

AMERICAN EQUITY INVESTMENT LIFE HOLDING CO  
Form 10-Q  
August 06, 2012

FORM 10-Q

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

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT  
OF 1934

For the quarterly period ended June 30, 2012

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT  
OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number : 001-31911

American Equity Investment Life Holding Company  
(Exact name of registrant as specified in its charter)

Iowa

(State of Incorporation)

42-1447959

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

6000 Westown Parkway

West Des Moines, Iowa

(Address of principal executive offices)

50266

(Zip Code)

Registrant's telephone number, including area  
code

(515) 221-0002

(Telephone)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class

Common Stock, par value \$1

Name of each exchange on which registered

New York Stock Exchange

Securities registered pursuant to Section 12(g) of the Act: Common Stock, par value \$1

Indicate by check mark whether the registrant (1) has filed all documents and reports required to be filed by Sections 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No

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

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

Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act.)

Yes  No

APPLICABLE TO CORPORATE ISSUERS:

Shares of common stock outstanding at July 31, 2012: 62,616,109

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## PART I - FINANCIAL INFORMATION

## Item 1. Financial Statements

AMERICAN EQUITY INVESTMENT LIFE HOLDING COMPANY AND SUBSIDIARIES  
CONSOLIDATED BALANCE SHEETS

(Dollars in thousands, except per share data)

	June 30, 2012 (Unaudited)	December 31, 2011
Assets		
Investments:		
Fixed maturity securities:		
Available for sale, at fair value (amortized cost: 2012 - \$19,083,027; 2011 - \$16,980,279)	\$20,955,231	\$18,464,109
Held for investment, at amortized cost (fair value: 2012 - \$988,361; 2011 - \$2,644,422)	1,000,024	2,644,206
Equity securities, available for sale, at fair value (cost: 2012 - \$53,397; 2011 - \$58,438)	61,441	62,845
Mortgage loans on real estate	2,732,093	2,823,047
Derivative instruments	476,699	273,314
Other investments	201,757	115,930
Total investments	25,427,245	24,383,451
Cash and cash equivalents	1,407,830	404,952
Coinsurance deposits	2,895,212	2,818,642
Accrued investment income	244,644	228,937
Deferred policy acquisition costs	1,677,770	1,683,857
Deferred sales inducements	1,253,583	1,242,787
Deferred income taxes	—	21,981
Income taxes recoverable	11,934	8,441
Other assets	215,384	81,671
Total assets	\$33,133,602	\$30,874,719
Liabilities and Stockholders' Equity		
Liabilities:		
Policy benefit reserves	\$29,896,751	\$28,118,716
Other policy funds and contract claims	434,142	400,594
Notes payable	303,595	297,608
Subordinated debentures	256,122	268,593
Deferred income taxes	29,808	—
Other liabilities	635,533	380,529
Total liabilities	31,555,951	29,466,040
Stockholders' equity:		
Preferred stock, no par value, 2,000,000 shares authorized, 2012 and 2011 no shares issued and outstanding	—	—
Common stock, par value \$1 per share, 125,000,000 shares authorized; issued and outstanding:	60,209	57,837

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2012 - 60,208,754 shares (excluding 5,124,749 treasury shares); 2011 - 57,836,540 shares (excluding 5,616,595 treasury shares)		
Additional paid-in capital	482,563	468,281
Unallocated common stock held by ESOP; 2012 - 294,770 shares; 2011 - 336,093 shares	(3,175	) (3,620 )
Accumulated other comprehensive income	579,872	457,229
Retained earnings	458,182	428,952
Total stockholders' equity	1,577,651	1,408,679
Total liabilities and stockholders' equity	\$33,133,602	\$30,874,719
See accompanying notes to unaudited consolidated financial statements.		

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AMERICAN EQUITY INVESTMENT LIFE HOLDING COMPANY AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF OPERATIONS

(Dollars in thousands, except per share data)

(Unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
<b>Revenues:</b>				
Traditional life insurance premiums	\$3,248	\$3,289	\$6,470	\$6,205
Annuity product charges	21,908	19,892	41,301	36,854
Net investment income	320,259	296,878	647,169	589,006
Change in fair value of derivatives	(150,847 )	(22,029 )	108,314	126,624
Net realized losses on investments, excluding other than temporary impairment ("OTTI") losses	(611 )	(854 )	(6,687 )	(2,047 )
<b>OTTI losses on investments:</b>				
Total OTTI losses	(375 )	(113 )	(2,156 )	(5,213 )
Portion of OTTI losses recognized from other comprehensive income	(603 )	(2,116 )	(1,703 )	(3,587 )
Net OTTI losses recognized in operations	(978 )	(2,229 )	(3,859 )	(8,800 )
Total revenues	192,979	294,947	792,708	747,842
<b>Benefits and expenses:</b>				
Insurance policy benefits and change in future policy benefits	2,250	2,499	4,367	4,394
Interest sensitive and index product benefits	142,733	238,420	281,856	398,085
Amortization of deferred sales inducements	25,940	20,265	42,650	50,957
Change in fair value of embedded derivatives	(80,989 )	(60,963 )	278,077	67,340
Interest expense on notes payable	7,072	7,832	14,067	15,739
Interest expense on subordinated debentures	3,563	3,481	7,149	6,947
Interest expense on amounts due under repurchase agreements	—	1	—	5
Amortization of deferred policy acquisition costs	44,848	38,862	79,132	94,085
Other operating costs and expenses	18,902	16,634	40,615	34,108
Total benefits and expenses	164,319	267,031	747,913	671,660
Income before income taxes	28,660	27,916	44,795	76,182
Income tax expense	9,901	9,642	15,565	26,565
Net income	\$18,759	\$18,274	\$29,230	\$49,617
<b>Earnings per common share</b>				
Earnings per common share	\$0.31	\$0.31	\$0.49	\$0.84
Earnings per common share - assuming dilution	\$0.30	\$0.28	\$0.46	\$0.77
<b>Weighted average common shares outstanding (in thousands):</b>				
Earnings per common share	59,943	59,504	59,822	59,344
Earnings per common share - assuming dilution	64,254	65,530	64,230	65,437
See accompanying notes to unaudited consolidated financial statements.				

AMERICAN EQUITY INVESTMENT LIFE HOLDING COMPANY AND SUBSIDIARIES  
 CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(Dollars in thousands)

(Unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
Net income	\$ 18,759	\$ 18,274	29,230	49,617
Other comprehensive income:				
Change in net unrealized investment gains/losses (1)	263,366	85,149	188,391	62,596
Noncredit component of OTTI losses (1)	(99	) 855	290	1,499
Other comprehensive income before income tax	263,267	86,004	188,681	64,095
Income tax effect related to other comprehensive income	(92,142	) (30,101	) (66,038	) (22,433
Other comprehensive income	171,125	55,903	122,643	41,662
Comprehensive income	\$ 189,884	\$ 74,177	\$ 151,873	\$ 91,279

(1) Net of related adjustments to amortization of deferred sales inducements and deferred policy acquisition costs. See accompanying notes to unaudited consolidated financial statements.

AMERICAN EQUITY INVESTMENT LIFE HOLDING COMPANY AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY

(Dollars in thousands, except per share data)

(Unaudited)

	Common Stock	Additional Paid-in Capital	Unallocated Common Stock Held by ESOP	Accumulated Other Comprehensive Income	Retained Earnings	Total Stockholders' Equity
Balance at December 31, 2011	\$57,837	\$468,281	\$(3,620 )	\$ 457,229	\$428,952	\$ 1,408,679
Net income for period	—	—	—	—	29,230	29,230
Other comprehensive income	—	—	—	122,643	—	122,643
Conversion of \$12,554 of subordinated debentures	1,550	10,291	—	—	—	11,841
Allocation of 41,323 shares of common stock by ESOP, including excess income tax benefits	—	22	445	—	—	467
Share-based compensation, including excess income tax benefits	—	3,719	—	—	—	3,719
Issuance of 822,390 shares of common stock under compensation plans, including excess income tax benefits	822	250	—	—	—	1,072
Balance at June 30, 2012	\$60,209	\$482,563	\$(3,175 )	\$ 579,872	\$458,182	\$ 1,577,651
Balance at December 31, 2010	\$56,968	\$454,454	\$(4,815 )	\$ 81,820	\$349,620	\$ 938,047
Net income for period	—	—	—	—	49,617	49,617
Other comprehensive income	—	—	—	41,662	—	41,662
Acquisition of 500 shares of common stock	—	(6 )	—	—	—	(6 )
Allocation of 51,189 shares of common stock by ESOP, including excess income tax benefits	—	69	551	—	—	620
Share-based compensation, including excess income tax benefits	—	5,229	—	—	—	5,229
Issuance of 864,129 shares of common stock under compensation plans, including excess income tax benefits	864	3,499	—	—	—	4,363
Balance at June 30, 2011	\$57,832	\$463,245	\$(4,264 )	\$ 123,482	\$399,237	\$ 1,039,532

See accompanying notes to unaudited consolidated financial statements.



