ALLSTATE CORP Form 10-Q May 01, 2013

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

 $/\underline{X}/$ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 2013

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 1-11840

THE ALLSTATE CORPORATION

(Exact name of registrant as specified in its charter)

Delaware 36-3871531

(State or other jurisdiction of incorporation or organization)

(I.R.S. Employer Identification No.)

| | 2775 Sanders Road, Northbrook, Illinois (Address of principal executive offices) | 60062 (Zip Code) |
|--|---|--|
| | (847) 402-5000 | |
| | (Registrant s telephone number, including a | area code) |
| | | a 13 or 15(d) of the Securities Exchange Act of 1934 during the and (2) has been subject to such filing requirements for the |
| | Yes <u>X</u> No | |
| | gulation S-T (§232.405 of this chapter) during the J | ate Web site, if any, every Interactive Data File required to be preceding 12 months (or for such shorter period that the |
| | Yes <u>X</u> No | |
| | a large accelerated filer, an accelerated filer, a non- ated filer and smaller reporting company in Ru | accelerated filer, or a smaller reporting company. See the ale 12b-2 of the Exchange Act. |
| Large accelerated filer X | A | ccelerated filer |
| Non-accelerated filer (Do not check if a s | maller reporting company) Sn | maller reporting company |
| Indicate by check mark whether the registrant is a | a shell company (as defined in Rule 12b-2 of the E | xchange Act). |
| | Yes No <u>X</u> | |
| As of April 16, 2013, the registrant had 468,643,8 | 839 common shares, \$.01 par value, outstanding. | |
| | | |

THE ALLSTATE CORPORATION

INDEX TO QUARTERLY REPORT ON FORM 10-Q

March 31, 2013

| PART I | FINANCIAL INFORMATION | PAGE |
|----------|--|--|
| Item 1. | Financial Statements | |
| | Condensed Consolidated Statements of Operations for the Three-Month Periods Ended March 31, 2013 and 2012 (unaudited) | 1 |
| | Condensed Consolidated Statements of Comprehensive Income for the Three-Month Periods Ended March 31, 2013 and 2012 (unaudited) | 2 |
| | Condensed Consolidated Statements of Financial Position as of March 31, 2013 (unaudited) and December 31, 2012 | 3 |
| | Condensed Consolidated Statements of Cash Flows for the Three-Month Periods Ended March 31, 2013 and 2012 (unaudited) | 4 |
| | Notes to Condensed Consolidated Financial Statements (unaudited) | 5 |
| | Report of Independent Registered Public Accounting Firm | 44 |
| Item 2. | Management s Discussion and Analysis of Financial Condition and Results of Operations | |
| | Highlights Consolidated Net Income Property-Liability Highlights Allstate Protection Segment Discontinued Lines and Coverages Segment Property-Liability Investment Results Allstate Financial Highlights Allstate Financial Segment Investments Highlights Investments Capital Resources and Liquidity Highlights Capital Resources and Liquidity | 45 46 46 49 59 59 61 61 67 67 74 |
| Item 4. | Controls and Procedures | 79 |
| PART II | OTHER INFORMATION | |
| Item 1. | Legal Proceedings | 80 |
| Item 1A. | Risk Factors | 80 |
| Item 2. | Unregistered Sales of Equity Securities and Use of Proceeds | 80 |
| Item 6. | Exhibits | 81 |

PART I. FINANCIAL INFORMATION

ITEM I. FINANCIAL INFORMATION

THE ALLSTATE CORPORATION AND SUBSIDIARIES

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

| (\$ in millions, except per share data) | Three months ended March 31 | | | | |
|--|--------------------------------|--|-----------|--|--|
| | | 2013 | | 2012 | |
| | | (u | naudited) | | |
| Revenues Property-liability insurance premiums Life and annuity premiums and contract charges Net investment income Realized capital gains and losses: Total other-than-temporary impairment losses Portion of loss recognized in other comprehensive income Net other-than-temporary impairment losses recognized in earnings Sales and other realized capital gains and losses Total realized capital gains and losses | \$ | 6,770 579 983 (27) (10) (37) 168 131 8,463 | \$ | 6,630 553 1,011 (87) 4 (83) 251 168 | |
| Costs and expenses Property-liability insurance claims and claims expense Life and annuity contract benefits Interest credited to contractholder funds Amortization of deferred policy acquisition costs Operating costs and expenses Restructuring and related charges Interest expense | | 4,460 458 345 946 1,102 26 98 7,435 | | 4,339 439 378 979 1,017 6 95 7,253 | |
| Gain on disposition of operations | | 2 | | 3 | |
| Income from operations before income tax expense | | 1,030 | | 1,112 | |
| Income tax expense | | 321 | | 346 | |
| Net income | \$ | 709 | \$ | 766 | |
| Earnings per share: | | | | | |
| Net income per share - Basic | \$ | 1.49 | \$ | 1.54 | |
| Weighted average shares - Basic | | 475.4 | | 498.7 | |
| Net income per share - Diluted | \$ | 1.47 | \$ | 1.53 | |
| Weighted average shares - Diluted | | 480.8 | | 501.5 | |

Cash dividends declared per share \$ 0.25 \$ 0.22

See notes to condensed consolidated financial statements.

1

THE ALLSTATE CORPORATION AND SUBSIDIARIES

CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

| (\$ in millions) | Three months ended March 31, 2013 2012 | | | |
|--|--|------|-----------|-------|
| | | (uı | naudited) | |
| Net income | \$ | 709 | \$ | 766 |
| Other comprehensive income, after-tax Changes in: | | | | |
| Unrealized net capital gains and losses | | 71 | | 474 |
| Unrealized foreign currency translation adjustments | | (12) | | 9 |
| Unrecognized pension and other postretirement benefit cost | | 45 | | 20 |
| Other comprehensive income, after-tax | | 104 | | 503 |
| Comprehensive income | \$ | 813 | \$ | 1,269 |

See notes to condensed consolidated financial statements.

THE ALLSTATE CORPORATION AND SUBSIDIARIES

CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

| (\$ in millions, except par value data) | | March 31, 2013 | | December 31, 2012 |
|--|----|-------------------|----|----------------------|
| Assets | | (unaudited) | | |
| Investments | | | | |
| Fixed income securities, at fair value (amortized cost \$70,957 and \$71,915) | \$ | 75,806 | \$ | 77,017 |
| Equity securities, at fair value (cost \$3,777 and \$3,577) | | 4,439 | | 4,037 |
| Mortgage loans | | 6,434 | | 6,570 |
| Limited partnership interests | | 4,931 | | 4,922 |
| Short-term, at fair value (amortized cost \$3,169 and \$2,336) | | 3,169 | | 2,336 |
| Other | | 2,603 | | 2,396 |
| Total investments | | 97,382 | | 97,278 |
| Cash | | 820 | | 806 |
| Premium installment receivables, net | | 5,066 | | 5,051 |
| Deferred policy acquisition costs | | 3,660 | | 3,621 |
| Reinsurance recoverables, net | | 8,316 | | 8,767 |
| Accrued investment income | | 792 | | 781 989 |
| Property and equipment, net | | 998 | | |
| Goodwill | | 1,239 | | 1,240 |
| Other assets | | 1,589 | | 1,804 |
| Separate Accounts | \$ | 6,750 | \$ | 6,610 |
| Total assets | • | 126,612 | Э | 126,947 |
| Liabilities Passawa for magnetic liability insurance claims and claims arrange | \$ | 20.020 | \$ | 21,288 |
| Reserve for property-liability insurance claims and claims expense | Ф | 20,920 14,767 | Ф | 14,895 |
| Reserve for life-contingent contract benefits Contractholder funds | | | | * |
| Unearned premiums | | 38,807 10,218 | | 39,319 10,375 |
| Claim payments outstanding | | 757 | | 797 |
| Deferred income taxes | | 787 782 | | 597 |
| Other liabilities and accrued expenses | | 6,436 | | 6,429 |
| Long-term debt | | 6,556 | | 6.057 |
| Separate Accounts | | 6,750 | | 6,610 |
| Total liabilities | | 105,993 | | 106,367 |
| Commitments and Contingent Liabilities (Note 10) | | 103,993 | | 100,507 |
| Equity | | | | |
| Preferred stock, \$1 par value, 25 million shares authorized, none issued | | | | |
| Common stock, \$.01 par value, 2.0 billion shares authorized and 900 million issued, 468 million and 479 | | | | |
| million shares outstanding | | 9 | | 9 |
| Additional capital paid-in | | 3,028 | | 3,162 |
| Retained income | | 34,375 | | 33.783 |
| Deferred ESOP expense | | (39) | | (41) |
| Treasury stock, at cost (432 million and 421 million shares) | | (18,033) | | (17,508) |
| Accumulated other comprehensive income: | | . , , | | , , , |
| Unrealized net capital gains and losses: | | | | |
| Unrealized net capital gains and losses on fixed income securities with OTTI | | 30 | | (11) |
| Other unrealized net capital gains and losses | | 3,543 | | 3,614 |
| Unrealized adjustment to DAC, DSI and insurance reserves | | (668) | | (769) |
| Total unrealized net capital gains and losses | | 2,905 | | 2,834 |
| Unrealized foreign currency translation adjustments | | 58 | | 70 |
| Unrecognized pension and other postretirement benefit cost | | (1,684) | | (1,729) |
| Total accumulated other comprehensive income | | 1,279 | | 1,175 |
| Total shareholders equity | | 20,619 | | 20,580 |
| Total liabilities and shareholders equity | \$ | 126,612 | \$ | 126,947 |

See notes to condensed consolidated financial statements.

THE ALLSTATE CORPORATION AND SUBSIDIARIES

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

| (\$ in millions) | Three months ended | | | | | |
|--|--------------------|------------|-------------|------------|--|--|
| | | | March 31, | | | |
| | | 2013 | (14 T) | 2012 | | |
| Cash flows from operating activities | ď | 700 | (unaudited) | 766 | | |
| Net income | \$ | 709 | \$ | 766 | | |
| Adjustments to reconcile net income to net cash provided by operating activities: Depreciation, amortization and other non-cash items | | 87 | | 96 | | |
| 1 | | (131) | | | | |
| Realized capital gains and losses | | | | (168) | | |
| Gain on disposition of operations Interest credited to contractholder funds | | (2) 345 | | (3) 378 | | |
| Changes in: | | 343 | | 376 | | |
| Policy benefits and other insurance reserves | | (514) | | (346) | | |
| Unearned premiums | | (146) | | (180) | | |
| Deferred policy acquisition costs | | (30) | | 52 | | |
| Premium installment receivables, net | | (22) | | 19 | | |
| Reinsurance recoverables, net | | 406 | | 57 | | |
| Income taxes | | 277 | | 333 | | |
| Other operating assets and liabilities | | (239) | | (197) | | |
| Net cash provided by operating activities | | 740 | | 807 | | |
| Cash flows from investing activities | | , 10 | | 007 | | |
| Proceeds from sales | | | | | | |
| Fixed income securities | | 5,474 | | 5,689 | | |
| Equity securities | | 210 | | 1,059 | | |
| Limited partnership interests | | 160 | | 403 | | |
| Mortgage loans | | 2 | | 6 | | |
| Other investments | | 15 | | 36 | | |
| Investment collections | | | | | | |
| Fixed income securities | | 1,745 | | 966 | | |
| Mortgage loans | | 237 | | 170 | | |
| Other investments | | 54 | | 23 | | |
| Investment purchases | | | | | | |
| Fixed income securities | | (6,084) | | (7,008) | | |
| Equity securities | | (317) | | (128) | | |
| Limited partnership interests | | (255) | | (318) | | |
| Mortgage loans | | (75) | | (216) | | |
| Other investments | | (196) | | (163) | | |
| Change in short-term investments, net | | (808) | | (379) | | |
| Change in other investments, net | | 34 | | (9) | | |
| Purchases of property and equipment, net | | (60) | | (51) | | |
| Disposition of operations | | | | (1) | | |
| Net cash provided by investing activities | | 136 | | 79 | | |
| Cash flows from financing activities | | | | | | |
| Proceeds from issuance of long-term debt | | 492 | | 493 | | |
| Repayment of long-term debt | | | | (350) | | |
| Contractholder fund deposits | | 591 | | 485 | | |
| Contractholder fund withdrawals | | (1,259) | | (1,299) | | |
| Dividends paid | | | | (106) | | |
| Treasury stock purchases | | (739) | | (309) | | |
| Shares reissued under equity incentive plans, net | | 17 | | 15 | | |
| Excess tax benefits on share-based payment arrangements | | 23 | | (1) | | |
| Other | | 13 | | (13) | | |
| Net cash used in financing activities | | (862) | | (1,085) | | |
| Net increase (decrease) in cash | | 14 | | (199) | | |
| Cash at beginning of period | _ | 806 | _ | 776 | | |
| Cash at end of period | \$ | 820 | \$ | 577 | | |

See notes to condensed consolidated financial statements.

THE ALLSTATE CORPORATION AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

1. General

Basis of presentation

The accompanying condensed consolidated financial statements include the accounts of The Allstate Corporation (the Corporation) and its wholly owned subsidiaries, primarily Allstate Insurance Company (AIC), a property-liability insurance company with various property-liability and life and investment subsidiaries, including Allstate Life Insurance Company (ALIC) (collectively referred to as the Company or Allstate).

