurring items) necessary for a fair statement of the results for the interim periods presented. Operating results for the three and six months ended June 30, 2017, are not necessarily indicative of the results of operations that may be expected for the year ending December 31, 2017. The year-end consolidated condensed financial data included herein was derived from audited financial statements but does not include all disclosures required by GAAP within this report. For further information, refer to the consolidated financial statements and notes thereto included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2016.

The operating results of companies in the insurance industry have historically been subject to significant fluctuations due to changing competition, economic conditions, interest rates, investment performance, insurance ratings, claims, persistency, and other factors.

Entities Included

The consolidated condensed financial statements in this report include the accounts of Protective Life Corporation and subsidiaries and its affiliate companies in which the Company holds a majority voting or economic interest.

Intercompany balances and transactions have been eliminated.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Significant Accounting Policies

For a full description of significant accounting policies, see Note 2 to Consolidated Financial Statements included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2016. There were no significant changes to the Company’s accounting policies during the six months ended June 30, 2017.

Accounting Pronouncements Recently Adopted

ASU No. 2017-04-Intangibles-Goodwill and Other (Topic 350): Simplifying the Test for Goodwill Impairment. This Update simplifies the goodwill impairment test by re-defining the concept of goodwill impairment as the condition that exists when the carrying amount of a reporting unit exceeds its fair value. The Update eliminates “Step 2” of the current goodwill impairment test, which requires entities to determine goodwill impairment by calculating the implied fair value of goodwill by remeasuring to fair value the assets and liabilities of a reporting unit as if that reporting unit had been acquired in a business combination. The Company elected to adopt the amendments in the Update in the first quarter of 2017, and will apply the revised guidance to impairment tests conducted after January 1, 2017. Application of the revised guidance did not impact the Company’s financial position or results of operations and will simplify its annual goodwill impairment test, which is generally conducted in the fourth quarter. For more details regarding the

Company's goodwill assessment process, please refer to Note 9, Goodwill.

ASU No. 2015-09 - Financial Services-Insurance (Topic 944): Disclosures about Short-Duration Contracts. The amendments in this Update require additional disclosures for short-duration contracts issued by insurance entities. The additional disclosures focus on the liability for unpaid claims and claim adjustment expenses and include incurred and paid claims development information by accident year in tabular form, along with a reconciliation of this information to the statement of financial position. For accident years included in the development tables, the amendments also require disclosure of the total incurred-but-not-reported liabilities and expected development on reported claims, along with claims frequency information unless impracticable. Finally, the amendments require disclosure of the historical average annual percentage payout of incurred claims. With the exception of the current reporting period, claims development information may be presented as supplementary information. The Update is effective for annual periods beginning after December 15, 2015 and interim periods beginning after December 15, 2016. The additional disclosures introduced in this Update have not been provided, as the short-duration lines of business to which they apply are not material to the Company's financial statements.

Table of Contents

Accounting Pronouncements Not Yet Adopted

ASU No. 2014-09 - Revenue from Contracts with Customers (Topic 606). This Update provides for significant revisions to the recognition of revenue from contracts with customers across various industries. Under the new guidance, entities are required to apply a prescribed 5-step process to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The accounting for revenues associated with insurance products is not within the scope of this Update. The Update was originally effective for annual and interim periods beginning after December 15, 2016. However, in August 2015, the FASB issued ASU No. 2015-14 - Revenues from Contracts with Customers: Deferral of the Effective Date, to defer the effective date of ASU No. 2014-09 by one year to annual and interim periods beginning after December 15, 2017. The Company will adopt this Update on January 1, 2018 using the modified retrospective approach method. The amendments in the Update, along with clarifying updates issued subsequent to ASU 2014-09, may impact several of the Company's non-core lines of business, specifically revenues at the Company's affiliated broker dealers and insurance agency. Additionally, certain non-insurance products sold from the Asset Protection Division, such as fee-for-service arrangements, are expected to be in the scope of the revised guidance. Several application questions remain outstanding, most notably interpretive positions from the AICPA regarding the Update's application to insurance companies and products. Based on the assessment completed to date, the Company does not anticipate material financial impact from the implementation of the revised guidance.

ASU No. 2016-01 - Financial Instruments - Recognition and Measurement of Financial Assets and Financial Liabilities. The amendments in this Update address certain aspects of recognition, measurement, presentation, and disclosure of financial instruments. Most notably, the Update requires that equity investments (except those accounted for under the equity method of accounting or those that result in consolidation of the investee) be measured at fair value with changes in fair value recognized in net income. The Update also introduces a single-step impairment model for equity investments without a readily determinable fair value. Additionally, the Update requires changes in instrument-specific credit risk for fair value option liabilities to be recorded in other comprehensive income. The amendments in this Update are effective for annual and interim periods beginning after December 15, 2017 and will be applied on a modified retrospective basis. The Company expects to complete its review of applicable policies and procedures to ensure compliance with the revised guidance.

ASU No. 2016-02 - Leases. The amendments in this Update address certain aspects of recognition, measurement, presentation, and disclosure of leases. The most significant change will relate to the accounting model used by lessees. The Update will require all leases with terms greater than 12 months to be recorded on the balance sheet in the form of a lease asset and liability. The lease asset and liability will be measured at the present value of the minimum lease payments less any upfront payments or fees. The Update also requires numerous disclosure changes for which the Company is assessing the impact. The amendments in the Update are effective for annual and interim periods beginning after December 15, 2018 on a modified retrospective basis. The Company has completed an inventory of all leases in the organization and is currently assessing the impact of the Update and updating internal processes to ensure compliance with the revised guidance.

ASU No. 2016-13 - Financial Instruments-Credit Losses: Measurement of Credit Losses on Financial Instruments. The amendments in this Update introduce a new current expected credit loss ("CECL") model for certain financial assets, including mortgage loans and reinsurance receivables. The new model will not apply to debt securities classified as available-for-sale. For assets within the scope of the new model, an entity will recognize as an allowance against earnings its estimate of the contractual cash flows not expected to be collected on day one of the asset's acquisition. The allowance may be reversed through earnings if a security recovers in value. This differs from the current impairment model, which requires recognition of credit losses when they have been incurred and recognizes a security's subsequent recovery in value in other comprehensive income. The Update also makes targeted changes to the current impairment model for available-for-sale debt securities, which comprise the majority of the Company's invested assets. Similar to the CECL model, credit loss impairments will be recorded in an allowance against earnings that may be reversed for subsequent recoveries in value. The amendments in this Update are effective for annual and

interim periods beginning after December 15, 2019 on a modified retrospective basis. The Company is reviewing its policies and processes to ensure compliance with the requirements in this Update, upon adoption, and assessing the impact this standard will have on its operations and financial results.

ASU No. 2016-15 - Statement of Cash Flows: Classification of Certain Cash Receipts and Cash Payments. The amendments in this Update are intended to reduce diversity in practice in how certain transactions are classified in the statement of cash flows. Specific transactions addressed in the new guidance include: Debt prepayment/extinguishment costs, contingent consideration payments, proceeds from the settlement of corporate-owned life insurance policies, and distributions received from equity method investments. The Update does not introduce any new accounting or financial reporting requirements, and is effective for annual and interim periods beginning after December 15, 2018 using the retrospective method. The Company is reviewing its policies and processes to ensure compliance with the requirements in this Update, upon adoption.

ASU No. 2016-18 - Statement of Cash Flows (Topic 230): Restricted Cash (a consensus of the FASB Emerging Task Force). The amendments in this update provide guidance on the presentation of restricted cash or restricted cash equivalents in the statement of cash flows, thereby reducing diversity in practice related to the presentation of these amounts. The amendments require that a statement of cash flows explain the change during the period in the total of cash, cash equivalents, and amounts generally described as restricted cash or restricted cash equivalents. The Update is effective for public business entities for fiscal years beginning after December 15, 2017, and interim periods within those fiscal years. The Company expects to complete its review of applicable policies and procedures to ensure compliance with the revised guidance.

ASU No. 2017-01 - Business Combinations (Topic 805): Clarifying the Definition of a Business. The purpose of this update is to clarify the definition of a business with the objective of adding guidance to assist entities with evaluating whether transactions should be accounted for as acquisitions (or disposals) of assets or businesses. The amendments in the Update provide a specific test by which an entity may determine whether an acquisition involves a set of assets or a business. The amendments

Table of Contents

in the Update are to be applied prospectively for periods beginning after December 15, 2017. The Company has reviewed the revised requirements, and does not anticipate that the changes will impact its policies or recent conclusions related to its acquisition activities.

ASU No. 2017-07 - Compensation - Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost. The amendments in this update require entities to disaggregate the current-service-cost component from other components of net benefit cost and present it with other current compensation costs in the income statement. The other components of net benefit cost must be presented outside of income from operations if that subtotal is presented. In addition, the Update requires entities to disclose the income statement lines that contain the other components if they are not presented on appropriately described separate lines. The amendments in this update are effective for interim and annual periods beginning after December 15, 2017. As provided for in the ASU, the Company expects to apply the provisions of the statement retrospectively for components of net periodic pension costs and prospectively for capitalization of the service costs component of net periodic costs and net periodic postretirement benefits. The Update will not impact the Company's financial position or results of operations. The Company is reviewing its policies and processes to ensure compliance with the requirements in this Update, upon adoption.

ASU No. 2017-08 - Receivables - Nonrefundable Fees and Other Costs (Subtopic 310-20): Premium Amortization on Purchased Callable Debt Securities. The amendments in this update require that premiums on callable debt securities be amortized to the first call date. This is a change from current guidance, under which premiums are amortized to the maturity date of the security. The amendments are effective for annual and interim periods beginning after December 31, 2018, and early adoption is permitted. Transition will be through a modified retrospective approach in which the cumulative effect of application is recorded to retained earnings at the beginning of the annual period in which an entity adopts the revised guidance. The Company is currently reviewing its systems and processes to determine whether early adoption of the revised guidance is practicable.

3. MONY CLOSED BLOCK OF BUSINESS

In 1998, MONY Life Insurance Company ("MONY") converted from a mutual insurance company to a stock corporation ("demutualization"). In connection with its demutualization, an accounting mechanism known as a closed block (the "Closed Block") was established for certain individuals' participating policies in force as of the date of demutualization. Assets, liabilities, and earnings of the Closed Block are specifically identified to support its participating policyholders. The Company acquired the Closed Block in conjunction with the acquisition of MONY in 2013.

Assets allocated to the Closed Block inure solely to the benefit of each Closed Block's policyholders and will not revert to the benefit of MONY or the Company. No reallocation, transfer, borrowing or lending of assets can be made between the Closed Block and other portions of MONY's general account, any of MONY's separate accounts or any affiliate of MONY without the approval of the Superintendent of The New York State Department of Financial Services (the "Superintendent"). Closed Block assets and liabilities are carried on the same basis as similar assets and liabilities held in the general account.

The excess of Closed Block liabilities over Closed Block assets (adjusted to exclude the impact of related amounts in accumulated other comprehensive income (loss) ("AOCI")) at the acquisition date of October 1, 2013, represented the estimated maximum future post-tax earnings from the Closed Block that would be recognized in income from continuing operations over the period the policies and contracts in the Closed Block remain in force. In connection with the acquisition of MONY, the Company developed an actuarial calculation of the expected timing of MONY's Closed Block's earnings as of October 1, 2013.

If the actual cumulative earnings from the Closed Block are greater than the expected cumulative earnings, only the expected earnings will be recognized in the Company's net income. Actual cumulative earnings in excess of expected cumulative earnings at any point in time are recorded as a policyholder dividend obligation because they will ultimately be paid to Closed Block policyholders as an additional policyholder dividend unless offset by future

performance that is less favorable than originally expected. If a policyholder dividend obligation has been previously established and the actual Closed Block earnings in a subsequent period are less than the expected earnings for that period, the policyholder dividend obligation would be reduced (but not below zero). If, over the period the policies and contracts in the Closed Block remain in force, the actual cumulative earnings of the Closed Block are less than the expected cumulative earnings, only actual earnings would be recognized in income from continuing operations. If the Closed Block has insufficient funds to make guaranteed policy benefit payments, such payments will be made from assets outside the Closed Block.

Many expenses related to Closed Block operations, including amortization of VOBA, are charged to operations outside of the Closed Block; accordingly, net revenues of the Closed Block do not represent the actual profitability of the Closed Block operations. Operating costs and expenses outside of the Closed Block are, therefore, disproportionate to the business outside of the Closed Block.

Table of Contents

Summarized financial information for the Closed Block as of June 30, 2017, and December 31, 2016, is as follows:

	As of	
	June 30, 2017	December 31, 2016
	(Dollars In Thousands)	
Closed block liabilities		
Future policy benefits, policyholders' account balances and other policyholder liabilities	\$5,837,388	\$ 5,896,355
Policyholder dividend obligation	123,449	31,932
Other liabilities	18,662	40,007
Total closed block liabilities	5,979,499	5,968,294
Closed block assets		
Fixed maturities, available-for-sale, at fair value	\$4,568,414	\$ 4,440,105
Mortgage loans on real estate	153,106	201,088
Policy loans	709,618	712,959
Cash	52,863	108,270
Other assets	139,948	135,794
Total closed block assets	5,623,949	5,598,216
Excess of reported closed block liabilities over closed block assets	355,550	370,078
Portion of above representing accumulated other comprehensive income:		
Net unrealized investment gains (losses) net of policyholder dividend obligation: \$(80,032) and \$(197,450); and net of income tax: \$28,011 and \$69,107	—	—
Future earnings to be recognized from closed block assets and closed block liabilities	\$355,550	\$ 370,078
Reconciliation of the policyholder dividend obligation is as follows:		
	For The	
	Six Months Ended	
	June 30,	
	2017	2016
	(Dollars In Thousands)	
Policyholder dividend obligation, beginning of period	\$31,932	\$—
Applicable to net revenue (losses)	(25,901)	(28,921)
Change in net unrealized investment gains (losses) allocated to the policyholder dividend obligation	117,418	261,343
Policyholder dividend obligation, end of period	\$ 123,449	\$ 232,422

Table of Contents

Closed Block revenues and expenses were as follows:

	For The Three Months Ended June 30, 2017		For The Six Months Ended June 30, 2016	
	2017	2016	2017	2016
	(Dollars In Thousands)			
Revenues				
Premiums and other income	\$44,898	\$47,320	\$87,734	\$91,239
Net investment income	51,343	52,008	102,701	102,875
Net investment gains	43	450	106	637
Total revenues	96,284	99,778	190,541	194,751
Benefits and other deductions				
Benefits and settlement expenses	87,490	92,029	167,598	172,084
Other operating expenses	428	653	592	1,677
Total benefits and other deductions	87,918	92,682	168,190	173,761
Net revenues before income taxes	8,366	7,096	22,351	20,990
Income tax expense	2,928	2,484	7,823	7,346
Net revenues	\$5,438	\$4,612	\$14,528	\$13,644

4. INVESTMENT OPERATIONS

Net realized gains (losses) for all other investments are summarized as follows:

	For The Three Months Ended June 30, 2017		For The Six Months Ended June 30, 2016	
	2017	2016	2017	2016
	(Dollars In Thousands)			
Fixed maturities	\$(50)	\$16,733	\$9,440	\$22,454
Equity securities	(1,037)	202	(1,046)	36
Impairments	(2,785)	(967)	(10,616)	(3,584)
Modco trading portfolio	55,230	76,201	73,782	154,355
Other investments	(426)	(4,353)	(5,618)	(6,334)
Total realized gains (losses) - investments	\$50,932	\$87,816	\$65,942	\$166,927

Table of Contents

Gross realized gains and gross realized losses on investments available-for-sale (fixed maturities, equity securities, and short-term investments) are as follows:

	For The Three Months Ended June 30, 2017		For The Six Months Ended June 30, 2016	
	2017	2016	2017	2016
	(Dollars In Thousands)			
Gross realized gains	\$ 2,297	\$ 18,752	\$ 13,035	\$ 27,800
Gross realized losses:				
Impairment losses	\$ (2,785)	\$ (967)	\$ (10,616)	\$ (3,584)
Other realized losses	\$ (3,384)	\$ (1,817)	\$ (4,641)	\$ (5,310)

The chart below summarizes the fair value (proceeds) and the gains/(losses) realized on securities the Company sold that were in an unrealized gain position and an unrealized loss position.

	For The Three Months Ended June 30, 2017		For The Six Months Ended June 30, 2016	
	2017	2016	2017	2016
	(Dollars In Thousands)			
Securities in an unrealized gain position:				
Fair value (proceeds)	\$ 275,470	\$ 513,544	\$ 444,604	\$ 822,793
Gains realized	\$ 2,297	\$ 18,752	\$ 13,035	\$ 27,800
Securities in an unrealized loss position ⁽¹⁾ :				
Fair value (proceeds)	\$ 71,813	\$ 6,895	\$ 84,265	\$ 60,582
Losses realized	\$ (3,384)	\$ (1,820)	\$ (4,641)	\$ (5,313)

(1) The Company made the decision to exit these holdings in conjunction with its overall asset liability management process.

Table of Contents

The amortized cost and fair value of the Company's investments classified as available-for-sale are as follows:

As of June 30, 2017	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value	Total OTTI Recognized in OCI ⁽¹⁾
(Dollars In Thousands)					
Fixed maturities:					
Residential mortgage-backed securities	\$2,006,404	\$ 14,311	\$(19,578)	\$2,001,137	\$ 8
Commercial mortgage-backed securities	1,852,497	6,039	(26,407)	1,832,129	—
Other asset-backed securities	1,179,284	19,712	(16,993)	1,182,003	—
U.S. government-related securities	1,321,287	1,351	(26,530)	1,296,108	—
Other government-related securities	253,115	6,550	(8,161)	251,504	—
States, municipals, and political subdivisions	1,755,780	5,154	(71,613)	1,689,321	—
Corporate securities	28,790,475	379,523	(833,444)	28,336,554	(1,376)
Preferred stock	94,362	1,791	(3,085)	93,068	—
	37,253,204	434,431	(1,005,811)	36,681,824	(1,368)
Equity securities	763,136	25,447	(6,453)	782,130	—
Short-term investments	321,194	—	—	321,194	—
	\$38,337,534	\$ 459,878	\$(1,012,264)	\$37,785,148	\$(1,368)
As of December 31, 2016					
Fixed maturities:					
Residential mortgage-backed securities	\$1,913,413	\$ 10,737	\$(25,667)	\$1,898,483	\$(9)
Commercial mortgage-backed securities	1,850,620	2,528	(41,678)	1,811,470	—
Other asset-backed securities	1,210,490	21,741	(20,698)	1,211,533	—
U.S. government-related securities	1,308,192	422	(40,455)	1,268,159	—
Other government-related securities	253,182	1,536	(14,797)	239,921	—
States, municipals, and political subdivisions	1,760,837	1,224	(105,558)	1,656,503	—
Corporate securities	28,801,768	153,715	(1,583,918)	27,371,565	(11,030)
Preferred stock	94,362	—	(8,519)	85,843	—
	37,192,864	191,903	(1,841,290)	35,543,477	(11,039)
Equity securities	761,340	7,751	(21,685)	747,406	—
Short-term investments	279,782	—	—	279,782	—
	\$38,233,986	\$ 199,654	\$(1,862,975)	\$36,570,665	\$(11,039)

(1) These amounts are included in the gross unrealized gains and gross unrealized losses columns above.

As of June 30, 2017, and December 31, 2016, the Company had an additional \$2.7 billion and \$2.6 billion of fixed maturities, \$5.2 million and \$7.1 million of equity securities, and \$45.8 million and \$52.6 million of short-term investments classified as trading securities, respectively.

Table of Contents

The amortized cost and fair value of available-for-sale and held-to-maturity fixed maturities as of June 30, 2017, by expected maturity, are shown below. Expected maturities of securities without a single maturity date are allocated based on estimated rates of prepayment that may differ from actual rates of prepayment.

	Available-for-sale		Held-to-maturity	
	Amortized Cost	Fair Value	Amortized Cost	Fair Value
	(Dollars In Thousands)			
Due in one year or less	\$797,232	\$797,523	\$—	\$—
Due after one year through five years	6,083,410	6,099,182	—	—
Due after five years through ten years	7,646,402	7,649,742	—	—
Due after ten years	22,726,160	22,135,377	2,747,077	2,805,107
	\$37,253,204	\$36,681,824	\$2,747,077	\$2,805,107

The chart below summarizes the Company's other-than-temporary impairments of investments. All of the impairments were related to fixed or equity maturities.

	For The Three Months Ended June 30, 2017			For The Six Months Ended June 30, 2017		
	Fixed Maturities	Equity Securities	Total Securities	Fixed Maturities	Equity Securities	Total Securities
	(Dollars In Thousands)					
Other-than-temporary impairments	\$(33)	\$ —	\$(33)	\$(128)	\$(2,630)	\$(2,758)
Non-credit impairment losses recorded in other comprehensive income	(2,752)	—	(2,752)	(7,858)	—	\$(7,858)
Net impairment losses recognized in earnings	\$(2,785)	\$ —	\$(2,785)	\$(7,986)	\$(2,630)	\$(10,616)
	For The Three Months Ended June 30, 2016			For The Six Months Ended June 30, 2016		
	Fixed Maturities	Equity Securities	Total Securities	Fixed Maturities	Equity Securities	Total Securities
	(Dollars In Thousands)					
Other-than-temporary impairments	\$(5,527)	\$ —	\$(5,527)	\$(8,296)	\$ —	\$(8,296)
Non-credit impairment losses recorded in other comprehensive income	4,560	—	4,560	4,712	—	4,712
Net impairment losses recognized in earnings	\$(967)	\$ —	\$(967)	\$(3,584)	\$ —	\$(3,584)

There were no other-than-temporary impairments related to fixed maturities or equity securities that the Company intended to sell or expected to be required to sell for the three and six months ended June 30, 2017 and 2016.

The following chart is a rollforward of available-for-sale credit losses on fixed maturities held by the Company for which a portion of an other-than-temporary impairment was recognized in other comprehensive income (loss):

Table of Contents

	For The Three Months Ended June 30,		For The Six Months Ended June 30,	
	2017	2016	2017	2016
	(Dollars In Thousands)			
Beginning balance	\$—	\$2,619	\$12,685	\$22,761
Additions for newly impaired securities	—	964	—	3,056
Additions for previously impaired securities	2,785	—	2,785	525
Reductions for previously impaired securities due to a change in expected cash flows	(2)	—	(12,687)	(22,759)
Reductions for previously impaired securities that were sold in the current period	—	(2,619)	—	(2,619)
Ending balance	\$2,783	\$964	\$2,783	\$964

The following table includes the gross unrealized losses and fair value of the Company's investments that are not deemed to be other-than-temporarily impaired, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position as of June 30, 2017:

	Less Than 12 Months		12 Months or More		Total	
	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss
	(Dollars In Thousands)					
Residential mortgage-backed securities	\$1,025,391	\$(17,400)	\$78,327	\$(2,178)	\$1,103,718	\$(19,578)
Commercial mortgage-backed securities	1,311,451	(22,749)	92,718	(3,658)	1,404,169	(26,407)
Other asset-backed securities	215,084	(5,730)	169,548	(11,263)	384,632	(16,993)
U.S. government-related securities	1,182,816	(26,530)	2	—	1,182,818	(26,530)
Other government-related securities	43,859	(467)	83,449	(7,694)	127,308	(8,161)
States, municipalities, and political subdivisions	893,426	(35,282)	564,522	(36,331)	1,457,948	(71,613)
Corporate securities	8,408,650	(196,514)	8,907,968	(636,930)	17,316,618	(833,444)
Preferred stock	33,561	(1,081)	18,934	(2,004)	52,495	(3,085)
Equities	118,129	(1,783)	55,382	(4,670)	173,511	(6,453)
	\$13,232,367	\$(307,536)	\$9,970,850	\$(704,728)	\$23,203,217	\$(1,012,264)

RMBS and CMBS had gross unrealized losses greater than twelve months of \$2.2 million and \$3.7 million, respectively, as of June 30, 2017. Factors such as the credit enhancement within the deal structure, the average life of the securities, and the performance of the underlying collateral support the recoverability of these investments. The other asset-backed securities had a gross unrealized loss greater than twelve months of \$11.3 million as of June 30, 2017. This category predominately includes student-loan backed auction rate securities, the underlying collateral, of which is at least 97% guaranteed by the Federal Family Education Loan Program ("FFELP"). At this time, the Company has no reason to believe that the U.S. Department of Education would not honor the FFELP guarantee, if it were necessary.

The other government-related securities had gross unrealized losses greater than twelve months of \$7.7 million as of June 30, 2017. These declines were related to changes in interest rates.

The states, municipalities, and political subdivisions category had gross unrealized losses greater than twelve months of \$36.3 million as of June 30, 2017. These declines were related to changes in interest rates.

The corporate securities category had gross unrealized losses greater than twelve months of \$636.9 million as of June 30, 2017. The aggregate decline in market value of these securities was deemed temporary due to positive factors supporting the recoverability of the respective investments. Positive factors considered include credit ratings, the financial health of the issuer, the continued access of the issuer to capital markets, and other pertinent information.