AMERICAN EQUITY INVESTMENT LIFE HOLDING COMPANY AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS

(Dollars in thousands)

(Unaudited)

	Six Months Ended June 30,	
	2012	2011
Operating activities		
Net income	\$29,230	\$49,617
Adjustments to reconcile net income to net cash provided by operating activities:		
Interest sensitive and index product benefits	281,856	398,085
Amortization of deferred sales inducements	42,650	50,957
Annuity product charges	(41,301)	(36,854)
Change in fair value of embedded derivatives	278,077	67,340
Increase in traditional life and accident and health insurance reserves	12,652	45,720
Policy acquisition costs deferred	(186,573)	(222,358)
Amortization of deferred policy acquisition costs	79,132	94,085
Provision for depreciation and other amortization	9,150	9,292
Amortization of discounts and premiums on investments	(64,020)	(78,582)
Realized gains/losses on investments and net OTTI losses recognized in operations	10,546	10,847
Change in fair value of derivatives	(108,314)	(127,799)
Deferred income taxes	(14,249)	(64,332)
Share-based compensation	3,024	4,181
Change in accrued investment income	(15,707)	(47,812)
Change in income taxes recoverable/payable	(3,493)	(3,308)
Change in other assets	(10,077)	2,182
Change in other policy funds and contract claims	33,548	95,560
Change in collateral held for derivatives	175,549	12,910
Change in other liabilities	(11,421)	(74,889)
Other	164	703
Net cash provided by operating activities	500,423	185,545
Investing activities		
Sales, maturities, or repayments of investments:		
Fixed maturity securities - available for sale	1,423,179	3,244,966
Fixed maturity securities - held for investment	1,688,329	—
Equity securities - available for sale	5,605	2,958
Mortgage loans on real estate	219,423	86,079
Derivative instruments	110,201	275,473
Other investments	10,362	57
Acquisition of investments:		
Fixed maturity securities - available for sale	(3,542,142)	(3,189,624)
Fixed maturity securities - held for investment	—	(1,279,831)
Mortgage loans on real estate	(152,648)	(296,884)
Derivative instruments	(184,709)	(189,759)
Other investments	(83,811)	(1,660)
Purchases of property, furniture and equipment	(273)	(3,552)
Net cash used in investing activities	(506,484)	(1,351,777)



AMERICAN EQUITY INVESTMENT LIFE HOLDING COMPANY  
CONSOLIDATED STATEMENTS OF CASH FLOWS (Continued)  
(Dollars in thousands)  
(Unaudited)

	Six Months Ended June 30,	
	2012	2011
Financing activities		
Receipts credited to annuity and single premium universal life policyholder account balances	\$1,896,794	\$2,450,646
Coinsurance deposits	(28,630)	(37,196)
Return of annuity policyholder account balances	(848,372)	(898,472)
Financing fees incurred and deferred	—	(1,566)
Acquisition of common stock	—	(6)
Excess tax benefits realized from share-based compensation plans	693	1,117
Proceeds from issuance of common stock	1,062	4,255
Change in checks in excess of cash balance	(12,608)	(828)
Net cash provided by financing activities	1,008,939	1,517,950
Increase in cash and cash equivalents	1,002,878	351,718
Cash and cash equivalents at beginning of period	404,952	597,766
Cash and cash equivalents at end of period	\$1,407,830	\$949,484
Supplemental disclosures of cash flow information		
Cash paid during period for:		
Interest expense	\$14,308	\$15,210
Income taxes	32,650	93,200
Non-cash operating activity:		
Deferral of sales inducements	143,248	189,200
Non-cash investing activity:		
Real estate acquired in satisfaction of mortgage loans	11,985	6,308
Mortgage loan on real estate sold	—	1,215
Non-cash financing activities:		
Conversion of subordinated debentures	12,554	—
See accompanying notes to unaudited consolidated financial statements.		

AMERICAN EQUITY INVESTMENT LIFE HOLDING COMPANY AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

June 30, 2012

(Unaudited)

1. Significant Accounting Policies

Consolidation and Basis of Presentation

The accompanying consolidated financial statements of American Equity Investment Life Holding Company (“we”, “us” or “our”) have been prepared in accordance with U.S. generally accepted accounting principles (“GAAP”) for interim financial information and the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all the information and notes required by GAAP for complete financial statements. The consolidated financial statements reflect all adjustments, consisting only of normal recurring items, which are necessary to present fairly our financial position and results of operations on a basis consistent with the prior audited consolidated financial statements. Operating results for the three and six month periods ended June 30, 2012 are not necessarily indicative of the results that may be expected for the year ended December 31, 2012. All significant intercompany accounts and transactions have been eliminated. The preparation of financial statements requires the use of management estimates. For further information related to a description of areas of judgment and estimates and other information necessary to understand our financial position and results of operations, refer to the audited consolidated financial statements and notes included in our Annual Report on Form 10-K for the year ended December 31, 2011.

During 2011, we discovered a prior period error related to policy benefit reserves for our single premium immediate annuity products. Accordingly, we made an adjustment in the first quarter of 2011 which resulted in a decrease of policy benefit reserves and a decrease in interest sensitive and index product benefits of \$4.2 million. On an after-tax basis, the adjustment resulted in a \$2.7 million increase in net income for the six months ended June 30, 2011.

Adopted Accounting Pronouncements

In October 2010, as a result of a consensus of the Financial Accounting Standards Board (“FASB”) Emerging Issues Task Force (EITF), the FASB issued an accounting standards update (ASU) that modifies the definition of the types of costs incurred that can be capitalized in the acquisition of new and renewal insurance contracts. This guidance defines the costs that qualify for deferral as incremental direct costs that result directly from and are essential to successful contract transactions and would not have been incurred by the insurance entity had the contract transactions not occurred. In addition, it lists certain costs as deferrable as those that are directly related to underwriting, policy issuance and processing, medical and inspection, and sales force contract selling as deferrable, as well as the portion of an employee's total compensation related directly to time spent performing those activities for actual acquired contracts and other costs related directly to those activities that would not have been incurred if the contract had not been acquired. This amendment to current GAAP became effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2011. Other operating costs and expenses for the three and six months ended June 30, 2012, increased \$2.0 million and \$5.0 million, respectively, due to the prospective adoption of this ASU effective January 1, 2012, which decreased net income \$1.3 million and \$3.1 million and decreased diluted earnings per share \$0.02 and \$0.05 for the three and six months ended June 30, 2012, respectively.

In May 2011, the FASB issued an ASU that addresses fair value measurement and disclosure as part of its convergence efforts with the International Accounting Standards Board. The guidance is intended to create common fair value measurement and disclosure requirements in GAAP and International Financial Reporting Standards. This ASU changes the wording used to describe many of the requirements in GAAP for measuring fair value and for disclosing information about fair value measurements. Some changes clarify the FASB's intent about the application of existing fair value measurement requirements. Other amendments change a particular principle or requirement for measuring fair value or for disclosing information about fair value measurements. The disclosure requirements add information about transfers between Level 1 and Level 2 of the fair value hierarchy, information about the sensitivity of a fair value measurement categorized within Level 3 of the fair value hierarchy to changes in unobservable inputs and any interrelationships between those unobservable inputs and the categorization by level of the fair value hierarchy for items that are not measured at fair value in the statement of financial position, but for which the fair

value of such items is required to be disclosed. This ASU became effective for interim and annual periods beginning after December 15, 2011. See note 2 for disclosures regarding fair value measurements.

In June 2011, the FASB issued an ASU that expands the disclosure requirements related to other comprehensive income (loss). A reporting entity is now required to present the total of comprehensive income (loss), the components of net income, and the components of other comprehensive income (loss) either in a single continuous statement of comprehensive income (loss) or in two separate but consecutive statements. Under both choices, the reporting entity is required to present each component of net income along with total net income, each component of other comprehensive income (loss) along with a total for other comprehensive income (loss) and a total amount for comprehensive income (loss). This ASU became effective for interim and annual periods beginning after December 15, 2011. We have adopted this ASU on January 1, 2012.

#### New Accounting Pronouncements

There are no accounting standards updates finalized to become effective in the future that will significantly effect our consolidated financial statements.

### Significant Accounting Policy - Deferred Policy Acquisition Costs

Our accounting policy for deferred policy acquisition costs which follows, has been updated from our Form 10-K for the year ended December 31, 2011 to reflect the adoption of new accounting standards.

To the extent recoverable from future policy revenues and gross profits, certain incremental direct costs that vary with and are directly related to the production of successful new business are not expensed when incurred but instead are capitalized as deferred policy acquisition costs. Deferred policy acquisition costs are subject to loss recognition testing on a quarterly basis or when an event occurs that may warrant loss recognition. Deferred policy acquisition costs consist primarily of commissions and certain costs of policy issuance.

For annuity products, these capitalized costs are being amortized generally in proportion to expected gross profits from investment spreads, including the cost of hedging the fixed indexed annuity obligations, and, to a lesser extent, from product charges and mortality and expense margins. That amortization is adjusted retrospectively through an unlocking process when estimates of current or future gross profits/margins (including the impact of net realized gains on investments and net OTTI losses recognized in operations) to be realized from a group of products are revised. Deferred policy acquisition costs are also adjusted for the change in amortization that would have occurred if available for sale fixed maturity securities and equity securities had been sold at their aggregate fair value at the end of the reporting period and the proceeds reinvested at current yields. The impact of this adjustment is included in accumulated other comprehensive income (loss) within consolidated stockholders' equity, net of applicable taxes.