The condensed consolidated financial statements and notes as of March 31, 2013 and for the three-month periods ended March 31, 2013 and 2012 are unaudited. The condensed consolidated financial statements reflect all adjustments (consisting only of normal recurring accruals) which are, in the opinion of management, necessary for the fair presentation of the financial position, results of operations and cash flows for the interim periods. These condensed consolidated financial statements and notes should be read in conjunction with the consolidated financial statements and notes thereto included in the Company s Annual Report on Form 10-K for the year ended December 31, 2012. The results of operations for the interim periods should not be considered indicative of results to be expected for the full year. All significant intercompany accounts and transactions have been eliminated.

Adopted accounting standards

Disclosures about Offsetting Assets and Liabilities

In December 2011 and January 2013, the Financial Accounting Standards Board (FASB) issued guidance requiring expanded disclosures, including both gross and net information, for derivatives, repurchase and reverse repurchase agreements, and securities borrowing and securities lending transactions that are either offset in the reporting entity s financial statements or those that are subject to an enforceable master netting arrangement or similar agreement. The Company adopted the new guidance in the first quarter of 2013. The new guidance affects disclosures only and therefore had no impact on the Company s results of operations or financial position.

Reporting of Amounts Reclassified Out of Accumulated Other Comprehensive Income

In February 2013, the FASB issued guidance requiring expanded disclosures about the amounts reclassified out of accumulated other comprehensive income by component. The guidance requires the presentation of significant amounts reclassified out of accumulated other comprehensive income by income statement line item but only if the amount reclassified is required under accounting principles generally accepted in the United States of America (GAAP) to be reclassified to net income in its entirety in the same reporting period. For other amounts that are not required under GAAP to be reclassified in their entirety to net income, cross-reference to other disclosures that provide additional detail about those amounts is required. The Company adopted the new guidance in the first quarter of 2013. The new guidance affects disclosures only and therefore had no impact on the Company is results of operations or financial position.

2. Earnings per share

Basic earnings per share is computed using the weighted average number of common shares outstanding, including unvested participating restricted stock units. Diluted earnings per share is computed using the weighted average number of common and dilutive potential common shares outstanding. For the Company, dilutive potential common shares consist of outstanding stock options and unvested non-participating restricted stock units and contingently issuable performance stock awards.

5

The computation of basic and diluted earnings per share for the three months ended March 31 is presented in the following table.

| (\$ in millions, except per share data) | | 2013 | | 2012 | | |
|---|----------|-------|----|-------|--|--|
| Numerator: Net income | \$ | 709 | \$ | 766 | | |
| Denominator: | | | | | | |
| Weighted average common shares outstanding | | 475.4 | | 498.7 | | |
| Effect of dilutive potential common shares: | | | | | | |
| Stock options | | 3.7 | | 2.0 | | |
| Restricted stock units and performance stock awards | | | | | | |
| (non-participating) | | 1.7 | | 0.8 | | |
| Weighted average common and dilutive potential common | ı | | | | | |
| shares outstanding | | 480.8 | | 501.5 | | |
| Earnings per share - Basic | \$ | 1.49 | \$ | 1.54 | | |
| E 1 | \$ \$ | | | | | |
| Earnings per share - Diluted | Э | 1.47 | \$ | 1.53 | | |

The effect of dilutive potential common shares does not include the effect of options with an anti-dilutive effect on earnings per share because their exercise prices exceed the average market price of Allstate common shares during the period or for which the unrecognized compensation cost would have an anti-dilutive effect. Options to purchase 17.0 million and 28.5 million Allstate common shares, with exercise prices ranging from \$37.40 to \$62.84 and \$25.91 to \$62.84, were outstanding for the three-month periods ended March 31, 2013 and 2012, respectively, but were not included in the computation of diluted earnings per share in those periods.

3. Supplemental Cash Flow Information

Non-cash modifications of certain mortgage loans, fixed income securities, limited partnership interests and other investments, as well as mergers completed with equity securities, totaled \$57 million and \$22 million for the three months ended March 31, 2013 and 2012, respectively. Non-cash financing activities include \$87 million and \$39 million related to the issuance of Allstate shares for vested restricted stock units for the three months ended March 31, 2013 and 2012, respectively.

Liabilities for collateral received in conjunction with the Company's securities lending program and over-the-counter (OTC) derivatives are reported in other liabilities and accrued expenses or other investments. The accompanying cash flows are included in cash flows from operating activities in the Condensed Consolidated Statements of Cash Flows along with the activities resulting from management of the proceeds, which for the three months ended March 31 are as follows:

| (\$ in millions) | | 2012 | | |
|--------------------------------------|----|------|----|-------|
| Net change in proceeds managed | | | | |
| Net change in short-term investments | \$ | (25) | \$ | (210) |
| Operating cash flow used | | (25) | | (210) |
| Net change in cash | | 6 | | (2) |
| Net change in proceeds managed | \$ | (19) | \$ | (212) |

Net change in liabilities

| Liabilities for collateral, beginning of year Liabilities for collateral, end of period | \$ (808) (827) | \$ (462) (674) |
|--|----------------------|----------------------|
| Operating cash flow provided | \$ 19 | \$ 212 |

4. Investments

Fair values

The amortized cost, gross unrealized gains and losses and fair value for fixed income securities are as follows:

| (\$ in millions) | Amortized | nortized Gross unrealized | | | Gross unrealized | | |
|---------------------------------|--------------|---------------------------|-------|----|------------------|----|--------|
| | cost | | Gains | | Losses | | value |
| March 31, 2013 | | | | | | | |
| U.S. government and agencies | \$ 3,960 | \$ | 297 | \$ | | \$ | 4,257 |
| Municipal | 10,933 | | 975 | | (46) | | 11,862 |
| Corporate | 46,267 | | 3,428 | | (128) | | 49,567 |
| Foreign government | 2,165 | | 203 | | (3) | | 2,365 |
| Asset-backed securities (ABS) | 3,579 | | 104 | | (86) | | 3,597 |
| Residential mortgage-backed | | | | | | | |
| securities (RMBS) | 2,685 | | 142 | | (77) | | 2,750 |
| Commercial mortgage-backed | | | | | | | |
| securities (CMBS) | 1,345 | | 78 | | (42) | | 1,381 |
| Redeemable preferred stock | 23 | | 4 | | | | 27 |
| Total fixed income securities | \$ 70,957 | \$ | 5,231 | \$ | (382) | \$ | 75,806 |
| December 31, 2012 | | | | | | | |
| U.S. government and agencies | \$ 4,387 | \$ | 326 | \$ | | \$ | 4,713 |
| Municipal | 12,139 | | 1,038 | | (108) | | 13,069 |
| Corporate | 44,943 | | 3,721 | | (127) | | 48,537 |
| Foreign government | 2,290 | | 228 | | (1) | | 2,517 |
| ABS | 3,623 | | 108 | | (107) | | 3,624 |
| RMBS | 3,000 | | 142 | | (110) | | 3,032 |
| CMBS | 1,510 | | 65 | | (77) | | 1,498 |
| Redeemable preferred stock | 23 | | 4 | | | | 27 |
| Total fixed income securities | \$ 71,915 | \$ | 5,632 | \$ | (530) | \$ | 77,017 |

Scheduled maturities

The scheduled maturities for fixed income securities are as follows as of March 31, 2013:

| (\$ in millions) | Amortized cost | Fair value |
|--|----------------|---------------|
| Due in one year or less | \$ 3,149 | \$ 3,187 |
| Due after one year through five years | 24,722 | 25,905 |
| Due after five years through ten years | 23,511 | 25,450 |
| Due after ten years | 11,966 | 13,536 |
| | 63,348 | 68,078 |
| ABS, RMBS and CMBS | 7,609 | 7,728 |
| Total | \$ 70,957 | \$ 75,806 |

Actual maturities may differ from those scheduled as a result of prepayments by the issuers. ABS, RMBS and CMBS are shown separately because of the potential for prepayment of principal prior to contractual maturity dates.

Net investment income

Net investment income for the three months ended March 31 is as follows:

| (\$ in millions) | 2013 | 2012 |
|-----------------------------------|-----------|-------------|
| Fixed income securities | \$ 762 | \$ 806 |
| Equity securities | 25 | 21 |
| Mortgage loans | 98 | 93 |
| Limited partnership interests | 107 | 109 |
| Short-term investments | 2 | 1 |
| Other | 37 | 30 |
| Investment income, before expense | 1,031 | 1,060 |
| Investment expense | (48) | (49) |
| Net investment income | \$ 983 | \$ 1,011 |

Realized capital gains and losses

Realized capital gains and losses by asset type for the three months ended March 31 are as follows:

| (\$ in millions) | 2013 | 2012 |
|-----------------------------------|-----------|------------|
| Fixed income securities | \$ 72 | \$ (29) |
| Equity securities | 29 | 159 |
| Mortgage loans | 31 | (1) |
| Limited partnership interests | 5 | 10 |
| Derivatives | (4) | 21 |
| Other | (2) | 8 |
| Realized capital gains and losses | \$ 131 | \$ 168 |

Realized capital gains and losses by transaction type for the three months ended March 31 are as follows:

| (\$ in millions) | 2013 | 2012 |
|--|------------|------------|
| Impairment write-downs | \$ (10) | \$ (39) |
| Change in intent write-downs | (27) | (44) |
| Net other-than-temporary impairment losses | | |
| recognized in earnings | (37) | (83) |
| Sales | 172 | 229 |
| Valuation of derivative instruments | (4) | 11 |
| Settlements of derivative instruments | | 11 |
| Realized capital gains and losses | \$ 131 | \$ 168 |

Gross gains of \$134 million and \$115 million and gross losses of \$20 million and \$90 million were realized on sales of fixed income securities during the three months ended March 31, 2013 and 2012, respectively.

Other-than-temporary impairment losses by asset type for the three months ended March 31 are as follows:

| (\$ in millions) | | | 2013 Included | | 2012 Included | | | | |
|--|----|-------|------------------|---------------|------------------|----|--------|----|------|
| | | Gross | in OCI | Net | Gross | | in OCI | | Net |
| Fixed income securities: | | | | | | | | | |
| Municipal | \$ | (13) | \$ (2) | \$ (15) \$ | (1) | \$ | | \$ | (1) |
| Corporate | | | | | (18) | | | | (18) |
| RMBS | | | (1) | (1) | (43) | | 4 | | (39) |
| CMBS | | (19) | (7) | (26) | (6) | | | | (6) |
| Total fixed income securities | | (32) | (10) | (42) | (68) | | 4 | | (64) |
| Equity securities | | (19) | | (19) | (16) | | | | (16) |
| Mortgage loans | | 26 | | 26 | (3) | | | | (3) |
| Limited partnership interests | | | | | (2) | | | | (2) |
| Other | | (2) | | (2) | 2 | | | | 2 |
| Other-than-temporary impairment losses | \$ | (27) | \$ (10) | \$ (37) \$ | (87) | \$ | 4 | \$ | (83) |

The total amount of other-than-temporary impairment losses included in accumulated other comprehensive income at the time of impairment for fixed income securities, which were not included in earnings, are presented in the following table. The amount excludes \$252 million and \$219 million as of March 31, 2013 and December 31, 2012, respectively, of net unrealized gains related to changes in valuation of the fixed income securities subsequent to the impairment measurement date.

| (\$ in millions) | March 31, 2013 | December 31, 2012 |
|------------------|-------------------|----------------------|
| Municipal | \$ (14) \$ | (20) |
| Corporate | (1) | (1) |
| ABS | (12) | (14) |
| RMBS | (167) | (182) |
| CMBS | (12) | (19) |
| Total | \$ (206) \$ | (236) |

Rollforwards of the cumulative credit losses recognized in earnings for fixed income securities held as of the end of the period are as follows:

| (\$ in millions) Three months ended | | | | | | | |
|---|----|-------|----------|-------|--|--|--|
| | | M | arch 31, | | | | |
| | | 2013 | | 2012 | | | |
| Beginning balance | \$ | (617) | \$ | (944) | | | |
| Additional credit loss for securities previously other-than-temporarily impaired | | (15) | | (20) | | | |
| Additional credit loss for securities not previously other-than-temporarily impaired | | (15) | | (9) | | | |
| Reduction in credit loss for securities disposed or collected | | 47 | | 146 | | | |
| Reduction in credit loss for securities the Company has made the decision to sell or more | | | | | | | |
| likely than not will be required to sell | | | | 7 | | | |
| Change in credit loss due to accretion of increase in cash flows | | | | | | | |
| Ending balance | \$ | (600) | \$ | (820) | | | |

The Company uses its best estimate of future cash flows expected to be collected from the fixed income security, discounted at the security s original or current effective rate, as appropriate, to calculate a recovery value and determine whether a credit loss exists. The determination of cash flow estimates is inherently subjective and methodologies may vary depending on facts and circumstances specific to the security. All reasonably available information relevant to the collectability of the security, including past events, current conditions, and reasonable and supportable assumptions and forecasts, are considered when developing the estimate of cash flows expected to be collected. That information generally includes, but is not limited to, the remaining payment terms of the security, prepayment speeds, foreign exchange rates, the financial condition and future earnings potential of the issue or issuer, expected defaults, expected recoveries, the value of underlying collateral, vintage, geographic concentration, available reserves or escrows, current subordination levels, third party guarantees and other credit enhancements. Other information, such as industry analyst reports and forecasts, sector credit ratings, financial condition of the bond insurer for insured fixed income securities, and other market data relevant to the realizability of contractual cash flows, may also be considered. The estimated fair value of collateral will be used to estimate recovery value if the Company determines that the security is dependent on the liquidation of collateral for ultimate settlement. If the estimated recovery value is less than the amortized cost of the security, a credit loss exists and an other-than-temporary impairment for the difference between the estimated recovery value and amortized cost is recorded in earnings. The portion of the unrealized loss related to factors other than credit remains classified in accumulated other comprehensive income. If the Company determines that the fixed income security does not have sufficient cash flow or other information to estimate a recovery value for the security, the Company may conclude that the entire decline in fair value is deemed to be credit related and the loss is recorded in earnings.