As of June 30, 2017, the Company had a total of 1,846 positions that were in an unrealized loss position, but the Company does not consider these unrealized loss positions to be other-than-temporary. This is based on the aggregate factors discussed previously and because the Company has the ability and intent to hold these investments until the fair values recover, and the Company does not intend to sell or expect to be required to sell the securities before recovering the Company's amortized cost of the securities.

Table of Contents

The following table includes the gross unrealized losses and fair value of the Company's investments that are not deemed to be other-than-temporarily impaired, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position as of December 31, 2016:

	Less Than 12 Months		12 Months or More		Total	
	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss
	(Dollars In Thousands)					
Residential mortgage-backed securities	\$1,060,569	\$(21,550)	\$170,826	\$(4,117)	\$1,231,395	\$(25,667)
Commercial mortgage-backed securities	1,452,146	(37,665)	100,475	(4,013)	1,552,621	(41,678)
Other asset-backed securities	323,706	(9,291)	176,792	(11,407)	500,498	(20,698)
U.S. government-related securities	1,237,942	(40,454)	3	(1)	1,237,945	(40,455)
Other government-related securities	98,412	(2,907)	79,393	(11,890)	177,805	(14,797)
States, municipalities, and political subdivisions	1,062,368	(63,809)	548,254	(41,749)	1,610,622	(105,558)
Corporate securities	12,553,514	(469,189)	9,793,579	(1,114,729)	22,347,093	(1,583,918)
Preferred stock	66,781	(6,642)	19,062	(1,877)	85,843	(8,519)
Equities	411,845	(15,273)	69,497	(6,412)	481,342	(21,685)
	\$18,267,283	\$(666,780)	\$10,957,881	\$(1,196,195)	\$29,225,164	\$(1,862,975)

RMBS and CMBS had gross unrealized losses greater than twelve months of \$4.1 million and \$4.0 million, respectively, as of December 31, 2016. Factors such as the credit enhancement within the deal structure, the average life of the securities, and the performance of the underlying collateral support the recoverability of these investments. The other asset-backed securities had a gross unrealized loss greater than twelve months of \$11.4 million as of December 31, 2016. This category predominately includes student-loan backed auction rate securities, the underlying collateral, of which is at least 97% guaranteed by the FFELP. At this time, the Company has no reason to believe that the U.S. Department of Education would not honor the FFELP guarantee, if it were necessary.

The other government-related securities had gross unrealized losses greater than twelve months of \$11.9 million as of December 31, 2016. These declines were related to changes in interest rates.

The states, municipalities, and political subdivisions category had gross unrealized losses greater than twelve months of \$41.7 million as of December 31, 2016. These declines were related to changes in interest rates.

The corporate securities category had gross unrealized losses greater than twelve months of \$1.1 billion as of December 31, 2016. The aggregate decline in market value of these securities was deemed temporary due to positive factors supporting the recoverability of the respective investments. Positive factors considered include credit ratings, the financial health of the issuer, the continued access of the issuer to capital markets, and other pertinent information.

As of June 30, 2017, the Company had securities in its available-for-sale portfolio which were rated below investment grade of \$1.9 billion and had an amortized cost of \$1.9 billion. In addition, included in the Company's trading portfolio, the Company held \$240.2 million of securities which were rated below investment grade. Approximately \$372.1 million of the available-for-sale and trading securities that were below investment grade were not publicly traded.

The change in unrealized gains (losses), net of income tax, on fixed maturity and equity securities, classified as available-for-sale is summarized as follows:

	For The Three Months Ended June 30, 2017		For The Six Months Ended June 30, 2017	
	2017	2016	2017	2016
Fixed maturities	\$476,590	\$848,995	\$700,705	\$1,481,680

Equity securities 6,834 9,509 21,403 9,439

18

Table of Contents

The amortized cost and fair value of the Company's investments classified as held-to-maturity as of June 30, 2017, and December 31, 2016, are as follows:

As of June 30, 2017	Amortized Cost	Gross Unrecognized Holding Gains	Gross Unrecognized Holding Losses	Fair Value	Total OTTI Recognized in OCI
	(Dollars In Thousands)				
Fixed maturities:					
Securities issued by affiliates:					
Red Mountain LLC	\$682,077	\$ —	\$ (22,575)	\$659,502	\$ —
Steel City LLC	2,065,000	80,605	—	2,145,605	—
	\$2,747,077	\$ 80,605	\$ (22,575)	\$2,805,107	\$ —

As of December 31, 2016

Fixed maturities:

Securities issued by affiliates:

Red Mountain LLC	\$654,177	\$ —	\$ (67,222)	\$586,955	\$ —
Steel City LLC	2,116,000	30,385	—	2,146,385	—
	\$2,770,177	\$ 30,385	\$ (67,222)	\$2,733,340	\$ —

During the three and six months ended June 30, 2017 and 2016, the Company recorded no other-than-temporary impairments on held-to-maturity securities.

The Company's held-to-maturity securities had \$80.6 million of gross unrecognized holding gains and \$22.6 million of gross unrecognized holding losses by maturity as of June 30, 2017. The Company does not consider these unrecognized holding losses to be other-than-temporary based on certain positive factors associated with the securities which include credit ratings of the guarantor, financial health of the issuer and guarantor, continued access of the issuer to capital markets and other pertinent information. These held-to-maturity securities are issued by affiliates of the Company which are considered variable interest entities ("VIE's"). The Company is not the primary beneficiary of these entities and thus the securities are not eliminated in consolidation. These securities are collateralized by non-recourse funding obligations issued by captive insurance companies that are affiliates of the Company.

The Company's held-to-maturity securities had \$30.4 million of gross unrecognized holding gains and \$67.2 million of gross unrecognized holding losses by maturity as of December 31, 2016. The Company does not consider these unrecognized holding losses to be other-than-temporary based on certain positive factors associated with the securities which include credit ratings of the guarantor, financial health of the issuer and guarantor, continued access of the issuer to capital markets and other pertinent information.

Variable Interest Entities

The Company holds certain investments in entities in which its ownership interests could possibly be considered variable interests under Topic 810 of the Financial Accounting Standards Board ("FASB") Accounting Standard Codification ("ASC" or "Codification") (excluding debt and equity securities held as trading, available for sale, or held to maturity). The Company reviews the characteristics of each of these applicable entities and compares those characteristics to applicable criteria to determine whether the entity is a VIE. If the entity is determined to be a VIE, the Company then performs a detailed review to determine whether the interest would be considered a variable interest under the guidance. The Company then performs a qualitative review of all variable interests with the entity and determines whether the Company is the primary beneficiary. ASC 810 provides that an entity is the primary beneficiary of a VIE if the entity has 1) the power to direct the activities of the VIE that most significantly impact the VIE's economic performance, and 2) the obligation to absorb losses of the VIE that could potentially be significant to the VIE or the right to receive benefits from the entity that could potentially be significant to the VIE.

Based on this analysis, the Company had an interest in two subsidiaries as of June 30, 2017 and December 31, 2016, Red Mountain LLC ("Red Mountain") and Steel City LLC ("Steel City"), that were determined to be VIEs.

The activity most significant to Red Mountain is the issuance of a note in connection with a financing transaction involving Golden Gate V Vermont Captive Insurance Company ("Golden Gate V") in which Golden Gate V issued non-recourse funding obligations to Red Mountain and Red Mountain issued a note (the "Red Mountain Note") to Golden Gate V. For details of this transaction, see Note 10, Debt and Other Obligations. The Company had the power, via its 100% ownership through an affiliate, to direct the activities of the VIE, but did not have the obligation to absorb losses related to the primary risks or sources of variability to the VIE. The variability of loss would be borne primarily by the third party in its function as provider of credit enhancement on the Red Mountain Note. Accordingly, it was determined that the Company is not the primary beneficiary of the VIE. The Company's risk of loss related to the VIE is limited to its investment, through an affiliate, of \$10,000. Additionally, the Company has guaranteed Red Mountain's payment obligation for the credit enhancement fee to the unrelated third party provider. As of June 30, 2017, no payments have been made or required related to this guarantee.

Table of Contents

Steel City, a wholly owned subsidiary of the Company, entered into a financing agreement on January 15, 2016 involving Golden Gate Captive Insurance Company, in which Golden Gate issued non-recourse funding obligations to Steel City and Steel City issued three notes (the “Steel City Notes”) to Golden Gate. Credit enhancement on the Steel City Notes is provided by unrelated third parties. For details of the financing transaction, see Note 10, Debt and Other Obligations. The activity most significant to Steel City is the issuance of the Steel City Notes. The Company had the power, via its 100% ownership, to direct the activities of the VIE, but did not have the obligation to absorb losses related to the primary risks or sources of variability to the VIE. The variability of loss would be borne primarily by the third parties in their function as providers of credit enhancement on the Steel City Notes. Accordingly, it was determined that the Company is not the primary beneficiary of the VIE. The Company’s risk of loss related to the VIE is limited to its investment of \$10,000. Additionally, the Company has guaranteed Steel City’s payment obligation for the credit enhancement fee to the unrelated third party providers. As of June 30, 2017, no payments have been made or required related to this guarantee.

5. FAIR VALUE OF FINANCIAL INSTRUMENTS

The Company determined the fair value of its financial instruments based on the fair value hierarchy established in FASB guidance referenced in the Fair Value Measurements and Disclosures Topic which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The Company has adopted the provisions from the FASB guidance that is referenced in the Fair Value Measurements and Disclosures Topic for non-financial assets and liabilities (such as property and equipment, goodwill, and other intangible assets) that are required to be measured at fair value on a periodic basis. The effect on the Company’s periodic fair value measurements for non-financial assets and liabilities was not material.

The Company has categorized its financial instruments, based on the priority of the inputs to the valuation technique, into a three level hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure fair value fall within different levels of the hierarchy, the category level is based on the lowest priority level input that is significant to the fair value measurement of the instrument.

Financial assets and liabilities recorded at fair value on the consolidated balance sheets are categorized as follows:

- Level 1: Unadjusted quoted prices for identical assets or liabilities in an active market.

Level 2: Quoted prices in markets that are not active or significant inputs that are observable either directly or indirectly. Level 2 inputs include the following:

- a. Quoted prices for similar assets or liabilities in active markets
- b. Quoted prices for identical or similar assets or liabilities in non-active markets
- c. Inputs other than quoted market prices that are observable
- d. Inputs that are derived principally from or corroborated by observable market data through correlation or other means.

Level 3: Prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement. They reflect management’s own assumptions about the assumptions a market participant would use in pricing the asset or liability.

Table of Contents

The following table presents the Company's hierarchy for its assets and liabilities measured at fair value on a recurring basis as of June 30, 2017:

	Level 1	Level 2	Level 3	Total
	(Dollars In Thousands)			
Assets:				
Fixed maturity securities - available-for-sale				
Residential mortgage-backed securities	\$—	\$1,989,275	\$11,862	\$2,001,137
Commercial mortgage-backed securities	—	1,832,129	—	1,832,129
Other asset-backed securities	—	629,040	552,963	1,182,003
U.S. government-related securities	1,010,562	285,546	—	1,296,108
State, municipalities, and political subdivisions	—	1,689,321	—	1,689,321
Other government-related securities	—	251,504	—	251,504
Corporate securities	—	27,673,900	662,654	28,336,554
Preferred stock	74,134	18,934	—	93,068
Total fixed maturity securities - available-for-sale	1,084,696	34,369,649	1,227,479	36,681,824
Fixed maturity securities - trading				
Residential mortgage-backed securities	—	264,109	—	264,109
Commercial mortgage-backed securities	—	152,522	—	152,522
Other asset-backed securities	—	110,852	54,923	165,775
U.S. government-related securities	21,609	4,492	—	26,101
State, municipalities, and political subdivisions	—	323,720	—	323,720
Other government-related securities	—	63,763	—	63,763
Corporate securities	—	1,688,476	5,520	1,693,996
Preferred stock	3,113	—	—	3,113
Total fixed maturity securities - trading	24,722	2,607,934	60,443	2,693,099
Total fixed maturity securities	1,109,418	36,977,583	1,287,922	39,374,923
Equity securities	720,981	36	66,300	787,317
Other long-term investments ⁽¹⁾	68,323	361,195	120,023	549,541
Short-term investments	336,860	30,098	—	366,958
Total investments	2,235,582	37,368,912	1,474,245	41,078,739
Cash	404,871	—	—	404,871
Other assets	28,667	—	—	28,667
Assets related to separate accounts				
Variable annuity	13,616,259	—	—	13,616,259
Variable universal life	959,638	—	—	959,638
Total assets measured at fair value on a recurring basis	\$17,245,017	\$37,368,912	\$1,474,245	\$56,088,174
Liabilities:				
Annuity account balances ⁽²⁾	\$—	\$—	\$86,094	\$86,094
Other liabilities ⁽¹⁾	6,586	196,416	702,218	905,220
Total liabilities measured at fair value on a recurring basis	\$6,586	\$196,416	\$788,312	\$991,314

(1) Includes certain freestanding and embedded derivatives.

(2) Represents liabilities related to fixed indexed annuities.

Table of Contents

The following table presents the Company's hierarchy for its assets and liabilities measured at fair value on a recurring basis as of December 31, 2016:

	Level 1	Level 2	Level 3	Total
	(Dollars In Thousands)			
Assets:				
Fixed maturity securities - available-for-sale				
Residential mortgage-backed securities	\$—	\$ 1,898,480	\$ 3	\$ 1,898,483
Commercial mortgage-backed securities	—	1,811,470	—	1,811,470
Other asset-backed securities	—	648,929	562,604	1,211,533
U.S. government-related securities	1,002,020	266,139	—	1,268,159
State, municipalities, and political subdivisions	—	1,656,503	—	1,656,503
Other government-related securities	—	239,921	—	239,921
Corporate securities	—	26,707,519	664,046	27,371,565
Preferred stock	66,781	19,062	—	85,843
Total fixed maturity securities - available-for-sale	1,068,801	33,248,023	1,226,653	35,543,477
Fixed maturity securities - trading				
Residential mortgage-backed securities	—	255,027	—	255,027
Commercial mortgage-backed securities	—	149,683	—	149,683
Other asset-backed securities	—	115,521	84,563	200,084
U.S. government-related securities	22,424	4,537	—	26,961
State, municipalities, and political subdivisions	—	316,519	—	316,519
Other government-related securities	—	63,012	—	63,012
Corporate securities	—	1,619,097	5,492	1,624,589
Preferred stock	3,985	—	—	3,985
Total fixed maturity securities - trading	26,409	2,523,396	90,055	2,639,860
Total fixed maturity securities	1,095,210	35,771,419	1,316,708	38,183,337
Equity securities	685,443	36	69,010	754,489
Other long-term investments ⁽¹⁾⁽³⁾	82,420	335,498	124,325	542,243
Short-term investments	328,829	3,602	—	332,431
Total investments	2,191,902	36,110,555	1,510,043	39,812,500
Cash	348,182	—	—	348,182
Other assets	23,830	—	—	23,830
Assets related to separate accounts				
Variable annuity	13,244,252	—	—	13,244,252
Variable universal life	895,925	—	—	895,925
Total assets measured at fair value on a recurring basis	\$ 16,704,091	\$ 36,110,555	\$ 1,510,043	\$ 54,324,689
Liabilities:				
Annuity account balances ⁽²⁾	\$—	\$—	\$ 87,616	\$ 87,616
Other liabilities ⁽¹⁾	13,004	163,974	571,843	748,821
Total liabilities measured at fair value on a recurring basis	\$ 13,004	\$ 163,974	\$ 659,459	\$ 836,437

(1) Includes certain freestanding and embedded derivatives.

(2) Represents liabilities related to fixed indexed annuities.

Table of Contents

Determination of fair values

The valuation methodologies used to determine the fair values of assets and liabilities reflect market participant assumptions and are based on the application of the fair value hierarchy that prioritizes observable market inputs over unobservable inputs. The Company determines the fair values of certain financial assets and financial liabilities based on quoted market prices, where available. The Company also determines certain fair values based on future cash flows discounted at the appropriate current market rate. Fair values reflect adjustments for counterparty credit quality, the Company's credit standing, liquidity, and where appropriate, risk margins on unobservable parameters. The following is a discussion of the methodologies used to determine fair values for the financial instruments as listed in the above table.

The fair value of fixed maturity, short-term, and equity securities is determined by management after considering one of three primary sources of information: third party pricing services, non-binding independent broker quotations, or pricing matrices. Security pricing is applied using a "waterfall" approach whereby publicly available prices are first sought from third party pricing services, the remaining unpriced securities are submitted to independent brokers for non-binding prices, or lastly, securities are priced using a pricing matrix. Typical inputs used by these three pricing methods include, but are not limited to: benchmark yields, reported trades, broker/dealer quotes, issuer spreads, two-sided markets, benchmark securities, bids, offers, and reference data including market research publications.

Third party pricing services price approximately 91% of the Company's available-for-sale and trading fixed maturity securities. Based on the typical trading volumes and the lack of quoted market prices for available-for-sale and trading fixed maturities, third party pricing services derive the majority of security prices from observable market inputs such as recent reported trades for identical or similar securities making adjustments through the reporting date based upon available market observable information outlined above. If there are no recent reported trades, the third party pricing services and brokers may use matrix or model processes to develop a security price where future cash flow expectations are developed based upon collateral performance and discounted at an estimated market rate. Certain securities are priced via independent non-binding broker quotations, which are considered to have no significant unobservable inputs. When using non-binding independent broker quotations, the Company obtains one quote per security, typically from the broker from which we purchased the security. A pricing matrix is used to price securities for which the Company is unable to obtain or effectively rely on either a price from a third party pricing service or an independent broker quotation.

The pricing matrix used by the Company begins with current spread levels to determine the market price for the security. The credit spreads, assigned by brokers, incorporate the issuer's credit rating, liquidity discounts, weighted-average of contracted cash flows, risk premium, if warranted, due to the issuer's industry, and the security's time to maturity. The Company uses credit ratings provided by nationally recognized rating agencies.

For securities that are priced via non-binding independent broker quotations, the Company assesses whether prices received from independent brokers represent a reasonable estimate of fair value through an analysis using internal and external cash flow models developed based on spreads and, when available, market indices. The Company uses a market-based cash flow analysis to validate the reasonableness of prices received from independent brokers. These analytics, which are updated daily, incorporate various metrics (yield curves, credit spreads, prepayment rates, etc.) to determine the valuation of such holdings. As a result of this analysis, if the Company determines there is a more appropriate fair value based upon the analytics, the price received from the independent broker is adjusted accordingly. The Company did not adjust any quotes or prices received from brokers during the six months ended June 30, 2017.

The Company has analyzed the third party pricing services' valuation methodologies and related inputs and has also evaluated the various types of securities in its investment portfolio to determine an appropriate fair value hierarchy level based upon trading activity and the observability of market inputs that is in accordance with the Fair Value Measurements and Disclosures Topic of the ASC. Based on this evaluation and investment class analysis, each price was classified into Level 1, 2, or 3. Most prices provided by third party pricing services are classified into Level 2 because the significant inputs used in pricing the securities are market observable and the observable inputs are corroborated by the Company. Since the matrix pricing of certain debt securities includes significant non-observable inputs, they are classified as Level 3.

Asset-Backed Securities

This category mainly consists of residential mortgage-backed securities, commercial mortgage-backed securities, and other asset-backed securities (collectively referred to as asset-backed securities or “ABS”). As of June 30, 2017, the Company held \$4.9 billion of ABS classified as Level 2. These securities are priced from information provided by a third party pricing service and independent broker quotes. The third party pricing services and brokers mainly value securities using both a market and income approach to valuation. As part of this valuation process they consider the following characteristics of the item being measured to be relevant inputs: 1) weighted-average coupon rate, 2) weighted-average years to maturity, 3) types of underlying assets, 4) weighted-average coupon rate of the underlying assets, 5) weighted-average years to maturity of the underlying assets, 6) seniority level of the tranches owned, and 7) credit ratings of the securities.

After reviewing these characteristics of the ABS, the third party pricing service and brokers use certain inputs to determine the value of the security. For ABS classified as Level 2, the valuation would consist of predominantly market observable inputs such as, but not limited to: 1) monthly principal and interest payments on the underlying assets, 2) average life of the security, 3) prepayment speeds, 4) credit spreads, 5) treasury and swap yield curves, and 6) discount margin. The Company reviews the methodologies and valuation techniques (including the ability to observe inputs) in assessing the information received from external pricing services and in consideration of the fair value presentation.

As of June 30, 2017, the Company held \$619.7 million of Level 3 ABS, which included \$564.8 million of other asset-backed securities classified as available-for-sale and \$54.9 million of other asset-backed securities classified as trading. These securities are predominantly ARS whose underlying collateral is at least 97% guaranteed by the FFELP. As a result of the ARS market collapse during 2008, the Company prices its ARS using an income approach valuation model. As part of the valuation

Table of Contents

process the Company reviews the following characteristics of the ARS in determining the relevant inputs:

1) weighted-average coupon rate, 2) weighted-average years to maturity, 3) types of underlying assets, 4) weighted-average coupon rate of the underlying assets, 5) weighted-average years to maturity of the underlying assets, 6) seniority level of the tranches owned, 7) credit ratings of the securities, 8) liquidity premium, and 9) paydown rate. In periods where market activity increases and there are transactions at a price that is not the result of a distressed or forced sale we consider those prices as part of our valuation. If the market activity during a period is solely the result of the issuer redeeming positions we consider those transactions in our valuation, but still consider them to be level three measurements due to the nature of the transaction.

Corporate Securities, U.S. Government-Related Securities, States, Municipals, and Political Subdivisions, and Other Government Related Securities

As of June 30, 2017, the Company classified approximately \$32.0 billion of corporate securities, U.S.

government-related securities, states, municipals, and political subdivisions, and other government-related securities as Level 2. The fair value of the Level 2 securities is predominantly priced by broker quotes and a third party pricing service. The Company has reviewed the valuation techniques of the brokers and third party pricing service and has determined that such techniques used Level 2 market observable inputs. The following characteristics of the securities are considered to be the primary relevant inputs to the valuation: 1) weighted- average coupon rate, 2) weighted-average years to maturity, 3) seniority, and 4) credit ratings. The Company reviews the methodologies and valuation techniques (including the ability to observe inputs) in assessing the information received from external pricing services and in consideration of the fair value presentation.

The brokers and third party pricing service utilize valuation models that consist of a hybrid income and market approach to valuation. The pricing models utilize the following inputs: 1) principal and interest payments, 2) treasury yield curve, 3) credit spreads from new issue and secondary trading markets, 4) dealer quotes with adjustments for issues with early redemption features, 5) liquidity premiums present on private placements, and 6) discount margins from dealers in the new issue market.

As of June 30, 2017, the Company classified approximately \$668.2 million of securities as Level 3 valuations. Level 3 securities primarily represent investments in illiquid bonds for which no price is readily available. To determine a price, the Company uses a discounted cash flow model with both observable and unobservable inputs. These inputs are entered into an industry standard pricing model to determine the final price of the security. These inputs include: 1) principal and interest payments, 2) coupon rate, 3) sector and issuer level spread over treasury, 4) underlying collateral, 5) credit ratings, 6) maturity, 7) embedded options, 8) recent new issuance, 9) comparative bond analysis, and 10) an illiquidity premium.

Equities

As of June 30, 2017, the Company held approximately \$66.3 million of equity securities classified as Level 2 and Level 3. Of this total, \$65.6 million represents Federal Home Loan Bank (“FHLB”) stock. The Company believes that the cost of the FHLB stock approximates fair value.

Other Long-Term Investments and Other Liabilities

Other long-term investments and other liabilities consist entirely of free-standing and embedded derivative financial instruments. Refer to Note 6, Derivative Financial Instruments for additional information related to derivatives.

Derivative financial instruments are valued using exchange prices, independent broker quotations, or pricing valuation models, which utilize market data inputs. Excluding embedded derivatives, as of June 30, 2017, 100% of derivatives based upon notional values were priced using exchange prices or independent broker quotations. Inputs used to value derivatives include, but are not limited to, interest swap rates, credit spreads, interest rate and equity market volatility indices, equity index levels, and treasury rates. The Company performs monthly analysis on derivative valuations that includes both quantitative and qualitative analyses.

Derivative instruments classified as Level 1 generally include futures and options, which are traded on active exchange markets.

Derivative instruments classified as Level 2 primarily include swaps, options, and swaptions, which are traded over-the-counter. Level 2 also includes certain centrally cleared derivatives. These derivative valuations are determined using independent broker quotations, which are corroborated with observable market inputs.

Derivative instruments classified as Level 3 were embedded derivatives and include at least one significant non-observable input. A derivative instrument containing Level 1 and Level 2 inputs will be classified as a Level 3 financial instrument in its entirety if it has at least one significant Level 3 input.

The Company utilizes derivative instruments to manage the risk associated with certain assets and liabilities. However, the derivative instruments may not be classified within the same fair value hierarchy level as the associated assets and liabilities. Therefore, the changes in fair value on derivatives reported in Level 3 may not reflect the offsetting impact of the changes in fair value of the associated assets and liabilities.

The embedded derivatives are carried at fair value in “other long-term investments” and “other liabilities” on the Company’s consolidated condensed balance sheet. The changes in fair value are recorded in earnings as “Realized investment gains (losses) - Derivative financial instruments”. Refer to Note 6, Derivative Financial Instruments for more information related to each embedded derivatives gains and losses.