### 2. Fair Values of Financial Instruments

The following sets forth a comparison of the fair values and carrying amounts of our financial instruments:

	June 30, 2012		December 31, 2011	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
	(Dollars in thousands)			
<b>Assets</b>				
Fixed maturity securities:				
Available for sale	\$20,955,231	\$20,955,231	\$18,464,109	\$18,464,109
Held for investment	1,000,024	988,361	2,644,206	2,644,422
Equity securities, available for sale	61,441	61,441	62,845	62,845
Mortgage loans on real estate	2,732,093	2,989,626	2,823,047	3,030,308
Derivative instruments	476,699	476,699	273,314	273,314
Other investments	163,367	163,243	79,109	76,648
Cash and cash equivalents	1,407,830	1,407,830	404,952	404,952
Coinsurance deposits	2,895,212	2,632,861	2,818,642	2,549,025
Interest rate caps	3,565	3,565	—	—
2015 notes hedges	38,181	38,181	45,593	45,593
<b>Liabilities</b>				
Policy benefit reserves	29,598,728	24,695,555	27,842,770	23,407,540
Single premium immediate annuity (SPIA) benefit reserves	433,335	448,702	397,248	412,998
Notes payable	303,595	398,479	297,608	376,370
Subordinated debentures	256,122	225,710	268,593	233,809
2015 notes embedded derivatives	38,181	38,181	45,593	45,593
Interest rate swaps	3,148	3,148	—	—

Fair value is the price that would be received to sell an asset or paid to transfer a liability (exit price) in an orderly transaction between market participants at the measurement date. The objective of a fair value measurement is to determine that price for each financial instrument at each measurement date. We meet this objective using various methods of valuation that include market, income and cost approaches.



We categorize our financial instruments into three levels of fair value hierarchy based on the priority of inputs used in determining fair value. The hierarchy defines the highest priority inputs (Level 1) as quoted prices in active markets for identical assets or liabilities. The lowest priority inputs (Level 3) are our own assumptions about what a market participant would use in determining fair value such as estimated future cash flows. In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, a financial instrument's level within the fair value hierarchy is based on the lowest level of input that is significant to the fair value measurement. Our assessment of the significance of a particular input to the fair value measurement in its entirety requires judgment and considers factors specific to the financial instrument. We categorize financial assets and liabilities recorded at fair value in the consolidated balance sheets as follows:

Level 1— Quoted prices are available in active markets for identical financial instruments as of the reporting date. We do not adjust the quoted price for these financial instruments, even in situations where we hold a large position and a sale could reasonably impact the quoted price.

Level 2— Quoted prices in active markets for similar financial instruments, quoted prices for identical or similar financial instruments in markets that are not active; and models and other valuation methodologies using inputs other than quoted prices that are observable.

Level 3— Models and other valuation methodologies using significant inputs that are unobservable for financial instruments and include situations where there is little, if any, market activity for the financial instrument. The inputs into the determination of fair value require significant management judgment or estimation. Financial instruments that are included in Level 3 are securities for which no market activity or data exists and for which we used discounted expected future cash flows with our own assumptions about what a market participant would use in determining fair value.

Transfers of securities among the levels occur at times and depend on the type of inputs used to determine fair value of each security, however there were no transfers between levels during the six months ended June 30, 2012.



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Our assets and liabilities which are measured at fair value on a recurring basis as of June 30, 2012 and December 31, 2011 are presented below based on the fair value hierarchy levels:

	Total Fair Value	Quoted Prices in Active Markets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
(Dollars in thousands)				
June 30, 2012				
Assets				
Fixed maturity securities:				
Available for sale:				
United States Government full faith and credit	\$5,214	\$5,214	\$—	\$—
United States Government sponsored agencies	1,704,516	—	1,704,516	—
United States municipalities, states and territories	3,495,557	—	3,495,557	—
Foreign government obligations	46,186	—	46,186	—
Corporate securities	12,418,135	40,979	12,377,156	—
Residential mortgage backed securities	2,524,030	—	2,522,025	2,005
Other asset backed securities	761,593	384	761,209	—
Equity securities, available for sale: finance, insurance and real estate	61,441	42,066	19,375	—
Derivative instruments	476,699	—	476,699	—
Cash and cash equivalents	1,407,830	1,407,830	—	—
Interest rate caps	3,565	—	3,565	—
2015 notes hedges	38,181	—	38,181	—
	\$22,942,947	\$1,496,473	\$21,444,469	\$2,005
Liabilities				
Interest rate swaps	\$3,148	\$—	\$3,148	\$—
2015 notes embedded derivatives	38,181	—	38,181	—
Fixed index annuities - embedded derivatives	2,914,948	—	—	2,914,948
	\$2,956,277	\$—	\$41,329	\$2,914,948
December 31, 2011				
Assets				
Fixed maturity securities:				
Available for sale:				
United States Government full faith and credit	\$4,678	\$4,678	\$—	\$—
United States Government sponsored agencies	1,799,779	—	1,799,779	—
United States municipalities, states and territories	3,333,383	—	3,333,383	—
Foreign government obligations	43,228	—	43,228	—
Corporate securities	10,116,361	58,827	10,057,534	—
Residential mortgage backed securities	2,703,290	—	2,701,192	2,098
Other asset backed securities	463,390	370	463,020	—
Equity securities, available for sale: finance, insurance and real estate	62,845	44,229	18,616	—
Derivative instruments	273,314	—	273,314	—
Cash and cash equivalents	404,952	404,952	—	—
2015 notes hedges	45,593	—	45,593	—
	\$19,250,813	\$513,056	\$18,735,659	\$2,098

Liabilities

2015 notes embedded derivatives	\$45,593	\$—	\$45,593	\$—
Fixed index annuities - embedded derivatives	2,530,496	—	—	2,530,496
	\$2,576,089	\$—	\$45,593	\$2,530,496

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The following methods and assumptions were used in estimating the fair values of financial instruments during the periods presented in these consolidated financial statements.

#### Fixed maturity securities and equity securities

The fair values of fixed maturity securities and equity securities in an active and orderly market are determined by utilizing independent pricing services. The independent pricing services incorporate a variety of observable market data in their valuation techniques, including:

- reported trading prices,
- benchmark yields,
- broker-dealer quotes,
- benchmark securities,
- bids and offers,
- credit ratings,
- relative credit information, and
- other reference data.

The independent pricing services also take into account perceived market movements and sector news, as well as a security's terms and conditions, including any features specific to that issue that may influence risk and marketability. Depending on the security, the priority of the use of observable market inputs may change as some observable market inputs may not be relevant or additional inputs may be necessary.

The independent pricing services provide quoted market prices when available. Quoted prices are not always available due to market inactivity. When quoted market prices are not available, the third parties use yield data and other factors relating to instruments or securities with similar characteristics to determine fair value for securities that are not actively traded. We generally obtain one value from our primary external pricing service. In situations where a price is not available from this service, we may obtain further quotes or prices from additional parties as needed. In addition, for our callable United States Government sponsored agencies we obtain two broker quotes and take the average of two broker prices received. Market indices of similar rated asset class spreads are considered for valuations and broker indications of similar securities are compared. Inputs used by the broker include market information, such as yield data and other factors relating to instruments or securities with similar characteristics. Valuations and quotes obtained from third party commercial pricing services are non-binding and do not represent quotes on which one may execute the disposition of the assets.

We validate external valuations at least quarterly through a combination of procedures that include the evaluation of methodologies used by the pricing services, analytical reviews and performance analysis of the prices against trends, and maintenance of a securities watch list. Additionally, as needed we utilize discounted cash flow models or perform independent valuations on a case-by-case basis of inputs and assumptions similar to those used by the pricing services. Although we do identify differences from time to time as a result of these validation procedures, we did not make any significant adjustments as of June 30, 2012 and December 31, 2011.

#### Mortgage loans on real estate

Mortgage loans on real estate are not measured at fair value on a recurring basis. The fair values of mortgage loans on real estate are calculated using discounted expected cash flows using current competitive market interest rates currently being offered for similar loans. The fair values of impaired mortgage loans on real estate that we have considered to be collateral dependent are based on the fair value of the real estate collateral (based on appraised values) less estimated costs to sell. The inputs utilized to determine fair value of all mortgage loans are unobservable market data (competitive market interest rates and appraised property values); therefore, fair value of mortgage loans falls into Level 3 in the fair value hierarchy.

#### Derivative instruments

The fair values of derivative instruments, primarily call options, are based upon the amount of cash that we will receive to settle each derivative instrument on the reporting date. These amounts are obtained from each of the counterparties using industry accepted valuation models and are adjusted for the nonperformance risk of each counterparty net of any collateral held. Inputs include market volatility and risk free interest rates and are used in income valuation techniques in arriving at a fair value for each option contract. The nonperformance risk for each

counterparty is based upon its credit default swap rate. We have no performance obligations related to the call options purchased to fund our fixed index annuity policy liabilities.

Other investments

None of the financial instruments included in other investments are measured at fair value on a recurring basis. Financial instruments included in other investments are policy loans, an equity method investment and company owned life insurance (COLI). We have not attempted to determine the fair values associated with our policy loans, as we believe any differences between carrying value and the fair values afforded these instruments are immaterial to our consolidated financial position and, accordingly, the cost to provide such disclosure does not justify the benefit to be derived. The fair value of our equity method investment qualifies as a Level 3 fair value and was determined by calculating the present value of future cash flows discounted by a risk free rate, a risk spread and a liquidity discount. The risk spread and liquidity discount are rates determined by our investment professionals and are unobservable market inputs. The fair value of our COLI approximates its cash surrender value. Cash surrender of our COLI is based on the fair value of the underlying assets, whose fair values fall within Level 2 of the fair value hierarchy.

#### Cash and cash equivalents

Amounts reported in the consolidated balance sheets for these instruments are reported at their historical cost which approximates fair value due to the nature of the assets assigned to this category.

#### Interest rate swaps and caps

The fair values of our pay fixed/receive variable interest rate swaps and interest rate caps are obtained from third parties and are determined by discounting expected future cash flows using projected LIBOR rates for the term of the swaps and caps.