Unrealized net capital gains and losses

Unrealized net capital gains and losses included in accumulated other comprehensive income are as follows:

| (\$ in millions) | | Fair | Gro | ss unreal | ized | Unrealized net | | |
|--|----|--------|-------------|-----------|--------|-----------------------|---------|--|
| March 31, 2013 | | value | Gains | | Losses | gains (lo | osses) | |
| Fixed income securities | \$ | 75,806 | \$ 5,231 | \$ | (382) | \$ | 4,849 | |
| Equity securities | | 4,439 | 677 | | (15) | | 662 | |
| Short-term investments | | 3,169 | | | | | | |
| Derivative instruments (1) | | (14) | 3 | | (22) | | (19) | |
| EMA limited partnerships (2) | | | | | | | 8 | |
| Unrealized net capital gains and losses, pre-tax | | | | | | | 5,500 | |
| Amounts recognized for: | | | | | | | | |
| Insurance reserves (3) | | | | | | | (623) | |
| DAC and DSI (4) | | | | | | | (404) | |
| Amounts recognized | | | | | | | (1,027) | |
| Deferred income taxes | | | | | | | (1,568) | |
| Unrealized net capital gains and losses, after-tax | | | | | | \$ | 2,905 | |

⁽⁴⁾ The DAC and DSI adjustment balance represents the amount by which the amortization of DAC and DSI would increase or decrease if the unrealized gains or losses in the respective product portfolios were realized.

| | Fair | | | Gros | ss unreal | Unrealized net | | |
|--|------|--------|----|-------|-----------|----------------|-----------|---------|
| December 31, 2012 | | value | | Gains | | Losses | gains (lo | osses) |
| Fixed income securities | \$ | 77,017 | \$ | 5,632 | \$ | (530) | \$ | 5,102 |
| Equity securities | | 4,037 | | 494 | | (34) | | 460 |
| Short-term investments | | 2,336 | | | | | | |
| Derivative instruments (1) | | (17) | | 2 | | (24) | | (22) |
| EMA limited partnerships | | | | | | | | 7 |
| Unrealized net capital gains and losses, pre-tax | | | | | | | | 5,547 |
| Amounts recognized for: | | | | | | | | |
| Insurance reserves | | | | | | | | (771) |
| DAC and DSI | | | | | | | | (412) |
| Amounts recognized | | | | | | | | (1,183) |
| Deferred income taxes | | | | | | | | (1,530) |
| Unrealized net capital gains and losses, after-tax | | | | | | | \$ | 2,834 |

⁽¹⁾ Included in the fair value of derivative instruments are \$3 million classified as assets and \$17 million classified as liabilities.

⁽²⁾ Unrealized net capital gains and losses for limited partnership interests represent the Company s share of EMA limited partnerships other comprehensive income. Fair value and gross gains and losses are not applicable.

⁽³⁾ The insurance reserves adjustment represents the amount by which the reserve balance would increase if the net unrealized gains in the applicable product portfolios were realized and reinvested at current lower interest rates, resulting in a premium deficiency. Although the Company evaluates premium deficiencies on the combined performance of life insurance and immediate annuities with life contingencies, the adjustment primarily relates to structured settlement annuities with life contingencies, in addition to annuity buy-outs and certain payout annuities with life contingencies.

| (1) | Included in the fair value of derivative instruments are \$2 million classified as assets and \$19 million classified as liabilities. |
|-----|---|
| | |

Change in unrealized net capital gains and losses

The change in unrealized net capital gains and losses for the three months ended March 31, 2013 is as follows:

| (\$ in millions) | |
|---|-------------|
| Fixed income securities | \$ (253) |
| Equity securities | 202 |
| Derivative instruments | 3 |
| EMA limited partnerships | 1 |
| Total | (47) |
| Amounts recognized for: | |
| Insurance reserves | 148 |
| DAC and DSI | 8 |
| Amounts recognized | 156 |
| Deferred income taxes | (38) |
| Increase in unrealized net capital gains and losses | \$ 71 |

Portfolio monitoring

The Company has a comprehensive portfolio monitoring process to identify and evaluate each fixed income and equity security whose carrying value may be other-than-temporarily impaired.

For each fixed income security in an unrealized loss position, the Company assesses whether management with the appropriate authority has made the decision to sell or whether it is more likely than not the Company will be required to sell the security before recovery of the amortized cost basis for reasons such as liquidity, contractual or regulatory purposes. If a security meets either of these criteria, the security s decline in fair value is considered other than temporary and is recorded in earnings.

If the Company has not made the decision to sell the fixed income security and it is not more likely than not the Company will be required to sell the fixed income security before recovery of its amortized cost basis, the Company evaluates whether it expects to receive cash flows sufficient to recover the entire amortized cost basis of the security. The Company calculates the estimated recovery value by discounting the best estimate of future cash flows at the security soriginal or current effective rate, as appropriate, and compares this to the amortized cost of the security. If the Company does not expect to receive cash flows sufficient to recover the entire amortized cost basis of the fixed income security, the credit loss component of the impairment is recorded in earnings, with the remaining amount of the unrealized loss related to other factors recognized in other comprehensive income.

For equity securities, the Company considers various factors, including whether it has the intent and ability to hold the equity security for a period of time sufficient to recover its cost basis. Where the Company lacks the intent and ability to hold to recovery, or believes the recovery period is extended, the equity security s decline in fair value is considered other than temporary and is recorded in earnings.

For fixed income and equity securities managed by third parties, either the Company has contractually retained its decision making authority as it pertains to selling securities that are in an unrealized loss position or it recognizes any unrealized loss at the end of the period through a charge

to earnings.

The Company s portfolio monitoring process includes a quarterly review of all securities to identify instances where the fair value of a security compared to its amortized cost (for fixed income securities) or cost (for equity securities) is below established thresholds. The process also includes the monitoring of other impairment indicators such as ratings, ratings downgrades and payment defaults. The securities identified, in addition to other securities for which the Company may have a concern, are evaluated for potential other-than-temporary impairment using all reasonably available information relevant to the collectability or recovery of the security. Inherent in the Company s evaluation of other-than-temporary impairment for these fixed income and equity securities are assumptions and estimates about the financial condition and future earnings potential of the issue or issuer. Some of the factors that may be considered in evaluating whether a decline in fair value is other than temporary are: 1) the financial condition, near-term and long-term prospects of the issue or issuer, including relevant industry specific market conditions and trends, geographic location and implications of rating agency actions and offering prices; 2) the specific reasons that a security is in an unrealized loss position, including overall market conditions which could affect liquidity; and 3) the length of time and extent to which the fair value has been less than amortized cost or cost.

The following table summarizes the gross unrealized losses and fair value of fixed income and equity securities by the length of time that individual securities have been in a continuous unrealized loss position.

| (\$ in millions) | Number of issues | Less | than 12 m Fair value | onths | Unrealized losses | Number of issues | 12 | months or r Fair value | nore | Unrealized losses | l | Total unrealized losses |
|-------------------------------------|---------------------|------|----------------------------|-------|----------------------|---------------------|----|------------------------------|------|-------------------|----|-------------------------------|
| March 31, 2013 | | | | | | | | | | | | |
| Fixed income securities | | | | | | | | | | | | |
| U.S. government and agencies | 6 | \$ | 229 | \$ | | | \$ | | \$ | | \$ | |
| Municipal | 102 | | 709 | | (8) | 44 | | 242 | | (38) | | (46) |
| Corporate | 197 | | 2,845 | | (38) | 66 | | 841 | | (90) | | (128) |
| Foreign government | 18 | | 170 | | (3) | | | | | | | (3) |
| ABS | 17 | | 332 | | | 76 | | 799 | | (86) | | (86) |
| RMBS | 141 | | 34 | | (1) | 346 | | 549 | | (76) | | (77) |
| CMBS | 7 | | 58 | | (1) | 28 | | 230 | | (41) | | (42) |
| Total fixed income securities | 488 | | 4,377 | | (51) | 560 | | 2,661 | | (331) | | (382) |
| Equity securities | 489 | | 127 | | (12) | 48 | | 28 | | (3) | | (15) |
| Total fixed income and equity | | | | | | | | | | | | |
| securities | 977 | \$ | 4,504 | \$ | (63) | 608 | \$ | 2,689 | \$ | (334) | \$ | (397) |
| Investment grade fixed income | | | | | | | | | | | | |
| securities | 412 | \$ | 3,878 | \$ | (39) | 395 | \$ | 1,620 | \$ | (148) | \$ | (187) |
| Below investment grade fixed income | | | | | | | | | | | | |
| securities | 76 | | 499 | | (12) | 165 | | 1,041 | | (183) | | (195) |
| Total fixed income securities | 488 | \$ | 4,377 | \$ | (51) | 560 | \$ | 2,661 | \$ | (331) | \$ | (382) |
| December 31, 2012 | | | | | | | | | | | | |
| Fixed income securities | | | | | | | | | | | | |
| U.S. government and agencies | 6 | \$ | 85 | \$ | | | \$ | | \$ | | \$ | |
| Municipal | 130 | | 1,012 | | (13) | 80 | | 717 | | (95) | | (108) |
| Corporate | 133 | | 1,989 | | (33) | 70 | | 896 | | (94) | | (127) |
| Foreign government | 22 | | 190 | | (1) | | | | | | | (1) |
| ABS | 12 | | 145 | | (1) | 77 | | 794 | | (106) | | (107) |
| RMBS | 117 | | 50 | | (1) | 336 | | 638 | | (109) | | (110) |
| CMBS | 11 | | 68 | | | 44 | | 357 | | (77) | | (77) |
| Redeemable preferred stock | | | | | | 1 | | | | | | |
| Total fixed income securities | 431 | | 3,539 | | (49) | 608 | | 3,402 | | (481) | | (530) |
| Equity securities | 803 | | 284 | | (27) | 96 | | 69 | | (7) | | (34) |
| Total fixed income and equity | | | | | | | | | | | | |
| securities | 1,234 | \$ | 3,823 | \$ | (76) | 704 | \$ | 3,471 | \$ | (488) | \$ | (564) |
| Investment grade fixed income | | | | | | | | | | | | |
| securities | 387 | \$ | 3,141 | \$ | (39) | 409 | \$ | 2,172 | \$ | (217) | \$ | (256) |
| Below investment grade fixed income | | | | | | | | | | | | |
| securities | 44 | | 398 | | (10) | 199 | | 1,230 | | (264) | | (274) |
| Total fixed income securities | 431 | \$ | 3,539 | \$ | (49) | 608 | \$ | 3,402 | \$ | (481) | \$ | (530) |

As of March 31, 2013, \$220 million of unrealized losses are related to securities with an unrealized loss position less than 20% of amortized cost or cost, the degree of which suggests that these securities do not pose a high risk of being other-than-temporarily impaired. Of the \$220 million, \$142 million are related to unrealized losses on investment grade fixed income securities. Investment grade is defined as a security having a rating of Aaa, Aa, A or Baa from Moody s, a rating of AAA, AA, A or BBB from Standard & Poor s (S&P), Fitch, Dominion, Kroll or Realpoint, a rating of aaa, aa, a or bbb from A.M. Best, or a comparable internal rating if an externally provided rating is not available. Unrealized losses on investment grade securities are principally related to widening credit spreads or rising interest rates since the time of initial purchase.

As of March 31, 2013, the remaining \$177 million of unrealized losses are related to securities in unrealized loss positions greater than or equal to 20% of amortized cost or cost. Investment grade fixed income securities comprising \$45 million of these unrealized losses were evaluated based on factors such as discounted cash flows and the financial condition and near-term and long-term prospects of the issue or issuer and were determined to have adequate resources to fulfill contractual obligations. Of the \$177 million, \$127 million are related to below investment grade

fixed income securities and \$5 million are related to equity securities. Of these amounts, \$119 million are related to below investment grade fixed income securities that had been in an unrealized loss position greater than or equal to 20% of amortized cost for a period of twelve or more consecutive months as of March 31, 2013. Unrealized losses on below investment grade securities are principally related to ABS, RMBS and CMBS and were the result of wider credit spreads resulting from higher risk premiums since the time of initial purchase. These

wider spreads are largely due to the risk associated with the underlying collateral supporting certain ABS, RMBS and CMBS securities.