The fair value of the GLWB embedded derivative is derived through the income method of valuation using a valuation model that projects future cash flows using multiple risk neutral stochastic equity scenarios and policyholder behavior assumptions. The risk neutral scenarios are generated using the current swap curve and projected equity volatilities and correlations. The projected equity volatilities are based on a blend of historical volatility and near-term equity market implied volatilities. The equity correlations

Table of Contents

are based on historical price observations. For policyholder behavior assumptions, expected lapse and utilization assumptions are used and updated for actual experience, as necessary. The Company assumes age-based mortality from the Ruark 2015 ALB table with attained age factors varying from 91.1% - 106.6%. The present value of the cash flows is determined using the discount rate curve, which is based upon LIBOR plus a credit spread (to represent the Company's non-performance risk). As a result of using significant unobservable inputs, the GLWB embedded derivative is categorized as Level 3. Policyholder assumptions are reviewed on an annual basis.

The balance of the FIA embedded derivative is impacted by policyholder cash flows associated with the FIA product that are allocated to the embedded derivative in addition to changes in the fair value of the embedded derivative during the reporting period. The fair value of the FIA embedded derivative is derived through the income method of valuation using a valuation model that projects future cash flows using current index values and volatility, the hedge budget used to price the product, and policyholder assumptions (both elective and non-elective). For policyholder behavior assumptions, expected lapse and withdrawal assumptions are used and updated for actual experience, as necessary. The Company assumes age-based mortality from the 1994 Variable Annuity MGDB mortality table modified with company experience, with attained age factors varying from 46% - 113%. The present value of the cash flows is determined using the discount rate curve, which is based upon LIBOR up to one year and constant maturity treasury rates plus a credit spread (to represent the Company's non-performance risk) thereafter. Policyholder assumptions are reviewed on an annual basis. As a result of using significant unobservable inputs, the FIA embedded derivative is categorized as Level 3.

The balance of the indexed universal life ("IUL") embedded derivative is impacted by policyholder cash flows associated with the IUL product that are allocated to the embedded derivative in addition to changes in the fair value of the embedded derivative during the reporting period. The fair value of the IUL embedded derivative is derived through the income method of valuation using a valuation model that projects future cash flows using current index values and volatility, the hedge budget used to price the product, and policyholder assumptions (both elective and non-elective). For policyholder behavior assumptions, expected lapse and withdrawal assumptions are used and updated for actual experience, as necessary. The Company assumes age-based mortality from the SOA 2015 VBT Primary Tables modified with company experience, with attained age factors varying from 38% - 153%. The present value of the cash flows is determined using the discount rate curve, which is based upon LIBOR up to one year and constant maturity treasury rates plus a credit spread (to represent the Company's non-performance risk) thereafter. Policyholder assumptions are reviewed on an annual basis. As a result of using significant unobservable inputs, the IUL embedded derivative is categorized as Level 3.

The Company has assumed and ceded certain blocks of policies under modified coinsurance agreements in which the investment results of the underlying portfolios inure directly to the reinsurers. As a result, these agreements contain embedded derivatives that are reported at fair value. Changes in their fair value are reported in earnings. The investments supporting these agreements are designated as "trading securities"; therefore changes in their fair value are also reported in earnings. As of June 30, 2017, the fair value of the embedded derivative is based upon the relationship between the statutory policy liabilities (net of policy loans) of \$2.4 billion and the statutory unrealized gain (loss) of the securities of \$207.6 million. As a result, changes in the fair value of the embedded derivatives are largely offset by the changes in fair value of the related investments and each are reported in earnings. The fair value of the embedded derivative is considered a Level 3 valuation due to the unobservable nature of the policy liabilities.

Annuity Account Balances

The Company records a certain legacy block of FIA reserves at fair value. Based on the characteristics of these reserves, the Company believes that the fund value approximates fair value. The fair value measurement of these reserves is considered a Level 3 valuation due to the unobservable nature of the fund values. The Level 3 fair value as of June 30, 2017 is \$86.1 million.

Separate Accounts

Separate account assets are invested in open-ended mutual funds and are included in Level 1.

Table of Contents

Valuation of Level 3 Financial Instruments

The following table presents the valuation method for material financial instruments included in Level 3, as well as the unobservable inputs used in the valuation of those financial instruments:

	Fair Value As of June 30, 2017 (Dollars In Thousands)	Valuation Technique	Unobservable Input	Range (Weighted Average)
Assets:				
Other asset-backed securities	\$ 552,816	Liquidation	Liquidation value	\$90 - \$97 (\$95.05)
		Discounted cash flow	Liquidity premium	0.51% - 1.30% (0.94%)
			Paydown rate	10.82% - 12.15% (11.28%)
Corporate securities	634,340	Discounted cash flow	Spread over treasury	0.74% - 4.75% (1.72%)
Liabilities: ⁽¹⁾				
Embedded derivatives - GLWB ⁽²⁾	\$ 132,016	Actuarial cash flow model	Mortality	91.1% to 106.6%
			Lapse	Ruark 2015 ALB table 0.3% - 15%, depending on product/duration/funded status of guarantee
			Utilization	product/duration/funded status of guarantee 99%. 10% of policies have a one-time over-utilization of 400%
			Nonperformance risk	0.10% - 0.86%
Embedded derivative - FIA	191,226	Actuarial cash flow model	Expenses	\$126 per policy
			Asset Earned Rate	4.08% - 4.66%
			Withdrawal rate	1% prior to age 70, 100% of the RMD for ages 70+
			Mortality	1994 MGDB table with company experience
			Lapse	2.0% - 40%, depending on duration/surrender charge period
			Nonperformance risk	0.10% - 0.86%
Embedded derivative - IUL	62,747	Actuarial cash flow model	Mortality	38% - 153% of 2015
			Lapse	VBT Primary Tables 0.5% - 10%, depending on duration/distribution channel and smoking class
			Nonperformance risk	0.10% - 0.86%

(1) Excludes modified coinsurance arrangements.

(2) The fair value for the GLWB embedded derivative is presented as a net liability.

The chart above excludes Level 3 financial instruments that are valued using broker quotes and for which book value approximates fair value.

The Company has considered all reasonably available quantitative inputs as of June 30, 2017, but the valuation techniques and inputs used by some brokers in pricing certain financial instruments are not shared with the Company. This resulted in \$89.4 million of financial instruments being classified as Level 3 as of June 30, 2017. Of the \$89.4 million, \$55.1 million are other asset-backed securities, \$33.8 million are corporate securities, and \$0.5 million are equity securities.

In certain cases, the Company has determined that book value materially approximates fair value. As of June 30, 2017, the Company held \$77.7 million of financial instruments where book value approximates fair value which was predominantly FHLB stock.

Table of Contents

The following table presents the valuation method for material financial instruments included in Level 3, as well as the unobservable inputs used in the valuation of those financial instruments:

	Fair Value As of December 31, 2016 (Dollars In Thousands)	Valuation Technique	Unobservable Input	Range (Weighted Average)
Assets:				
Other asset-backed securities	\$ 553,308	Liquidation	Liquidation value	\$88 - \$97.25 (\$95.04)
Corporate securities	638,279	Discounted cash flow	Spread over treasury	0.31% - 4.50% (2.04%)
Liabilities:⁽¹⁾				
Embedded derivatives - GLWB ⁽²⁾	\$ 115,370	Actuarial cash flow model	Mortality	91.1% to 106.6% of Ruark 2015 ALB table 0.3% - 15%, depending on product/duration/funded status of guarantee 99%. 10% of policies have a one-time over-utilization of 400%
			Lapse	
			Utilization	
			Nonperformance risk	
Embedded derivative - FIA	147,368	Actuarial cash flow model	Expenses	\$126 per policy
			Asset Earned Rate	4.08% - 4.66%
			Withdrawal rate	1% prior to age 70, 100% of the RMD for ages 70+
			Mortality	1994 MGDB table with company experience
			Lapse	2.0% - 40.0%, depending on duration/surrender charge period
			Nonperformance risk	0.18% - 1.09%
Embedded derivative - IUL	46,051	Actuarial cash flow model	Mortality	38% - 153% of 2015 VBT Primary Tables
			Lapse	0.5% - 10.0%, depending on duration/distribution channel and smoking class
			Nonperformance risk	0.18% - 1.09%

(1) Excludes modified coinsurance arrangements.

(2) The fair value for the GLWB embedded derivative is presented as a net liability.

The chart above excludes Level 3 financial instruments that are valued using broker quotes and for which book value approximates fair value.

The Company had considered all reasonably available quantitative inputs as of December 31, 2016, but the valuation techniques and inputs used by some brokers in pricing certain financial instruments are not shared with the Company. This resulted in \$128.2 million of financial instruments being classified as Level 3 as of December 31, 2016. Of the \$128.2 million, \$93.9 million are other asset-backed securities, \$31.3 million are corporate securities, and \$3.1 million are equity securities.

In certain cases the Company has determined that book value materially approximates fair value. As of December 31, 2016, the Company held \$65.9 million of financial instruments where book value approximates fair value which are predominantly FHLB stock.

The asset-backed securities classified as Level 3 are predominantly ARS. A change in the paydown rate (the projected annual rate of principal reduction) of the ARS can significantly impact the fair value of these securities. A decrease in the paydown rate would increase the projected weighted average life of the ARS and increase the sensitivity of the ARS' fair value to changes in interest rates. An increase in the liquidity premium would result in a decrease in the fair value of the securities, while a decrease in the liquidity premium would increase the fair value of these securities.

The fair value of corporate bonds classified as Level 3 is sensitive to changes in the interest rate spread over the corresponding U.S. Treasury rate. This spread represents a risk premium that is impacted by company specific and market factors. An increase in the spread can be caused by a perceived increase in credit risk of a specific issuer and/or an increase in the overall market risk premium associated with similar securities. The fair values of corporate bonds are sensitive to changes in spread. When

Table of Contents

holding the treasury rate constant, the fair value of corporate bonds increases when spreads decrease, and decreases when spreads increase.

The fair value of the GLWB embedded derivative is sensitive to changes in the discount rate which includes the Company's nonperformance risk, volatility, lapse, and mortality assumptions. The volatility assumption is an observable input as it is based on market inputs. The Company's nonperformance risk, lapse, and mortality are unobservable. An increase in the unobservable assumptions would result in a decrease in the fair value of the liability and conversely, if there is a decrease in the assumptions the fair value would increase. The fair value is also dependent on the assumed policyholder utilization of the GLWB where an increase in assumed utilization would result in an increase in the fair value of the liability and conversely, if there is a decrease in the assumption, the fair value would decrease.

The fair value of the FIA account balance liability is predominantly impacted by observable inputs such as discount rates and equity returns. However, the fair value of the FIA embedded derivative is sensitive to non-performance risk, which is unobservable. The value of the liability increases with decreases in discount rate and non-performance risk and decreases with increases in the discount rate and non-performance risk. The value of the liability increases with increases in equity returns and the liability decreases with a decrease in equity returns.

The fair value of the FIA embedded derivative is predominantly impacted by observable inputs such as discount rates and equity returns. However, the fair value of the FIA embedded derivative is sensitive to non-performance risk, which is unobservable. The value of the liability increases with decreases in the discount rate and non-performance risk and decreases with increases in the discount rate and non-performance risk. The value of the liability increases with increases in equity returns and the liability decreases with a decrease in equity returns.

The fair value of the IUL embedded derivative is predominantly impacted by observable inputs such as discount rates and equity returns. However, the fair value of the IUL embedded derivative is sensitive to non-performance risk, which is unobservable. The value of the liability increases with decreases in the discount rate and non-performance risk and decreases with increases in the discount rate and non-performance risk. The value of the liability increases with increases in equity returns and the liability decreases with a decrease in equity returns.

Table of Contents

The following table presents a reconciliation of the beginning and ending balances for fair value measurements for the three months ended June 30, 2017, for which the Company has used significant unobservable inputs (Level 3):

	Beginning Balance	Total Realized and Unrealized Gains	Total Unrealized and Unrealized Losses	Included in Other Comprehensive Income	Included in Other Comprehensive Income	Purchases	Sales	Issuances	Settlements	Transfers into Level 3	Transfers out of Level 3	Other	Ending Balance
(Dollars In Thousands)													
Assets:													
Fixed maturity securities available-for-sale													
Residential mortgage-backed securities	\$—	\$—	\$—	\$—	\$—	\$11,862	\$—	\$—	\$—	\$—	\$—	\$—	\$11,862
Commercial mortgage-backed securities	—	—	—	—	—	—	—	—	—	—	—	—	—
Other asset-backed securities	556,936	—	—	—	(4,257)	—	(12)	—	—	—	—	296	552,679
Corporate securities	666,705	—	10,027	—	(260)	43,492	(54,066)	—	—	(2,220)	(1,024)	—	662,887
Total fixed maturity securities - available-for-sale	1,223,641	—	10,027	—	(4,517)	55,354	(54,078)	—	—	(2,220)	(728)	—	1,222,187
Fixed maturity securities - trading													
Other asset-backed securities	68,752	205	—	(215)	—	—	(14,020)	—	—	—	—	201	54,727
Corporate securities	5,504	40	—	—	—	—	—	—	—	—	—	(24)	5,520
Total fixed maturity securities - trading	74,256	245	—	(215)	—	—	(14,020)	—	—	—	—	177	60,247
Total fixed maturity securities	1,297,897	245	10,027	(215)	(4,517)	55,354	(68,098)	—	—	(2,220)	(551)	—	1,287,436
Equity securities	66,384	—	19	—	—	—	(104)	—	—	—	—	1	66,300

Edgar Filing: PROTECTIVE LIFE CORP - Form 10-Q

Other long-term investments ⁽¹⁾	133,428	60	—	(13,465)	—	—	—	—	—	—	—	120,
Total investments	1,497,709	305	10,046	(13,680)	(4,517)	55,354	(68,202)	—	—	(2,220)	(550)	1,47
Total assets measured at fair value on a recurring basis	\$ 1,497,709	\$ 305	\$ 10,046	\$ (13,680)	\$ (4,517)	\$ 55,354	\$ (68,202)	\$ —	\$ —	\$ (2,220)	\$ (550)	\$ 1,4
Liabilities:												
Annuity account balances ⁽²⁾	\$ 86,415	\$ —	\$ —	\$ 1,110	\$ —	\$ —	\$ —	\$ 212	\$ 1,643	\$ —	\$ —	\$ 86,
Other liabilities ⁽¹⁾	587,074	—	—	(115,144)	—	—	—	—	—	—	—	702,
Total liabilities measured at fair value on a recurring basis	\$ 673,489	\$ —	\$ —	\$ (114,034)	\$ —	\$ —	\$ —	\$ 212	\$ 1,643	\$ —	\$ —	\$ 78

(1) Represents certain freestanding and embedded derivatives.

(2) Represents liabilities related to fixed indexed annuities.

For the three months ended June 30, 2017, there were no securities transferred into Level 3.

For the three months ended June 30, 2017, \$2.2 million of securities were transferred into Level 2. This amount was transferred from Level 3. These transfers resulted from securities that were priced internally using significant unobservable inputs where market observable inputs were not available in previous periods but were priced by independent pricing services or brokers as of June 30, 2017.

For the three months ended June 30, 2017, there were no securities transferred from Level 2 to Level 1.

For the three months ended June 30, 2017, there were no securities transferred from Level 1.

Table of Contents

The following table presents a reconciliation of the beginning and ending balances for fair value measurements for the six months ended June 30, 2017, for which the Company has used significant unobservable inputs (Level 3):

		Total Realized and Unrealized Gains	Total Realized and Unrealized Losses								
	Beginning Balance	Included in Earnings	Included in Other Comprehensive Income	Included in Earnings	Included in Other Comprehensive Income	Purchases	Sales	Issuances	Settlements	Transfers into Level 3	Other
(Dollars In Thousands)											
Assets:											
Fixed maturity securities available-for-sale											
Residential mortgage-backed securities	\$3	\$—	\$—	\$—	\$—	\$11,862	\$(3)	\$—	\$—	\$—	\$—
Commercial mortgage-backed securities	—	—	—	—	—	—	—	—	—	—	—
Other asset-backed securities	562,604	—	3,530	—	(5,088)	—	(2,027)	—	—	(6,643)	587
Corporate securities	664,046	—	17,798	—	(542)	80,751	(92,950)	—	—	(4,867)	(1,582)
Total fixed maturity securities - available-for-sale	1,226,653	—	21,328	—	(5,630)	92,613	(94,980)	—	—	(11,510)	(995)
Fixed maturity securities - trading											
Other asset-backed securities	84,563	3,679	—	(801)	—	—	(33,328)	—	—	—	810
Corporate securities	5,492	74	—	—	—	—	—	—	—	—	(46)
Total fixed maturity securities - trading	90,055	3,753	—	(801)	—	—	(33,328)	—	—	—	764
Total fixed maturity securities	1,316,708	3,753	21,328	(801)	(5,630)	92,613	(128,308)	—	—	(11,510)	(231)
Equity securities	69,010	—	21	(2,630)	—	—	(104)	—	—	3	—

Edgar Filing: PROTECTIVE LIFE CORP - Form 10-Q

Other long-term investments ⁽¹⁾	124,325	11,121	—	(15,423)	—	—	—	—	—	—	—
Total investments	1,510,043	14,874	21,349	(18,854)	(5,630)	92,613	(128,412)	—	—	(11,507)	(231)
Total assets measured at fair value on a recurring basis	\$ 1,510,043	\$ 14,874	\$ 21,349	\$ (18,854)	\$ (5,630)	\$ 92,613	\$ (128,412)	\$—	\$—	\$ (11,507)	\$ (231)
Liabilities:											
Annuity account balances ⁽²⁾	\$ 87,616	\$—	\$—	\$ 1,997	\$—	\$—	\$—	\$ 392	\$ 3,911	\$—	\$—
Other liabilities ⁽¹⁾	571,843	44,263	—	(174,638)	—	—	—	—	—	—	—
Total liabilities measured at fair value on a recurring basis	\$ 659,459	\$ 44,263	\$—	\$ (172,641)	\$—	\$—	\$—	\$ 392	\$ 3,911	\$—	\$—

(1) Represents certain freestanding and embedded derivatives.

(2) Represents liabilities related to fixed indexed annuities.

For the six months ended June 30, 2017, there were an immaterial amount of securities transferred into Level 3.

For the six months ended June 30, 2017, \$11.5 million of securities were transferred into Level 2. This amount was transferred from Level 3. These transfers resulted from securities that were priced internally using significant unobservable inputs where market observable inputs were not available in the previous periods but were priced by independent pricing services or brokers as of June 30, 2017.

For the six months ended June 30, 2017, there were no securities transferred from Level 2 to Level 1.

For the six months ended June 30, 2017, there were no securities transferred from Level 1.

Table of Contents

The following table presents a reconciliation of the beginning and ending balances for fair value measurements for the three months ended June 30, 2016, for which the Company has used significant unobservable inputs (Level 3):

		Total Realized and Unrealized Gains	Total Realized and Unrealized Losses								
	Beginning Balance	Included in Earnings	Included in Other Comprehensive Income	Included in Earnings	Included in Other Comprehensive Income	Purchases	Sales	Issues	Settlements	Transfers in/out of Level 3	Other
(Dollars In Thousands)											
Assets:											
Fixed maturity securities available-for-sale											
Residential mortgage-backed securities	\$3	\$—	\$—	\$—	\$—	\$—	\$—	\$—	\$—	\$—	\$—
Commercial mortgage-backed securities	—	—	—	—	—	—	—	—	—	—	—
Other asset-backed securities	537,831	—	769	—	(8,350)	9,597	(7,629)	—	—	—	923
Corporate securities	833,737	925	16,189	—	(694)	9,558	(57,123)	—	—	(16,773)	(2,676)
Total fixed maturity securities - available-for-sale	1,371,571	925	16,958	—	(9,044)	19,155	(64,752)	—	—	(16,773)	(1,753)
Fixed maturity securities - trading											
Other asset-backed securities	150,683	1,822	—	(8)	—	—	(609)	—	—	—	76
Corporate securities	5,677	24	—	—	—	10,908	1	—	—	—	(23)
Total fixed maturity securities - trading	156,360	1,846	—	(8)	—	10,908	(608)	—	—	—	53
Total fixed maturity securities	1,527,931	2,771	16,958	(8)	(9,044)	30,063	(65,360)	—	—	(16,773)	(1,700)
Equity securities	69,728	—	—	—	—	22	—	—	—	—	—

Edgar Filing: PROTECTIVE LIFE CORP - Form 10-Q

Other long-term investments ⁽¹⁾	66,696	1,568	—	(19,265)	—	—	—	—	—	—	—
Total investments	1,664,355	4,339	16,958	(19,273)	(9,044)	30,085	(65,360)	—	—	(16,773)	(1,700)
Total assets measured at fair value on a recurring basis	\$ 1,664,355	\$ 4,339	\$ 16,958	\$(19,273)	\$(9,044)	\$ 30,085	\$(65,360)	\$—	\$—	\$(16,773)	\$(1,700)
Liabilities:											
Annuity account balances ⁽²⁾	\$ 90,123	\$—	\$—	\$(530)	\$—	\$—	\$—	\$ 63	\$ 1,896	\$—	\$—
Other liabilities ⁽¹⁾	801,781	15,217	—	(185,520)	—	—	—	—	—	—	—
Total liabilities measured at fair value on a recurring basis	\$ 891,904	\$ 15,217	\$—	\$(186,050)	\$—	\$—	\$—	\$ 63	\$ 1,896	\$—	\$—

(1) Represents certain freestanding and embedded derivatives.

(2) Represents liabilities related to fixed indexed annuities.

For the three months ended June 30, 2016, there were \$27.2 million of securities transferred into Level 3.

For the three months ended June 30, 2016, there were \$44.0 million of securities transferred into Level 2. This amount was transferred from Level 3. These transfers resulted from securities that were priced internally using significant unobservable inputs where market observable inputs were not available in previous periods but were priced by independent pricing services or brokers as of June 30, 2016.

For the three months ended June 30, 2016, there were no securities transferred from Level 2 to Level 1.

For the three months ended June 30, 2016, there were no securities transferred from Level 1.

Table of Contents

The following table presents a reconciliation of the beginning and ending balances for fair value measurements for the six months ended June 30, 2016, for which the Company has used significant unobservable inputs (Level 3):

		Total Realized and Unrealized Gains	Total Realized and Unrealized Losses								
	Beginning Balance	Included in Earnings	Included in Other Comprehensive Income	Included in Earnings	Included in Other Comprehensive Income	Purchases	Sales	Issuances	Settlements	Transfers into/out of Level 3	Other
(Dollars In Thousands)											
Assets:											
Fixed maturity securities available-for-sale	0										
Residential mortgage-backed securities	\$3	\$—	\$—	\$—	\$—	\$—	\$—	\$—	\$—	\$—	\$—
Commercial mortgage-backed securities	—	—	—	—	—	—	—	—	—	—	—
Other asset-backed securities	587,031	6,859	769	—	(21,407)	9,597	(58,449)	—	—	7,457	1,284
Corporate securities	902,119	925	31,111	(4,135)	(6,981)	25,558	(81,865)	—	—	(77,952)	(5,633)
Total fixed maturity securities - available-for-sale	1,489,153	7,784	31,880	(4,135)	(28,388)	35,155	(140,314)	—	—	(70,495)	(4,353)
Fixed maturity securities - trading											
Other asset-backed securities	152,912	2,050	—	(942)	—	—	(2,212)	—	—	172	(16)
Corporate securities	18,225	332	—	(259)	—	10,908	(4,071)	—	—	(8,479)	(69)
Total fixed maturity securities - trading	171,137	2,382	—	(1,201)	—	10,908	(6,283)	—	—	(8,307)	(85)
Total fixed maturity securities	1,660,290	10,166	31,880	(5,336)	(28,388)	46,063	(146,597)	—	—	(78,802)	(4,438)
Equity securities	69,763	—	—	—	—	22	—	—	—	(36)	1

Edgar Filing: PROTECTIVE LIFE CORP - Form 10-Q

Other long-term investments ⁽¹⁾	96,830	1,568	—	(49,399)	—	—	—	—	—	—	—
Total investments	1,826,883	11,734	31,880	(54,735)	(28,388)	46,085	(146,597)	—	—	(78,838)	(4,43
Total assets measured at fair value on a recurring basis	\$ 1,826,883	\$ 11,734	\$ 31,880	\$ (54,735)	\$ (28,388)	\$ 46,085	\$ (146,597)	\$ —	\$ —	\$ (78,838)	\$ (4,4
Liabilities:											
Annuity account balances ⁽²⁾	\$ 92,512	\$ —	\$ —	\$ (1,096)	\$ —	\$ —	\$ —	\$ 250	\$ 5,038	\$ —	\$ —
Other liabilities ⁽¹⁾	585,556	15,585	—	(402,113)	—	—	—	—	—	—	—
Total liabilities measured at fair value on a recurring basis	\$ 678,068	\$ 15,585	\$ —	\$ (403,209)	\$ —	\$ —	\$ —	\$ 250	\$ 5,038	\$ —	\$ —

(1) Represents certain freestanding and embedded derivatives.

(2) Represents liabilities related to fixed indexed annuities.

For the six months ended June 30, 2016, there were \$71.3 million of securities were transferred into Level 3.