#### 2015 notes hedges

The fair value of these call options is determined by a third party who applies market observable data such as our common stock price, its dividend yield and its volatility, as well as the time to expiration of the call options to determine a fair value of the buy side of these options.

#### Policy benefit reserves, coinsurance deposits and SPIA benefit reserves

The fair values of the liabilities under contracts not involving significant mortality or morbidity risks (principally deferred annuities), are stated at the cost we would incur to extinguish the liability (i.e., the cash surrender value) as these contracts are generally issued without an annuitization date. The coinsurance deposits related to the annuity benefit reserves have fair values determined in a similar fashion. For period-certain annuity benefit contracts, the fair value is determined by discounting the benefits at the interest rates currently in effect for newly purchased immediate annuity contracts. We are not required to and have not estimated the fair value of the liabilities under contracts that involve significant mortality or morbidity risks, as these liabilities fall within the definition of insurance contracts that are exceptions from financial instruments that require disclosures of fair value. Policy benefit reserves, coinsurance deposits and SPIA benefit reserves are not measured at fair value on a recurring basis. All of the fair values presented within these categories fall within Level 3 of the fair value hierarchy as most of the inputs are unobservable market data.

#### Notes payable

The fair value of the convertible senior notes is based upon pricing matrices developed by a third party pricing service when quoted market prices are not available and are categorized as Level 2 within the fair value hierarchy. Notes payable are not remeasured at fair value on a recurring basis.

#### Subordinated debentures

Fair values for subordinated debentures are estimated using discounted cash flow calculations based principally on observable inputs including our incremental borrowing rates, which reflect our credit rating, for similar types of borrowings with maturities consistent with those remaining for the debt being valued. These fair values are categorized as Level 2 within the fair value hierarchy. Subordinated debentures are not measured at fair value on a recurring basis.

#### 2015 notes embedded derivatives

The fair value of this embedded derivative is determined by pricing the call options that hedge this potential liability. The terms of the conversion premium are identical to the 2015 notes hedges and the method of determining fair value of the call options is based upon observable market data.

#### Fixed index annuities - embedded derivatives

We estimate the fair value of the embedded derivative component of our fixed index annuity policy benefit reserves at each valuation date by (i) projecting policy contract values and minimum guaranteed contract values over the expected lives of the contracts and (ii) discounting the excess of the projected contract value amounts at the applicable risk free interest rates adjusted for our nonperformance risk related to those liabilities. The projections of policy contract values are based on our best estimate assumptions for future policy growth and future policy decrements. Our best estimate assumptions for future policy growth include assumptions for the expected index credit on the next policy anniversary date which are derived from the fair values of the underlying call options purchased to fund such index credits and the expected costs of annual call options we will purchase in the future to fund index credits beyond the next policy anniversary. The projections of minimum guaranteed contract values include the same best estimate assumptions for policy decrements as were used to project policy contract values.



The following tables provide a reconciliation of the beginning and ending balances for our Level 3 assets and liabilities, which are measured at fair value on a recurring basis using significant unobservable inputs for the three and six months ended June 30, 2012 and 2011:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
	(Dollars in thousands)			
Available for sale securities				
Beginning balance	\$2,027	\$4,301	\$2,098	\$2,702
Principal returned	(52	) (78	) (93	) (266
(Amortization)/accretion of premium/discount	21	(4	) 47	8
Reclassification	—	(1,600	) —	—
Total gains (losses) (realized/unrealized):				
Included in other comprehensive income (loss)	81	104	183	279
Included in operations	(72	) (530	) (230	) (530
Ending balance	\$2,005	\$2,193	\$2,005	\$2,193

The Level 3 assets included in the table above are not material to our financial position, results of operations or cash flows, and it is management's opinion that the sensitivity of the inputs used in determining the fair value of these assets is not material as well.

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
	(Dollars in thousands)			
Fixed index annuities - embedded derivatives				
Beginning balance	\$2,921,037	\$2,242,000	\$2,530,496	\$1,971,383
Premiums less benefits	105,279	251,733	189,505	467,676
Change in unrealized gains, net	(111,368	) (125,200	) 194,947	(70,526
Ending balance	\$2,914,948	\$2,368,533	\$2,914,948	\$2,368,533

Change in unrealized gains, net for each period in our embedded derivatives are included in change in fair value of embedded derivatives in the unaudited consolidated statements of operations.

Certain derivatives embedded in our fixed index annuity contracts are our most significant financial instrument measured at fair value that are categorized as Level 3 in the fair value hierarchy. The contractual obligations for future annual index credits within our fixed index annuity contracts are treated as a "series of embedded derivatives" over the expected life of the applicable contracts. We estimate the fair value of these embedded derivatives at each valuation date by (i) projecting policy contract values and minimum guaranteed contract values over the expected lives of the contracts and (ii) discounting the excess of the projected contract value amounts at the applicable risk free interest rates adjusted for our nonperformance risk related to those liabilities. The projections of policy contract values are based on our best estimate assumptions for future policy growth and future policy decrements. Our best estimate assumptions for future policy growth include assumptions for the expected index credits on the next policy anniversary date which are derived from the fair values of the underlying call options purchased to fund such index credits and the expected costs of annual call options we will purchase in the future to fund index credits beyond the next policy anniversary. The projections of minimum guaranteed contract values include the same best estimate assumptions for policy decrements as were used to project policy contract values.

The most sensitive assumption in determining policy liabilities for fixed index annuities is the rates used to discount the excess projected contract values. As indicated above, the discount rate reflects our nonperformance risk. If the discount rates used to discount the excess projected contract values at June 30, 2012, were to increase by 100 basis points, the fair value of the embedded derivatives would decrease by \$195.5 million recorded through operations as a decrease in the change in fair value of embedded derivatives and there would be a corresponding decrease of \$117.7 million to our combined balance for deferred policy acquisition costs and deferred sales inducements recorded through operations as an increase in amortization of deferred policy acquisition costs and deferred sales inducements. A decrease by 100 basis points in the discount rate used to discount the excess projected contract values would increase

the fair value of the embedded derivatives by \$218.2 million recorded through operations as an increase in the change in fair value of embedded derivatives and increase our combined balance for deferred policy acquisition costs and deferred sales inducements by \$132.1 million recorded through operations as a decrease in amortization of deferred policy acquisition costs and deferred sales inducements.



## 3. Investments

At June 30, 2012 and December 31, 2011, the amortized cost and fair value of fixed maturity securities and equity securities were as follows:

	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
	(Dollars in thousands)			
June 30, 2012				
Fixed maturity securities:				
Available for sale:				
United States Government full faith and credit	\$4,589	\$625	\$—	\$5,214
United States Government sponsored agencies	1,678,765	26,424	(673	) 1,704,516
United States municipalities, states and territories	3,052,875	442,716	(34	) 3,495,557
Foreign government obligations	36,402	9,784	—	46,186
Corporate securities	11,166,677	1,301,788	(50,330	) 12,418,135
Residential mortgage backed securities	2,407,618	170,617	(54,205	) 2,524,030
Other asset backed securities	736,101	29,674	(4,182	) 761,593
	\$19,083,027	\$1,981,628	\$(109,424	) \$20,955,231
Held for investment:				
United States Government sponsored agencies	\$924,015	\$2,507	\$—	\$926,522
Corporate security	76,009	—	(14,170	) 61,839
	\$1,000,024	\$2,507	\$(14,170	) \$988,361
Equity securities, available for sale:				
Finance, insurance, and real estate	\$53,397	\$9,347	\$(1,303	) \$61,441
December 31, 2011				
Fixed maturity securities:				
Available for sale:				
United States Government full faith and credit	\$4,084	\$594	\$—	\$4,678
United States Government sponsored agencies	1,780,401	19,378	—	1,799,779
United States municipalities, states and territories	2,981,699	351,694	(10	) 3,333,383
Foreign government obligations	36,373	6,855	—	43,228
Corporate securities	9,117,173	1,079,422	(80,234	) 10,116,361
Residential mortgage backed securities	2,618,040	157,331	(72,081	) 2,703,290
Other asset backed securities	442,509	26,492	(5,611	) 463,390
	\$16,980,279	\$1,641,766	\$(157,936	) \$18,464,109
Held for investment:				
United States Government sponsored agencies	\$2,568,274	\$16,806	\$—	\$2,585,080
Corporate security	75,932	—	(16,590	) 59,342
	\$2,644,206	\$16,806	\$(16,590	) \$2,644,422
Equity securities, available for sale:				
Finance, insurance, and real estate	\$58,438	\$8,752	\$(4,345	) \$62,845

During the six months ended June 30, 2012 and 2011, we received \$2.8 billion and \$2.9 billion, respectively, in redemption proceeds related to calls of our callable United States Government sponsored agency securities and public and private corporate bonds, of which \$1.7 billion were classified as held for investment for the six months ended June 30, 2012. There were no calls of held for investment securities during the six months ended June 30, 2011. We reinvested the proceeds from these redemptions primarily in United States Government sponsored agencies, corporate securities and other asset backed securities. At June 30, 2012, 33% of our fixed income securities have call features and 1% (\$0.1 billion) were subject to call redemption. Another 14% (\$2.6 billion) will become subject to call

redemption during the next twelve months (principally the last two quarters of 2012 and the second quarter of 2013).

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The amortized cost and fair value of fixed maturity securities at June 30, 2012, by contractual maturity, are shown below. Actual maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties. All of our residential mortgage and other asset backed securities provide for periodic payments throughout their lives and are shown below as separate lines.