ABS, RMBS and CMBS in an unrealized loss position were evaluated based on actual and projected collateral losses relative to the securities positions in the respective securitization trusts, security specific expectations of cash flows, and credit ratings. This evaluation also takes into consideration credit enhancement, measured in terms of (i) subordination from other classes of securities in the trust that are contractually obligated to absorb losses before the class of security the Company owns, (ii) the expected impact of other structural features embedded in the securitization trust beneficial to the class of securities the Company owns, such as overcollateralization and excess spread, and (iii) for ABS and RMBS in an unrealized loss position, credit enhancements from reliable bond insurers, where applicable. Municipal bonds in an unrealized loss position were evaluated based on the quality of the underlying securities. Unrealized losses on equity securities are primarily related to temporary equity market fluctuations of securities that are expected to recover.

As of March 31, 2013, the Company has not made the decision to sell and it is not more likely than not the Company will be required to sell fixed income securities with unrealized losses before recovery of the amortized cost basis. As of March 31, 2013, the Company had the intent and ability to hold equity securities with unrealized losses for a period of time sufficient for them to recover.

Limited partnerships

As of March 31, 2013 and December 31, 2012, the carrying value of equity method limited partnerships totaled \$3.51 billion and \$3.52 billion, respectively. The Company recognizes an impairment loss for equity method limited partnerships when evidence demonstrates that the loss is other than temporary. Evidence of a loss in value that is other than temporary may include the absence of an ability to recover the carrying amount of the investment or the inability of the investee to sustain a level of earnings that would justify the carrying amount of the investment. The Company had no write-downs related to equity method limited partnerships for the three months ended March 31, 2013 and 2012.

As of March 31, 2013 and December 31, 2012, the carrying value for cost method limited partnerships was \$1.43 billion and \$1.41 billion, respectively. To determine if an other-than-temporary impairment has occurred, the Company evaluates whether an impairment indicator has occurred in the period that may have a significant adverse effect on the carrying value of the investment. Impairment indicators may include: significantly reduced valuations of the investments held by the limited partnerships; actual recent cash flows received being significantly less than expected cash flows; reduced valuations based on financing completed at a lower value; completed sale of a material underlying investment at a price significantly lower than expected; or any other adverse events since the last financial statements received that might affect the fair value of the investee s capital. Additionally, the Company s portfolio monitoring process includes a quarterly review of all cost method limited partnerships to identify instances where the net asset value is below established thresholds for certain periods of time, as well as investments that are performing below expectations, for further impairment consideration. If a cost method limited partnership is other-than-temporarily impaired, the carrying value is written down to fair value, generally estimated to be equivalent to the reported net asset value of the underlying funds. The Company had no write-downs related to cost method limited partnerships for the three months ended March 31, 2013. The Company had \$2 million of write-downs for the three months ended March 31, 2012.

Mortgage loans

Mortgage loans are evaluated for impairment on a specific loan basis through a quarterly credit monitoring process and review of key credit quality indicators. Mortgage loans are considered impaired when it is probable that the Company will not collect the contractual principal and interest. Valuation allowances are established for impaired loans to reduce the carrying value to the fair value of the collateral less costs to sell or the present value of the loan s expected future repayment cash flows discounted at the loan s original effective interest rate. Impaired mortgage

loans may not have a valuation allowance when the fair value of the collateral less costs to sell is higher than the carrying value. Valuation allowances are adjusted for subsequent changes in the fair value of the collateral less costs to sell. Mortgage loans are charged off against their corresponding valuation allowances when there is no reasonable expectation of recovery. The impairment evaluation is non-statistical in respect to the aggregate portfolio but considers facts and circumstances attributable to each loan. It is not considered probable that additional impairment losses, beyond those identified on a specific loan basis, have been incurred as of March 31, 2013.

Accrual of income is suspended for mortgage loans that are in default or when full and timely collection of principal and interest payments is not probable. Cash receipts on mortgage loans on nonaccrual status are generally recorded as a reduction of carrying value.

Debt service coverage ratio is considered a key credit quality indicator when mortgage loans are evaluated for impairment. Debt service coverage ratio represents the amount of estimated cash flows from the property available to the borrower to meet principal and interest payment obligations. Debt service coverage ratio estimates are updated annually or more frequently if conditions are warranted based on the Company s credit monitoring process.

The following table reflects the carrying value of non-impaired fixed rate and variable rate mortgage loans summarized by debt service coverage ratio distribution.

| (\$ in millions) | Fixed rate | N | March 31, 2013 Variable rate | | Fixed rate | De | ecember 31, 2012 Variable rate | |
|--|-------------------|----|---------------------------------|----------------|-------------------|----|-----------------------------------|-------------|
| Debt service coverage ratio distribution | mortgage loans | | mortgage loans | Total | mortgage loans | | mortgage loans | Total |
| Below 1.0 | \$ 232 | \$ | | \$ 232 \$ | 267 | \$ | | \$ 267 |
| 1.0 - 1.25 | 1,095 | | 20 | 1,115 | 1,208 | | 20 | 1,228 |
| 1.26 - 1.50 | 1,471 | | 41 | 1,512 | 1,458 | | 46 | 1,504 |
| Above 1.50 | 3,389 | | 144 | 3,533 | 3,268 | | 148 | 3,416 |
| Total non-impaired mortgage | | | | | | | | |
| loans | \$ 6,187 | \$ | 205 | \$ 6,392 \$ | 6,201 | \$ | 214 | \$ 6,415 |

Mortgage loans with a debt service coverage ratio below 1.0 that are not considered impaired primarily relate to instances where the borrower has the financial capacity to fund the revenue shortfalls from the properties for the foreseeable term, the decrease in cash flows from the properties is considered temporary, or there are other risk mitigating circumstances such as additional collateral, escrow balances or borrower guarantees.

The net carrying value of impaired mortgage loans is as follows:

| (\$ in millions) | March 31, 2013 | December 31, 2012 |
|---|-------------------|----------------------|
| Impaired mortgage loans with a valuation allowance | \$ 24 \$ | 147 |
| Impaired mortgage loans without a valuation allowance | 18 | 8 |
| Total impaired mortgage loans | \$ 42 \$ | 155 |
| Valuation allowance on impaired mortgage loans | \$ 15 \$ | 42 |

The average balance of impaired loans was \$99 million and \$236 million for the three months ended March 31, 2013 and 2012, respectively.

The rollforward of the valuation allowance on impaired mortgage loans for the three months ended March 31 is as follows:

| (\$ in millions) | 2013 | 2012 |
|--|----------|----------|
| Beginning balance | \$ 42 | \$ 63 |
| Net (decrease) increase in valuation allowance | (26) | 3 |
| Charge offs | (1) | (6) |
| Ending balance | \$ 15 | \$ 60 |

The carrying value of past due mortgage loans is as follows:

| (\$ in millions) | | December 31, 2012 | |
|-----------------------------|----|----------------------|-------|
| Less than 90 days past due | \$ | 38 \$ | 21 |
| 90 days or greater past due | | 4 | 4 |
| Total past due | | 42 | 25 |
| Current loans | | 6,392 | 6,545 |
| Total mortgage loans | \$ | 6,434 \$ | 6,570 |

14

5. Fair Value of Assets and Liabilities

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The hierarchy for inputs used in determining fair value maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that observable inputs be used when available. Assets and liabilities recorded on the Condensed Consolidated Statements of Financial Position at fair value are categorized in the fair value hierarchy based on the observability of inputs to the valuation techniques as follows:

Level 1: Assets and liabilities whose values are based on unadjusted quoted prices for identical assets or liabilities in an active market that the Company can access.

Level 2: Assets and liabilities whose values are based on the following:

- (a) Quoted prices for similar assets or liabilities in active markets;
- (b) Quoted prices for identical or similar assets or liabilities in markets that are not active; or
- (c) Valuation models whose inputs are observable, directly or indirectly, for substantially the full term of the asset or liability.

Level 3: Assets and liabilities whose values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement. Unobservable inputs reflect the Company s estimates of the assumptions that market participants would use in valuing the assets and liabilities.

The availability of observable inputs varies by instrument. In situations where fair value is based on internally developed pricing models or inputs that are unobservable in the market, the determination of fair value requires more judgment. The degree of judgment exercised by the Company in determining fair value is typically greatest for instruments categorized in Level 3. In many instances, valuation inputs used to measure fair value fall into different levels of the fair value hierarchy. The category level in the fair value hierarchy is determined based on the lowest level input that is significant to the fair value measurement in its entirety. The Company uses prices and inputs that are current as of the measurement date, including during periods of market disruption. In periods of market disruption, the ability to observe prices and inputs may be reduced for many instruments.

The Company is responsible for the determination of fair value and the supporting assumptions and methodologies. The Company gains assurance that assets and liabilities are appropriately valued through the execution of various processes and controls designed to ensure the overall reasonableness and consistent application of valuation methodologies, including inputs and assumptions, and compliance with accounting standards. For fair values received from third parties or internally estimated, the Company s processes and controls are designed to ensure that the valuation methodologies are appropriate and consistently applied, the inputs and assumptions are reasonable and consistent with the objective of determining fair value, and the fair values are accurately recorded. For example, on a continuing basis, the Company assesses the reasonableness of individual fair values that have stale security prices or that exceed certain thresholds as compared to previous fair values received from valuation service providers or derived from internal models. The Company performs procedures to understand and assess the methodologies, processes and controls of valuation service providers. In addition, the Company may validate the reasonableness of fair values by comparing information obtained from valuation service providers or brokers to other third party valuation sources for selected

securities. The Company performs ongoing price validation procedures such as back-testing of actual sales, which corroborate the various inputs used in internal models to market observable data. When fair value determinations are expected to be more variable, the Company validates them through reviews by members of management who have relevant expertise and who are independent of those charged with executing investment transactions.

The Company has two types of situations where investments are classified as Level 3 in the fair value hierarchy. The first is where quotes continue to be received from independent third-party valuation service providers and all significant inputs are market observable; however, there has been a significant decrease in the volume and level of activity for the asset when compared to normal market activity such that the degree of market observability has declined to a point where categorization as a Level 3 measurement is considered appropriate. The indicators considered in determining whether a significant decrease in the volume and level of activity for a specific asset has occurred include the level of new issuances in the primary market, trading volume in the secondary market, the level of credit spreads over historical levels, applicable bid-ask spreads, and price consensus among market participants and other pricing sources.

The second situation where the Company classifies securities in Level 3 is where specific inputs significant to the fair value estimation models are not market observable. This primarily occurs in the Company s use of broker quotes to value certain securities where the inputs have not been corroborated to be market observable, and the use of valuation models that use significant non-market observable inputs.

Certain assets are not carried at fair value on a recurring basis, including investments such as mortgage loans, limited partnership interests, bank loans and policy loans. Accordingly, such investments are only included in the fair value hierarchy disclosure when the investment is subject to remeasurement at fair value after initial recognition and the resulting remeasurement is reflected in the condensed consolidated financial statements. In addition, derivatives embedded in fixed income securities are not disclosed in the hierarchy as free-standing derivatives since they are presented with the host contracts in fixed income securities.

In determining fair value, the Company principally uses the market approach which generally utilizes market transaction data for the same or similar instruments. To a lesser extent, the Company uses the income approach which involves determining fair values from discounted cash flow methodologies. For the majority of Level 2 and Level 3 valuations, a combination of the market and income approaches is used.

Summary of significant valuation techniques for assets and liabilities measured at fair value on a recurring basis

Level 1 measurements

- <u>Fixed income securities:</u> Comprise certain U.S. Treasuries. Valuation is based on unadjusted quoted prices for identical assets in active markets that the Company can access.
- <u>Equity securities:</u> Comprise actively traded, exchange-listed equity securities. Valuation is based on unadjusted quoted prices for identical assets in active markets that the Company can access.
- Short-term: Comprise actively traded money market funds that have daily quoted net asset values for identical assets that the Company can access.
- <u>Separate account assets:</u> Comprise actively traded mutual funds that have daily quoted net asset values for identical assets that the Company can access. Net asset values for the actively traded mutual funds in which the separate account assets are invested are obtained daily from the fund managers.

Level 2 measurements

Fixed income securities:

U.S. government and agencies: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields and credit spreads.

Municipal: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields and credit spreads.

Corporate, including privately placed: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields and credit spreads. Also included are privately placed securities valued using a discounted cash flow model that is widely accepted in the financial services industry and uses market observable inputs and inputs derived principally from, or corroborated by, observable market data. The primary inputs to the discounted cash flow model include an interest rate yield curve, as well as published credit spreads for similar assets in markets that are not active that incorporate the credit quality and industry sector of the issuer.

Foreign government: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields and credit spreads.

ABS and RMBS: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields, prepayment speeds, collateral performance and credit spreads. Certain ABS are valued based on non-binding broker quotes whose inputs have been corroborated to be market observable.

CMBS: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields, collateral performance and credit spreads.