For the six months ended June 30, 2016, \$150.2 million of securities were transferred into Level 2. This amount was transferred from level 3. These transfers resulted from securities that were priced internally using significant unobservable inputs where market observable inputs were not available in previous periods but were priced by independent pricing services or brokers as of June 30, 2016.

For the six months ended June 30, 2016, \$12.2 million of securities were transferred from level 2 to Level 1.

For the six months ended June 30, 2016, \$0.1 million of securities were transferred from Level 1.

Total realized and unrealized gains (losses) on Level 3 assets and liabilities are primarily reported in either realized investment gains (losses) within the consolidated condensed statements of income (loss) or other comprehensive income (loss) within shareowner's equity based on the appropriate accounting treatment for the item.

Purchases, sales, issuances, and settlements, net, represent the activity that occurred during the period that results in a change of the asset or liability but does not represent changes in fair value for the instruments held at the beginning of the period. Such activity primarily relates to purchases and sales of fixed maturity securities and issuances and settlements of fixed indexed annuities.

Table of Contents

The Company reviews the fair value hierarchy classifications each reporting period. Changes in the observability of the valuation attributes may result in a reclassification of certain financial assets or liabilities. Such reclassifications are reported as transfers in and out of Level 3 at the beginning fair value for the reporting period in which the changes occur. The asset transfers in the table(s) above primarily related to positions moved from Level 3 to Level 2 as the Company determined that certain inputs were observable.

The amount of total gains (losses) for assets and liabilities still held as of the reporting date primarily represents changes in fair value of trading securities and certain derivatives that exist as of the reporting date and the change in fair value of fixed indexed annuities.

Estimated Fair Value of Financial Instruments

The carrying amounts and estimated fair values of the Company's financial instruments as of the periods shown below are as follows:

	Fair Value Level	As of		December 31, 2016	
		June 30, 2017 Carrying Amounts	Fair Values	Carrying Amounts	Fair Values
(Dollars In Thousands)					
Assets:					
Mortgage loans on real estate	3	\$6,472,861	\$6,424,394	\$6,132,125	\$5,930,992
Policy loans	3	1,634,809	1,634,809	1,650,240	1,650,240
Fixed maturities, held-to-maturity ⁽¹⁾	3	2,747,077	2,805,107	2,770,177	2,733,340
Liabilities:					
Stable value product account balances	3	\$4,023,790	\$4,022,120	\$3,501,636	\$3,488,877
Future policy benefits and claims ⁽²⁾	3	220,616	220,616	221,634	221,658
Other policyholders' funds ⁽³⁾	3	133,878	134,633	135,367	136,127
Debt:⁽⁴⁾					
Bank borrowings	3	\$205,000	\$205,000	\$170,000	\$170,000
Senior Notes	2	957,594	944,253	993,285	937,074
Subordinated debt securities	2	437,804	445,122	441,202	443,355
Non-recourse funding obligations ⁽⁵⁾	3	2,774,744	2,833,271	2,796,474	2,765,558

Except as noted below, fair values were estimated using quoted market prices.

(1) Securities purchased from unconsolidated affiliates, Red Mountain LLC and Steel City LLC.

(2) Single premium immediate annuity without life contingencies.

(3) Supplementary contracts without life contingencies.

(4) Excludes capital lease obligations of \$0.9 million.

(5) As of June 30, 2017, \$2.7 billion in carrying amount and \$2.8 billion in fair value relates to non-recourse funding obligations issued by Golden Gate and Golden Gate V. As of December 31, 2016, \$2.7 billion in carrying amount and fair value relates to non-recourse funding obligations issued by Golden Gate and Golden Gate V.

Fair Value Measurements**Mortgage loans on real estate**

The Company estimates the fair value of mortgage loans using an internally developed model. This model includes inputs derived by the Company based on assumed discount rates relative to the Company's current mortgage loan lending rate and an expected cash flow analysis based on a review of the mortgage loan terms. The model also contains the Company's determined representative risk adjustment assumptions related to credit and liquidity risks.

Policy loans

The Company believes the fair value of policy loans approximates book value. Policy loans are funds provided to policy holders in return for a claim on the policy. The funds provided are limited to the cash surrender value of the underlying policy. The nature of policy loans is to have a negligible default risk as the loans are fully collateralized by

the value of the policy. Policy loans do not have a stated maturity and the balances and accrued interest are repaid either by the policyholder or with proceeds from the policy. Due to the collateralized nature of policy loans and unpredictable timing of repayments, the Company believes the fair value of policy loans approximates carrying value.

Table of Contents

Fixed maturities, held-to-maturity

The Company estimates the fair value of its fixed maturity, held-to-maturity securities using internal discounted cash flow models. The discount rates used in the model are based on a current market yield for similar financial instruments.

Stable value product and other investment contract balances

The Company estimates the fair value of stable value product account balances and other investment contract balances (included in Future policy benefits and claims as well as Other policyholder funds line items on our balance sheet) using models based on discounted expected cash flows. The discount rates used in the models are based on a current market rate for similar financial instruments.

Debt

Bank borrowings

The Company believes the carrying value of its bank borrowings approximates fair value as the borrowings pay a floating interest rate plus a spread based on the rating of the Company's senior debt which the Company believes approximates a market interest rate.

Non-recourse funding obligations

The Company estimates the fair value of its non-recourse funding obligations using internal discounted cash flow models. The discount rates used in the model are based on a current market yield for similar financial instruments.

6. DERIVATIVE FINANCIAL INSTRUMENTS

Types of Derivative Instruments and Derivative Strategies

The Company utilizes a risk management strategy that incorporates the use of derivative financial instruments to reduce exposure to certain risks, including but not limited to, interest rate risk, currency exchange risk, volatility risk, and equity market risk. These strategies are developed through the Company's analysis of data from financial simulation models and other internal and industry sources, and are then incorporated into the Company's risk management program.

Derivative instruments expose the Company to credit and market risk and could result in material changes from period to period. The Company attempts to minimize its credit risk by entering into transactions with highly rated counterparties. The Company manages the market risk by establishing and monitoring limits as to the types and degrees of risk that may be undertaken. The Company monitors its use of derivatives in connection with its overall asset/liability management programs and risk management strategies. In addition, all derivative programs are monitored by our risk management department.

Derivatives Related to Interest Rate Risk Management

Derivative instruments that are used as part of the Company's interest rate risk management strategy include interest rate swaps, interest rate futures, interest rate caps, and interest rate swaptions.

Derivatives Related to Foreign Currency Exchange Risk Management

Derivative instruments that are used as part of the Company's foreign currency exchange risk management strategy include foreign currency swaps, foreign currency futures, foreign equity futures, and foreign equity options.

Derivatives Related to Risk Mitigation of Certain Annuity Contracts

The Company may use the following types of derivative contracts to mitigate its exposure to certain guaranteed benefits related to VA contracts and fixed indexed annuities:

- Foreign Currency Futures
- Variance Swaps
- Interest Rate Futures
- Equity Options
- Equity Futures
- Credit Derivatives
- Interest Rate Swaps
- Interest Rate Swaptions
- Volatility Futures
- Volatility Options

•Total Return Swaps

Accounting for Derivative Instruments

The Company records its derivative financial instruments in the consolidated balance sheet in “other long-term investments” and “other liabilities” in accordance with GAAP, which requires that all derivative instruments be recognized in the balance sheet at fair value. The change in the fair value of derivative financial instruments is reported either in the statement of

34

Table of Contents

income or in other comprehensive income (loss), depending upon whether it qualified for and also has been properly identified as being part of a hedging relationship, and also on the type of hedging relationship that exists.

For a derivative financial instrument to be accounted for as an accounting hedge, it must be identified and documented as such on the date of designation. For cash flow hedges, the effective portion of their realized gain or loss is reported as a component of other comprehensive income and reclassified into earnings in the same period during which the hedged item impacts earnings. Any remaining gain or loss, the ineffective portion, is recognized in current earnings. For fair value hedge derivatives, their gain or loss as well as the offsetting loss or gain attributable to the hedged risk of the hedged item is recognized in current earnings. Effectiveness of the Company's hedge relationships is assessed on a quarterly basis.

The Company reports changes in fair values of derivatives that are not part of a qualifying hedge relationship through earnings in the period of change. Changes in the fair value of derivatives that are recognized in current earnings are reported in "Realized investment gains (losses)-Derivative financial instruments."

Derivative Instruments Designated and Qualifying as Hedging Instruments

Cash-Flow Hedges

To hedge a fixed rate note denominated in a foreign currency, the Company entered into a fixed-to-fixed foreign currency swap in order to hedge the foreign currency exchange risk associated with the note. The cash flows received on the swap are identical to the cash flow paid on the note.

Derivative Instruments Not Designated and Not Qualifying as Hedging Instruments

The Company uses various other derivative instruments for risk management purposes that do not qualify for hedge accounting treatment. Changes in the fair value of these derivatives are recognized in earnings during the period of change.

Derivatives Related to Variable Annuity Contracts

The Company uses equity futures, equity options, total return swaps, interest rate futures, interest rate swaptions, currency futures, volatility futures, volatility options, and variance swaps to mitigate the risk related to certain guaranteed minimum benefits, including GLWB, within its VA products. In general, the cost of such benefits varies with the level of equity and interest rate markets, foreign currency levels, and overall volatility.

Derivatives Related to Fixed Annuity Contracts

The Company uses equity futures and options to mitigate the risk within its fixed indexed annuity products. In general, the cost of such benefits varies with the level of equity markets and overall volatility.

The Company markets certain fixed indexed annuity products. The FIA component is considered an embedded derivative as it is, not considered to be clearly and closely related to the host contract.

Derivatives Related to Indexed Universal Life Contracts

The Company uses equity futures and options to mitigate the risk within its indexed universal life products. In general, the cost of such benefits varies with the level of equity markets.

The Company markets certain IUL products. The IUL component is considered an embedded derivative as it is, not considered to be clearly and closely related to the host contract.

Other Derivatives

The Company uses various swaps and other types of derivatives to manage risk related to other exposures.

The Company is involved in various modified coinsurance and funds withheld arrangements which contain embedded derivatives. Changes in their fair value are recorded in current period earnings. The investment portfolios that support the related modified coinsurance reserves and funds withheld arrangements had fair value changes which substantially offset the gains or losses on these embedded derivatives.

Table of Contents

The following table sets forth realized investments gains and losses for the periods shown:

Realized investment gains (losses) - derivative financial instruments

	For The		For The	
	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2017	2016	2017	2016
	(Dollars In Thousands)			
Derivatives related to VA contracts:				
Interest rate futures - VA	\$12,749	\$31,266	\$16,197	\$69,067
Equity futures - VA	(18,613)	(21,328)	(49,430)	(24,556)
Currency futures - VA	(10,018)	11,112	(16,274)	4,954
Equity options - VA	(12,884)	(3,232)	(53,069)	13,072
Interest rate swaptions - VA	(662)	(749)	(2,131)	(2,983)
Interest rate swaps - VA	34,946	81,554	25,989	207,147
Total return swaps - VA	(1,618)	—	(1,618)	—
Embedded derivative - GLWB	(50,276)	(161,402)	(16,644)	(337,253)
Total derivatives related to VA contracts	(46,376)	(62,779)	(96,980)	(70,552)
Derivatives related to FIA contracts:				
Embedded derivative - FIA	(9,334)	710	(21,745)	(1,452)
Equity futures - FIA	(202)	651	95	2,033
Volatility futures - FIA	—	—	—	—
Equity options - FIA	7,569	735	18,269	(4,827)
Total derivatives related to FIA contracts	(1,967)	2,096	(3,381)	(4,246)
Derivatives related to IUL contracts:				
Embedded derivative - IUL	(8,571)	(96)	(10,661)	(834)
Equity futures - IUL	(137)	47	(936)	(172)
Equity options - IUL	1,571	241	4,462	214
Total derivatives related to IUL contracts	(7,137)	192	(7,135)	(792)
Embedded derivative - Modco reinsurance treaties	(52,703)	(22,820)	(70,568)	(81,175)
Other derivatives	(5)	(55)	(2)	(100)
Total realized gains (losses) - derivatives	\$(108,188)	\$(83,366)	\$(178,066)	\$(156,865)

The following table sets forth realized investments gains and losses for the Modco trading portfolio that is included in realized investment gains (losses) — all other investments.

Realized investment gains (losses) - all other investments

	For The		For The	
	Three Months		Six Months Ended	
	Ended		June 30,	
	June 30,		June 30,	
	2017	2016	2017	2016
	(Dollars In Thousands)			
Modco trading portfolio ⁽¹⁾	\$55,230	\$76,201	\$73,782	\$154,355

(1) The Company elected to include the use of alternate disclosures for trading activities.

Table of Contents

The following table presents the components of the gain or loss on derivatives that qualify as a cash flow hedging relationship. The Company did not have any derivatives that qualified as a cash flow hedging relationships for the three and six months ended June 30, 2016.

Gain (Loss) on Derivatives in Cash Flow Hedging Relationship

	Amount of Gains (Losses) Deferred in Accumulated Other Comprehensive Income (Loss) on Derivatives (Effective Portion)	Amount and Location of Gains (Losses) Reclassified from Accumulated Other Comprehensive Income (Loss) into Income (Loss) (Effective Portion) Benefits and settlement expenses (Dollars In Thousands)	Amount and Location of (Losses) Recognized in Income (Loss) on Derivatives (Ineffective Portion) Realized investment gains (losses)
For The Three Months Ended June 30, 2017			
Foreign currency swaps	\$ (184)	\$ (153)	\$ —
Total	\$ (184)	\$ (153)	\$ —
For The Six Months Ended June 30, 2017			
Foreign currency swaps	0 0 0	\$ (1,218) \$(358) \$—	\$—
Total	\$ (1,218) \$(358) \$—		

Based on expected cash flows of the underlying hedged items, the Company expects to reclassify \$0.7 million out of accumulated other comprehensive income into earnings during the next twelve months.

Table of Contents

The table below presents information about the nature and accounting treatment of the Company's primary derivative financial instruments and the location in and effect on the consolidated condensed financial statements for the periods presented below:

	As of		December 31, 2016	
	June 30, 2017		Notional	Fair
	Notional	Fair	Amount	Value
	Amount	Value	Amount	Value
	(Dollars In Thousands)			
Other long-term investments				
Cash flow hedges:				
Foreign currency swaps	\$117,178	\$2,671	\$117,178	\$132
Derivatives not designated as hedging instruments:				
Interest rate swaps	1,487,500	57,710	1,135,000	71,644
Total return swaps	122,207	398	—	—
Embedded derivative - Modco reinsurance treaties	64,255	676	64,123	2,573
Embedded derivative - GLWB	4,550,613	119,347	4,601,633	121,752
Interest rate futures	1,009,166	8,208	102,587	894
Equity futures	683,430	3,963	654,113	5,805
Currency futures	74,783	1,833	340,058	7,883
Equity options	4,707,543	354,214	3,944,444	328,908
Interest rate swaptions	225,000	372	225,000	2,503
Other	157	149	212	149
	\$13,041,832	\$549,541	\$11,184,348	\$542,243
Other liabilities				
Cash flow hedges:				
Foreign currency swaps	\$—	\$—	\$—	\$—
Derivatives not designated as hedging instruments:				
Interest rate swaps	375,000	573	575,000	10,208
Embedded derivative - Modco reinsurance treaties	2,417,531	196,882	2,450,692	141,301
Embedded derivative - GLWB	4,982,936	251,363	5,962,044	237,122
Embedded derivative - FIA	1,737,505	191,226	1,496,346	147,368
Embedded derivative - IUL	133,556	62,747	103,838	46,051
Interest rate futures	490,873	2,524	993,842	6,611
Equity futures	1,816	1	102,667	2,907
Currency futures	228,612	3,587	—	—
Equity options	3,167,860	196,317	2,590,160	157,253
	\$13,535,689	\$905,220	\$14,274,589	\$748,821

7. OFFSETTING OF ASSETS AND LIABILITIES

Certain of the Company's derivative instruments are subject to enforceable master netting arrangements that provide for the net settlement of all derivative contracts between the Company and a counterparty in the event of default or upon the occurrence of certain termination events. Collateral support agreements associated with each master netting arrangement provide that the Company will receive or pledge financial collateral in the event either minimum thresholds, or in certain cases ratings levels, have been reached. Additionally, certain of the Company's repurchase agreements provide for net settlement on termination of the agreement. Refer to Note 10, Debt and Other Obligations for details of the Company's repurchase agreement programs.

Table of Contents

The tables below present the assets and liabilities subject to master netting agreements as of June 30, 2017:

	Gross Amounts of Recognized Assets	Gross Amounts Offset in the Statement of Financial Position	Net Amounts of Assets Presented in the Statement of Financial Position	Gross Amounts in the Statement of Financial Instruments	Amounts Not Offset Cash Collateral Received	Net Amount
(Dollars In Thousands)						
Offsetting of Assets						
Derivatives:						
Free-Standing derivatives	\$429,369	\$ —	—\$ 429,369	\$ 202,402	\$ 113,092	\$ 113,875
Total derivatives, subject to a master netting arrangement or similar arrangement	429,369	—	429,369	202,402	113,092	113,875
Derivatives not subject to a master netting arrangement or similar arrangement						
Embedded derivative - Modco reinsurance treaties	676	—	676	—	—	676
Embedded derivative - GLWB	119,347	—	119,347	—	—	119,347
Other	149	—	149	—	—	149
Total derivatives, not subject to a master netting arrangement or similar arrangement	120,172	—	120,172	—	—	120,172
Total derivatives	549,541	—	549,541	202,402	113,092	234,047
Total Assets	\$549,541	\$ —	—\$ 549,541	\$ 202,402	\$ 113,092	\$ 234,047

	Gross Amounts of Recognized Liabilities	Gross Amounts Offset in the Statement of Financial Position	Net Amounts of Liabilities Presented in the Statement of Financial Position	Gross Amounts in the Statement of Financial Instruments	Amounts Not Offset Cash Collateral Paid	Net Amount
(Dollars In Thousands)						
Offsetting of Liabilities						
Derivatives:						
Free-Standing derivatives	\$203,002	\$ —	—\$ 203,002	\$ 202,402	\$ 600	\$ —
Total derivatives, subject to a master netting arrangement or similar arrangement	203,002	—	203,002	202,402	600	—
Derivatives not subject to a master netting arrangement or similar arrangement						
Embedded derivative - Modco reinsurance treaties	196,882	—	196,882	—	—	196,882
Embedded derivative - GLWB	251,363	—	251,363	—	—	251,363
Embedded derivative - FIA	191,226	—	191,226	—	—	191,226
Embedded derivative - IUL	62,747	—	62,747	—	—	62,747
Total derivatives, not subject to a master netting arrangement or similar arrangement	702,218	—	702,218	—	—	702,218
Total derivatives	905,220	—	905,220	202,402	600	702,218
Repurchase agreements ⁽¹⁾	413,589	—	413,589	—	—	413,589
Total Liabilities	\$1,318,809	\$ —	—\$ 1,318,809	\$ 202,402	\$ 600	\$ 1,115,807

(1) Borrowings under repurchase agreements are for a term less than 90 days.

39

Table of Contents

The tables below present the derivative instruments by assets and liabilities for the Company as of December 31, 2016:

	Gross Amounts Recognized Assets	Gross Amounts Offset in the Statement of Financial Position	Net Amounts of Assets Presented in the Statement of Financial Position	Gross Amounts in the Statement of Financial Position	Amounts Not Offset Cash Collateral Received	Offset Net Amount
(Dollars In Thousands)						
Offsetting of Assets						
Derivatives:						
Free-Standing derivatives	\$417,769	\$ —	—\$ 417,769	\$ 171,384	\$ 100,890	\$ 145,495
Total derivatives, subject to a master netting arrangement or similar arrangement	417,769	—	417,769	171,384	100,890	145,495
Derivatives not subject to a master netting arrangement or similar arrangement						
Embedded derivative - Modco reinsurance treaties	2,573	—	2,573	—	—	2,573
Embedded derivative - GLWB	121,752	—	121,752	—	—	121,752
Other	149	—	149	—	—	149
Total derivatives, not subject to a master netting arrangement or similar arrangement	124,474	—	124,474	—	—	124,474
Total derivatives	542,243	—	542,243	171,384	100,890	269,969
Total Assets	\$542,243	\$ —	—\$ 542,243	\$ 171,384	\$ 100,890	\$ 269,969
	Gross Amounts Recognized Liabilities	Gross Amounts Offset in the Statement of Financial Position	Net Amounts of Liabilities Presented in the Statement of Financial Position	Gross Amounts in the Statement of Financial Position	Amounts Not Offset Cash Collateral Paid	Offset Net Amount
(Dollars In Thousands)						
Offsetting of Liabilities						
Derivatives:						
Free-Standing derivatives	\$176,979	\$ —	—\$ 176,979	\$ 171,384	\$ 5,595	\$ —
Total derivatives, subject to a master netting arrangement or similar arrangement	176,979	—	176,979	171,384	5,595	—
Derivatives not subject to a master netting arrangement or similar arrangement						
Embedded derivative - Modco reinsurance treaties	141,301	—	141,301	—	—	141,301
Embedded derivative - GLWB	237,122	—	237,122	—	—	237,122
Embedded derivative - FIA	147,368	—	147,368	—	—	147,368
Embedded derivative - IUL	46,051	—	46,051	—	—	46,051
Total derivatives, not subject to a master netting arrangement or similar arrangement	571,842	—	571,842	—	—	571,842
Total derivatives	748,821	—	748,821	171,384	5,595	571,842
Repurchase agreements ⁽¹⁾	797,721	—	797,721	—	—	797,721

Total Liabilities	\$1,546,542	\$	—\$1,546,542	\$ 171,384	\$ 5,595	\$1,369,563
-------------------	-------------	----	--------------	------------	----------	-------------

(1) Borrowings under repurchase agreements are for a term less than 90 days.

40

Table of Contents

8. MORTGAGE LOANS

Mortgage Loans

The Company invests a portion of its investment portfolio in commercial mortgage loans. As of June 30, 2017, the Company's mortgage loan holdings were approximately \$6.5 billion. The Company has specialized in making loans on credit-oriented commercial properties, credit-anchored strip shopping centers, senior living facilities, and apartments. The Company's underwriting procedures relative to its commercial loan portfolio are based, in the Company's view, on a conservative and disciplined approach. The Company concentrates on a small number of commercial real estate asset types associated with the necessities of life (retail, multi-family, senior living, professional office buildings, and warehouses). The Company believes that these asset types tend to weather economic downturns better than other commercial asset classes in which it has chosen not to participate. The Company believes this disciplined approach has helped to maintain a relatively low delinquency and foreclosure rate throughout its history. The majority of the Company's mortgage loans portfolio was underwritten by the Company. From time to time, the Company may acquire loans in conjunction with an acquisition.

The Company's commercial mortgage loans are stated at unpaid principal balance, adjusted for any unamortized premium or discount, and net of valuation allowances. Interest income is accrued on the principal amount of the loan based on the loan's contractual interest rate. Amortization of premiums and accretion of discounts is recorded using the effective yield method. Interest income, amortization of premiums and discounts and prepayment fees are reported in net investment income.

Certain of the mortgage loans have call options that occur within the next 12 years. However, if interest rates were to significantly increase, the Company may be unable to exercise the call options on its existing mortgage loans commensurate with the significantly increased market rates. As of June 30, 2017, assuming the loans are called at their next call dates, approximately \$60.9 million of principal would become due for the remainder of 2017, \$1,010.2 million in 2018 through 2022, \$125.7 million in 2023 through 2027, and \$10.0 million thereafter.

The Company offers a type of commercial mortgage loan under which the Company will permit a loan-to-value ratio of up to 85% in exchange for a participating interest in the cash flows from the underlying real estate. As of June 30, 2017, and December 31, 2016, approximately \$669.8 million and \$595.2 million, respectively, of the Company's total mortgage loans principal balance have this participation feature. Cash flows received as a result of this participation feature are recorded as interest income. During the three and six months ended June 30, 2017 and 2016, the Company recognized \$4.7 million, \$11.5 million, \$5.7 million, and \$12.5 million, respectively, of participating mortgage loan income.

As of June 30, 2017, approximately \$3.5 million of invested assets consisted of nonperforming mortgage loans, restructured mortgage loans, or mortgage loans that were foreclosed and were converted to real estate properties. The Company does not expect these investments to adversely affect its liquidity or ability to maintain proper matching of assets and liabilities. During the six months ended June 30, 2017, the Company recognized a troubled debt restructuring as a result of the Company granting a concession to a borrower which included loans terms unavailable from other lenders. This concession was the result of agreements between the creditor and the debtor. The Company did not identify any loans whose principal was permanently impaired during the six months ended June 30, 2017. The Company's mortgage loan portfolio consists of two categories of loans: 1) those not subject to a pooling and servicing agreement and 2) those subject to a contractual pooling and servicing agreement. As of June 30, 2017, \$3.5 million of mortgage loans not subject to a pooling and servicing agreement were nonperforming mortgage loans, restructured, or mortgage loans that were foreclosed and were converted to real estate properties. The Company did not foreclose on any nonperforming loans not subject to a pooling and servicing agreement during the six months ended June 30, 2017.

As of June 30, 2017, none of the loans subject to a pooling and servicing agreement were nonperforming or restructured. The Company did not foreclose on any nonperforming loans subject to a pooling and servicing agreement during the six months ended June 30, 2017.