	Available for sale		Held for investment	
	Amortized Cost	Fair Value	Amortized Cost	Fair Value
	(Dollars in thousands)			
Due in one year or less	\$47,272	\$48,858	\$—	\$—
Due after one year through five years	590,055	656,408	—	—
Due after five years through ten years	3,449,900	3,741,359	—	—
Due after ten years through twenty years	4,963,113	5,413,578	—	—
Due after twenty years	6,888,968	7,809,405	1,000,024	988,361
	15,939,308	17,669,608	1,000,024	988,361
Residential mortgage backed securities	2,407,618	2,524,030	—	—
Other asset backed securities	736,101	761,593	—	—
	\$19,083,027	\$20,955,231	\$1,000,024	\$988,361

Net unrealized gains on available for sale fixed maturity securities and equity securities reported as a separate component of stockholders' equity were comprised of the following:

	June 30, 2012	December 31, 2011
	(Dollars in thousands)	
Net unrealized gains on available for sale fixed maturity securities and equity securities	\$1,880,248	\$1,488,237
Adjustments for assumed changes in amortization of deferred policy acquisition costs and deferred sales inducements	(1,022,806 )	(819,476 )
Deferred income tax valuation allowance reversal	22,534	22,534
Deferred income tax benefit	(300,104 )	(234,066 )
Net unrealized gains reported as accumulated other comprehensive income	\$579,872	\$457,229

The National Association of Insurance Commissioners (“NAIC”) assigns designations to fixed maturity securities. These designations range from Class 1 (highest quality) to Class 6 (lowest quality). In general, securities are assigned a designation based upon the ratings they are given by the Nationally Recognized Statistical Rating Organizations (“NRSRO’s”). The NAIC designations are utilized by insurers in preparing their annual statutory statements. NAIC Class 1 and 2 designations are considered “investment grade” while NAIC Class 3 through 6 designations are considered “non-investment grade.” Based on the NAIC designations, we had 98% of our fixed maturity portfolio rated investment grade at June 30, 2012 and December 31, 2011.

The following table summarizes the credit quality, as determined by NAIC designation, of our fixed maturity portfolio as of the dates indicated:

NAIC Designation	June 30, 2012		December 31, 2011	
	Amortized Cost	Fair Value	Amortized Cost	Fair Value
	(Dollars in thousands)			
1	\$13,388,910	\$14,799,840	\$14,359,272	\$15,486,571
2	6,282,280	6,758,202	4,894,739	5,272,759
3	371,555	345,380	335,642	315,406
4	31,828	30,224	26,674	23,989
5	5,528	5,783	4,932	5,756
6	2,950	4,163	3,226	4,050
	\$20,083,051	\$21,943,592	\$19,624,485	\$21,108,531



The following tables show our investments' gross unrealized losses and fair value, aggregated by investment category and length of time that individual securities (consisting of 220 and 246 securities, respectively) have been in a continuous unrealized loss position, at June 30, 2012 and December 31, 2011:

	Less than 12 months		12 months or more		Total	Unrealized
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Losses
	(Dollars in thousands)					
June 30, 2012						
Fixed maturity securities:						
Available for sale:						
United States Government sponsored agencies	\$227,829	\$(673)	\$—	\$—	\$227,829	\$(673)
United States municipalities, states and territories	3,973	(34)	—	—	3,973	(34)
Corporate securities:						
Finance, insurance and real estate	202,825	(10,990)	118,952	(12,532)	321,777	(23,522)
Manufacturing, construction and mining	169,512	(4,242)	11,870	(2,006)	181,382	(6,248)
Utilities and related sectors	119,762	(4,005)	61,802	(12,593)	181,564	(16,598)
Wholesale/retail trade	14,226	(763)	9,700	(763)	23,926	(1,526)
Services, media and other	67,231	(456)	18,020	(1,980)	85,251	(2,436)
Residential mortgage backed securities	411,338	(24,615)	367,268	(29,590)	778,606	(54,205)
Other asset backed securities	155,929	(2,120)	25,486	(2,062)	181,415	(4,182)
	\$1,372,625	\$(47,898)	\$613,098	\$(61,526)	\$1,985,723	\$(109,424)
Held for investment:						
Corporate security:						
Insurance	\$—	\$—	\$61,839	\$(14,170)	\$61,839	\$(14,170)
Equity securities, available for sale:						
Finance, insurance and real estate	\$8,922	\$(1,203)	\$7,900	\$(100)	\$16,822	\$(1,303)
December 31, 2011						
Fixed maturity securities:						
Available for sale:						
United States municipalities, states and territories	\$3,535	\$(10)	\$—	\$—	\$3,535	\$(10)
Corporate securities:						
Finance, insurance and real estate	363,909	(36,575)	146,354	(15,611)	510,263	(52,186)
Manufacturing, construction and mining	201,762	(7,131)	29,875	(1,869)	231,637	(9,000)
Utilities and related sectors	174,251	(7,576)	37,778	(6,946)	212,029	(14,522)
Wholesale/retail trade	15,523	(188)	9,275	(1,194)	24,798	(1,382)
Services, media and other	27,688	(249)	17,105	(2,895)	44,793	(3,144)
Residential mortgage backed securities	295,352	(19,920)	709,612	(52,161)	1,004,964	(72,081)
Other asset backed securities	115,542	(2,863)	15,550	(2,748)	131,092	(5,611)
	\$1,197,562	\$(74,512)	\$965,549	\$(83,424)	\$2,163,111	\$(157,936)
Held for investment:						
Corporate security:						
Insurance	\$—	\$—	\$59,342	\$(16,590)	\$59,342	\$(16,590)

Equity securities, available for sale:

Finance, insurance and real estate	\$20,028	\$(3,095 )	\$3,750	\$(1,250 )	\$23,778	\$(4,345 )
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The following is a description of the factors causing the temporary unrealized losses by investment category as of June 30, 2012:

United States Government sponsored agencies and United States municipalities, states and territories: These securities are relatively long in duration, making the value of such securities sensitive to changes in market interest rates. We purchase these securities regularly over time at different interest rates available at time of purchase; thus, some securities carry yields less than those available at June 30, 2012.

Corporate securities: The unrealized losses in these securities are due partially to the timing of purchases in 2011 and a small number of securities seeing their yield spreads widen due to issuer specific news. In addition, the financial sector credit spreads narrowed from year end 2011 but remain wide as the result of continued economic uncertainty and further concerns around the European Union.

Residential mortgage backed securities: At June 30, 2012, we had no exposure to sub-prime residential mortgage backed securities. All of our residential mortgage backed securities are pools of first-lien residential mortgage loans. Substantially all of the securities that we own are in the most senior tranche of the securitization in which they are structured and are not subordinated to any other tranche. Our "Alt-A" residential mortgage backed securities are comprised of 36 securities with a total amortized cost basis of \$405.0 million and a fair value of \$386.5 million. Despite recent improvements in the capital markets, the fair values of RMBS continue at prices below amortized cost. RMBS prices will likely remain below our cost basis until the housing market is able to absorb current and future foreclosures.

Other asset backed securities: The unrealized losses in these securities are predominantly assigned to financial sector capital trust securities which have longer maturity dates and have declined in price due to prolonged stress in the financial sector. Only one security in an unrealized loss position is rated below investment grade.

Equity securities: Equity securities in an unrealized loss position are in the financial sector and have exposure to the economic uncertainty in the European Union and the United States. A majority of these securities have been in an unrealized loss position for 12 months or more and are investment grade perpetual preferred stocks that are absent credit deterioration. A continued difficult investment environment has raised concerns in regard to earnings and dividend stability in many companies which directly affect the values of these securities.

Approximately 74% and 83% of the unrealized losses on fixed maturity securities shown in the above table for June 30, 2012 and December 31, 2011, respectively, are on securities that are rated investment grade, defined as being the highest two NAIC designations. All of the securities with unrealized losses, except one security with a principal amount outstanding of \$4.5 million and an unrealized loss of \$0.4 million, are current with respect to the payment of principal and interest.

Changes in net unrealized gains on investments for the three and six months ended June 30, 2012 and 2011 are as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
	(Dollars in thousands)			
Fixed maturity securities held for investment carried at amortized cost	\$ 1,690	\$ 55,060	\$ 11,879	\$ 29,402
Investments carried at fair value:				
Fixed maturity securities, available for sale	\$ 603,462	\$ 202,827	\$ 388,374	\$ 150,683
Equity securities, available for sale	(787	) 559	3,637	2,640
	602,675	203,386	392,011	153,323
Adjustment for effect on other balance sheet accounts:				
Deferred policy acquisition costs and deferred sales inducements	(339,408	) (117,382	) (203,330	) (89,228
Change in deferred tax valuation allowance	—	—	—	—
Deferred income tax asset	(92,142	) (30,101	) (66,038	) (22,433
	(431,550	) (147,483	) (269,368	) (111,661
Increase in net unrealized gains on investments carried at fair value	\$ 171,125	\$ 55,903	\$ 122,643	\$ 41,662

Proceeds from sales of available for sale securities for the six months ended June 30, 2012 and 2011 were \$165.2 million and \$122.2 million, respectively. Scheduled principal repayments, calls and tenders for available for sale securities for the six months ended June 30, 2012 and 2011 were \$1.4 billion and \$3.1 billion, respectively.