16

Redeemable preferred stock: The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields, underlying stock prices and credit spreads.

- Equity securities: The primary inputs to the valuation include quoted prices or quoted net asset values for identical or similar assets in markets that are not active.
- <u>Short-term:</u> The primary inputs to the valuation include quoted prices for identical or similar assets in markets that are not active, contractual cash flows, benchmark yields and credit spreads. For certain short-term investments, amortized cost is used as the best estimate of fair value.
- Other investments: Free-standing exchange listed derivatives that are not actively traded are valued based on quoted prices for identical instruments in markets that are not active.

OTC derivatives, including interest rate swaps, foreign currency swaps, foreign exchange forward contracts, certain options and certain credit default swaps, are valued using models that rely on inputs such as interest rate yield curves, currency rates, and counterparty credit spreads that are observable for substantially the full term of the contract. The valuation techniques underlying the models are widely accepted in the financial services industry and do not involve significant judgment.

Level 3 measurements

• Fixed income securities:

Municipal: Auction rate securities (ARS) primarily backed by student loans that have become illiquid due to failures in the auction market are valued using a discounted cash flow model that is widely accepted in the financial services industry and uses significant non-market observable inputs, including the anticipated date liquidity will return to the market. Also included are municipal bonds that are not rated by third party credit rating agencies but are rated by the National Association of Insurance Commissioners (NAIC). The primary inputs to the valuation of these municipal bonds include quoted prices for identical or similar assets in markets that exhibit less liquidity relative to those markets supporting Level 2 fair value measurements, contractual cash flows, benchmark yields and credit spreads.

Corporate, including privately placed: Primarily valued based on non-binding broker quotes where the inputs have not been corroborated to be market observable. Also included are equity-indexed notes which are valued using a discounted cash flow model that is widely accepted in the financial services industry and uses significant non-market observable inputs, such as volatility. Other inputs include an interest rate yield curve, as well as published credit spreads for similar assets that incorporate the credit quality and industry sector of the issuer.

ABS, RMBS and CMBS: Valued based on non-binding broker quotes received from brokers who are familiar with the investments and where the inputs have not been corroborated to be market observable.

- Equity securities: The primary inputs to the valuation include quoted prices or quoted net asset values for identical or similar assets in markets that exhibit less liquidity relative to those markets supporting Level 2 fair value measurements.
- Other investments: Certain OTC derivatives, such as interest rate caps, certain credit default swaps and certain options (including swaptions), are valued using models that are widely accepted in the financial services industry. These are categorized as Level 3 as a result of the significance of non-market observable inputs such as volatility. Other primary inputs include interest rate yield curves and credit spreads.
- <u>Contractholder funds:</u> Derivatives embedded in certain life and annuity contracts are valued internally using models widely accepted in the financial services industry that determine a single best estimate of fair value for the embedded derivatives within a block of contractholder liabilities. The models primarily use stochastically determined cash flows based on the contractual elements of embedded derivatives, projected option cost and applicable market data, such as interest rate yield curves and equity index volatility assumptions. These are categorized as Level 3 as a result of the significance of non-market observable inputs.

17

Assets and liabilities measured at fair value on a non-recurring basis

Mortgage loans written-down to fair value in connection with recognizing impairments are valued based on the fair value of the underlying collateral less costs to sell. Limited partnership interests written-down to fair value in connection with recognizing other-than-temporary impairments are valued using net asset values.

The following table summarizes the Company s assets and liabilities measured at fair value on a recurring and non-recurring basis as of March 31, 2013.

| (\$ in millions) | | Quoted prices in active markets for identical assets (Level 1) | | Significant other observable inputs (Level 2) | Significant unobservable inputs (Level 3) | Counterparty and cash collateral netting | | Balance as of March 31, 2013 |
|--|----|--|----|---|--|---|----|------------------------------------|
| Assets | | | | | | | | |
| Fixed income securities: | _ | | _ | | _ | | _ | |
| U.S. government and agencies | \$ | 2,583 | \$ | 1,667 | \$ 7 | | \$ | 4,257 |
| Municipal | | | | 11,202 | 660 | | | 11,862 |
| Corporate | | | | 47,991 | 1,576 | | | 49,567 |
| Foreign government | | | | 2,365 | | | | 2,365 |
| ABS | | | | 3,321 | 276 | | | 3,597 |
| RMBS | | | | 2,747 | 3 | | | 2,750 |
| CMBS | | | | 1,344 | 37 | | | 1,381 |
| Redeemable preferred stock | | | | 26 | 1 | | | 27 |
| Total fixed income securities | | 2,583 | | 70,663 | 2,560 | | | 75,806 |
| Equity securities | | 3,408 | | 859 | 172 | | | 4,439 |
| Short-term investments | | 811 | | 2,358 | | | | 3,169 |
| Other investments: | | | | | | | | |
| Free-standing derivatives | | | | 269 | 4 | \$ (50) | | 223 |
| Separate account assets | | 6,750 | | | | | | 6,750 |
| Other assets | | 1 | | | 1 | | | 2 |
| Total recurring basis assets | | 13,553 | | 74,149 | 2,737 | (50) | | 90,389 |
| Non-recurring basis (1) | | | | | 20 | | | 20 |
| Total assets at fair value | \$ | 13,553 | \$ | 74,149 | \$ 2,757 | \$ (50) | \$ | 90,409 |
| % of total assets at fair value | | 15.0 % | | 82.0 % | 3.0 % | % | | 100.0 % |
| Liabilities | | | | | | | | |
| Contractholder funds: | | | | | | | | |
| Derivatives embedded in life and annuity contracts | \$ | | \$ | | \$ (567) | | \$ | (567) |
| Other liabilities: | | | | | | | | |
| Free-standing derivatives | | | | (163) | (24) | \$ 29 | | (158) |
| Total liabilities at fair value | \$ | | \$ | (163) | \$ (591) | \$ 29 | \$ | (725) |
| % of total liabilities at fair value | | % | | 22.5 % | 81.5 % | (4.0) % | | 100.0 % |
| | | | | | | | | |

⁽¹⁾ Includes \$20 million of other investments written-down to fair value in connection with recognizing other-than-temporary impairments.

The following table summarizes the Company s assets and liabilities measured at fair value on a recurring and non-recurring basis as of December 31, 2012.

| (\$ in millions) | Quoted price in active markets for identical asse (Level 1) | | Significant other observable inputs (Level 2) | Significant unobservable inputs (Level 3) | Counterparty and cash collateral netting | Balance as of December 31, 2012 |
|--------------------------------------|---|-----------|---|--|---|---------------------------------------|
| Assets | | | | | | |
| Fixed income securities: | | | | | | |
| U.S. government and agencies | \$ | 2,790 \$ | 1,915 \$ | 8 | | \$ 4,713 |
| Municipal | | | 12,104 | 965 | | 13,069 |
| Corporate | | | 46,920 | 1,617 | | 48,537 |
| Foreign government | | | 2,517 | | | 2,517 |
| ABS | | | 3,373 | 251 | | 3,624 |
| RMBS | | | 3,029 | 3 | | 3,032 |
| CMBS | | | 1,446 | 52 | | 1,498 |
| Redeemable preferred stock | | | 26 | 1 | | 27 |
| Total fixed income securities | | 2,790 | 71,330 | 2,897 | | 77,017 |
| Equity securities | | 3,008 | 858 | 171 | | 4,037 |
| Short-term investments | | 703 | 1,633 | | | 2,336 |
| Other investments: | | | | | | |
| Free-standing derivatives | | | 187 | 3 \$ | (57) | 133 |
| Separate account assets | | 6,610 | | | | 6,610 |
| Other assets | | 5 | | 1 | | 6 |
| Total recurring basis assets | | 13,116 | 74,008 | 3,072 | (57) | 90,139 |
| Non-recurring basis (1) | | | | 9 | | 9 |
| Total assets at fair value | \$ | 13,116 \$ | 74,008 \$ | 3,081 \$ | (57) | \$ 90,148 |
| % of total assets at fair value | | 14.6 % | 82.1 % | 3.4 % | (0.1) % | 100.0 % |
| Liabilities | | | | | | |
| Contractholder funds: | | | | | | |
| Derivatives embedded in life and | | | | | | |
| annuity contracts | \$ | \$ | \$ | (553) | | \$ (553) |
| Other liabilities: | | | | | | |
| Free-standing derivatives | | | (98) | (30) \$ | 33 | (95) |
| Total liabilities at fair value | \$ | \$ | (98) \$ | (583) \$ | 33 | \$ (648) |
| % of total liabilities at fair value | | % | 15.1 % | 90.0 % | (5.1) % | 100.0 % |

⁽¹⁾ Includes \$4 million of mortgage loans, \$4 million of limited partnership interests and \$1 million of other investments written-down to fair value in connection with recognizing other-than-temporary impairments.

The following table summarizes quantitative information about the significant unobservable inputs used in Level 3 fair value measurements.

| (\$ in millions) | Fair value technique | | | Unobservable input | Range | Weighted average |
|---|----------------------|-------|----------------------------|--|----------------|---------------------|
| March 31, 2013 | Tun vu | iuc | teemique | mput | runge | uveruge |
| ARS backed by student loans | \$ | 213 | Discounted cash flow model | Anticipated date liquidity will return to the market | 18 - 60 months | 31 - 43 months |
| Derivatives embedded in life and annuity contracts Equity-indexed and forward starting options | \$ | (459) | Stochastic cash flow model | Projected option cost | 1.0 - 2.0 % | 1.89% |
| December 31, 2012 | | | | | | |
| ARS backed by student loans | \$ | 394 | Discounted cash flow model | Anticipated date liquidity will return to the market | 18 - 60 months | 31 - 43 months |
| Derivatives embedded in life and annuity contracts Equity-indexed and forward starting options | \$ | (419) | Stochastic cash flow model | Projected option cost | 1.0 - 2.0 % | 1.92% |

If the anticipated date liquidity will return to the market is sooner (later), it would result in a higher (lower) fair value. If the projected option cost increased (decreased), it would result in a higher (lower) liability fair value.

As of March 31, 2013 and December 31, 2012, Level 3 fair value measurements include \$1.74 billion and \$1.87 billion, respectively, of fixed income securities valued based on non-binding broker quotes where the inputs have not been corroborated to be market observable and \$303 million and \$395 million, respectively, of municipal fixed income securities that are not rated by third party credit rating agencies. The Company does not develop the unobservable inputs used in measuring fair value; therefore, these are not included in the table above. However, an increase (decrease) in credit spreads for fixed income securities valued based on non-binding broker quotes would result in a lower (higher) fair value, and an increase (decrease) in the credit rating of municipal bonds that are not rated by third party credit rating agencies would result in a higher (lower) fair value.

The following table presents the rollforward of Level 3 assets and liabilities held at fair value on a recurring basis during the three months ended March 31, 2013.

| (\$ in millions) | | | al gains (losses) included in: | | | |
|-------------------------------------|----------------------|------------|-----------------------------------|-----------|-----------------|-------------------|
| | Balance as of | Net | | | Transfers | Transfers |
| | December 31, 2012 | income (1) | | OCI | into Level 3 | out of Level 3 |
| Assets | | . , | | | | |
| Fixed income securities: | | | | | | |
| U.S. government and agencies | \$ 8 \$ | | \$ | \$ | \$ | |
| Municipal Corporate | 965 1,617 | (24) 12 | | 54 (1) | 6 25 | (125) |
| ABS | 251 | 12 | | 7 | 18 | (123) |
| RMBS | 3 | | | , | | |
| CMBS | 52 | | | 2 | | |
| Redeemable preferred stock | 1 | | | | | |
| Total fixed income securities | 2,897 | (11) | | 62 | 49 | (125) |
| Equity securities | 171 | 1 | | 1 | | |
| Other investments: | | | | | | |
| Free-standing derivatives, net | (27) | 7 | | | | |
| Other assets | 1 | | | | | |
| Total recurring Level 3 assets | \$ 3,042 \$ | (3) | \$ | 63 \$ | 49 \$ | (125) |
| Liabilities | | | | | | |
| Contractholder funds: | | | | | | |
| Derivatives embedded in life and | | | | | | |
| annuity contracts | \$ (553) \$ | 6 | | \$ | \$ | |
| Total recurring Level 3 liabilities | \$ (553) \$ | 6 | \$ | \$ | \$ | |
| | | | | | | Balance as of |
| | Purchases | Sales | | Issues | Settlements | March 31, 2013 |
| Assets | | | | | | |
| Fixed income securities: | | | | | | |
| U.S. government and agencies | \$ \$ | | \$ | \$ | (1) \$ | 7 |
| Municipal | | (339) | | | (2) | 660 |
| Corporate | 264 | (199) | | | (17) | 1,576 |
| ABS RMBS | 56 | (49) | | | (8) | 276 3 |
| CMBS | 1 | (17) | | | (1) | 37 |
| Redeemable preferred stock | | (17) | | | (1) | 1 |
| Total fixed income securities | 321 | (604) | | | (29) | 2,560 |
| Equity securities | | (1) | | | | 172 |
| Other investments: | | | | | | |
| Free-standing derivatives, net | 1 | | | | (1) | (20)(2) |
| Other assets | | | | | | 1 |
| Total recurring Level 3 assets | \$ 322 \$ | (605) | \$ | \$ | (30) \$ | 2,713 |
| Liabilities | | | | | | |
| Contractholder funds: | | | | | | |
| Derivatives embedded in life and | | | | | | |
| annuity contracts | \$ \$ | | \$ | (24) \$ | 4 \$ | (567) |
| Total recurring Level 3 liabilities | \$ \$ | | \$ | (24) \$ | 4 \$ | (567) |

⁽¹⁾ The effect to net income totals \$3 million and is reported in the Condensed Consolidated Statements of Operations as follows: \$(10) million in realized capital gains and losses, \$7 million in net investment income, \$(20) million in interest credited to contractholder funds and \$26 million in life and annuity contract

⁽²⁾ Comprises \$4 million of assets and \$24 million of liabilities.