As of June 30, 2017, and December 31, 2016, the Company had an allowance for mortgage loan credit losses of \$5.9 million and \$0.7 million, respectively. Due to the Company's loss experience and nature of the loan portfolio, the Company believes that a collectively evaluated allowance would be inappropriate. The Company believes an

allowance calculated through an analysis of specific loans that are believed to have a higher risk of credit impairment provides a more accurate presentation of expected losses in the portfolio and is consistent with the applicable guidance for loan impairments in ASC Subtopic 310. Since the Company uses the specific identification method for calculating the allowance, it is necessary to review the economic situation of each borrower to determine those that have higher risk of credit impairment. The Company has a team of professionals that monitors borrower conditions such as payment practices, borrower credit, operating performance, and property conditions, as well as ensuring the timely payment of property taxes and insurance. Through this monitoring process, the Company assesses the risk of each loan. When issues are identified, the severity of the issues are assessed and reviewed for possible credit impairment. If a loss is probable, an expected loss calculation is performed and an allowance is established for that loan based on the expected loss. The expected loss is calculated as the excess carrying value of a loan over either the present value of expected future cash flows discounted at the loan's original effective interest rate, or the current estimated fair value of the loan's underlying collateral. A loan may be subsequently charged off at such point that the Company no longer expects to receive cash payments, the present value of future expected payments of the renegotiated loan is less than the current principal balance, or at such time that the Company is party to foreclosure or bankruptcy proceedings associated with the borrower and does not expect to recover the principal balance of the loan.

Table of Contents

A charge off is recorded by eliminating the allowance against the mortgage loan and recording the renegotiated loan or the collateral property related to the loan as investment real estate on the balance sheet, which is carried at the lower of the appraised fair value of the property or the unpaid principal balance of the loan, less estimated selling costs associated with the property:

	For The Six Months Ended June 30, 2017 (Dollars In Thousands)
Beginning balance, December 31, 2016	\$ 724
Charge offs	—
Recoveries	(724)
Provision	5,915
Ending balance, June 30, 2017	\$ 5,915

It is the Company's policy to cease to carry accrued interest on loans that are over 90 days delinquent. For loans less than 90 days delinquent, interest is accrued unless it is determined that the accrued interest is not collectible. If a loan becomes over 90 days delinquent, it is the Company's general policy to initiate foreclosure proceedings unless a workout arrangement to bring the loan current is in place. For loans subject to a pooling and servicing agreement, there are certain additional restrictions and/or requirements related to workout proceedings, and as such, these loans may have different attributes and/or circumstances affecting the status of delinquency or categorization of those in nonperforming status. An analysis of the delinquent loans is shown in the following chart.

	30-59 Days Delinquent	60-89 Days Delinquent	Greater than 90 Days Delinquent	Total Delinquent
As of June 30, 2017	(Dollars In Thousands)			
Commercial mortgage loans	\$5,440	\$ —	\$ 2,805	\$ 8,245
Number of delinquent commercial mortgage loans	3	—	2	5
As of December 31, 2016	(Dollars In Thousands)			
Commercial mortgage loans	\$3,669	\$ —	\$ —	\$ 3,669
Number of delinquent commercial mortgage loans	4	—	—	4

The Company's commercial mortgage loan portfolio consists of mortgage loans that are collateralized by real estate. Due to the collateralized nature of the loans, any assessment of impairment and ultimate loss given a default on the loans is based upon a consideration of the estimated fair value of the real estate. The Company limits accrued interest income on impaired loans to 90 days of interest. Once accrued interest on the impaired loan is received, interest income is recognized on a cash basis. For information regarding impaired loans, please refer to the following chart:

	Unpaid Recorded Investment	Principal Related Allowance	Average Recorded Investment	Interest Income Recognized	Cash Basis Interest Income
As of June 30, 2017	(Dollars In Thousands)				
Commercial mortgage loans:					
With no related allowance recorded	\$ —	\$ —	\$ —	\$ —	\$ —
With an allowance recorded	12,722	1,672	5,915	4,240	254
As of December 31, 2016	(Dollars In Thousands)				
Commercial mortgage loans:					
With no related allowance recorded	\$ —	\$ —	\$ —	\$ —	\$ —
With an allowance recorded	1,819	1,819	724	96	96

Mortgage loans that were modified in a troubled debt restructuring as of June 30, 2017 and December 31, 2016 were as follows:

42

Table of Contents

	Pre-Modification	Post-Modification
Number of	Outstanding	Outstanding
Contracts	Recorded	Recorded
	Investment	Investment
(Dollars In Thousands)		
As of June 30, 2017		
Troubled debt restructuring:		
Commercial mortgage loans 1	\$ 725	\$ 725
As of December 31, 2016		
Troubled debt restructuring:		
Commercial mortgage loans 1	\$ 468	\$ 468

9. GOODWILL

The balance of goodwill for the Company as of June 30, 2017 was \$793.5 million. There has been no change to goodwill during the six months ended June 30, 2017.

Accounting for goodwill requires an estimate of the future profitability of the associated lines of business to assess the recoverability of the capitalized acquisition goodwill. The Company evaluates the carrying value of goodwill at the segment (or reporting unit) level at least annually and between annual evaluations if events occur or circumstances change that would more likely than not reduce the fair value of the reporting unit below its carrying amount. Such circumstances could include, but are not limited to: 1) a significant adverse change in legal factors or in business climate, 2) unanticipated competition, or 3) an adverse action or assessment by a regulator. When evaluating whether goodwill is impaired, the Company first determines through qualitative analysis whether relevant events and circumstances indicate that it is more likely than not that segment goodwill balances are impaired as of the testing date. If it is determined that it is more likely than not that impairment exists, the Company compares its estimate of the fair value of the reporting unit to which the goodwill is assigned to the reporting unit's carrying amount, including goodwill. The Company utilizes a fair value measurement (which includes a discounted cash flows analysis) to assess the carrying value of the reporting units in consideration of the recoverability of the goodwill balance assigned to each reporting unit as of the measurement date. The Company's material goodwill balances are attributable to certain of its operating segments (which are each considered to be reporting units). The cash flows used to determine the fair value of the Company's reporting units are dependent on a number of significant assumptions. The Company's estimates, which consider a market participant view of fair value, are subject to change given the inherent uncertainty in predicting future results and cash flows, which are impacted by such things as policyholder behavior, competitor pricing, capital limitations, new product introductions, and specific industry and market conditions.

The balance recognized as goodwill is not amortized, but is reviewed for impairment on an annual basis, or more frequently as events or circumstances may warrant, including those circumstances which would more likely than not reduce the fair value of the Company's reporting units below its carrying amount. During the fourth quarter of 2016, the Company performed its annual evaluation of goodwill based on information as of October 1, 2016, and determined that no adjustment to impair goodwill was necessary. During the six months ended June 30, 2017, the Company did not identify any events or circumstances which would indicate that the fair value of its operating segments would have declined below their book value, either individually or in the aggregate.

Table of Contents

10. DEBT AND OTHER OBLIGATIONS

Debt and Subordinated Debt Securities

Debt and subordinated debt securities are summarized as follows:

	As of		December 31, 2016	
	June 30, 2017	June 30, 2017	December 31, 2016	December 31, 2016
	Outstanding	Carrying	Outstanding	Carrying
	Principal	Amounts	Principal	Amounts
	(Dollars In Thousands)			
Debt (year of issue):				
Revolving Line of Credit	\$205,000	\$205,000	\$170,000	\$170,000
Capital lease obligation	937	937	—	—
6.40% Senior Notes (2007), due 2018	150,000	153,608	150,000	156,663
7.375% Senior Notes (2009), due 2019	400,000	445,303	400,000	454,688
8.45% Senior Notes (2009), due 2039	232,928	358,683	246,926	381,934
	\$988,865	\$1,163,531	\$966,926	\$1,163,285
Subordinated debt securities (year of issue):				
6.25% Subordinated Debentures (2012), due 2042, callable 2017	\$287,500	\$287,500	\$287,500	\$290,002
6.00% Subordinated Debentures (2012), due 2042, callable 2017	150,000	150,304	150,000	151,200
	\$437,500	\$437,804	\$437,500	\$441,202

During the six months ended June 30, 2017, the Company repurchased and subsequently extinguished \$21.6 million (par value - \$14.0 million) of the Company's 8.45% Senior Notes due 2039. These repurchases resulted in a \$2.0 million pre-tax gain for the Company. The gain is recorded in other income in the consolidated condensed statements of income.

During the year ended December 31, 2016, the Company repurchased and subsequently extinguished \$82.7 million (par value - \$53.1 million) of the Company's 8.45% Senior Notes due 2039. These repurchases resulted in a \$9.8 million pre-tax gain for the Company. The gain is recorded in other income in the consolidated condensed statements of income.

The Company has the ability to borrow on an unsecured basis under a Credit Facility up to an aggregate principal amount of \$1.0 billion. The Company has the right in certain circumstances to request that the commitment under the Credit Facility be increased up to a maximum principal amount of \$1.25 billion. Balances outstanding under the Credit Facility accrue interest at a rate equal to, at the option of the Borrowers, (i) LIBOR plus a spread based on the ratings of the Company's Senior Debt, or (ii) the sum of (A) a rate equal to the highest of (x) the Administrative Agent's Prime rate, (y) 0.50% above the Funds rate, or (z) the one-month LIBOR plus 1.00% and (B) a spread based on the ratings of the Company's Senior Debt. The Credit Facility also provided for a facility fee at a rate that varies with the ratings of the Company's Senior Debt and that is calculated on the aggregate amount of commitments under the Credit Facility, whether used or unused. The initial facility fee rate was 0.15% on February 2, 2015, and was adjusted to 0.125% upon the Company's subsequent ratings upgrade on February 2, 2015. The Credit Facility provides that the Company is liable for the full amount of any obligations for borrowings or letters of credit, including those of PLICO, under the Credit Facility. The maturity date of the Credit Facility is February 2, 2020. The Company is not aware of any non-compliance with the financial debt covenants of the Credit Facility as of June 30, 2017. There was an outstanding balance of \$205.0 million bearing interest at a rate of LIBOR plus 1.00% as of June 30, 2017.

Table of Contents

Non-Recourse Funding Obligations

Non-recourse funding obligations outstanding as of June 30, 2017, on a consolidated basis, are shown in the following tables:

Issuer	Outstanding Principal	Carrying Value ⁽¹⁾	Maturity Year	Year-to-Date Weighted-Avg Interest Rate
	(Dollars In Thousands)			
Golden Gate Captive Insurance Company ⁽²⁾⁽³⁾	2,065,000	\$ 2,065,000	2039	4.75 %
Golden Gate II Captive Insurance Company	58,600	50,142	2052	3.72 %
Golden Gate V Vermont Captive Insurance Company ⁽²⁾⁽³⁾	595,000	657,166	2037	5.12 %
MONY Life Insurance Company ⁽³⁾	1,091	2,436	2024	6.19 %
Total	\$2,719,691	\$ 2,774,744		

(1) Carrying values include premiums and discounts and do not represent unpaid principal balances.

(2) Obligations are issued to non-consolidated subsidiaries of the Company. These obligations collateralize certain held-to-maturity securities issued by wholly owned subsidiaries of PLICO.

(3) Fixed rate obligations

Non-recourse funding obligations outstanding as of December 31, 2016, on a consolidated basis, are shown in the following tables:

Issuer	Outstanding Principal	Carrying Value ⁽¹⁾	Maturity Year	Year-to-Date Weighted-Avg Interest Rate
	(Dollars In Thousands)			
Golden Gate Captive Insurance Company ⁽²⁾⁽³⁾	2,116,000	\$ 2,116,000	2039	4.75 %
Golden Gate II Captive Insurance Company	58,600	49,983	2052	2.52 %
Golden Gate V Vermont Captive Insurance Company ⁽²⁾⁽³⁾	565,000	628,025	2037	5.12 %
MONY Life Insurance Company ⁽³⁾	1,091	2,466	2024	6.19 %
Total	\$2,740,691	\$ 2,796,474		

(1) Carrying values include premiums and discounts and do not represent unpaid principal balances.

(2) Obligations are issued to non-consolidated subsidiaries of the Company. These obligations collateralize certain held-to-maturity securities issued by wholly owned subsidiaries of PLICO.

(3) Fixed rate obligations

Secured Financing Transactions

Repurchase Program Borrowings

While the Company anticipates that the cash flows of its operating subsidiaries will be sufficient to meet its investment commitments and operating cash needs in a normal credit market environment, the Company recognizes that investment commitments scheduled to be funded may, from time to time, exceed the funds then available. Therefore, the Company has established repurchase agreement programs for certain of its insurance subsidiaries to provide liquidity when needed. The Company expects that the rate received on its investments will equal or exceed its borrowing rate. Under this program, the Company may, from time to time, sell an investment security at a specific price and agree to repurchase that security at another specified price at a later date. These borrowings are typically for a term less than 90 days. The market value of securities to be repurchased is monitored and collateral levels are adjusted where appropriate to protect the counterparty against credit exposure. Cash received is invested in fixed maturity securities, and the agreements provided for net settlement in the event of default or on termination of the agreements. As of June 30, 2017, the fair value of securities pledged under the repurchase program was \$429.8 million, and the repurchase obligation of \$413.6 million was included in the Company's consolidated condensed balance sheets (at an average borrowing rate of 124 basis points). During the six months ended June 30, 2017, the maximum balance outstanding at any one point in time related to these programs was \$981.3 million. The average

daily balance was \$607.7 million (at an average borrowing rate of 78 basis points) during the six months ended June 30, 2017. As of December 31, 2016, the fair value of securities pledged under the repurchase program was \$861.7 million, and the repurchase obligation of \$797.7 million was included in the Company's consolidated condensed balance sheets (at an average borrowing rate of 65 basis points). During 2016, the maximum balance outstanding at any one point in time related to these programs was \$1,065.8 million. The average daily balance was \$505.4 million (at an average borrowing rate of 44 basis points) during the year ended December 31, 2016.

Table of Contents

Securities Lending

The Company participates in securities lending, primarily as an investment yield enhancement, whereby securities that are held as investments are loaned out to third parties for short periods of time. The Company requires initial collateral of 102% of the market value of the loaned securities to be separately maintained. The loaned securities' market value is monitored on a daily basis. As of June 30, 2017, securities with a market value of \$25.6 million were loaned under this program. As collateral for the loaned securities, the Company receives short-term investments, which are recorded in "short-term investments" with a corresponding liability recorded in "secured financing liabilities" to account for its obligation to return the collateral. As of June 30, 2017, the fair value of the collateral related to this program was \$26.5 million and the Company has an obligation to return \$26.5 million of collateral to the securities borrowers. The following table provides the amount by asset class of securities of collateral pledged for repurchase agreements and securities that have been loaned as part of securities lending transactions as of June 30, 2017 and December 31, 2016:

Repurchase Agreements, Securities Lending Transactions, and Repurchase-to-Maturity Transactions Accounted for as Secured Borrowings

	Remaining Contractual Maturity of the Agreements As of June 30, 2017 (Dollars In Thousands)				
	Overnight and Continuous	Up to 30 days	30-90 days	Greater Than 90 days	Total
Repurchase agreements and repurchase-to-maturity transactions					
U.S. Treasury and agency securities	\$ 336,859	\$ 66,340	\$ —	\$ —	\$ 403,199
Mortgage loans	26,620	—	—	—	26,620
Total repurchase agreements and repurchase-to-maturity transactions	363,479	66,340	—	—	429,819
Securities lending transactions					
Corporate securities	14,886	—	—	—	14,886
Equity securities	10,209	—	—	—	10,209
Preferred stock	526	—	—	—	526
Total securities lending transactions	25,621	—	—	—	25,621
Total securities	\$ 389,100	\$ 66,340	\$ —	\$ —	\$ 455,440

Repurchase Agreements, Securities Lending Transactions, and Repurchase-to-Maturity Transactions Accounted for as Secured Borrowings

	Remaining Contractual Maturity of the Agreements As of December 31, 2016 (Dollars In Thousands)				
	Overnight and Continuous	Up to 30 days	30-90 days	Greater Than 90 days	Total
Repurchase agreements and repurchase-to-maturity transactions					
U.S. Treasury and agency securities	\$ 357,705	\$ 23,758	\$ —	\$ —	\$ 381,463
State and municipal securities	—	—	—	—	—
Other asset-backed securities	—	—	—	—	—
Corporate securities	—	—	—	—	—
Equity securities	—	—	—	—	—
Non-U.S. sovereign debt	—	—	—	—	—
Mortgage loans	480,269	—	—	—	480,269
Total securities	\$ 837,974	\$ 23,758	\$ —	\$ —	\$ 861,732

11. COMMITMENTS AND CONTINGENCIES

The Company has entered into indemnity agreements with each of its current directors other than those that are employees of Dai-ichi Life that provide, among other things and subject to certain limitations, a contractual right to indemnification to the

46

Table of Contents

fullest extent permissible under the law. The Company has agreements with certain of its officers providing up to \$10 million in indemnification. These obligations are in addition to the customary obligation to indemnify officers and directors contained in the Company's governance documents.

Under the insurance guaranty fund laws in most states, insurance companies doing business therein can be assessed up to prescribed limits for policyholder losses incurred by insolvent companies. From time to time, companies may be asked to contribute amounts beyond prescribed limits. It is possible that the Company could be assessed with respect to product lines not offered by the Company. In addition, legislation may be introduced in various states with respect to guaranty fund assessment laws related to insurance products, including long term care insurance and other specialty products, that alters future premium tax offsets received in connection with guaranty fund assessments. The Company cannot predict the amount, nature or timing of any future assessments or legislation, any of which could have a material and adverse impact on the Company's financial condition or results of operations.

A number of civil jury verdicts have been returned against insurers, broker-dealers, and other providers of financial services involving sales, refund or claims practices, alleged agent misconduct, failure to properly supervise representatives, relationships with agents or persons with whom the insurer does business, and other matters. Often these lawsuits have resulted in the award of substantial judgments that are disproportionate to the actual damages, including material amounts of punitive and non-economic compensatory damages. In some states, juries, judges, and arbitrators have substantial discretion in awarding punitive and non-economic compensatory damages which creates the potential for unpredictable material adverse judgments or awards in any given lawsuit or arbitration. Arbitration awards are subject to very limited appellate review. In addition, in some class action and other lawsuits, companies have made material settlement payments. The financial services and insurance industries in particular are also sometimes the target of law enforcement and regulatory investigations relating to the numerous laws and regulations that govern such companies. Some companies have been the subject of law enforcement or regulatory actions or other actions resulting from such investigations. The Company, in the ordinary course of business, is involved in such matters.

The Company establishes liabilities for litigation and regulatory actions when it is probable that a loss has been incurred and the amount of the loss can be reasonably estimated. For matters where a loss is believed to be reasonably possible, but not probable, no liability is established. For such matters, the Company may provide an estimate of the possible loss or range of loss or a statement that such an estimate cannot be made. The Company reviews relevant information with respect to litigation and regulatory matters on a quarterly and annual basis and updates its established liabilities, disclosures and estimates of reasonably possible losses or range of loss based on such reviews.

Certain of the Company's insurance subsidiaries, as well as certain other insurance companies for which the Company has coinsured blocks of life insurance and annuity policies, are under audit for compliance with the unclaimed property laws of a number of states. The audits are being conducted on behalf of the treasury departments or unclaimed property administrators in such states. The focus of the audits is on whether there have been unreported deaths, maturities, or policies that have exceeded limiting age with respect to which death benefits or other payments under life insurance or annuity policies should be treated as unclaimed property that should be escheated to the state. The Company is presently unable to estimate the reasonably possible loss or range of loss that may result from the audits due to a number of factors, including uncertainty as to the legal theory or theories that may give rise to liability, the early stages of the audits being conducted, and, with respect to one block of life insurance policies that is co-insured by a subsidiary of the Company, uncertainty as to whether the Company or other companies are responsible for the liabilities, if any, arising in connection with such policies. The Company will continue to monitor the matter for any developments that would make the loss contingency associated with the audits reasonably estimable.

Certain of the Company's subsidiaries are under a targeted multi-state examination with respect to their claims paying practices and their use of the U.S. Social Security Administration's Death Master File or similar databases (a "Death Database") to identify unreported deaths in their life insurance policies, annuity contracts and retained asset accounts. There is no clear basis in previously existing law for requiring a life insurer to search for unreported deaths in order to determine whether a benefit is owed, and substantial legal authority exists to support the position that the prevailing industry practice was lawful. A number of life insurers, however, have entered into settlement or consent agreements

with state insurance regulators under which the life insurers agreed to implement procedures for periodically comparing their life insurance and annuity contracts and retained asset accounts against a Death Database, treating confirmed deaths as giving rise to a death benefit under their policies, locating beneficiaries and paying them the benefits and interest, escheating the benefits and interest to the state if the beneficiary could not be found, and paying penalties to the state, if required. It has been publicly reported that the life insurers have paid administrative and/or examination fees to the insurance regulators in connection with the settlement or consent agreements. The Company believes that insurance regulators could demand from the Company administrative and/or examination fees relating to the targeted multi-state examination. Based on publicly reported payments by other life insurers, the Company does not believe such fees, if assessed, would have a material effect on its financial statements.

Table of Contents

12. EMPLOYEE BENEFIT PLANS

Components of the net periodic benefit cost of the Company's defined benefit pension plan for the three and six months ended June 30, 2017 and 2016, are as follows:

	For The Three Months Ended June 30,				For The Six Months Ended June 30,			
	2017		2016		2017		2016	
	Defined Benefit Pension Plan	Excess Benefit Plan	Defined Benefit Pension Plan	Excess Benefit Plan	Defined Benefit Pension Plan	Excess Benefit Plan	Defined Benefit Pension Plan	Excess Benefit Plan
	(Dollars In Thousands)							
Service cost — benefits earned during the period	\$3,348	\$ 334	\$2,906	\$ 478	\$6,696	\$ 668	\$5,812	\$ 791
Interest cost on projected benefit obligation	2,191	297	2,737	317	4,382	594	5,474	755
Expected return on plan assets	(3,352)	—	(3,605)	—	(6,704)	—	(7,211)	—
Amortization of prior service cost	—	—	—	—	—	—	—	—
Amortization of actuarial losses	—	118	—	50	—	236	—	50
Preliminary net periodic benefit cost	2,187	749	2,038	845	4,374	1,498	4,075	1,596
Settlement/curtailment expense	—	—	—	1,500	—	—	—	1,500
Total net periodic benefit cost	\$2,187	\$ 749	\$2,038	\$2,345	\$4,374	\$1,498	\$4,075	\$3,096

During the six months ended June 30, 2017, the Company did not make a contribution to its defined benefit pension plan. The Company will make contributions in future periods as necessary to at least satisfy minimum funding requirements. The Company may also make additional contributions in future periods to maintain an adjusted funding target attainment percentage (“AFTAP”) of at least 80% and to avoid certain Pension Benefit Guaranty Corporation (“PBGC”) reporting triggers.

13. ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS)

The following tables summarize the changes in the accumulated balances for each component of accumulated other comprehensive income (loss) (“AOCI”) as of June 30, 2017 and December 31, 2016.

Changes in Accumulated Other Comprehensive Income (Loss) by Component

	Unrealized Gains and Losses on Investments	Accumulated Gains and Losses on Derivatives	Minimum Pension Liability Adjustment	Total Accumulated Other Comprehensive Income (Loss)
	(Dollars In Thousands, Net of Tax)			
Beginning Balance, December 31, 2016	\$ (656,322)	\$ 727	\$ 1,072	\$ (654,523)
Other comprehensive income (loss) before reclassifications	448,086	(792)	—	447,294
Other comprehensive income (loss) relating to other-than-temporary impaired investments for which a portion has been recognized in earnings	6,286	—	—	6,286
Amounts reclassified from accumulated other comprehensive income (loss) ⁽¹⁾	1,445	233	—	1,678
Net current-period other comprehensive income (loss)	455,817	(559)	—	455,258
Ending Balance, June 30, 2017	\$ (200,505)	\$ 168	\$ 1,072	\$ (199,265)

(1) See Reclassification table below for details.

(2) As of June 30, 2017, net unrealized losses reported in AOCI were offset by \$158.5 million due to the impact those net unrealized losses would have had on certain of the Company's insurance assets and liabilities if the net unrealized losses had been recognized in net income.

Table of Contents

Changes in Accumulated Other Comprehensive Income (Loss) by Component

	Unrealized Gains and Losses on Investments	Accumulated Gain and Loss on Derivatives	Minimum Pension Liability Adjustment	Total Accumulated Other Comprehensive Income (Loss)
	(Dollars In Thousands, Net of Tax)			
Beginning Balance, December 31, 2015	\$ (1,247,065)	\$ —	\$ 5,931	\$ (1,241,134)
Other comprehensive income (loss) before reclassifications	606,985	688	(5,659)	602,014
Other comprehensive income (loss) relating to other-than-temporary impaired investments for which a portion has been recognized in earnings	(6,782)	—	—	(6,782)
Amounts reclassified from accumulated other comprehensive income (loss) ⁽¹⁾	(9,460)	39	800	(8,621)
Net current-period other comprehensive income (loss)	590,743	727	(4,859)	586,611
Ending Balance, December 31, 2016	\$ (656,322)	\$ 727	\$ 1,072	\$ (654,523)

(1) See Reclassification table below for details.