Realized gains and losses on sales are determined on the basis of specific identification of investments based on the trade date. Net realized gains (losses) on investments, excluding net OTTI losses for the three and six months ended June 30, 2012 and 2011 are as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
	(Dollars in thousands)			

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Available for sale fixed maturity securities:

Gross realized gains	\$4,030	\$2,901	\$5,048	\$4,542
Gross realized losses	(59	) (1,423	) (355	) (1,423
	3,971	1,478	4,693	3,119
Equity securities:				
Gross realized gains	—	966	562	966
Other investments:				
Gain (loss) on sale of real estate	1,450	(12	) 2,895	(12
Impairment losses on real estate	(1,669	) —	(2,643	) —
	(219	) (12	) 252	(12
Mortgage loans on real estate:				
Increase in allowance for credit losses	(4,363	) (3,286	) (12,194	) (6,120
	\$(611	) \$(854	) \$(6,687	) \$(2,047



We review and analyze all investments on an ongoing basis for changes in market interest rates and credit deterioration. This review process includes analyzing our ability to recover the amortized cost basis of each investment that has a fair value that is materially lower than its amortized cost and requires a high degree of management judgment and involves uncertainty. The evaluation of securities for other than temporary impairments is a quantitative and qualitative process, which is subject to risks and uncertainties.

We have a policy and process in place to identify securities that could potentially have impairments that are other than temporary. This process involves monitoring market events and other items that could impact issuers. The evaluation includes but is not limited to such factors as:

- the length of time and the extent to which the fair value has been less than amortized cost or cost;
- whether the issuer is current on all payments and all contractual payments have been made as agreed;
- the remaining payment terms and the financial condition and near-term prospects of the issuer;
- the lack of ability to refinance due to liquidity problems in the credit market;
- the fair value of any underlying collateral;
- the existence of any credit protection available;
- our intent to sell and whether it is more likely than not we would be required to sell prior to recovery for debt securities;
- our assessment in the case of equity securities including perpetual preferred stocks with credit deterioration that the security cannot recover to cost in a reasonable period of time;
- our intent and ability to retain equity securities for a period of time sufficient to allow for recovery;
- consideration of rating agency actions; and
- changes in estimated cash flows of residential mortgage and asset backed securities.

We determine whether other than temporary impairment losses should be recognized for debt and equity securities by assessing all facts and circumstances surrounding each security. Where the decline in market value of debt securities is attributable to changes in market interest rates or to factors such as market volatility, liquidity and spread widening, and we anticipate recovery of all contractual or expected cash flows, we do not consider these investments to be other than temporarily impaired because we do not intend to sell these investments and it is not more likely than not we will be required to sell these investments before a recovery of amortized cost, which may be maturity. For equity securities, we recognize an impairment charge in the period in which we do not have the intent and ability to hold the securities until recovery of cost or we determine that the security will not recover to book value within a reasonable period of time. We determine what constitutes a reasonable period of time on a security-by-security basis by considering all the evidence available to us, including the magnitude of any unrealized loss and its duration. In any event, this period does not exceed 18 months from the date of impairment for perpetual preferred securities for which there is evidence of deterioration in credit of the issuer and common equity securities. For perpetual preferred securities absent evidence of a deterioration in credit of the issuer we apply an impairment model, including an anticipated recovery period, similar to a debt security.

Other than temporary impairment losses on equity securities are recognized in operations. If we intend to sell a debt security or if it is more likely than not that we will be required to sell a debt security before recovery of its amortized cost basis, other than temporary impairment has occurred and the difference between amortized cost and fair value will be recognized as a loss in operations.

If we do not intend to sell and it is not more likely than not we will be required to sell the debt security but also do not expect to recover the entire amortized cost basis of the security, an impairment loss would be recognized in operations in the amount of the expected credit loss. We determine the amount of expected credit loss by calculating the present value of the cash flows expected to be collected discounted at each security's acquisition yield based on our consideration of whether the security was of high credit quality at the time of acquisition. The difference between the present value of expected future cash flows and the amortized cost basis of the security is the amount of credit loss recognized in operations. The remaining amount of the other than temporary impairment is recognized in other comprehensive income.

The determination of the credit loss component of a residential mortgage backed security is based on a number of factors. The primary consideration in this evaluation process is the issuer's ability to meet current and future interest and principal payments as contractually stated at time of purchase. Our review of these securities includes an analysis of the cash flow modeling under various default scenarios considering independent third party benchmarks, the seniority of the specific tranche within the structure of the security, the composition of the collateral and the actual default, loss severity and prepayment experience exhibited. With the input of third party assumptions for default projections, loss severity and prepayment expectations, we evaluate the cash flow projections to determine whether the security is performing in accordance with its contractual obligation.

We utilize the models from a leading structured product software specialist serving institutional investors. These models incorporate each security's seniority and cash flow structure. In circumstances where the analysis implies a potential for principal loss at some point in the future, we use the "best estimate" cash flow projection discounted at the security's effective yield at acquisition to determine the amount of our potential credit loss associated with this security. The discounted expected future cash flows equates to our expected recovery value. Any shortfall of the expected recovery when compared to the amortized cost of the security will be recorded as the credit loss component of other than temporary impairment.

The cash flow modeling is performed on a security-by-security basis and incorporates actual cash flows on the residential mortgage backed securities through the current period, as well as the projection of remaining cash flows using a number of assumptions including default rates, prepayment rates and loss severity rates. The default curves we use are tailored to the Prime or Alt-A residential mortgage backed securities that we own, which assume lower default rates and loss severity for Prime securities versus Alt-A securities. These default curves are scaled higher or lower depending on factors such as current underlying mortgage loan performance, rating agency loss projections, loan to value ratios, geographic diversity, as well as other appropriate considerations.

The following table presents the range of significant assumptions used to determine the credit loss component of other than temporary impairments we have recognized on residential mortgage backed securities for the six months ended June 30, 2012 and 2011, which are all senior level tranches within the structure of the securities:

Sector	Vintage	Discount Rate		Default Rate		Loss Severity		
		Min	Max	Min	Max	Min	Max	
Six months ended June 30, 2012								
Prime	2005	6.5	% 7.7	% 9	% 13	% 50	% 50	%
	2006	5.8	% 7.4	% 9	% 19	% 40	% 55	%
	2007	6.2	% 7.3	% 11	% 38	% 40	% 60	%
Alt-A	2005	5.6	% 7.7	% 12	% 27	% 5	% 50	%
	2006	6.0	% 6.0	% 32	% 46	% 55	% 60	%
	2007	6.2	% 7.0	% 31	% 55	% 55	% 60	%
Six months ended June 30, 2011								
Prime	2005	7.7	% 7.7	% 8	% 8	% 50	% 50	%
	2006	7.3	% 7.3	% 9	% 11	% 50	% 55	%
	2007	5.8	% 7.3	% 8	% 30	% 40	% 60	%
Alt-A	2005	6.0	% 7.7	% 13	% 24	% 5	% 55	%
	2006	6.0	% 6.5	% 30	% 33	% 50	% 50	%
	2007	6.2	% 7.4	% 29	% 41	% 50	% 70	%

The determination of the credit loss component of a corporate bond (including redeemable preferred stocks) is based on the underlying financial performance of the issuer and their ability to meet their contractual obligations.

Considerations in our evaluation include, but are not limited to, credit rating changes, financial statement and ratio analysis, changes in management, significant changes in credit spreads, breaches of financial covenants and a review of the economic outlook for the industry and markets in which they trade. In circumstances where an issuer appears unlikely to meet its future obligation, or the security's price decline is deemed other than temporary, an estimate of credit loss is determined. Credit loss is calculated using default probabilities as derived from the credit default swaps markets in conjunction with recovery rates derived from independent third party analysis or a best estimate of credit loss. This credit loss rate is then incorporated into a present value calculation based on an expected principal loss in the future discounted at the yield at the date of purchase and compared to amortized cost to determine the amount of credit loss associated with the security.

In addition, for debt securities which we do not intend to sell and it is not more likely than not we will be required to sell, but our intent changes due to changes or events that could not have been reasonably anticipated, an other than temporary impairment charge is recognized. Once an impairment charge has been recorded, we then continue to review the other than temporarily impaired securities for appropriate valuation on an ongoing basis. Unrealized losses may be recognized in future periods through a charge to earnings, should we later conclude that the decline in fair value below amortized cost is other than temporary pursuant to our accounting policy described above. The use of different methodologies and assumptions to determine the fair value of investments and the timing and amount of impairments may have a material effect on the amounts presented in our consolidated financial statements.