The following table presents the rollforward of Level 3 assets and liabilities held at fair value on a recurring basis during the three months ended March 31, 2012.

| (\$ in millions) | | | To | otal gains (loss included in: | es) | | | |
|---|----|---------------------------------------|----------------|----------------------------------|--------|------------------------------|-------|---------------------------------|
| | | Balance as of December 31, 2011 | Net income (1) | | OCI | Transfers into Level 3 | | Transfers out of Level 3 |
| Assets | | | (-) | | 001 | 20,010 | | 201010 |
| Fixed income securities: | | | | | | | | |
| Municipal | \$ | 1,332 \$ | (2 |) \$ | 7 | \$ | \$ | (6) |
| Corporate | | 1,405 | | 5 | 28 | 5 | 6 | (18) |
| ABS | | 297 | 1 | 3 | 13 | | | (35) |
| RMBS | | 51 | - | _ | | | | (47) |
| CMBS | | 60 | (1 |) | 6 | | | |
| Redeemable preferred stock | | 1 | ` | - | | | | |
| Total fixed income securities | | 3.146 | 1 | | 54 | . 5 | 6 | (106) |
| Equity securities | | 43 | | - | | | | (100) |
| Other investments: | | 15 | | | | | | |
| Free-standing derivatives, net | | (95) | 1 | 7 | | | | |
| Other assets | | 1 | | - | | | | |
| Total recurring Level 3 assets | \$ | 3,095 \$ | 3: | | | | 6 \$ | (106) |
| Total recurring Level 3 assets | Ψ | 5,075 φ | 3. | _ φ | 37 | . ф | υψ | (100) |
| Liabilities Contractholder funds: Derivatives embedded in life and | | (722) (1 | (0.5 | | | • | | |
| annuity contracts | \$ | (723) \$ | (25 | | | | \$ | |
| Total recurring Level 3 liabilities | \$ | (723) \$ | (25 |) \$ | | - \$ | \$ | |
| | | Purchases | Sales | | Issues | Settlements | | Balance as of March 31, 2012 |
| Assets | | rurchases | Sales | | issues | Settlements | | Wiarcii 51, 2012 |
| Fixed income securities: | | | | | | | | |
| | ¢. | 42 \$ | (105 | , φ | | \$ (1 | 1) 6 | 1.267 |
| Municipal | \$ | | (105 | | | | 1) \$ | 1,267 |
| Corporate | | 76 | (58 | | | (52 | / | 1,461 |
| ABS | | 16 | | - | | (- | | 299 |
| RMBS | | | | - | | | | 4 |
| CMBS | | | | - | | (12 | _ | 50 |
| Redeemable preferred stock | | | | - | | | | 1 |
| Total fixed income securities | | 134 | (163 | * | | (5- | - | 3,082 |
| Equity securities | | 70 | - | - | | • | | 113 |
| Other investments: | | 2 | | | | , | ~ | (70)(2) |
| Free-standing derivatives, net | | 3 | | - | | | 5 | (70)(2) |
| Other assets | | | | - | | | | 1 |
| Total recurring Level 3 assets | \$ | 207 \$ | (163 |) \$ | | \$ (49 | 9) \$ | 3,126 |
| Liabilities Contractholder funds: Derivatives embedded in life and | | | | | | | | |
| annuity contracts | \$ | \$ | - | - \$ | (12) | |) \$ | (730) |
| Total recurring Level 3 liabilities | \$ | \$ | - | - \$ | (12) | \$ 30 | 3 | (730) |

⁽¹⁾ The effect to net income totals \$7 million and is reported in the Condensed Consolidated Statements of Operations as follows: \$26 million in realized capital gains and losses, \$6 million in net investment income, \$(56) million in interest credited to contractholder funds and \$31 million in life and annuity contract benefits.

⁽²⁾ Comprises \$2 million of assets and \$72 million of liabilities.

Transfers between level categorizations may occur due to changes in the availability of market observable inputs, which generally are caused by changes in market conditions such as liquidity, trading volume or bid-ask spreads. Transfers between level categorizations may also occur due to changes in the valuation source. For example, in situations where a fair value quote is not provided by the Company s independent third-party valuation service provider and as a result the price is stale or has been replaced with a broker quote whose inputs have not been corroborated to be market observable, the security is transferred into Level 3. Transfers in and out of level categorizations are reported as having occurred at the beginning of the quarter in which the transfer occurred. Therefore, for all transfers into Level 3, all realized and changes in unrealized gains and losses in the quarter of transfer are reflected in the Level 3 rollforward table.

There were no transfers between Level 1 and Level 2 during the three months ended March 31, 2013 or 2012.

Transfers into Level 3 during the three months ended March 31, 2013 and 2012 included situations where a fair value quote was not provided by the Company s independent third-party valuation service provider and as a result the price was stale or had been replaced with a broker quote where the inputs have not been corroborated to be market observable resulting in the security being classified as Level 3. Transfers out of Level 3 during the three months ended March 31, 2013 and 2012 included situations where a broker quote was used in the prior period and a fair value quote became available from the Company s independent third-party valuation service provider in the current period. A quote utilizing the new pricing source was not available as of the prior period, and any gains or losses related to the change in valuation source for individual securities were not significant.

The following table provides the change in unrealized gains and losses included in net income for Level 3 assets and liabilities held as of March 31.

| (\$ in millions) | 2013 | 2012 |
|--|---------------|------|
| Assets | | |
| Fixed income securities: | | |
| Municipal | \$ (14) \$ | (1) |
| Corporate | 5 | 3 |
| ABS | | 13 |
| CMBS | (1) | (1) |
| Total fixed income securities | (10) | 14 |
| Equity securities | 1 | |
| Other investments: | | |
| Free-standing derivatives, net | 7 | 15 |
| Total recurring Level 3 assets | \$ (2) \$ | 29 |
| Liabilities | | |
| Contractholder funds: | | |
| Derivatives embedded in life and annuity | | |
| contracts | \$ 6 \$ | (25) |
| Total recurring Level 3 liabilities | \$ 6 \$ | (25) |

The amounts in the table above represent the change in unrealized gains and losses included in net income for the period of time that the asset or liability was determined to be in Level 3. These gains and losses total \$4 million for the three months ended March 31, 2013 and are reported as follows: \$(8) million in realized capital gains and losses, \$6 million in net investment income, \$(20) million in interest credited to contractholder funds and \$26 million in life and annuity contract benefits. These gains and losses total \$4 million for the three months ended March 31, 2012 and are reported as follows: \$24 million in realized capital gains and losses, \$5 million in net investment income, \$(56) million in interest credited to contractholder funds and \$31 million in life and annuity contract benefits.

Presented below are the carrying values and fair value estimates of financial instruments not carried at fair value.

Financial assets

| (\$ in millions) | | March | 31, 2013 | December 31, 2012 | | | | |
|------------------|----|---------|----------|--------------------------|----------|------|-------|--|
| | C | arrying | | Fair | Carrying | Fair | | |
| | | value | | value | value | | value | |
| Mortgage loans | \$ | 6,434 | \$ | 6,846 \$ | 6,570 | \$ | 6,886 | |

| Cost method limited partnerships | 1,425 | 1,748 | 1,406 | 1,714 |
|----------------------------------|-------|-------|-------|-------|
| Bank loans | 809 | 818 | 682 | 684 |
| Agent loans | 318 | 311 | 319 | 314 |

The fair value of mortgage loans is based on discounted contractual cash flows or, if the loans are impaired due to credit reasons, the fair value of collateral less costs to sell. Risk adjusted discount rates are selected using current rates at which similar loans would be made to borrowers with similar characteristics, using similar types of properties as collateral. The fair value of cost method limited partnerships is determined using reported net asset values of the underlying funds. The fair value of bank loans, which are reported in other investments, is based on broker quotes from brokers familiar with the loans and current market conditions. The fair value of agent loans, which are reported in other investments, is based on discounted cash flow calculations that use discount rates with a

spread over U.S. Treasury rates. Assumptions used in developing estimated cash flows and discount rates consider the loan's credit and liquidity risks. The fair value measurements for mortgage loans, cost method limited partnerships, bank loans and agent loans are categorized as Level 3.

Financial liabilities

| (\$ in millions) | | March | 31, 2013 | December 31, 2012 | | | |
|--|----|----------|----------|--------------------------|----------|------|--------|
| | • | Carrying | | Fair | Carrying | Fair | |
| | | value | | value | value | | value |
| Contractholder funds on investment contracts | \$ | 26,439 | \$ | 27,215 \$ | 27,014 | \$ | 28,019 |
| Long-term debt | | 6,556 | | 7,616 | 6,057 | | 7,141 |
| Liability for collateral | | 827 | | 827 | 808 | | 808 |

The fair value of contractholder funds on investment contracts is based on the terms of the underlying contracts utilizing prevailing market rates for similar contracts adjusted for the Company s own credit risk. Deferred annuities included in contractholder funds are valued using discounted cash flow models which incorporate market value margins, which are based on the cost of holding economic capital, and the Company s own credit risk. Immediate annuities without life contingencies and fixed rate funding agreements are valued at the present value of future benefits using market implied interest rates which include the Company s own credit risk. The fair value measurements for contractholder funds on investment contracts are categorized as Level 3.

The fair value of long-term debt is based on market observable data (such as the fair value of the debt when traded as an asset) or, in certain cases, is determined using discounted cash flow calculations based on current interest rates for instruments with comparable terms and considers the Company s own credit risk. The liability for collateral is valued at carrying value due to its short-term nature. The fair value measurements for long-term debt and liability for collateral are categorized as Level 2.

6. Derivative Financial Instruments

The Company uses derivatives to manage risks with certain assets and liabilities arising from the potential adverse impacts from changes in risk-free interest rates, changes in equity market valuations, increases in credit spreads and foreign currency fluctuations, and for asset replication. The Company does not use derivatives for speculative purposes.

Property-Liability uses interest rate swaps, swaptions, futures and options to manage the interest rate risks of existing investments. Portfolio duration management is a risk management strategy that is principally employed by Property-Liability wherein financial futures and interest rate swaps are utilized to change the duration of the portfolio in order to offset the economic effect that interest rates would otherwise have on the fair value of its fixed income securities. Equity index futures and options are used by Property-Liability to offset valuation losses in the equity portfolio during periods of declining equity market values. Credit default swaps are typically used to mitigate the credit risk within the Property-Liability fixed income portfolio. Property-Liability uses equity futures to hedge the market risk related to deferred compensation liability contracts and forward contracts to hedge foreign currency risk associated with holding foreign currency denominated investments and foreign operations.

Asset-liability management is a risk management strategy that is principally employed by Allstate Financial to balance the respective interest-rate sensitivities of its assets and liabilities. Depending upon the attributes of the assets acquired and liabilities issued, derivative instruments such as interest rate swaps, caps, swaptions and futures are utilized to change the interest rate characteristics of existing assets and liabilities to ensure the relationship is maintained within specified ranges and to reduce exposure to rising or falling interest rates. Allstate Financial uses financial futures and interest rate swaps to hedge anticipated asset purchases and liability issuances and futures and options for hedging the equity exposure contained in its equity indexed life and annuity product contracts that offer equity returns to contractholders. In addition, Allstate Financial uses interest rate swaps to hedge interest rate risk inherent in funding agreements. Allstate Financial uses foreign currency swaps and forwards primarily to reduce the foreign currency risk associated with issuing foreign currency denominated funding agreements and holding foreign currency denominated investments. Credit default swaps are typically used to mitigate the credit risk within the Allstate Financial fixed income portfolio.

Asset replication refers to the synthetic creation of assets through the use of derivatives and primarily investment grade host bonds to replicate securities that are either unavailable in the cash markets or more economical to acquire in synthetic form. The Company replicates fixed income securities using a combination of a

credit default swap and one or more highly rated fixed income securities to synthetically replicate the economic characteristics of one or more cash market securities.

The Company also has derivatives embedded in non-derivative host contracts that are required to be separated from the host contracts and accounted for at fair value with changes in fair value of embedded derivatives reported in net income. The Company s primary embedded derivatives are equity options in life and annuity product contracts, which provide equity returns to contractholders; equity-indexed notes containing equity call options, which provide a coupon payout that is determined using one or more equity-based indices; credit default swaps in synthetic collateralized debt obligations, which provide enhanced coupon rates as a result of selling credit protection; and conversion options in fixed income securities, which provide the Company with the right to convert the instrument into a predetermined number of shares of common stock.