(2) As of December 31, 2015 and December 31, 2016, net unrealized losses reported in AOCI were offset by \$623.0 million and \$424.1 million, respectively, due to the impact those net unrealized losses would have had on certain of the Company's insurance assets and liabilities if the net unrealized losses had been recognized in net income.

The following tables summarize the reclassifications amounts out of AOCI for the three and six months ended June 30, 2017 and 2016.

Reclassifications Out of Accumulated Other Comprehensive Income (Loss)

	Amount Reclassified from Accumulated Other Comprehensive Income (Loss)		Affected Line Item in the Consolidated Condensed Statements of Income
	(Dollars In Thousands)		
For The Three Months Ended June 30, 2017			
Gains and losses on derivative instruments			
Net settlement (expense)/benefit ⁽¹⁾	\$ (153 )	)	Benefits and settlement expenses, net of reinsurance ceded
	(153 )	)	Total before tax
	53	)	Tax (expense) or benefit
	\$ (100 )	)	Net of tax
Unrealized gains and losses on available-for-sale securities			
Net investment gains (losses)	\$ (1,087 )	)	Realized investment gains (losses): All other investments
Impairments recognized in earnings	(2,785 )	)	Net impairment losses recognized in earnings
	(3,872 )	)	Total before tax
	1,355	)	Tax (expense) or benefit
	\$ (2,517 )	)	Net of tax

(1) See Note 6, Derivative Financial Instruments for additional information

Table of Contents

Reclassifications Out of Accumulated Other Comprehensive Income (Loss)

	Amount Reclassified from Accumulated Other Comprehensive Income (Loss)	Affected Line Item in the Consolidated Condensed Statements of Income (Dollars In Thousands)
For The Six Months Ended June 30, 2017		
Gains and losses on derivative instruments		
Net settlement (expense)/benefit ⁽¹⁾	\$ (358)	) Benefits and settlement expenses, net of reinsurance ceded
	(358)	) Total before tax
	125	) Tax (expense) or benefit
	\$ (233)	) Net of tax
Unrealized gains and losses on available-for-sale securities		
Net investment gains (losses)	\$ 8,394	) Realized investment gains (losses): All other investments
Impairments recognized in earnings	(10,616)	) Net impairment losses recognized in earnings
	(2,222)	) Total before tax
	777	) Tax (expense) or benefit
	\$ (1,445)	) Net of tax

(1) See Note 6, Derivative Financial Instruments for additional information

Reclassifications Out of Accumulated Other Comprehensive Income (Loss)

	Amount Reclassified from Accumulated Other Comprehensive Income (Loss)	Affected Line Item in the Consolidated Condensed Statements of Income (Dollars In Thousands)
For The Three Months Ended June 30, 2016		
Unrealized gains and losses on available-for-sale securities		
Net investment gains (losses)	\$ 16,932	) Realized investment gains (losses): All other investments
Impairments recognized in earnings	(967)	) Net impairment losses recognized in earnings
	15,965	) Total before tax
	(5,588)	) Tax (expense) or benefit
	\$ 10,377	) Net of tax

Table of Contents

Reclassifications Out of Accumulated Other Comprehensive Income (Loss)

	Amount Reclassified from Accumulated Other Comprehensive Income (Loss)	Affected Line Item in the Consolidated Condensed Statements of Income
For The Six Months Ended June 30, 2016		(Dollars In Thousands)
Unrealized gains and losses on available-for-sale securities		
Net investment gains (losses)	\$ 22,487	Realized investment gains (losses): All other investments
Impairments recognized in earnings	(3,584	) Net impairment losses recognized in earnings
	18,903	Total before tax
	(6,616	) Tax (expense) or benefit
	\$ 12,287	Net of tax

14. INCOME TAXES

In 2012, the IRS proposed favorable and unfavorable adjustments to the Company's 2003 through 2007 reported taxable income. The Company protested certain unfavorable adjustments and sought resolution at the IRS' Appeals Division. In October 2015, Appeals accepted the Company's earlier proposed settlement offer. In September 2015, the IRS proposed favorable and unfavorable adjustments to the Company's 2008 through 2011 reported taxable income. The Company agreed to these adjustments. In April 2017, a routine review by Congress' Joint Committee on Taxation was finalized without change and the Company expects to receive an approximate \$6.2 million net refund in a future period.

The resulting net adjustment to the Company's current income taxes for the years 2003 through 2011 will not materially affect the Company or its effective tax rate.

In July 2016, the IRS proposed favorable and unfavorable adjustments to the Company's 2012 and 2013 reported taxable income. The Company agreed to these adjustments. The resulting settlement paid in September 2016 did not materially impact the Company or its effective tax rate.

There have been no material changes to the balance of unrecognized tax benefits, where the changes impact earnings, during the quarter ending June 30, 2017. The Company believes that in the next 12 months, none of the unrecognized tax benefits at June 30, 2017 will be significantly increased or reduced.

In general, the Company is no longer subject to income tax examinations by taxing authorities for tax years that began before 2014. Nevertheless, certain of these pre-2014 years have pending U.S. tax refunds. Due to their size, these refunds were reviewed by Congress' Joint Committee on Taxation. In April 2017, the Company received notification that the Joint Committee review was complete and that no changes were made. The underlying federal statutes of limitations are expected to close in due course on or before September 30, 2018. Furthermore, due to the aforementioned IRS adjustments to the Company's pre-2014 taxable income, the Company is amending certain of its 2003 through 2013 state income tax returns. Such amendments will cause such years to remain open, pending the states' acceptances of the returns.

During the year ended December 31, 2016, the Company entered into a reinsurance transaction. This transaction is expected to generate an operating loss on the Company's consolidated 2016 U.S. income tax return. The Company has evaluated its ability to carry this loss back to receive refunds of previously-paid taxes, plus utilize the remaining loss in future years. The Company expects to receive refunds for substantially all of the U.S. income taxes that it paid in 2014 and 2015, as well as fully utilize the remaining operating loss carryforward during the carryforward period. Based on the Company's current assessment of future taxable income, including available tax planning opportunities, the Company anticipates that it is more likely than not that it will generate sufficient taxable income to realize all of its material deferred tax assets. The Company did not record a valuation allowance against its material deferred tax assets as of June 30, 2017 and December 31, 2016.

The Company used its respective estimates of its annual 2017 and 2016 incomes in computing its effective income tax rates for the three and six months ended June 30, 2017 and 2016. The effective tax rates for the three and six months ended June 30, 2017 and 2016, were 33.0%, 32.9%, 33.5%, and 33.2% respectively.

15. OPERATING SEGMENTS

The Company has several operating segments, each having a strategic focus. An operating segment is distinguished by products, channels of distribution, and/or other strategic distinctions. The Company periodically evaluates its operating segments, as prescribed in the ASC Segment Reporting Topic, and makes adjustments to its segment reporting as needed. A brief description of each segment follows.

The Life Marketing segment markets fixed universal life (“UL”), indexed universal life (“IUL”), variable universal life (“VUL”), bank-owned life insurance (“BOLI”), and level premium term insurance (“traditional”)

Table of Contents

products on a national basis primarily through networks of independent insurance agents and brokers, broker-dealers, financial institutions, independent marketing organizations, and affinity groups.

The Acquisitions segment focuses on acquiring, converting, and servicing policies acquired from other companies. The segment's primary focus is on life insurance policies and annuity products that were sold to individuals. The level of the segment's acquisition activity is predicated upon many factors, including available capital, operating capacity, potential return on capital, and market dynamics. Policies acquired through the Acquisitions segment are typically blocks of business where no new policies are being marketed. Therefore earnings and account values are expected to decline as the result of lapses, deaths, and other terminations of coverage unless new acquisitions are made.

The Annuities segment markets fixed and VA products. These products are primarily sold through broker-dealers, financial institutions, and independent agents and brokers.

The Stable Value Products segment sells fixed and floating rate funding agreements directly to the trustees of municipal bond proceeds, money market funds, bank trust departments, and other institutional investors. This segment also issues funding agreements to the FHLB, and markets guaranteed investment contracts ("GICs") to 401(k) and other qualified retirement savings plans. The Company also has an unregistered funding agreement-backed notes program which provides for offers of notes to both domestic and international institutional investors.

The Asset Protection segment markets extended service contracts and credit life and disability insurance to protect consumers' investments in automobiles, recreational vehicles, watercraft, and powersports. In addition, the segment markets a guaranteed asset protection ("GAP") product. GAP products are designed to cover the difference between the scheduled loan pay-off amount and an asset's actual cash value in the case of a total loss. Each type of specialized ancillary product protects against damage or other loss to a particular aspect of the underlying asset.

The Corporate and Other segment primarily consists of net investment income on assets supporting our equity capital, unallocated corporate overhead and expenses not attributable to the segments above (including interest on corporate debt). This segment includes earnings from several non-strategic or runoff lines of business, various financing and investment-related transactions, the operations of several small subsidiaries.

The Company's management and Board of Directors analyzes and assesses the operating performance of each segment using "pre-tax adjusted operating income (loss)" and "after-tax adjusted operating income (loss)". Consistent with GAAP accounting guidance for segment reporting, pre-tax adjusted operating income (loss) is the Company's measure of segment performance. Pre-tax adjusted operating income (loss) is calculated by adjusting "income (loss) before income tax", by excluding the following items:

- realized gains and losses on investments and derivatives,
- changes in the GLWB embedded derivatives exclusive of the portion attributable to the economic cost of the GLWB,
- actual GLWB incurred claims, and
- the amortization of DAC, VOBA, and certain policy liabilities that is impacted by the exclusion of these items.

The items excluded from adjusted operating income (loss) are important to understanding the overall results of operations. Pre-tax adjusted operating income (loss) and after-tax adjusted operating income (loss) are not substitutes for income before income taxes or net income (loss), respectively. These measures may not be comparable to similarly titled measures reported by other companies. The Company believes that pre-tax and after-tax adjusted operating income (loss) enhances management's and the Board of Directors' understanding of the ongoing operations, the underlying profitability of each segment, and helps facilitate the allocation of resources.

In determining the components of the pre-tax adjusted operating income (loss) for each segment, premiums and policy fees, other income, benefits and settlement expenses, and amortization of DAC and VOBA are attributed directly to each operating segment. Net investment income is allocated based on directly related assets required for transacting the business of that segment. Realized investment gains (losses) and other operating expenses are allocated to the segments in a manner that most appropriately reflects the operations of that segment. Investments and other assets are allocated based on statutory policy liabilities net of associated statutory policy assets, while DAC/VOBA and goodwill are shown in the segments to which they are attributable.

In filings prior to the Company's 2016 Form 10-K, "Pre-tax adjusted operating income (loss)" was referred to as "Pre-tax operating income", "Operating income before tax", or "Segment operating income". In addition, we referred to "After-tax adjusted operating income (loss)" as "After-tax operating income" or "Operating earnings". The

definition of these labels remains unchanged, but the Company has modified the labels to provide further clarity that these measures are non-GAAP measures.

There were no significant intersegment transactions during the three and six months ended June 30, 2017 and 2016.

Table of Contents

The following tables presents a summary of results and reconciles pre-tax adjusted operating income (loss) to consolidated income before income tax and net income:

	For The Three Months Ended June 30,		For The Six Months Ended June 30,	
	2017	2016	2017	2016
	(Dollars In Thousands)			
Revenues				
Life Marketing	\$407,046	\$412,892	\$828,438	\$821,974
Acquisitions	387,464	453,848	788,831	878,655
Annuities	112,322	97,243	220,964	235,657
Stable Value Products	42,087	26,237	82,930	56,139
Asset Protection	82,462	67,487	162,545	131,735
Corporate and Other	55,686	58,694	108,656	119,154
Total revenues	\$1,087,067	\$1,116,401	\$2,192,364	\$2,243,314
Pre-tax Adjusted Operating Income (Loss)				
Life Marketing	\$23,243	\$24,562	\$42,188	\$38,263
Acquisitions	68,278	45,285	121,945	113,938
Annuities	46,578	56,901	99,585	110,530
Stable Value Products	22,367	15,178	46,266	29,626
Asset Protection	6,536	5,462	12,135	10,761
Corporate and Other	(20,868)	(16,737)	(40,596)	(30,457)
Pre-tax adjusted operating income	146,134	130,651	281,523	272,661
Realized (losses) gains on investments and derivatives	(20,366)	38,010	(43,406)	67,842
Income before income tax	125,768	168,661	238,117	340,503
Income tax expense	(41,500)	(56,541)	(78,435)	(113,035)
Net income	\$84,268	\$112,120	\$159,682	\$227,468
Pre-tax adjusted operating income	\$146,134	\$130,651	\$281,523	\$272,661
Adjusted operating income tax (expense) benefit	(48,628)	(43,237)	(93,627)	(89,290)
After-tax adjusted operating income	97,506	87,414	187,896	183,371
Realized (losses) gains on investments and derivatives	(20,366)	38,010	(43,406)	67,842
Income tax benefit (expense) on adjustments	7,128	(13,304)	15,192	(23,745)
Net income	\$84,268	\$112,120	\$159,682	\$227,468
Realized investment (losses) gains:				
Derivative financial instruments	\$(108,188)	\$(83,366)	\$(178,066)	\$(156,865)
All other investments	53,717	88,783	76,558	170,511
Net impairment losses recognized in earnings	(2,785)	(967)	(10,616)	(3,584)
Less: related amortization ⁽¹⁾	(15,703)	(13,073)	(26,447)	(17,123)
Less: VA GLWB economic cost	(21,187)	(20,487)	(42,271)	(40,657)
Realized (losses) gains on investments and derivatives	\$(20,366)	\$38,010	\$(43,406)	\$67,842

(1) Includes amortization of DAC/VOBA and benefits and settlement expenses that are impacted by realized gains (losses).

Table of Contents

Operating Segment Assets

As of June 30, 2017

(Dollars In Thousands)

	Life Marketing	Acquisitions	Annuities	Stable Value Products
Investments and other assets	\$14,507,558	\$19,543,986	\$20,775,682	\$3,896,076
DAC and VOBA	1,265,342	91,168	704,256	5,512
Other intangibles	291,880	35,825	176,782	8,389
Goodwill	200,274	14,524	336,677	113,813
Total assets	\$16,265,054	\$19,685,503	\$21,993,397	\$4,023,790

	Asset Protection	Corporate and Other	Total Consolidated
Investments and other assets	\$1,050,098	\$13,721,652	\$73,495,052
DAC and VOBA	28,219	—	2,094,497
Other intangibles	138,557	14,474	665,907
Goodwill	128,182	—	793,470
Total assets	\$1,345,056	\$13,736,126	\$77,048,926

Operating Segment Assets

As of December 31, 2016

(Dollars In Thousands)

	Life Marketing	Acquisitions	Annuities	Stable Value Products
Investments and other assets	\$14,050,170	\$19,679,690	\$20,243,333	\$3,373,646
DAC and VOBA	1,218,944	106,532	655,618	5,455
Other intangibles	301,399	37,103	183,449	8,722
Goodwill	200,274	14,524	336,677	113,813
Total assets	\$15,770,787	\$19,837,849	\$21,419,077	\$3,501,636

	Asset Protection	Corporate and Other	Total Consolidated
Investments and other assets	\$1,013,399	\$13,141,759	\$71,501,997
DAC and VOBA	33,280	—	2,019,829
Other intangibles	143,865	13,545	688,083
Goodwill	128,182	—	793,470
Total assets	\$1,318,726	\$13,155,304	\$75,003,379

16. SUBSEQUENT EVENTS

The Company has evaluated the effects of events subsequent to June 30, 2017, and through the date we filed our consolidated condensed financial statements with the United States Securities and Exchange Commission. All accounting and disclosure requirements related to subsequent events are included in our consolidated condensed financial statements.

Table of Contents

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

The following Management's Discussion and Analysis of Financial Condition and Results of Operations ("MD&A") should be read in conjunction with our consolidated condensed financial statements included under Part I, Item 1, Financial Statements (Unaudited), of this Quarterly Report on Form 10-Q and our audited consolidated financial statements for the year ended December 31, 2016, included in our Annual Report on Form 10-K.

For a more complete understanding of our business and current period results, please read the following MD&A in conjunction with our latest Annual Report on Form 10-K and other filings with the United States Securities and Exchange Commission (the "SEC").

Certain reclassifications have been made in the previously reported financial statements and accompanying notes to make the prior period amounts comparable to those of the current period. Such reclassifications had no effect on previously reported net income or shareowner's equity.

FORWARD-LOOKING STATEMENTS — CAUTIONARY LANGUAGE

This report reviews our financial condition and results of operations, including our liquidity and capital resources. Historical information is presented and discussed, and where appropriate, factors that may affect future financial performance are also identified and discussed. Certain statements made in this report include "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include any statement that may predict, forecast, indicate, or imply future results, performance, or achievements instead of historical facts and may contain words like "believe," "expect," "estimate," "project," "budget," "forecast," "anticipate," "plan," "will," "shall," "may," and other words, phrases, or expressions with similar meaning. Forward-looking statements involve risks and uncertainties, which may cause actual results to differ materially from the results contained in the forward-looking statements, and we cannot give assurances that such statements will prove to be correct. Given these risks and uncertainties, investors should not place undue reliance on forward-looking statements as a prediction of actual results. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future developments or otherwise. For more information about the risks, uncertainties, and other factors that could affect our future results, please refer to Part I, Item 2, Management's Discussion and Analysis of Financial Condition and Results of Operations, and Part II, Item 1A, Risk Factors, of this report, as well as Part I, Item 1A, Risk Factors, of our Annual Report on Form 10-K for the fiscal year ended December 31, 2016.

IMPORTANT INVESTOR INFORMATION

We file reports with the SEC, including Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K, and other reports as required. The public may read and copy any materials we file with the SEC at the SEC's Public Reference Room at 100 F Street, NE, Washington, DC 20549. The public may obtain information on the operation of the Public Reference Room by calling the SEC at 1-800-SEC-0330. We are an electronic filer and the SEC maintains an internet site at www.sec.gov that contains these reports and other information filed electronically by us. We make available through our website, www.protective.com, our annual reports on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K, and amendments to those reports as soon as reasonably practicable after such materials are electronically filed with or furnished to the SEC. We will furnish such documents to anyone who requests such copies in writing. Requests for copies should be directed to: Financial Information, Protective Life Corporation, P. O. Box 2606, Birmingham, Alabama 35202, Telephone (205) 268-3912, Fax (205) 268-3642.

We also make available to the public current information, including financial information, regarding the Company and our affiliates on the Financial Information page of our website, www.protective.com. We encourage investors, the media and others interested in us and our affiliates to review the information we post on our website. The information found on our website is not part of this or any other report filed with or furnished to the SEC.

OVERVIEW

Our Business

On February 1, 2015, Protective Life Corporation (the "Company") became a wholly owned subsidiary of The Dai-ichi Life Insurance Company, Limited, a kabushiki kaisha organized under the laws of Japan (now known as Dai-ichi Life Holdings, Inc., "Dai-ichi Life"), when DL Investment (Delaware), Inc., a wholly owned subsidiary of Dai-ichi Life, merged with and into the Company (the "Merger"). Prior to February 1, 2015, our stock was publicly traded on the

New York Stock Exchange. Subsequent to the Merger, we remain an SEC registrant for financial reporting purposes in the United States. The Company, which is headquartered in Birmingham, Alabama, operates as a holding company for its insurance and other subsidiaries that provide financial services primarily in the United States through the production, distribution, and administration of insurance and investment products. Founded in 1907, Protective Life Insurance Company (“PLICO”) is our largest operating subsidiary. Unless the context otherwise requires, the “Company,” “we,” “us,” or “our” refers to the consolidated group of Protective Life Corporation and our subsidiaries.

We have several operating segments, each having a strategic focus. An operating segment is distinguished by products, channels of distribution, and/or other strategic distinctions. We periodically evaluate our operating segments and make adjustments to our segment reporting as needed.

Our operating segments are Life Marketing, Acquisitions, Annuities, Stable Value Products, Asset Protection, and Corporate and Other.

Table of Contents

Life Marketing—We market fixed universal life (“UL”), indexed universal life (“IUL”), variable universal life (“VUL”), bank-owned life insurance (“BOLI”), and level premium term insurance (“traditional”) products on a national basis primarily through networks of independent insurance agents and brokers, broker-dealers, financial institutions, independent marketing organizations, and affinity groups.

Acquisitions—We focus on acquiring, converting, and/or servicing policies and contracts from other companies. This segment’s primary focus is on life insurance policies and annuity products that were sold to individuals. The level of the segment’s acquisition activity is predicated upon many factors, including available capital, operating capacity, potential return on capital, and market dynamics. Policies acquired through the Acquisitions segment are typically blocks of business where no new policies are being marketed. Therefore earnings and account values are expected to decline as the result of lapses, deaths, and other terminations of coverage unless new acquisitions are made.

Annuities—We market fixed and variable annuity (“VA”) products. These products are primarily sold through broker-dealers, financial institutions, and independent agents and brokers.

Stable Value Products—We sell fixed and floating rate funding agreements directly to the trustees of municipal bond proceeds, money market funds, bank trust departments, and other institutional investors. The segment also issues funding agreements to the Federal Home Loan Bank (“FHLB”), and markets guaranteed investment contracts (“GICs”) to 401(k) and other qualified retirement savings plans. We also have an unregistered funding agreement-backed notes program which provides for offers of notes to both domestic and international institutional investors.

Asset Protection—We market extended service contracts, guaranteed asset protection (“GAP”) products, credit life and disability insurance, and specialized ancillary products to protect consumers’ investments in automobiles, recreational vehicles, watercraft, and powersports. GAP products are designed to cover the difference between the scheduled loan pay-off amount and an asset’s actual cash value in the case of a total loss. Each type of specialized ancillary product protects against damage or other loss to a particular aspect of the underlying asset.

Corporate and Other—This segment primarily consists of net investment income on assets supporting our equity capital, unallocated corporate overhead, and expenses not attributable to the segments above (including interest on corporate debt). This segment includes earnings from several non-strategic or runoff lines of business, financing and investment related transactions, and the operations of several small subsidiaries.

RISKS AND UNCERTAINTIES

The factors which could affect our future results include, but are not limited to, general economic conditions and the following risks and uncertainties:

General

- we are controlled by Dai-ichi Life, which has the ability to make important decisions affecting our business;
- exposure to risks related to natural and man-made disasters, catastrophes, diseases, epidemics, pandemics, malicious acts, terrorist acts and climate change could adversely affect our operations and results;
- a disruption affecting the electronic systems of the Company or those on whom the Company relies could adversely affect our business, financial condition and results of operations;
- confidential information maintained in the systems of the Company or other parties upon which the Company relies could be compromised or misappropriated, damaging our business and reputation and adversely affecting our financial condition and results of operations;
- our results and financial condition may be negatively affected should actual experience differ from management's assumptions and estimates;
- we may not realize our anticipated financial results from our acquisitions strategy;
- assets allocated to the MONY Closed Block benefit only the holders of certain policies; adverse performance of Closed Block assets or adverse experience of Closed Block liabilities may negatively affect us;
- we are dependent on the performance of others;
- our risk management policies, practices, and procedures could leave us exposed to unidentified or unanticipated risks, which could negatively affect our business or result in losses;
- our strategies for mitigating risks arising from our day-to-day operations may prove ineffective resulting in a material adverse effect on our results of operations and financial condition;
- events that damage our reputation could adversely impact our business, results of operations, or financial condition;

Financial Environment

- interest rate fluctuations or sustained periods of high or low interest rates could negatively affect our interest earnings and spread income, or otherwise impact our business;
- our investments are subject to market and credit risks, which could be heightened during periods of extreme volatility or disruption in financial and credit markets;
- equity market volatility could negatively impact our business;
- our use of derivative financial instruments within our risk management strategy may not be effective or sufficient;
- credit market volatility or disruption could adversely impact our financial condition or results from operations;
- our ability to grow depends in large part upon the continued availability of capital;
- we could be adversely affected by a ratings downgrade or other negative action by a ratings organization;

Table of Contents

• we could be forced to sell investments at a loss to cover policyholder withdrawals;
• disruption of the capital and credit markets could negatively affect our ability to meet our liquidity and financing needs;
• difficult general economic conditions could materially adversely affect our business and results of operations;
• we may be required to establish a valuation allowance against our deferred tax assets, which could have a material adverse effect on our results of operations, financial condition, and capital position;
• we could be adversely affected by an inability to access our credit facility;
• we could be adversely affected by an inability to access FHLB lending;
• our securities lending program may subject us to liquidity and other risks;
• our financial condition or results of operations could be adversely impacted if our assumptions regarding the fair value and future performance of our investments differ from actual experience;
• adverse actions of certain funds or their advisers could have a detrimental impact on our ability to sell our variable life and annuity products, or maintain current levels of assets in those products;
• the amount of statutory capital or risk-based capital that we have and the amount of statutory capital or risk-based capital that we must hold to maintain our financial strength and credit ratings and meet other requirements can vary significantly from time to time and is sensitive to a number of factors outside of our control;
• we operate as a holding company and depend on the ability of our subsidiaries to transfer funds to us to meet our obligations;

Industry and Regulation

• we are highly regulated and are subject to routine audits, examinations and actions by regulators, law enforcement agencies, and self-regulatory organizations;
• we may be subject to regulations of, or regulations influenced by, international regulatory authorities or initiatives;
• we are subject to the laws, rules, and regulations of state, federal, and foreign regulators that could adversely affect our financial condition or results of operations;
• NAIC actions, pronouncements and initiatives may affect our product profitability, reserve and capital requirements, financial condition or results of operations;
• our use of captive reinsurance companies to finance statutory reserves related to our term and universal life products and to reduce volatility affecting our variable annuity products, may be limited or adversely affected by regulatory action, pronouncements and interpretations;
• laws, regulations and initiatives related to unreported deaths and unclaimed property and death benefits may result in operational burdens, fines, unexpected payments or escheatments;
• we are subject to insurance guaranty laws which could adversely affect our financial condition or results of operations;
• we are subject to insurable interest laws which could adversely affect our financial condition or results of operations;
• the Healthcare Act and related regulations could adversely affect our results of operations or financial condition;
• laws, rules and regulations promulgated in connection with the enactment of the Dodd-Frank Wall Street Reform and Consumer Protection Act may adversely affect our results of operations or financial condition;
• regulations issued by the Department of Labor on April 6, 2016, expanding the definition of "investment advice fiduciary" under ERISA and creating and revising several prohibited transactions exemptions for investment activities in light of that expanded definition, may have a material adverse impact on our ability to sell annuities and other products, to retain in-force business and on our financial condition or results of operations;
• we may be subject to regulation, investigations, enforcement actions, fines and penalties imposed by the SEC, FINRA and other federal and international regulators in connection with our business operations;
• changes to tax law or interpretations of existing tax law could adversely affect our ability to compete with non-insurance products or reduce the demand for certain insurance products;
• financial services companies are frequently the targets of legal proceedings, including class action litigation, which could result in substantial judgments;
• the financial services and insurance industries are sometimes the target of law enforcement investigations and the focus of increased regulatory scrutiny;

- new accounting rules, changes to existing accounting rules, or the grant of permitted accounting practices to competitors could negatively impact us;
- if our business does not perform well, we may be required to recognize an impairment of our goodwill and indefinite lived intangible assets which could adversely affect our results of operations or financial condition;
- use of reinsurance introduces variability in our statements of income;
- our reinsurers could fail to meet assumed obligations, increase rates, terminate agreements, or be subject to adverse developments that could affect us;
- our policy claims fluctuate from period to period resulting in earnings volatility;
- we operate in a mature, highly competitive industry, which could limit our ability to gain or maintain our position in the industry and negatively affect profitability;
- our ability to maintain competitive unit costs is dependent upon the level of new sales and persistency of existing business; and
- we may not be able to protect our intellectual property and may be subject to infringement claims.