The following table summarizes other than temporary impairments for the three and six months ended June 30, 2012 and 2011, by asset type:

	Number of Securities	Total OTTI Losses	Portion of OTTI Losses Recognized from Other Comprehensive Income	Net OTTI Losses Recognized in Operations
(Dollars in thousands)				
Three months ended June 30, 2012				
Fixed maturity securities, available for sale:				
Residential mortgage backed securities	7	\$(375 )	\$(603 )	\$(978 )
Three months ended June 30, 2011				
Fixed maturity securities, available for sale:				
Residential mortgage backed securities	18	\$(113 )	\$(2,116 )	\$(2,229 )
Six months ended June 30, 2012				
Fixed maturity securities, available for sale:				
Residential mortgage backed securities	22	\$(2,156 )	\$(1,703 )	\$(3,859 )
Six months ended June 30, 2011				
Fixed maturity securities, available for sale:				
Residential mortgage backed securities	29	\$(5,213 )	\$(3,587 )	\$(8,800 )
The cumulative portion of other than temporary impairments determined to be credit losses which have been recognized in operations for debt securities are summarized as follows:				
	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
(Dollars in thousands)				
Cumulative credit loss at beginning of period	\$(121,976 )	\$(102,251 )	\$(119,095 )	\$(96,893 )
Credit losses on securities for which OTTI has not previously been recognized	(47 )	—	(47 )	(789 )
Additional credit losses on securities for which OTTI has previously been recognized	(931 )	(2,229 )	(3,812 )	(8,011 )
Accumulated losses on securities that were disposed of during the period	—	—	—	1,213
Cumulative credit loss at end of period	\$(122,954 )	\$(104,480 )	\$(122,954 )	\$(104,480 )

The following table summarizes the cumulative noncredit portion of OTTI and the change in fair value since recognition of OTTI, both of which were recognized in other comprehensive income, by major type of security, for securities that are part of our investment portfolio at June 30, 2012 and December 31, 2011:

	Amortized Cost	OTTI Recognized in Other Comprehensive Income	Change in Fair Value Since OTTI was Recognized	Fair Value
(Dollars in thousands)				
June 30, 2012				
Fixed maturity securities, available for sale:				
Corporate securities	\$3,401	\$(2,151)	) \$5,636	\$6,886
Residential mortgage backed securities	938,894	(185,423)	) 146,771	900,242
Equity securities, available for sale:				
Finance, insurance and real estate	9,976	—	7,890	17,866
	\$952,271	\$(187,574)	) \$160,297	\$924,994
December 31, 2011				
Fixed maturity securities, available for sale:				
Corporate securities	\$3,347	\$(2,151)	) \$4,818	\$6,014
Residential mortgage backed securities	999,024	(187,126)	) 125,502	937,400
Equity securities, available for sale:				
Finance, insurance and real estate	12,019	—	8,110	20,129
	\$1,014,390	\$(189,277)	) \$138,430	\$963,543

#### 4. Mortgage Loans on Real Estate

Our mortgage loan portfolio totaled \$2.7 billion and \$2.8 billion at June 30, 2012 and December 31, 2011, respectively, with commitments outstanding of \$54.7 million at June 30, 2012.

	June 30, 2012	December 31, 2011
	(Dollars in thousands)	
Principal outstanding	\$2,768,738	\$2,856,011
Loan loss allowance	(36,645	) (32,964
Carrying value	\$2,732,093	\$2,823,047

The portfolio consists of commercial mortgage loans collateralized by the related properties and diversified as to property type, location and loan size. Our mortgage lending policies establish limits on the amount that can be loaned to one borrower and other criteria to attempt to reduce the risk of default. The mortgage loan portfolio is summarized by geographic region and property type as follows:

	June 30, 2012		December 31, 2011		
	Principal Outstanding (Dollars in thousands)	Percent	Principal Outstanding	Percent	
<b>Geographic distribution</b>					
East	\$700,554	25.3	% \$719,231	25.2	%
Middle Atlantic	161,976	5.8	% 169,240	5.9	%
Mountain	406,787	14.7	% 411,054	14.4	%
New England	32,463	1.2	% 36,815	1.3	%
Pacific	321,860	11.6	% 309,693	10.8	%
South Atlantic	500,536	18.1	% 493,764	17.3	%
West North Central	423,036	15.3	% 487,693	17.1	%
West South Central	221,526	8.0	% 228,521	8.0	%
	\$2,768,738	100.0	% \$2,856,011	100.0	%
<b>Property type distribution</b>					
Office	\$703,802	25.4	% \$777,343	27.2	%
Medical Office	153,021	5.5	% 175,580	6.1	%
Retail	657,615	23.7	% 635,916	22.3	%
Industrial/Warehouse	718,964	26.0	% 710,426	24.9	%
Hotel	112,906	4.1	% 139,193	4.9	%
Apartment	190,348	6.9	% 187,548	6.6	%
Mixed use/other	232,082	8.4	% 230,005	8.0	%
	\$2,768,738	100.0	% \$2,856,011	100.0	%

We evaluate our mortgage loan portfolio for the establishment of a loan loss reserve by specific identification of impaired loans and the measurement of an estimated loss for each individual loan identified. A mortgage loan is impaired when it is probable that we will be unable to collect all amounts due according to the contractual terms of the loan agreement. If we determine that the value of any specific mortgage loan is impaired, the carrying amount of the mortgage loan will be reduced to its fair value, based upon the present value of expected future cash flows from the loan discounted at the loan's effective interest rate, or the fair value of the underlying collateral less estimated costs to sell. In addition, we analyze the mortgage loan portfolio for the need of a general loan allowance for probable losses on all other loans. The amount of the general loan allowance is based upon management's evaluation of the collectability of the loan portfolio, historical loss experience, delinquencies, credit concentrations, underwriting standards and national and local economic conditions.

Our financing receivables currently consist of one portfolio segment which is our commercial mortgage loan portfolio. These are mortgage loans with collateral consisting of commercial real estate and borrowers consisting mostly of limited liability partnerships or limited liability corporations. Credit loss experience in our mortgage loan portfolio has been limited to the most recent fiscal years. We experienced our first credit loss from our mortgage loan portfolio in

2009.

Since 2008, we have had a population of mortgage loans that we have been carrying with workout terms (e.g. interest only periods, period of suspended payments, etc.) and a population of mortgage loans that have been in a delinquent status (i.e. more than 60 days past due). It is from this population that we have been recognizing some impairment loss due to nonpayment and eventual satisfaction of the loan by taking ownership of the collateral real estate. In most cases the fair value of the collateral less estimated costs to sell such collateral has been less than the outstanding principal amount of the mortgage loan.

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Our general loan loss allowance as of June 30, 2011 was calculated on the cumulative outstanding principal on loans making up the group of loans currently in workout terms and loans currently more than 60 days past due. We applied a factor to the total outstanding principal of these loans that is calculated as the average specific impairment loss for the most recent 4 quarters divided by the sum of the average of the total outstanding principal of delinquent loans for the most recent 4 quarters and the average of the total outstanding principal of loans in workout for the most recent 4 quarters.

In the fourth quarter of 2011, we modified the calculation for determining our general loan loss allowance. The group of loans that we are now analyzing collectively are those that have a debt service coverage ratio (DSCR) of less than 1.0. The DSCR is calculated by dividing the net operating income of the mortgaged property by the contractual principal and interest payment due for the corresponding period. We developed the loss rates to apply to this group of loans by dividing the specific impairment loss for the most recent 4 quarters by the principal outstanding of the loans with a DSCR of less than 1.0.

The following table presents a rollforward of our specific and general valuation allowances for commercial mortgage loans for the three and six months ended 2012 and 2011:

	Three Months Ended June 30, 2012		Three Months Ended June 30, 2011	
	Specific Allowance	General Allowance	Specific Allowance	General Allowance
	(Dollars in thousands)			
Beginning allowance balance	\$ (29,595 )	\$ (10,300 )	\$ (13,842 )	\$ (3,100 )
Charge-offs	7,613	—	1,001	—
Recoveries	—	—	—	—
Provision for credit losses	(3,463 )	(900 )	(2,186 )	(1,100 )
Ending allowance balance	\$ (25,445 )	\$ (11,200 )	\$ (15,027 )	\$ (4,200 )

  

	Six Months Ended June 30, 2012		Six Months Ended June 30, 2011	
	Specific Allowance	General Allowance	Specific Allowance	General Allowance
	(Dollars in thousands)			
Beginning allowance balance	\$ (23,664 )	\$ (9,300 )	\$ (13,224 )	\$ (3,000 )
Charge-offs	8,513	—	3,117	—
Recoveries	—	—	—	—
Provision for credit losses	(10,294 )	(1,900 )	(4,920 )	(1,200 )
Ending allowance balance	\$ (25,445 )	\$ (11,200 )	\$ (15,027 )	\$ (4,200 )

The specific allowance is a total of credit loss allowances on loans which are individually evaluated for impairment. The general allowance is the group of loans discussed above which are collectively evaluated for impairment. The following table presents the total outstanding principal of loans evaluated for impairment by basis of impairment method:

	June 30, 2012 (Dollars in thousands)	December 31, 2011
Individually evaluated for impairment	\$59,815	\$67,698
Collectively evaluated for impairment	179,122	176,681
Total loans evaluated for impairment	\$238,937	\$244,379

The amount of charge-offs include the amount of allowance that has been established for loans that were satisfied by taking ownership of the collateral. When the property is taken it is recorded at its fair value and the mortgage loan is recorded as fully paid, with any allowance for credit loss that has been established charged off. There could be other situations that develop where we have established a larger specific loan loss allowance than is needed based on increases in the fair value of collateral supporting collateral dependent loans, or improvements in the financial position



of a borrower so that a loan would become reliant on cash flows from debt service instead of dependent upon sale of the collateral. Charge-offs of the allowance would be recognized in those situations as well. We define collateral dependent loans as those mortgage loans for which we will depend on the value of the collateral real estate to satisfy the outstanding principal of the loan. See note 2 for how we determine the value of the collateral real estate.

During the three and six months ended June 30, 2012, four and six mortgage loans, respectively, were satisfied by taking ownership of the real estate serving as collateral compared to two and three mortgage loans, respectively, for the same periods in 2011. The following table summarizes the activity in the real estate owned which was obtained in satisfaction of mortgage loans on real estate:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
	(Dollars in thousands)			
Real estate owned at beginning of period	\$35,824	\$22,790	\$36,821	\$19,122
Real estate acquired in satisfaction of mortgage loans	8,683	2,527	11,985	6,308
Additions	117	16	117	40
Sales	(4,283)	(1,283)	(7,366)	(1,283)
Impairments	(1,669)	—	(2,643)	—
Depreciation	(282)	(140)	(524)	(277)
Real estate owned at end of period	\$38,390	\$23,910	\$38,390	\$23,910

We analyze credit risk of our mortgage loans by analyzing all available evidence on loans that are delinquent and loans that are in a workout period.