When derivatives meet specific criteria, they may be designated as accounting hedges and accounted for as fair value, cash flow, foreign currency fair value or foreign currency cash flow hedges. Allstate Financial designates certain of its interest rate and foreign currency swap contracts and certain investment risk transfer reinsurance agreements as fair value hedges when the hedging instrument is highly effective in offsetting the risk of changes in the fair value of the hedged item. Allstate Financial designates certain of its foreign currency swap contracts as cash flow hedges when the hedging instrument is highly effective in offsetting the exposure of variations in cash flows for the hedged risk that could affect net income. Amounts are reclassified to net investment income or realized capital gains and losses as the hedged item affects net income.

The notional amounts specified in the contracts are used to calculate the exchange of contractual payments under the agreements and are generally not representative of the potential for gain or loss on these agreements. However, the notional amounts specified in credit default swaps where the Company has sold credit protection represent the maximum amount of potential loss, assuming no recoveries.

Fair value, which is equal to the carrying value, is the estimated amount that the Company would receive or pay to terminate the derivative contracts at the reporting date. The carrying value amounts for OTC derivatives are further adjusted for the effects, if any, of enforceable master netting agreements and are presented on a net basis, by counterparty agreement, in the Condensed Consolidated Statements of Financial Position. For certain exchange traded derivatives, the exchange requires margin deposits as well as daily cash settlements of margin accounts. As of March 31, 2013, the Company pledged \$9 million of cash and securities in the form of margin deposits.

For those derivatives which qualify for fair value hedge accounting, net income includes the changes in the fair value of both the derivative instrument and the hedged risk, and therefore reflects any hedging ineffectiveness. For cash flow hedges, gains and losses are amortized from accumulated other comprehensive income and are reported in net income in the same period the forecasted transactions being hedged impact net income.

Non-hedge accounting is generally used for portfolio level hedging strategies where the terms of the individual hedged items do not meet the strict homogeneity requirements to permit the application of hedge accounting. For non-hedge derivatives, net income includes changes in fair value and accrued periodic settlements, when applicable. With the exception of non-hedge derivatives used for asset replication and non-hedge embedded derivatives, all of the Company s derivatives are evaluated for their ongoing effectiveness as either accounting hedge or non-hedge derivative financial instruments on at least a quarterly basis.

The following table provides a summary of the volume and fair value positions of derivative instruments as well as their reporting location in the Condensed Consolidated Statement of Financial Position as of March 31, 2013.

| (\$ in millions, except number of contracts) | | | Asset derivativ | es | | | |
|--|-------------------------|--------------------|---------------------------|----|-----------------------|----------------|--------------------|
| | | Volui | me (1) | | | | |
| | Balance sheet location | Notional amount | Number of contracts | | Fair value, net | Gross asset | Gross liability |
| Derivatives designated as accounting hedging instruments | | | | | | | |
| Foreign currency swap agreements Total | Other investments | \$ 16 16 | n/a n/a | \$ | 3 | \$ 3 | \$ |
| Derivatives not designated as accounting hedging instruments Interest rate contracts | | | | | | | |
| Interest rate swap agreements | Other investments | 4.284 | n/a | | 18 | 26 | (8) |
| Interest rate cap agreements | Other investments | 159 | n/a | | 1 | 1 | |
| Financial futures contracts | Other assets | n/a | 238 | | | | |
| Equity and index contracts | | | | | | | |
| Options and warrants (2) | Other investments | 10 | 12,230 | | 212 | 212 | |
| Financial futures contracts | Other assets | n/a | 934 | | 1 | 1 | |
| Foreign currency contracts | | | | | | | |
| Foreign currency forwards | Other investments | 191 | n/a | | (2) | | (2) |
| Embedded derivative financial instruments | | | | | | | |
| Conversion options | Fixed income securities | 5 | n/a | | | | |
| Credit default swaps | Fixed income securities | 12 | n/a | | (12) | | (12) |
| Other embedded derivative financial | | | | | | | |
| instruments | Other investments | 1,000 | n/a | | | | |
| Credit default contracts | | | | | | | |
| Credit default swaps - buying protection | Other investments | 176 | n/a | | | 2 | (2) |
| Credit default swaps - selling protection | Other investments | 180 | n/a | | 3 | 3 | |
| Other contracts | | | | | | | |
| Other contracts | Other assets | 4 | n/a | | 1 | 1 | |
| Total | | 6,021 | 13,402 | | 222 | 246 | (24) |
| | | | | | | | |

Total asset derivatives

6,037

13,402

225

249

\$

(24)

⁽¹⁾ Volume for OTC derivative contracts is represented by their notional amounts. Volume for exchange traded derivatives is represented by the number of contracts, which is the basis on which they are traded. (n/a = not applicable)

⁽²⁾ In addition to the number of contracts presented in the table, the Company held 3,960 stock rights and 878,968 stock warrants. Stock rights and warrants can be converted to cash upon sale of those instruments or exercised for shares of common stock.

Liability derivatives

| | | | Volu | me (1) | | | | | | |
|--|--------------------------------------|----|----------|---------------|----|------------|----|-------|----|-----------------|
| | | | | Number | | Fair | | | | |
| | | | Notional | of | | value, | | Gross | | Gross |
| | Balance sheet location | | amount | contracts | | net | | asset | | liability |
| Derivatives designated as accounting | | | | | | | | | | |
| hedging instruments | Other liabilities & accrued | | | | | | | | | |
| Foreign currency swap agreements | expenses | \$ | 132 | n/a | \$ | (17) | \$ | | \$ | (17) |
| Total | expenses | Ψ | 132 | n/a | Ψ | (17) | Ψ | | Ψ | (17) |
| | | | | | | ` / | | | | ` ' |
| Derivatives not designated as | | | | | | | | | | |
| accounting hedging instruments | | | | | | | | | | |
| Interest rate contracts | 0.1 1: 1:1::: 0 1 | | | | | | | | | |
| Interest note syven a concentration | Other liabilities & accrued | | 2,185 | n/a | | 20 | | 22 | | (2) |
| Interest rate swap agreements | expenses Other liabilities & accrued | | 2,163 | II/a | | 20 | | 22 | | (2) |
| Interest rate swaption agreements | expenses | | 250 | n/a | | | | | | |
| merest rate swaption agreements | Other liabilities & accrued | | 250 | 11/4 | | | | | | |
| Interest rate cap agreements | expenses | | 380 | n/a | | 2 | | 2 | | |
| Equity and index contracts | - | | | | | | | | | |
| | Other liabilities & accrued | | | | | | | | | |
| Options and futures | expenses | | 125 | 12,825 | | (125) | | 1 | | (126) |
| Foreign currency contracts | | | | | | | | | | |
| E | Other liabilities & accrued | | 1.40 | /- | | (2) | | 1 | | (2) |
| Foreign currency forwards Embedded derivative financial | expenses | | 148 | n/a | | (2) | | 1 | | (3) |
| instruments | | | | | | | | | | |
| Guaranteed accumulation benefits | Contractholder funds | | 939 | n/a | | (70) | | | | (70) |
| Guaranteed withdrawal benefits | Contractholder funds | | 635 | n/a | | (30) | | | | (30) |
| Equity-indexed and forward starting | | | | | | | | | | |
| options in life and annuity product | | | | | | | | | | |
| contracts | Contractholder funds | | 3,998 | n/a | | (459) | | | | (459) |
| Other embedded derivative financial | | | 0.7 | , | | (0) | | | | (0) |
| instruments Credit default contracts | Contractholder funds | | 85 | n/a | | (8) | | | | (8) |
| Credit default contracts | Other liabilities & accrued | | | | | | | | | |
| Credit default swaps buying protection | expenses | | 313 | n/a | | (3) | | | | (3) |
| creat details swaps buying protection | Other liabilities & accrued | | 515 | 11/4 | | (3) | | | | (5) |
| Credit default swaps selling protection | expenses | | 155 | n/a | | (24) | | | | (24) |
| Total | • | | 9,213 | 12,825 | | (699) | | 26 | | (725) |
| | | | 0.245 | 12.05- | | 710 | | 2. | | (7.1 5) |
| Total liability derivatives | | | 9,345 | 12,825 | | (716) | \$ | 26 | \$ | (742) |
| Total derivatives | | \$ | 15,382 | 26,227 | \$ | (491) | | | | |
| | | | | | | | | | | |

⁽¹⁾ Volume for OTC derivative contracts is represented by their notional amounts. Volume for exchange traded derivatives is represented by the number of contracts, which is the basis on which they are traded. (n/a = not applicable)

The following table provides a summary of the volume and fair value positions of derivative instruments as well as their reporting location in the Consolidated Statement of Financial Position as of December 31, 2012.

(\$ in millions, except number of contracts)

Asset derivatives

| | | | Volu | ıme (1) | | | | | | |
|--|-------------------------|----|--------------------|---------------------|----|-----------------------|----|----------------|----|--------------------|
| | Balance sheet location | | Notional amount | Number of contracts | | Fair value, net | | Gross asset | | Gross liability |
| Derivatives designated as | | | | | | | | | | |
| accounting hedging instruments Foreign currency swap agreements | Other investments | \$ | 16 | n/a | \$ | 2 | \$ | 2 | \$ | |
| Total | outer investments | Ψ | 16 | n/a | Ψ | 2 | Ψ | 2 | Ψ | |
| Derivatives not designated as accounting hedging instruments Interest rate contracts | | | | | | | | | | |
| Interest rate swap agreements | Other investments | | 5,541 | n/a | | 19 | | 28 | | (9) |
| Interest rate cap agreements | Other investments | | 372 | n/a | | 1 | | 1 | | |
| Financial futures contracts Equity and index contracts | Other assets | | n/a | 2 | | | | | | |
| Options and warrants (2) | Other investments | | 146 | 12,400 | | 125 | | 125 | | |
| Financial futures contracts | Other assets | | n/a | 1,087 | | 5 | | 5 | | |
| Foreign currency contracts | | | | | | | | | | |
| Foreign currency forwards and options Embedded derivative financial | Other investments | | 258 | n/a | | 6 | | 6 | | |
| instruments | | | | | | | | | | |
| Conversion options | Fixed income securities | | 5 | n/a | | | | | | |
| Equity-indexed call options | Fixed income securities | | 90 | n/a | | 9 | | 9 | | |
| Credit default swaps | Fixed income securities | | 12 | n/a | | (12) | | | | (12) |
| Other embedded derivative financial | | | | | | | | | | |
| instruments | Other investments | | 1,000 | n/a | | | | | | |
| Credit default contracts | | | | | | | | | | |
| Credit default swaps - buying | 0.1 | | 200 | , | | | | 2 | | (2) |
| protection Credit default swaps - selling | Other investments | | 209 | n/a | | | | 2 | | (2) |
| protection | Other investments | | 308 | n/a | | 2 | | 3 | | (1) |
| Other contracts | Other investments | | 308 | 11/ a | | 2 | | 3 | | (1) |
| Other contracts | Other assets | | 4 | n/a | | 1 | | 1 | | |
| Total | Other abbets | | 7,945 | 13,489 | | 156 | | 180 | | (24) |
| Total asset derivatives | | \$ | 7,961 | 13,489 | \$ | 158 | \$ | 182 | \$ | (24) |

⁽¹⁾ Volume for OTC derivative contracts is represented by their notional amounts. Volume for exchange traded derivatives is represented by the number of contracts, which is the basis on which they are traded. (n/a = not applicable)

⁽²⁾ In addition to the number of contracts presented in the table, the Company held 34,634 stock rights and 879,158 stock warrants. Stock rights and warrants can be converted to cash upon sale of those instruments or exercised for shares of common stock.