For more information about the risks, uncertainties, and other factors that could affect our future results, please see Part II, Item 1A of this report and our Annual Report on Form 10-K.

Table of Contents

CRITICAL ACCOUNTING POLICIES

Our accounting policies require the use of judgments relating to a variety of assumptions and estimates, including, but not limited to expectations of current and future mortality, morbidity, persistency, expenses, and interest rates, as well as expectations around the valuations of securities. Because of the inherent uncertainty when using the assumptions and estimates, the effect of certain accounting policies under different conditions or assumptions could be materially different from those reported in the consolidated condensed financial statements. For a complete listing of our critical accounting policies, refer to our Annual Report on Form 10-K for the year ended December 31, 2016.

RESULTS OF OPERATIONS

Our management and Board of Directors analyzes and assesses the operating performance of each segment using "pre-tax adjusted operating income (loss)" and "after-tax adjusted operating income (loss)." Consistent with GAAP accounting guidance for segment reporting, pre-tax adjusted operating income (loss) is our measure of segment performance. Pre-tax adjusted operating income (loss) is calculated by adjusting "income (loss) before income tax," by excluding the following items:

- realized gains and losses on investments and derivatives,
- changes in the GLWB embedded derivatives exclusive of the portion attributable to the economic cost of the GLWB,
- actual GLWB incurred claims, and
- the amortization of DAC, VOBA, and certain policy liabilities that is impacted by the exclusion of these items.

After-tax adjusted operating income (loss) is derived from pre-tax adjusted operating income (loss) with the inclusion of income tax expense or benefits associated with pre-tax adjusted operating income. Income tax expense or benefits is allocated to the items excluded from pre-tax adjusted operating income (loss) at the statutory federal income tax rate of thirty five percent. Income tax expense or benefits allocated to after-tax adjusted operating income (loss) can vary period to period based on changes in the Company's effective income tax rate.

The items excluded from adjusted operating income (loss) are important to understanding the overall results of operations. Pre-tax adjusted operating income (loss) and after-tax adjusted operating income (loss) are not a substitutes for income before income taxes or net income (loss), respectively. These measures may not be comparable to similarly titled measures reported by other companies. Our belief is that pre-tax and after-tax adjusted operating income (loss) enhances management's and the Board of Directors' understanding of the ongoing operations, the underlying profitability of each segment, and helps facilitate the allocation of resources.

In determining the components of the pre-tax adjusted operating income (loss) for each segment, premiums and policy fees, other income, benefits and settlement expenses, and amortization of DAC and VOBA are attributed directly to each operating segment. Net investment income is allocated based on directly related assets required for transacting the business of that segment. Realized investment gains (losses) and other operating expenses are allocated to the segments in a manner that most appropriately reflects the operations of that segment. Investments and other assets are allocated based on statutory policy liabilities net of associated statutory policy assets, while DAC/VOBA and goodwill are shown in the segments to which they are attributable.

During 2016, we modified our labeling of our non-GAAP measures presented herein as "Adjusted operating income (loss)" or "Pre-tax adjusted operating income (loss)". In previous filings, we referred to "Pre-tax adjusted operating income (loss)" as "Pre-tax operating income", "Operating income before tax", or "Segment operating income". In addition, we previously referred to "After-tax adjusted operating income (loss)" as "After-tax operating income" or "Operating earnings". The definition of these labels remains unchanged, but we have modified the labels to provide further clarity that these measures are non-GAAP measures.

We periodically review and update as appropriate our key assumptions used to measure certain balances related to insurance products, including future mortality, expenses, lapses, premium persistency, benefit utilization, investment yields, interest rates, and separate account fund returns. Changes to these assumptions result in adjustments which increase or decrease DAC and VOBA amortization and/or benefits and expenses. The periodic review and updating of assumptions is referred to as "unlocking." When referring to unlocking the reference is to changes in all balance sheet components associated with these assumption changes.

Table of Contents

The following table presents a summary of results and reconciles pre-tax adjusted operating income (loss) to consolidated income before income tax and net income:

	For The Three Months Ended June 30,		For The Six Months Ended June 30,	
	2017	2016	2017	2016
	(Dollars In Thousands)			
Pre-tax Adjusted Operating Income (Loss)				
Life Marketing	\$23,243	\$24,562	\$42,188	\$38,263
Acquisitions	68,278	45,285	121,945	113,938
Annuities	46,578	56,901	99,585	110,530
Stable Value Products	22,367	15,178	46,266	29,626
Asset Protection	6,536	5,462	12,135	10,761
Corporate and Other	(20,868)	(16,737)	(40,596)	(30,457)
Pre-tax adjusted operating income	146,134	130,651	281,523	272,661
Realized (losses) gains on investments and derivatives	(20,366)	38,010	(43,406)	67,842
Income before income tax	125,768	168,661	238,117	340,503
Income tax expense	(41,500)	(56,541)	(78,435)	(113,035)
Net income	\$84,268	\$112,120	\$159,682	\$227,468
Pre-tax adjusted operating income	\$146,134	\$130,651	\$281,523	\$272,661
Adjusted operating income tax (expense) benefit	(48,628)	(43,237)	(93,627)	(89,290)
After-tax adjusted operating income	97,506	87,414	187,896	183,371
Realized (losses) gains on investments and derivatives	(20,366)	38,010	(43,406)	67,842
Income tax benefit (expense) on adjustments	7,128	(13,304)	15,192	(23,745)
Net income	\$84,268	\$112,120	\$159,682	\$227,468
Realized investment (losses) gains:				
Derivative financial instruments	\$(108,188)	\$(83,366)	\$(178,066)	\$(156,865)
All other investments	53,717	88,783	76,558	170,511
Net impairment losses recognized in earnings	(2,785)	(967)	(10,616)	(3,584)
Less: related amortization ⁽¹⁾	(15,703)	(13,073)	(26,447)	(17,123)
Less: VA GLWB economic cost	(21,187)	(20,487)	(42,271)	(40,657)
Realized (losses) gains on investments and derivatives	\$(20,366)	\$38,010	\$(43,406)	\$67,842

(1) Includes amortization of DAC/VOBA and benefits and settlement expenses that are impacted by realized gains (losses).

For The Three Months Ended June 30, 2017, as compared to The Three Months Ended June 30, 2016 Net income for the three months ended June 30, 2017 included a \$15.5 million, or 11.9%, increase in pre-tax adjusted operating income. The increase consisted of a \$23.0 million increase in the Acquisitions segment, a \$7.2 million increase in the Stable Value Products segment, and an increase of \$1.1 million in the Asset Protection segment. These increases were partially offset by a \$1.3 million decrease in the Life Marketing segment, a \$10.3 million decrease in the Annuities segment, and a \$4.1 million decrease in the Corporate and Other segment. Net realized losses on investments and derivatives for the three months ended June 30, 2017 was \$20.4 million. These losses were primarily due to net losses on VA GLWB derivatives (after adjusting for economic cost and amortization) of \$14.9 million, impairment losses on available for sale securities of \$2.8 million, net losses on FIA derivatives of \$1.2 million, net losses on IUL derivatives of \$1.4 million and net losses from sales of securities of \$1.1 million. These losses were partially offset by net gains of \$2.5 million related to Modco trading portfolio activity and the

associated embedded derivative.

59

Table of Contents

Life Marketing segment pre-tax adjusted operating income was \$23.2 million for the three months ended June 30, 2017, representing a decrease of \$1.3 million from the three months ended June 30, 2016. The decrease was primarily due to an increase in universal life claims and lower traditional life premiums, mostly offset by higher universal life policy fees and investment income.

Acquisitions segment pre-tax adjusted operating income was \$68.3 million for the three months ended June 30, 2017, an increase of \$23.0 million as compared to the three months ended June 30, 2016, primarily due to decreases in life insurance claims and lower amortization of VOBA, partially offset by the expected runoff of the in-force blocks of business.

Annuities segment pre-tax adjusted operating income was \$46.6 million for the three months ended June 30, 2017, as compared to \$56.9 million for the three months ended June 30, 2016, a decrease of \$10.3 million, or 18.1%. This variance was primarily the result of an unfavorable change in single premium immediate annuities (“SPIA”) mortality and higher non-deferred expenses, partially offset by increased interest spreads and growth in VA fee income.

Segment results were positively impacted by \$0.3 million of favorable unlocking for the three months ended June 30, 2017, as compared to \$0.6 million of favorable unlocking for the three months ended June 30, 2016.

Stable Value segment pre-tax adjusted operating income was \$22.4 million and increased \$7.2 million, or 47.4%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016. The increase in adjusted operating earnings primarily resulted from a 61.4% increase in average account values in addition to an increase in participating mortgage income. Participating mortgage income for the three months ended June 30, 2017, was \$4.4 million as compared to \$3.9 million for the three months ended June 30, 2016. The adjusted operating spread, which excludes participating income, decreased by one basis point for the three months ended June 30, 2017, over the prior year, due primarily to an increase in credited interest.

Asset Protection segment pre-tax adjusted operating income was \$6.5 million, representing an increase of \$1.1 million, or 19.7%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016.

Service contract earnings increased \$2.1 million primarily due to favorable loss ratios and the acquisition of US Warranty in fourth quarter of 2016. Credit insurance earnings increased \$0.3 million primarily due to lower loss ratios. Earnings from the guaranteed asset protection (“GAP”) product line decreased \$1.3 million primarily resulting from higher loss ratios.

The Corporate and Other segment pre-tax adjusted operating loss was \$20.9 million for the three months ended June 30, 2017, as compared to an adjusted operating loss of \$16.7 million for the three months ended June 30, 2016. The decrease was primarily due to a decrease in core net investment income.

For The Six Months Ended June 30, 2017, as compared to The Six Months Ended June 30, 2016

Net income for the six months ended June 30, 2017 included a \$8.9 million, or 3.3%, increase in pre-tax adjusted operating income. The increase consisted of a \$3.9 million increase in the Life Marketing segment, a \$8.0 million increase in the Acquisitions segment, a \$16.6 million increase in the Stable Value Products segment, and a \$1.4 million increase in the Asset Protection segment. These increases were partially offset by a \$10.9 million decrease in the Annuities segment and a \$10.1 million decrease in the Corporate and Other segment.

Net realized losses on investments and derivatives for the six months ended June 30, 2017 was \$43.4 million. These losses were primarily due to net losses on VA GLWB derivatives (after adjusting for economic cost and amortization) of \$34.6 million, impairment losses on available for sale securities of \$10.6 million, mortgage loan losses of \$5.0 million, net losses on FIA derivatives of \$2.0 million, and net losses on IUL derivatives of \$1.4 million. These losses were partially offset by net gains from sales of securities of \$8.4 million as well as net gains of \$3.2 million related to Modco trading portfolio activity and the associated embedded derivative.

Life Marketing segment pre-tax adjusted operating income was \$42.2 million for the six months ended June 30, 2017, representing an increase of \$3.9 million from the six months ended June 30, 2016. The increase was primarily due to higher universal life policy fees and investment income, mostly offset by lower traditional life premiums and an increase in universal life claims.

Acquisitions segment pre-tax adjusted operating income was \$121.9 million for the six months ended June 30, 2017, an increase of \$8.0 million as compared to the six months ended June 30, 2016, primarily due to decreases in life insurance claims and lower amortization of VOBA, partially offset by the expected runoff of the in-force blocks of

business.

Annuities segment pre-tax adjusted operating income was \$99.6 million for the six months ended June 30, 2017, as compared to \$110.5 million for the six months ended June 30, 2016, a decrease of \$10.9 million, or 9.9%. This variance was primarily the result of an unfavorable change in SPIA mortality and higher non-deferred expenses, partially offset by increased interest spreads and growth in VA fee income. Segment results were positively impacted by \$1.9 million of favorable unlocking for the six months ended June 30, 2017, as compared to \$1.0 million of favorable unlocking for the six months ended June 30, 2016.

Stable Value segment pre-tax adjusted operating income was \$46.3 million and increased \$16.6 million, or 56.2%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016. The increase in adjusted operating earnings primarily resulted from a 64.9% increase in average account values in addition to an increase in participating mortgage income. Participating mortgage income for the six months ended June 30, 2017, was \$11.2 million as compared to \$9.2 million for the six months ended June 30, 2016. The adjusted operating spread, which

Table of Contents

excludes participating income, increased by seven basis points for the six months ended June 30, 2017, over the prior year, due primarily to an increase in credited interest.

Asset Protection segment pre-tax adjusted operating income was \$12.1 million, representing an increase of \$1.4 million, or 12.8%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016.

Service contract earnings increased \$4.8 million primarily due to favorable loss ratios and the acquisition of US Warranty in fourth quarter 2016. Credit insurance earnings increased \$0.3 million primarily due to lower loss ratios. Earnings from the GAP product line decreased \$3.7 million primarily resulting from higher loss ratios, somewhat offset by additional income provided by US Warranty.

The Corporate and Other segment pre-tax adjusted operating loss was \$40.6 million for the six months ended June 30, 2017, as compared to an adjusted operating loss of \$30.5 million for the six months ended June 30, 2016. The decrease was attributable to a \$5.5 million decrease in gains recognized on the extinguishment of debt. These gains are recorded in Other income. In addition, there was a \$2.4 million decrease in core net investment income.

Table of Contents

Life Marketing

Segment Results of Operations

Segment results were as follows:

	For The Three Months Ended June 30,		For The Six Months Ended June 30,	
	2017	2016	2017	2016
	(Dollars In Thousands)			
REVENUES				
Gross premiums and policy fees	\$461,261	\$448,991	\$914,396	\$889,740
Reinsurance ceded	(210,888)	(204,157)	(401,223)	(387,881)
Net premiums and policy fees	250,373	244,834	513,173	501,859
Net investment income	138,108	131,653	275,651	259,907
Other income	27,378	28,525	53,756	56,872
Total operating revenues	415,859	405,012	842,580	818,638
Realized gains (losses) - investments	(1,675)	7,687	(7,005)	4,127
Realized gains (losses) - derivatives	(7,138)	193	(7,137)	(791)
Total revenues	407,046	412,892	828,438	821,974
BENEFITS AND EXPENSES				
Benefits and settlement expenses	315,865	303,136	647,923	623,979
Amortization of DAC/VOBA	29,535	31,024	59,950	63,740
Other operating expenses	47,216	46,290	92,519	92,656
Operating benefits and settlement expenses	392,616	380,450	800,392	780,375
Amortization related to benefits and settlement expenses	(6,689)	3,331	(9,854)	(1,840)
Amortization of DAC/VOBA related to realized gains (losses) - investments	167	284	511	30
Total benefits and expenses	386,094	384,065	791,049	778,565
INCOME BEFORE INCOME TAX	20,952	28,827	37,389	43,409
Less: realized gains (losses)	(8,813)	7,880	(14,142)	3,336
Less: amortization related to benefits and settlement expenses	6,689	(3,331)	9,854	1,840
Less: related amortization of DAC/VOBA	(167)	(284)	(511)	(30)
PRE-TAX ADJUSTED OPERATING INCOME	\$23,243	\$24,562	\$42,188	\$38,263

Table of Contents

The following table summarizes key data for the Life Marketing segment:

	For The Three Months Ended June 30,		For The Six Months Ended June 30,	
	2017	2016	2017	2016
	(Dollars In Thousands)			
Sales By Product⁽¹⁾				
Traditional life	\$422	\$268	\$604	\$671
Universal life	43,310	41,770	86,499	81,277
BOLI	—	—	—	—
	\$43,732	\$42,038	\$87,103	\$81,948
Sales By Distribution Channel				
Traditional brokerage	\$37,378	\$36,541	\$74,746	\$70,742
Institutional	3,984	3,884	7,803	8,015
Direct	2,370	1,613	4,554	3,191
	\$43,732	\$42,038	\$87,103	\$81,948
Average Life Insurance In-force⁽²⁾				
Traditional	\$347,456,008	\$366,712,353	\$349,941,348	\$371,454,097
Universal life	249,590,163	205,932,631	243,626,567	195,945,075
	\$597,046,171	\$572,644,984	\$593,567,915	\$567,399,172
Average Account Values				
Universal life	\$7,599,281	\$7,410,278	\$7,570,399	\$7,382,726
Variable universal life	705,918	597,855	692,521	586,026
	\$8,305,199	\$8,008,133	\$8,262,920	\$7,968,752

(1) Sales data for traditional life insurance is based on annualized premiums. Universal life sales are based on annualized planned premiums, or "target" premiums if lesser, plus 6% of amounts received in excess of target premiums and 10% of single premiums. "Target" premiums for universal life are those premiums upon which full first year commissions are paid.

(2) Amounts are not adjusted for reinsurance ceded.

Table of Contents

Operating expenses detail

Other operating expenses for the segment were as follows:

	For The Three Months Ended June 30, 2017		For The Six Months Ended June 30, 2016	
	2017	2016	2017	2016
	(Dollars In Thousands)			
Insurance companies:				
First year commissions	\$48,432	\$48,222	\$98,975	\$96,355
Renewal commissions	9,588	9,325	19,429	18,067
First year ceding allowances	(336)	(939)	(1,037)	(1,788)
Renewal ceding allowances	(43,851)	(40,347)	(86,274)	(78,556)
General & administrative	59,910	53,529	115,393	105,936
Taxes, licenses, and fees	8,212	8,234	16,677	15,665
Other operating expenses incurred	81,955	78,024	163,163	155,679
Less: commissions, allowances & expenses capitalized	(62,999)	(60,333)	(126,981)	(119,049)
Other insurance company operating expenses	18,956	17,691	36,182	36,630
Marketing companies:				
Commissions	19,536	20,306	39,534	40,281
Other operating expenses	8,724	8,293	16,803	15,745
Other marketing company operating expenses	28,260	28,599	56,337	56,026
Other operating expenses	\$47,216	\$46,290	\$92,519	\$92,656

For The Three Months Ended June 30, 2017, as compared to The Three Months Ended June 30, 2016

Pre-tax adjusted operating income

Pre-tax adjusted operating income was \$23.2 million for the three months ended June 30, 2017, representing a decrease of \$1.3 million from the three months ended June 30, 2016. The decrease was primarily due to an increase in universal life claims and lower traditional life premiums, mostly offset by higher universal life policy fees and investment income.

Operating revenues

Total operating revenues for the three months ended June 30, 2017, increased \$10.8 million, or 2.7%, as compared to the three months ended June 30, 2016. This increase was driven by higher policy fees, and higher investment income due to increases in net in-force reserves and yield improvement, primarily in the traditional life block.

Net premiums and policy fees

Net premiums and policy fees increased by \$5.5 million, or 2.3%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016, due to an increase in policy fees associated with continued growth in universal life business. Offsetting this was a decrease in traditional life premiums.

Net investment income

Net investment income in the segment increased \$6.5 million, or 4.9%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016. Of the increase in net investment income, \$5.0 million resulted from growth in the universal life block of business. Traditional life investment income increased \$1.0 million primarily due to higher yields.

Other income

Other income decreased \$1.1 million, or 4.0%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016, primarily due to lower revenue in the segment's non-insurance operations.

Benefits and settlement expenses

Benefits and settlement expenses increased by \$12.7 million, or 4.2%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016, due primarily to an increase in universal life claims, partly offset by a decrease in traditional life reserves. For the three months ended June 30, 2017, universal life unlocking decreased

policy benefits and settlement expenses \$1.0 million, as compared to a decrease of \$0.9 million for the three months ended June 30, 2016.

Table of Contents

Amortization of DAC/VOBA

DAC/VOBA amortization decreased \$1.5 million, or 4.8%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016, due to lower VOBA amortization in the traditional blocks resulting from decreased lapses. For the three months ended June 30, 2017, universal life unlocking increased amortization \$0.1 million, as compared to a decrease of \$0.6 million for the three months ended June 30, 2016.

Other operating expenses

Other operating expenses increased \$0.9 million for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016. This increase was driven by higher general and administrative expenses, offset by lower new business acquisition costs after capitalization and higher reinsurance allowances.

Sales

Sales for the segment increased \$1.7 million for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016. Universal life sales increased \$1.5 million primarily due to an expansion in distribution partners and focused efforts with existing partners.

For The Six Months Ended June 30, 2017, as compared to The Six Months Ended June 30, 2016

Pre-tax adjusted operating income

Pre-tax adjusted operating income was \$42.2 million for the six months ended June 30, 2017, representing an increase of \$3.9 million from the six months ended June 30, 2016. The increase was primarily due to higher universal life policy fees and investment income, mostly offset by lower traditional life premiums and an increase in universal life claims.

Operating revenues

Total operating revenues for the six months ended June 30, 2017, increased \$23.9 million, or 2.9%, as compared to the six months ended June 30, 2016. This increase was driven by higher investment income due to increases in net in-force reserves and yield improvement, primarily in the traditional life block.

Net premiums and policy fees

Net premiums and policy fees increased by \$11.3 million, or 2.3%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, due to an increase in policy fees associated with continued growth in universal life business. Offsetting this was a decrease in traditional life premiums.

Net investment income

Net investment income in the segment increased \$15.7 million, or 6.1%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016. Of the increase in net investment income, \$11.9 million resulted from growth in the universal life block of business. Traditional life investment income increased \$1.9 million primarily due to higher yields.

Other income

Other income decreased \$3.1 million, or 5.5%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, primarily due to lower revenue in the segment's non-insurance operations.

Benefits and settlement expenses

Benefits and settlement expenses increased by \$23.9 million, or 3.8%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, due primarily to an increase in universal life claims. For the six months ended June 30, 2017, universal life unlocking decreased policy benefits and settlement expenses \$0.5 million, as compared to a decrease of \$2.0 million for the six months ended June 30, 2016.

Amortization of DAC/VOBA

DAC/VOBA amortization decreased \$3.8 million, or 5.9%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, due to lower VOBA amortization in the traditional blocks resulting from decreased lapses. For the six months ended June 30, 2017, universal life unlocking decreased amortization \$0.8 million, as compared to a decrease of \$0.3 million for the six months ended June 30, 2016.

Other operating expenses

Other operating expenses decreased \$0.1 million for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016. This decrease was driven by lower new business acquisition costs after capitalization and higher reinsurance allowances, offset by higher commissions and general and administrative expenses.

Table of Contents

Sales

Sales for the segment increased \$5.2 million for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016. Universal life sales accounted for the full increase and was primarily due to an expansion in distribution partners and focused efforts with existing partners.

Reinsurance

Currently, the Life Marketing segment reinsures significant amounts of its life insurance in-force. Pursuant to the underlying reinsurance contracts, reinsurers pay allowances to the segment as a percentage of both first year and renewal premiums. Reinsurance allowances represent the amount the reinsurer is willing to pay for reimbursement of acquisition costs incurred by the direct writer of the business. A portion of reinsurance allowances received is deferred as part of DAC and a portion is recognized immediately as a reduction of other operating expenses. As the non-deferred portion of allowances reduces operating expenses in the period received, these amounts represent a net increase to adjusted operating income during that period.

Reinsurance allowances do not affect the methodology used to amortize DAC or the period over which such DAC is amortized. However, they do affect the amounts recognized as DAC amortization. DAC on universal life-type, limited-payment long duration, and investment contracts business is amortized based on the estimated gross profits of the policies in-force. Reinsurance allowances are considered in the determination of estimated gross profits, and therefore, impact DAC amortization on these lines of business. Deferred reinsurance allowances on level term business are recorded as ceded DAC, which is amortized over estimated ceded premiums of the policies in-force. Thus, deferred reinsurance allowances may impact DAC amortization. A more detailed discussion of the components of reinsurance can be found in the Reinsurance section of Note 2, Summary of Significant Accounting Policies to our consolidated financial statements included in our Annual Report on Form 10-K for the fiscal year ended December 31, 2016.

Impact of reinsurance

Reinsurance impacted the Life Marketing segment line items as shown in the following table:

Life Marketing Segment

Line Item Impact of Reinsurance

	For The Three Months Ended June 30, 2017		For The Six Months Ended June 30, 2017	
	2016	2016	2017	2016
	(Dollars In Thousands)			
REVENUES				
Reinsurance ceded	\$ (210,888)	\$ (204,157)	\$ (401,223)	\$ (387,881)
BENEFITS AND EXPENSES				
Benefits and settlement expenses	(168,691)	(172,367)	(334,184)	(375,732)
Amortization of DAC/VOBA	(1,437)	(1,735)	(2,853)	(3,380)
Other operating expenses ⁽¹⁾	(42,333)	(39,425)	(83,671)	(76,111)
Total benefits and expenses	(212,461)	(213,527)	(420,708)	(455,223)
NET IMPACT OF REINSURANCE	\$ 1,573	\$ 9,370	\$ 19,485	\$ 67,342
Allowances received	\$ (44,187)	\$ (41,286)	\$ (87,311)	\$ (80,344)
Less: Amount deferred	1,854	1,861	3,640	4,233
Allowances recognized (ceded other operating expenses) ⁽¹⁾	\$ (42,333)	\$ (39,425)	\$ (83,671)	\$ (76,111)

(1) Other operating expenses ceded per the income statement are equal to reinsurance allowances recognized after capitalization.

The table above does not reflect the impact of reinsurance on our net investment income. By ceding business to the assuming companies, we forgo investment income on the reserves ceded. Conversely, the assuming companies will receive investment income on the reserves assumed, which will increase the assuming companies' profitability on the

business that we cede. The net investment income impact to us and the assuming companies has not been quantified. The impact of including foregone investment income would be to substantially reduce the favorable net impact of reinsurance reflected above. We estimate that the impact of foregone investment income would be to reduce the net impact of reinsurance presented in the table above by 120% to 320%. The Life Marketing segment's reinsurance programs do not materially impact the "other income" line of our income statement.

As shown above, reinsurance had a favorable impact on the Life Marketing segment's operating income for the periods presented above. The impact of reinsurance is largely due to our quota share coinsurance program in place prior to mid-2005. Under that program, generally 90% of the segment's traditional new business was ceded to reinsurers. Since mid-2005, a much

Table of Contents

smaller percentage of overall term business has been ceded due to a change in reinsurance strategy on traditional business. In addition, since 2012, a much smaller percentage of the segment's new universal life business has been ceded. As a result of that change, the relative impact of reinsurance on the Life Marketing segment's overall results is expected to decrease over time. While the significance of reinsurance is expected to decline over time, the overall impact of reinsurance for a given period may fluctuate due to variations in mortality, the unlocking of balances, and the impact of term policies in the post-level period.

For The Three Months Ended June 30, 2017, as compared to The Three Months Ended June 30, 2016

The higher ceded premium and policy fees for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016, was caused primarily by higher universal life policy fees of \$10.2 million, slightly offset by lower ceded traditional life premiums of \$3.4 million. Ceded traditional life premiums for the three months ended June 30, 2017, decreased from the three months ended June 30, 2016, primarily due to post level term activity.

Ceded benefits and settlement expenses were lower for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016, due to lower universal life ceded claims and a decrease in ceded reserves.

Traditional ceded benefits decreased \$0.2 million for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016, primarily due to lower ceded reserves, mostly offset by higher ceded claims. Universal life ceded benefits decreased \$3.8 million for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016, due to a decrease in ceded claims, partially offset by an increase in ceded reserves. Ceded universal life claims were \$6.3 million lower and ceded traditional life claims were \$7.9 million higher for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016.

Ceded amortization of DAC and VOBA decreased slightly for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016.

Ceded other operating expenses reflect the impact of reinsurance allowances net of amounts deferred.

For The Six Months Ended June 30, 2017, as compared to The Six Months Ended June 30, 2016

The higher ceded premium and policy fees for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, was caused primarily by higher universal life policy fees of \$20.8 million, offset by lower ceded traditional life premiums of \$6.5 million. Ceded traditional life premiums for the six months ended June 30, 2017, decreased from the six months ended June 30, 2016, primarily due to post level term activity.

Ceded benefits and settlement expenses were lower for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, due to lower ceded claims and reserves. Traditional ceded benefits decreased \$13.5 million for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, primarily due to lower ceded reserves. Universal life ceded benefits decreased \$26.9 million for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, due to a decrease in ceded claims, partially offset by an increase in ceded reserves. Ceded universal life claims were \$31.2 million lower for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, driven by fewer high dollar claims during the current year.

Ceded amortization of DAC and VOBA decreased slightly for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016.

Ceded other operating expenses reflect the impact of reinsurance allowances net of amounts deferred.

Table of Contents

Acquisitions

Segment Results of Operations

Segment results were as follows:

	For The Three Months Ended June 30,		For The Six Months Ended June 30,	
	2017	2016	2017	2016
	(Dollars In Thousands)			
REVENUES				
Gross premiums and policy fees	\$276,499	\$296,109	\$557,949	\$596,617
Reinsurance ceded	(80,888)	(91,405)	(161,138)	(177,827)
Net premiums and policy fees	195,611	204,704	396,811	418,790
Net investment income	188,949	189,014	379,918	376,669
Other income	3,047	2,721	5,835	5,452
Total operating revenues	387,607	396,439	782,564	800,911
Realized gains (losses) - investments	52,555	81,478	75,460	159,603
Realized gains (losses) - derivatives	(52,698)	(24,069)	(69,193)	(81,859)
Total revenues	387,464	453,848	788,831	878,655
BENEFITS AND EXPENSES				
Benefits and settlement expenses	292,106	312,194	608,474	619,728
Amortization of VOBA	176	10,185	(2,909)	9,092
Other operating expenses	27,047	28,775	55,054	58,153
Operating benefits and expenses	319,329	351,154	660,619	686,973
Amortization related to benefits and settlement expenses	2,058	2,957	4,506	5,688
Amortization of VOBA related to realized gains (losses) - investments	(169)	2	(156)	4
Total benefits and expenses	321,218	354,113	664,969	692,665
INCOME BEFORE INCOME TAX	66,246	99,735	123,862	185,990
Less: realized gains (losses)	(143)	57,409	6,267	77,744
Less: amortization related to benefits and settlement expenses	(2,058)	(2,957)	(4,506)	(5,688)
Less: related amortization of VOBA	169	(2)	156	(4)
PRE-TAX ADJUSTED OPERATING INCOME	\$68,278	\$45,285	\$121,945	\$113,938

Table of Contents

The following table summarizes key data for the Acquisitions segment:

	For The Three Months Ended June 30, 2017		For The Six Months Ended June 30, 2017		2016	
	(Dollars In Thousands)					
Average Life Insurance In-Force ⁽¹⁾						
Traditional	\$229,345,711	\$245,874,701	\$231,309,540	\$227,143,714		
Universal life	27,718,134	29,853,251	27,980,811	30,094,770		
	\$257,063,845	\$275,727,952	\$259,290,351	\$257,238,484		
Average Account Values						
Universal life	\$4,204,227	\$4,272,980	\$4,208,042	\$4,293,031		
Fixed annuity ⁽²⁾	3,501,498	3,567,836	3,512,583	3,575,371		
Variable annuity	1,181,048	1,173,275	1,174,076	1,190,594		
	\$8,886,773	\$9,014,091	\$8,894,701	\$9,058,996		
Interest Spread - Fixed Annuities						
Net investment income yield	4.01	% 3.97	% 4.00	% 3.98	%	
Interest credited to policyholders	3.22	% 3.26	% 3.26	% 3.30	%	
Interest spread ⁽³⁾	0.79	% 0.71	% 0.74	% 0.68	%	

(1) Amounts are not adjusted for reinsurance ceded.

(2) Includes general account balances held within variable annuity products and is net of coinsurance ceded.

(3) Earned rates exclude portfolios supporting modified coinsurance and crediting rates exclude 100% cessions.

For The Three Months Ended June 30, 2017, as compared to The Three Months Ended June 30, 2016

Pre-tax adjusted operating income

Pre-tax adjusted operating income was \$68.3 million for the three months ended June 30, 2017, an increase of \$23.0 million as compared to the three months ended June 30, 2016, primarily due to decreases in life insurance claims and lower amortization of VOBA, partially offset by the expected runoff of the in-force blocks of business.

Operating revenues

Net premiums and policy fees decreased \$9.1 million, or 4.4%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016, primarily due to expected runoff of the in-force blocks of business. Net investment income decreased \$0.1 million for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016.

Total benefits and expenses

Total benefits and expenses decreased \$32.9 million, or 9.3%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016. The decrease was primarily due to improved mortality experience and lower amortization of VOBA, as well as the expected runoff of the in-force blocks of business.

For The Six Months Ended June 30, 2017, as compared to The Six Months Ended June 30, 2016

Pre-tax adjusted operating income

Pre-tax adjusted operating income was \$121.9 million for the six months ended June 30, 2017, an increase of \$8.0 million as compared to the six months ended June 30, 2016, primarily due to decreases in life insurance claims and lower amortization of VOBA, partially offset by the expected runoff of the in-force blocks of business.

Operating revenues

Net premiums and policy fees decreased \$22.0 million, or 5.2%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, primarily due to the expected runoff of the in-force blocks of business. Net investment income increased \$3.2 million, or 0.9%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, primarily due to higher interest spreads, partly offset by expected runoff of the in-force

blocks of business.

69

Table of Contents

Total benefits and expenses

Total benefits and expenses decreased \$27.7 million, or 4.0%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016. The decrease was primarily due to improved mortality experience and lower amortization of VOBA, as well as the expected runoff of the in-force blocks of business.

Reinsurance

The Acquisitions segment currently reinsures portions of both its life and annuity in-force. The cost of reinsurance to the segment is reflected in the chart shown below. A more detailed discussion of the components of reinsurance can be found in the Reinsurance section of Note 2, Summary of Significant Accounting Policies of our Annual Report on Form 10-K for the fiscal year ended December 31, 2016.

Impact of reinsurance

Reinsurance impacted the Acquisitions segment line items as shown in the following table:

Acquisitions Segment

Line Item Impact of Reinsurance

	For The		For The	
	Three Months Ended		Six Months Ended	
	June 30,	June 30,	June 30,	June 30,
	2017	2016	2017	2016
	(Dollars In Thousands)			
REVENUES				
Reinsurance ceded	\$(80,888)	\$(91,405)	\$(161,138)	\$(177,827)
BENEFITS AND EXPENSES				
Benefits and settlement expenses	(85,896)	(69,700)	(154,106)	(134,223)
Amortization of value of business acquired	(140)	(77)	(257)	(195)
Other operating expenses	(10,440)	(10,902)	(19,562)	(21,989)
Total benefits and expenses	(96,476)	(80,679)	(173,925)	(156,407)
NET IMPACT OF REINSURANCE⁽¹⁾	\$15,588	\$(10,726)	\$12,787	\$(21,420)

(1) Assumes no investment income on reinsurance. Foregone investment income would substantially reduce the favorable impact of reinsurance.

The segment's reinsurance programs do not materially impact the other income line of the income statement. In addition, net investment income generally has no direct impact on reinsurance cost. However, by ceding business to the assuming companies, we forgo investment income on the reserves ceded to the assuming companies. Conversely, the assuming companies will receive investment income on the reserves assumed which will increase the assuming companies' profitability on business assumed from the Company. For business ceded under modified coinsurance arrangements, the amount of investment income attributable to the assuming company is included as part of the overall change in policy reserves and, as such, is reflected in benefit and settlement expenses. The net investment income impact to us and the assuming companies has not been quantified as it is not fully reflected in our consolidated financial statements.

The net impact of reinsurance was more favorable by \$26.3 million for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016, primarily due to higher ceded claims. In the three months ended June 30, 2017, ceded revenues decreased by \$10.5 million, while ceded benefits and expenses increased by \$15.8 million primarily due to higher claims.

The net impact of reinsurance was more favorable by \$34.2 million for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, primarily due to higher ceded claims and lower ceded revenues. In the six months ended June 30, 2017, ceded revenues decreased by \$16.7 million, while ceded benefits and expenses increased by \$17.5 million primarily due to higher ceded claims.

Table of Contents

Annuities

Segment Results of Operations

Segment results were as follows:

	For The Three Months Ended June 30,		For The Six Months Ended June 30,	
	2017	2016	2017	2016
	(Dollars In Thousands)			
REVENUES				
Gross premiums and policy fees	\$38,152	\$36,455	\$76,035	\$72,010
Reinsurance ceded	—	—	—	—
Net premiums and policy fees	38,152	36,455	76,035	72,010
Net investment income	80,222	80,142	159,210	159,423
Realized gains (losses) - derivatives	(21,187)	(20,487)	(42,271)	(40,657)
Other income	42,957	40,458	86,471	78,711
Total operating revenues	140,144	136,568	279,445	269,487
Realized gains (losses) - investments	(666)	871	(391)	311
Realized gains (losses) - derivatives, net of economic cost	(27,156)	(40,196)	(58,090)	(34,141)
Total revenues	112,322	97,243	220,964	235,657
BENEFITS AND EXPENSES				
Benefits and settlement expenses	55,721	47,990	106,432	98,940
Amortization of DAC and VOBA	653	(3,212)	94	(8,298)
Other operating expenses	37,192	34,889	73,334	68,315
Operating benefits and expenses	93,566	79,667	179,860	158,957
Amortization related to benefits and settlement expenses	1,096	3,228	2,412	2,970
Amortization of DAC/VOBA related to realized gains (losses) - investments	(12,166)	(22,875)	(23,866)	(23,975)
Total benefits and expenses	82,496	60,020	158,406	137,952
INCOME BEFORE INCOME TAX	29,826	37,223	62,558	97,705
Less: realized gains (losses) - investments	(666)	871	(391)	311
Less: realized gains (losses) - derivatives, net of economic cost	(27,156)	(40,196)	(58,090)	(34,141)
Less: amortization related to benefits and settlement expenses	(1,096)	(3,228)	(2,412)	(2,970)
Less: related amortization of DAC/VOBA	12,166	22,875	23,866	23,975
PRE-TAX ADJUSTED OPERATING INCOME	\$46,578	\$56,901	\$99,585	\$110,530

Table of Contents

The following tables summarize key data for the Annuities segment:

	For The Three Months Ended June 30,		For The Six Months Ended June 30,		
	2017	2016	2017	2016	
	(Dollars In Thousands)				
Sales⁽¹⁾					
Fixed annuity	\$362,901	\$171,231	\$559,518	\$380,536	
Variable annuity	123,044	151,583	236,605	325,097	
	\$485,945	\$322,814	\$796,123	\$705,633	
Average Account Values					
Fixed annuity ⁽²⁾	\$8,249,924	\$8,210,847	\$8,204,565	\$8,245,283	
Variable annuity	12,994,971	12,282,904	12,925,275	12,305,789	
	\$21,244,895	\$20,493,751	\$21,129,840	\$20,551,072	
Interest Spread - Fixed Annuities⁽³⁾					
Net investment income yield	3.67	% 3.65	% 3.66	% 3.64	%
Interest credited to policyholders	2.52	2.65	2.52	2.68	
Interest spread	1.15	% 1.00	% 1.14	% 0.96	%

(1) Sales are measured based on the amount of purchase payments received less surrenders occurring within twelve months of the purchase payments.

(2) Includes general account balances held within VA products.

(3) Interest spread on average general account values.

Table of Contents

	For The Three Months Ended June 30, 2017		For The Six Months Ended June 30, 2017	
	2016	2017	2016	2017
(Dollars In Thousands)				
Derivatives related to VA contracts:				
Interest rate futures - VA	\$12,749	\$31,266	\$16,197	\$69,067
Equity futures - VA	(18,613)	(21,328)	(49,430)	(24,556)
Currency futures - VA	(10,018)	11,112	(16,274)	4,954
Equity options - VA	(12,884)	(3,232)	(53,069)	13,072
Interest rate swaptions - VA	(662)	(749)	(2,131)	(2,983)
Interest rate swaps - VA	34,946	81,554	25,989	207,147
Total return swaps - VA	(1,618)	—	(1,618)	—
Embedded derivative - GLWB ⁽¹⁾	(50,276)	(161,402)	(16,644)	(337,253)
Total derivatives related to VA contracts	(46,376)	(62,779)	(96,980)	(70,552)
Derivatives related to FIA contracts:				
Embedded derivative - FIA	(9,334)	710	(21,745)	(1,452)
Equity futures - FIA	(202)	651	95	2,033
Volatility futures - FIA	—	—	—	—
Equity options - FIA	7,569	735	18,269	(4,827)
Total derivatives related to FIA contracts	(1,967)	2,096	(3,381)	(4,246)
VA GLWB economic cost ⁽²⁾	21,187	20,487	42,271	40,657
Realized gains (losses) - derivatives, net of economic cost	\$(27,156)	\$(40,196)	\$(58,090)	\$(34,141)

(1) Includes impact of nonperformance risk of \$(17.8) million and \$(32.2) million for the three and six months ended June 30, 2017 and \$(0.1) million and \$34.0 million for the three and six months ended June 30, 2016.

(2) Economic cost is the long-term expected average cost of providing the product benefit over the life of the policy based on product pricing assumptions. These include assumptions about the economic/market environment, and elective and non-elective policy owner behavior (e.g. lapses, withdrawal timing, mortality, etc.).

	As of	
	June 30, 2017	December 31, 2016
(Dollars In Thousands)		
GMDB - Net amount at risk ⁽¹⁾	\$ 85,930	\$ 123,091
GMDB Reserves	31,328	31,695
GLWB and GMAB Reserves	132,016	115,370
Account value subject to GLWB rider	9,623,629	9,486,773
GLWB Benefit Base	10,577,891	10,559,907
GMAB Benefit Base	3,324	3,770
S&P 500® Index	2,423	2,239

(1) Guaranteed benefits in excess of contract holder account balance.

For The Three Months Ended June 30, 2017, as compared to The Three Months Ended June 30, 2016

Pre-tax adjusted operating income

Pre-tax adjusted operating income was \$46.6 million for the three months ended June 30, 2017, as compared to \$56.9 million for the three months ended June 30, 2016, a decrease of \$10.3 million, or 18.1%. This variance was primarily

the result of an unfavorable change in SPIA mortality and higher non-deferred expenses, partially offset by increased interest spreads and growth in VA fee income. Segment results were positively impacted by \$0.3 million of favorable unlocking for the three months ended June 30, 2017 as compared to \$0.6 million of favorable unlocking for the three months ended June 30, 2016.

Table of Contents

Operating revenues

Segment operating revenues increased \$3.6 million, or 2.6%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016, primarily due to higher policy fees and other income from the VA line of business. Those increases were partially offset by higher GLWB economic cost in the VA line of business. Average fixed account balances increased 0.5% and average variable account balances increased 5.8% for the three months ended June 30, 2017 as compared to the three months ended June 30, 2016.

Benefits and settlement expenses

Benefits and settlement expenses increased \$7.7 million, or 16.1%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016. This increase was primarily the result of unfavorable SPIA mortality partially offset by lower credited interest. Included in benefits and settlement expenses was \$0.1 million of unfavorable unlocking for the three months ended June 30, 2017, as compared to \$0.3 million of favorable unlocking for the three months ended June 30, 2016.

Amortization of DAC and VOBA

DAC and VOBA amortization unfavorably changed by \$3.9 million, or 120.3%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016. The unfavorable changes in normal DAC and VOBA amortization were primarily due to higher fee income in the VA line of business offset by a favorable change in unlocking. DAC and VOBA unlocking for the three months ended June 30, 2017, was \$0.4 million favorable as compared to \$0.3 million favorable for the three months ended June 30, 2016.

Other operating expenses

Other operating expenses increased \$2.3 million, or 6.6%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016. Increases in non-deferred acquisition and commission expenses were partially offset by lower non-deferred maintenance and overhead expense.

Sales

Total sales increased \$163.1 million, or 50.5%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016. Sales of variable annuities decreased \$28.5 million, or 18.8% for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016, primarily due to disruptions in the broader market driven by regulatory rule changes and the relative competitiveness of our product within the market. Sales of fixed annuities increased by \$191.7 million, or 111.9%, for the three months ended June 30, 2017, as compared to the three months ended June 30, 2016, primarily due to an increase in single premium deferred annuities ("SPDA") sales. For The Six Months Ended June 30, 2017, as compared to The Six Months Ended June 30, 2016

Pre-tax adjusted operating income

Pre-tax adjusted operating income was \$99.6 million for the six months ended June 30, 2017, as compared to \$110.5 million for the six months ended June 30, 2016, a decrease of \$10.9 million, or 9.9%. This variance was primarily the result of an unfavorable change in SPIA mortality and higher non-deferred expenses, partially offset by increased interest spreads and growth in VA fee income. Segment results were positively impacted by \$1.9 million of favorable unlocking for the six months ended June 30, 2017 as compared to \$1.0 million of favorable unlocking for the six months ended June 30, 2016.

Operating revenues

Segment operating revenues increased \$10.0 million, or 3.7%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, primarily due to higher policy fees and other income from the VA line of business. Those increases were partially offset by higher GLWB economic cost in the VA line of business. Average fixed account balances decreased 0.5% and average variable account balances increased 5.0% for the six months ended June 30, 2017 as compared to the six months ended June 30, 2016.

Benefits and settlement expenses

Benefits and settlement expenses increased \$7.5 million, or 7.6%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016. This increase was primarily the result of unfavorable SPIA mortality partially offset by lower credited interest. Included in benefits and settlement expenses was \$0.1 million of favorable unlocking for the six months ended June 30, 2017, as compared to \$0.8 million of favorable unlocking for the six months ended June 30, 2016.

Amortization of DAC and VOBA

DAC and VOBA amortization unfavorably changed by \$8.4 million, or 101.1%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016. The unfavorable changes in normal DAC and VOBA amortization were primarily due to higher fee income in the VA line of business partially offset by a favorable change in unlocking. DAC and VOBA unlocking for the six months ended June 30, 2017, was \$1.8 million favorable as compared to \$0.2 million favorable for the six months ended June 30, 2016.

Table of Contents

Other operating expenses

Other operating expenses increased \$5.0 million, or 7.3%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016. Increases in non-deferred acquisition and commission expenses were offset by lower non-deferred maintenance and overhead expense.

Sales

Total sales increased \$90.5 million, or 12.8%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016. Sales of variable annuities decreased \$88.5 million, or 27.2% for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, primarily due to disruptions in the broader market driven by regulatory rule changes and the relative competitiveness of our product within the market. Sales of fixed annuities increased by \$179.0 million, or 47.0%, for the six months ended June 30, 2017, as compared to the six months ended June 30, 2016, primarily due to an increase in SPDA sales.

Table of Contents

Stable Value Products

Segment Results of Operations

Segment results were as follows:

	For The Three Months Ended June 30, 2017		For The Six Months Ended June 30, 2016	
	2017	2016	2017	2016
	(Dollars In Thousands)			
REVENUES				
Net investment income	\$41,508	\$25,908	\$80,854	\$48,975
Total operating revenues	41,508	25,908	80,854	48,975
Realized gains (losses)	579	329	2,076	7,164
Total revenues	42,087	26,237	82,930	56,139
BENEFITS AND EXPENSES				
Benefits and settlement expenses	17,505	9,752	31,953	17,720
Amortization of deferred policy acquisition costs	550	242	1,006	354
Other operating expenses	1,086	736	1,629	1,275
Total benefits and expenses	19,141	10,730	34,588	19,349
INCOME BEFORE INCOME TAX	22,946	15,507	48,342	36,790
Less: realized gains (losses)	579	329	2,076	7,164
PRE-TAX ADJUSTED OPERATING INCOME	\$22,367	\$15,178	\$46,266	\$29,626

The following table summarizes key data for the Stable Value Products segment:

	For The Three Months Ended June 30, 2017		For The Six Months Ended June 30, 2016	
	2017	2016	2017	2016
	(Dollars In Thousands)			
Sales⁽¹⁾				
GIC	\$2,000	\$7,000	\$57,000	\$57,000
GFA	550,000	900,000	750,000	900,000
	\$552,000	\$907,000	\$807,000	\$957,000

Average Account Values \$4,057,056 \$2,513,097 \$3,826,188