Liability derivatives

| | | Volu | | | | | | | | | | |
|--|--------------------------------------|--------------------|---------------------------|-----------------------|----------------|----|----|--------------------|--|--|--|--|
| | Balance sheet location | Notional amount | Number of contracts | Fair value, net | Gross asset | | | Gross liability | | | | |
| Derivatives designated as accounting hedging instruments | | | | | | | | | | | | |
| Foreign currency swap agreements Total | Other liabilities & accrued expenses | \$ 135 135 | n/a n/a | \$ (19) (19) | \$ | | \$ | (19) (19) | | | | |
| Derivatives not designated as accounting hedging instruments Interest rate contracts | | | | | | | | | | | | |
| • | Other liabilities & accrued | 4.405 | , | | | 10 | | (0) | | | | |
| Interest rate swap agreements | expenses Other liabilities & accrued | 1,185 | n/a | 16 | | 18 | | (2) | | | | |
| Interest rate swaption agreements | expenses | 250 | n/a | | | | | | | | | |
| Interest rate cap agreements | Other liabilities & accrued expenses | 429 | n/a | 1 | | 1 | | | | | | |
| Financial futures contracts | Other liabilities & accrued expenses | | 357 | | | | | | | | | |
| Equity and index contracts | enpenses | | 557 | | | | | | | | | |
| 1 0 | Other liabilities & accrued | | | | | | | | | | | |
| Options and futures | expenses | | 12,262 | (58) | | | | (58) | | | | |
| Foreign currency contracts | | | | | | | | | | | | |
| F | Other liabilities & accrued | 139 | /- | (1) | | 1 | | (2) | | | | |
| Foreign currency forwards and options Embedded derivative financial | expenses | 139 | n/a | (1) | | 1 | | (2) | | | | |
| instruments | | | | | | | | | | | | |
| Guaranteed accumulation benefits | Contractholder funds | 820 | n/a | (86) | | | | (86) | | | | |
| Guaranteed withdrawal benefits | Contractholder funds | 554 | n/a | (39) | | | | (39) | | | | |
| Equity-indexed and forward starting | | | | | | | | | | | | |
| options in life and annuity product | | 2016 | , | (440) | | | | (440) | | | | |
| contracts Other embedded derivative financial | Contractholder funds | 3,916 | n/a | (419) | | | | (419) | | | | |
| instruments | Contractholder funds | 85 | n/a | (9) | | | | (9) | | | | |
| Credit default contracts | contractiloider rands | 03 | 11/ 4 | (2) | | | | (2) | | | | |
| | Other liabilities & accrued | | | | | | | | | | | |
| Credit default swaps buying protection | expenses | 420 | n/a | (3) | | 2 | | (5) | | | | |
| | Other liabilities & accrued | | | | | | | | | | | |
| Credit default swaps selling protection | expenses | 285 | n/a | (29) | | 1 | | (30) | | | | |
| Total | | 8,083 | 12,619 | (627) | | 23 | | (650) | | | | |
| Total liability derivatives | | 8,218 | 12,619 | (646) | \$ | 23 | \$ | (669) | | | | |
| Total derivatives | | \$ 16,179 | 26,108 | \$ (488) | | | | | | | | |

The following table provides gross and net amounts for the Company s OTC derivatives, all of which are subject to enforceable master netting agreements.

| (\$ in millions) | | Off | fsets | | | |
|------------------|--------|----------|------------|-----------|------------|--------|
| | Gross | Counter- | Cash | Net | Securities | Net |
| | amount | nartv | collateral | amount on | collateral | amount |

⁽¹⁾ Volume for OTC derivative contracts is represented by their notional amounts. Volume for exchange traded derivatives is represented by the number of contracts, which is the basis on which they are traded. (n/a = not applicable)

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| March 31, 2013 | n | etting | ` | eceived) pledged | balance sheet | (received) pledged | |
|---|---------------------|------------|----|---------------------|------------------|-----------------------|-----------|
| Asset derivatives Liability derivatives | \$ 61 \$ (61) | (38) 38 | \$ | (12) \$ (9) | 11 \$ (32) | (10) \$ 27 | 1 (5) |
| December 31, 2012 Asset derivatives Liability derivatives | \$ 66\$ (70) | (35) 35 | \$ | (22) \$ (2) | 9\$ (37) | (4) \$ 25 | 5 (12) |

The following table provides a summary of the impacts of the Company s foreign currency contracts in cash flow hedging relationships for the three months ended March 31. Amortization of net losses from accumulated other comprehensive income related to cash flow hedges is expected to be \$2 million during the next twelve months. There was no hedge ineffectiveness reported in realized gains and losses for the three months ended March 31, 2013 or 2012.

| (\$ in millions) | 2013 | 2012 |
|---|---------|-----------|
| Gain (loss) recognized in OCI on derivatives during the period | \$ 3 | \$ (5) |
| Loss recognized in OCI on derivatives during the term of the hedging relationship | (19) | (21) |
| Loss reclassified from AOCI into income (realized capital gains and losses) | | (1) |

The following tables present gains and losses from valuation, settlements and hedge ineffectiveness reported on derivatives used in fair value hedging relationships and derivatives not designated as accounting hedging instruments in the Condensed Consolidated Statements of Operations for the three months ended March 31. As of March 31, 2013, the Company has no derivatives used in fair value hedging relationships.

| (\$ in millions) | | | | | | | 2013 | | | | | Total cain | |
|--|-----------------------------------|-----------------------------|--|----------|---|------------|--|---|----|------------------------------|---|-------------|--|
| Derivatives not designated as accounting hedging | Net investment income as | | investment gains and | | Life and annuity contract benefits | | | Interest credited to ontractholder funds | | Operating costs and expenses | Total gain (loss) recognized in net income on derivatives | | |
| instruments Equity and index contracts | \$ | | \$ | (9) | \$ | | \$ | 38 | \$ | 11 | \$ | 40 | |
| Embedded derivative financial | | | | (1) | | 26 | | (40) | | | | (15) | |
| instruments Foreign currency contracts | | | | (1) 1 | | 26 | | (40) | | (7) | | (15) (6) | |
| Credit default contracts | | | | 5 | | | | | | (<i>1</i>) | | 5 | |
| Total | \$ | | \$ | (4) | \$ | 26 | \$ | (2) | \$ | 4 | \$ | 24 | |
| | | | | | | Total gain | | | | | | | |
| Derivatives in fair value | | Net investment income | Realized capital gains and losses | | Life and annuity contract benefits | | Interest credited to contractholder funds | | | Operating costs and expenses | (loss) recognized in net income on derivatives | | |
| accounting hedging relationships Interest rate contracts Subtotal | \$ | (1) (1) | \$ | | \$ | | \$ | | \$ | | \$ | (1) (1) | |
| Derivatives not designated as accounting hedging instruments | | | | | | | | | | | | | |
| Interest rate contracts | | | | (1) | | | | | | | | (1) | |
| Equity and index contracts Embedded derivative financial | | | | (3) | | | | 53 | | 13 | | 63 | |
| instruments | | | | 15 | | 31 | | (38) | | | | 8 | |
| Foreign currency contracts | | | | 3 | | | | | | 3 | | 6 | |
| Credit default contracts Other contracts | | | | 8 | | | | 2 | | | | 8 2 | |
| Other contracts Subtotal | | | | 22 | | 31 | | 17 | | 16 | | 2 86 | |
| Total | \$ | (1) | \$ | 22 | \$ | 31 | \$ | 17 | \$ | 16 | \$ | 85 | |

The following table provides a summary of the changes in fair value of the Company s fair value hedging relationships in the Condensed Consolidated Statements of Operations for the three months ended March 31, 2012.

| (\$ in millions) | Gain (loss) on | |
|--|----------------|----------------------------|
| | derivatives | Gain (loss) on hedged risk |
| Location of gain or (loss) recognized in | Interest rate | |
| net income on derivatives | contracts | Investments |
| Net investment income | \$ 1 | \$ (1) |

The Company manages its exposure to credit risk by utilizing highly rated counterparties, establishing risk control limits, executing enforceable master netting agreements (MNAs) and obtaining collateral where appropriate. The Company uses MNAs for OTC derivative transactions that permit either party to net payments due for transactions and collateral is either pledged or obtained when certain predetermined exposure limits are exceeded. As of March 31, 2013, counterparties pledged \$33 million in cash and securities to the Company, and the Company pledged \$29 million in cash and securities to counterparties which includes \$26 million of collateral posted under MNAs for contracts containing credit-risk-contingent provisions that are in a liability position and \$3 million of collateral posted under MNAs for contracts without credit-risk-contingent liabilities. The Company has not incurred any losses on derivative financial instruments due to counterparty nonperformance. Other derivatives, including futures and certain option contracts, are traded on organized exchanges which require margin deposits and guarantee the execution of trades, thereby mitigating any potential credit risk.

Counterparty credit exposure represents the Company s potential loss if all of the counterparties concurrently fail to perform under the contractual terms of the contracts and all collateral, if any, becomes worthless. This exposure is measured by the fair value of OTC derivative contracts with a positive fair value at the reporting date reduced by the effect, if any, of enforceable master netting agreements.

The following table summarizes the counterparty credit exposure by counterparty credit rating as it relates to the Company s OTC derivatives.

| (\$ in millions) | | | Marc | ch 31 | 1, 2013 | | December 31, 2012 | | | | | | | |
|------------------|-------------------------------|----|------------------------|----------------------|---------|---------------------------------------|-------------------------------|----|---------------------|-------|---------------------|----|---------------------------------------|---|
| Rating (1) | Number of counter- parties | ; | Notional amount (2) | int (2) exposure (2) | | Exposure, net of collateral (2) | Number of counter- parties | | Notional amount (2) | | Credit exposure (2) | | Exposure, net of collateral (2) | |
| A+ | 1 | \$ | 918 | \$ | 3 | \$ | 1 | 2 | \$ | 29 | \$ | 1 | \$ | 1 |
| A | 4 | | 2,270 | | 14 | | | 4 | | 2,450 | | 13 | | 2 |
| A- | 3 | | 269 | | 2 | | 1 | 3 | | 797 | | 8 | | 2 |
| BBB+ | 1 | | 3,360 | | 14 | | | 1 | | 3,617 | | 11 | | |
| Total | 9 | \$ | 6,817 | \$ | 33 | \$ | 2 | 10 | \$ | 6,893 | \$ | 33 | \$ | 5 |

⁽¹⁾ Rating is the lower of S&P or Moody s ratings.

Market risk is the risk that the Company will incur losses due to adverse changes in market rates and prices. Market risk exists for all of the derivative financial instruments the Company currently holds, as these instruments may become less valuable due to adverse changes in market conditions. To limit this risk, the Company s senior management has established risk control limits. In addition, changes in fair value of the derivative financial instruments that the Company uses for risk management purposes are generally offset by the change in the fair value or cash flows of the hedged risk component of the related assets, liabilities or forecasted transactions.

Certain of the Company s derivative instruments contain credit-risk-contingent termination events, cross-default provisions and credit support annex agreements. Credit-risk-contingent termination events allow the counterparties to terminate the derivative on certain dates if AIC s, ALIC s or Allstate Life Insurance Company of New York s (ALNY) financial strength credit ratings by Moody s or S&P fall below a certain level or in the event AIC, ALIC or ALNY are no longer rated by either Moody s or S&P. Credit-risk-contingent cross-default provisions allow the counterparties to terminate the derivative instruments if the Company defaults by pre-determined threshold amounts on certain debt instruments. Credit-risk-contingent credit support annex agreements specify the amount of collateral the Company must post to counterparties based on AIC s, ALIC s or ALNY s financial strength credit ratings by Moody s or S&P, or in the event AIC, ALIC or ALNY are no longer rated by either Moody s or S&P.

The following summarizes the fair value of derivative instruments with termination, cross-default or collateral credit-risk-contingent features that are in a liability position, as well as the fair value of assets and collateral that are netted against the liability in accordance with provisions within enforceable MNAs.

| (\$ in millions) | March 31, 2013 | December 31, 2012 |
|--|-------------------|----------------------|
| Gross liability fair value of contracts containing credit-risk-contingent features | \$ 55 \$ | 65 |
| Gross asset fair value of contracts containing credit-risk-contingent features and subject to MNAs | (26) | (31) |
| Collateral posted under MNAs for contracts containing credit-risk-contingent features | (26) | (25) |

⁽²⁾ Only OTC derivatives with a net positive fair value are included for each counterparty.

Maximum amount of additional exposure for contracts with credit-risk-contingent features if all features were triggered concurrently \$ 3 \$

Credit derivatives - selling protection

Free-standing credit default swaps (CDS) are utilized for selling credit protection against a specified credit event. A credit default swap is a derivative instrument, representing an agreement between two parties to exchange the credit risk of a specified entity (or a group of entities), or an index based on the credit risk of a group of entities (all commonly referred to as the reference entity or a portfolio of reference entities), in return for a periodic premium. In selling protection, CDS are used to replicate fixed income securities and to complement the cash market when credit exposure to certain issuers is not available or when the derivative alternative is less expensive than the cash market alternative. CDS typically have a five-year term.

The following table shows the CDS notional amounts by credit rating and fair value of protection sold.

| (\$ in millions) | | Notional amount BB and Fair | | | | | | | | | | | | |
|--|------|--------------------------------|----|----------------|----|--------------|----|--------------|----|---------------|----|------------------|----|-----------------|
| | A | AAA | | AA | | A | | BBB | | 3 and ower | | Total | | Fair value |
| March 31, 2013 Single name Investment grade | | | | | | | | | | | | | | |
| corporate debt (1) Municipal Subtotal Baskets First-to-default | \$ | | \$ | 20 25 45 | \$ | 30 30 | \$ | 60 60 | \$ | | \$ | 110 25 135 | \$ | 1 (2) (1) |
| Municipal Subtotal Index Investment grade | | | | | | 100 100 | | | | | | 100 100 | | (21) (21) |
| corporate debt (1) Total | \$ | | \$ | 1 46 | \$ | 26 156 | \$ | 67 127 | \$ | 6 6 | \$ | 100 335 | \$ | 1 (21) |
| December 31, 2012 Single name Investment grade | | | | | | | | | | | | | | |
| corporate debt (1) Municipal Subtotal Baskets First-to-default | \$ | 5 5 | \$ | 20 25 45 | \$ | 53 53 | \$ | 80 80 | \$ | 10 10 | \$ | 168 25 193 | \$ | (3) (3) |
| Municipal Subtotal | &nbs | | | | | 100 | | | | | | 100 | | (26) |