	June 30, 2012	December 31, 2011
	(Dollars in thousands)	
Credit Exposure--By Payment Activity		
Performing	\$2,662,205	\$2,743,068
In workout	71,008	67,425
Delinquent	7,244	6,595
Collateral dependent	28,281	38,923
	\$2,768,738	\$2,856,011

Mortgage loans are considered delinquent when they become 60 days past due. When loans become 90 days past due, become collateral dependent or enter a period with no debt service payments required we place them on non-accrual status and discontinue recognizing interest income. If payments are received on a delinquent loan, interest income is recognized to the extent it would have been recognized if normal principal and interest would have been received timely. If payments are received to bring a delinquent loan back to current we will resume accruing interest income on that loan. Outstanding principal of loans in a non-accrual status at June 30, 2012 and December 31, 2011 totaled \$28.3 million and \$45.5 million, respectively.

All of our commercial mortgage loans depend on the cash flow of the borrower to be at a sufficient level to service the principal and interest payments as they come due. In general, cash inflows of the borrowers are generated by collecting monthly rent from tenants occupying space within the borrowers' properties. Our borrowers face collateral risks such as tenants going out of business, tenants struggling to make rent payments as they become due, and tenants canceling leases and moving to other locations. We have a number of loans where the real estate is occupied by a single tenant. The current depressed and somewhat inactive commercial real estate market has resulted in some of our borrowers experiencing both a reduction in cash flow on their mortgage property as well as a reduction in the fair value of the real estate collateral. If these borrowers are unable to replace lost rent revenue and increases in the fair value of their property do not materialize we could potentially incur more losses than what we have allowed for in our specific and general loan loss allowances.

Aging of financing receivables with loans in a "workout" period as of the reporting date considered current if payments are current in accordance with agreed upon terms:

30 - 59 Days	60 - 89 Days	90 Days and Over	Total Past Due	Current	Collateral Dependent Receivables	Total Financing Receivables
(Dollars in thousands)						

Commercial Mortgage

Loans

June 30, 2012	\$—	\$7,244	\$—	\$7,244	\$2,733,213	\$28,281	\$2,768,738
December 31, 2011	\$3,378	\$—	\$6,595	\$9,973	\$2,807,115	\$38,923	\$2,856,011

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Financing receivables summarized in the following table represent all loans that we are either not currently collecting or those we feel it is probable we will not collect all amounts due according to the contractual terms of the loan agreements (all loans that we have worked with the borrower to alleviate short-term cash flow issues, loans delinquent for more than 60 days at the reporting date, loans we have determined to be collateral dependent and loans that we have recorded specific impairments on that we feel may continue to have performance issues).

	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Recorded Investment	Interest Income Recognized
(Dollars in thousands)					
June 30, 2012					
Mortgage loans with an allowance	\$34,370	\$59,815	\$(25,445 )	\$48,445	\$1,332
Mortgage loans with no related allowance	59,541	59,541	—	59,434	1,886
	\$93,911	\$119,356	\$(25,445 )	\$107,879	\$3,218
December 31, 2011					
Mortgage loans with an allowance	\$44,034	\$67,698	\$(23,664 )	\$53,617	\$3,284
Mortgage loans with no related allowance	63,023	63,023	—	60,974	3,509
	\$107,057	\$130,721	\$(23,664 )	\$114,591	\$6,793

The loans that are categorized as "in workout" consist of loans that we have agreed to lower or no mortgage payments for a period of time while the borrowers address cash flow and/or operational issues. The key features of these workouts have been determined on a loan-by-loan basis. Most of these loans are in a period of low cash flow due to tenants vacating their space or tenants requesting rent relief during difficult economic periods. Generally, we have allowed the borrower a six month interest only period and in some cases a twelve month period of interest only. Interest only workout loans are expected to return to their regular debt service payments after the interest only period. Interest only loans that are not fully amortizing will have a larger balance at their balloon date than originally contracted. Fully amortizing loans that are in interest only periods will have larger debt service payments for their remaining term due to lost principal payments during the interest only period. In limited circumstances we have allowed borrowers to pay the principal portion of their loan payment into an escrow account that can be used for capital and tenant improvements for a period of not more than twelve months. In these situations new loan amortization schedules are calculated based on the principal not collected during this twelve month workout period and larger payments are collected for the remaining term of each loan. In all cases, original interest rate and maturity date have not been modified and we have not forgiven any principal amounts.

A Troubled Debt Restructuring ("TDR") is a situation where we have granted a concession to a borrower for economic or legal reasons related to the borrower's financial difficulties that we would not otherwise consider. A mortgage loan that has been granted new terms, including workout terms as described previously, would be considered a TDR if it meets conditions that would indicate a borrower experiencing financial difficulty and the new terms constituting a concession on our part. We analyze all loans that we agree to workout terms and all loans that we have refinanced to determine if they meet the definition of a TDR. We consider the following factors in determining whether or not a borrower is experiencing financial difficulty:

- borrower is in default,
- borrower has declared bankruptcy,
- there is growing concern about the borrower's ability to continue as a going concern,
  - borrower has insufficient cash flows to service debt,
- borrower's inability to obtain funds from other sources, and
- there is a breach of financial covenants by the borrower.

If the borrower is determined to be in financial difficulty, we consider the following conditions to determine if the borrower was granted a concession:

assets used to satisfy debt are less than our recorded investment,  
interest rate is modified,  
maturity date extension at an interest rate less than market rate,  
capitalization of interest,  
delaying principal and/or interest for a period of three months or more, and  
partial forgiveness of the balance or charge-off.

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Mortgage loan workouts, refinances or restructures that are classified as TDR are individually evaluated and measured for impairment. A summary of mortgage loans on commercial real estate with outstanding principal at June 30, 2012 and December 31, 2011 that we determined to be TDR's are as follows:

Geographic Region	Number of TDR's	Principal Balance Outstanding (Dollars in thousands)	Specific Loan Loss Allowance	Net Carrying Amount
June 30, 2012				
East	2	\$6,126	\$(1,963)	) \$4,163
Mountain	10	32,222	(2,193)	) 30,029
South Atlantic	7	18,101	(4,346)	) 13,755
East North Central	1	2,319	(512)	) 1,807
West North Central	2	6,974	(1,300)	) 5,674
	22	\$65,742	\$(10,314)	) \$55,428
December 31, 2011				
East	3	\$8,489	\$(2,115)	) \$6,374
Mountain	10	29,539	(1,637)	) 27,902
South Atlantic	11	28,676	(6,339)	) 22,337
West North Central	1	1,937	(269)	) 1,668
	25	\$68,641	\$(10,360)	) \$58,281

#### 5. Derivative Instruments

We recognize all derivative instruments as assets or liabilities in the consolidated balance sheets at fair value. None of our derivatives qualify for hedge accounting, thus, any change in the fair value of the derivatives is recognized immediately in the consolidated statements of operations. The fair value of our derivative instruments, including derivative instruments embedded in fixed index annuity contracts, presented in the consolidated balance sheets are as follows:

	June 30, 2012 (Dollars in thousands)	December 31, 2011
Assets		
Derivative instruments		
Call options	\$476,699	\$273,314
Other assets		
2015 notes hedges	38,181	45,593
Interest rate caps	3,565	—
	\$518,445	\$318,907
Liabilities		
Policy benefit reserves - annuity products		
Fixed index annuities - embedded derivatives	\$2,914,948	\$2,530,496
Other liabilities		
2015 notes embedded derivatives	38,181	45,593
Interest rate swaps	3,148	—
	\$2,956,277	\$2,576,089

The changes in fair value of derivatives included in the unaudited consolidated statements of operations are as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
	(Dollars in thousands)			
Change in fair value of derivatives:				
Call options	\$ (122,241	) \$ (13,238	) \$ 119,279	\$ 130,214
2015 notes hedges	(24,163	) (8,723	) (7,412	) (3,454
Interest rate swaps	(4,038	) (68	) (3,148	) (136
Interest rate caps	(405	) —	(405	) —
	\$ (150,847	) \$ (22,029	) \$ 108,314	\$ 126,624
Change in fair value of embedded derivatives:				
2015 notes embedded derivatives	\$ (24,163	) \$ (8,723	) \$ (7,412	) \$ (3,454
Fixed index annuities	(56,826	) (52,240	) 285,489	70,794
	\$ (80,989	) \$ (60,963	) \$ 278,077	\$ 67,340

We have fixed index annuity products that guarantee the return of principal to the policyholder and credit interest based on a percentage of the gain in a specified market index. When fixed index annuity deposits are received, a portion of the deposit is used to purchase derivatives consisting of call options on the applicable market indices to fund the index credits due to fixed index annuity policyholders. Substantially all such call options are one year options purchased to match the funding requirements of the underlying policies. The call options are marked to fair value with the change in fair value included as a component of revenues. The change in fair value of derivatives includes the gains or losses recognized at the expiration of the option term or upon early termination and the changes in fair value for open positions. On the respective anniversary dates of the index policies, the index used to compute the annual index credit is reset and we purchase new one-year call options to fund the next annual index credit. We manage the cost of these purchases through the terms of our fixed index annuities, which permit us to change caps, participation rates, and/or asset fees, subject to guaranteed minimums on each policy's anniversary date. By adjusting caps, participation rates, or asset fees, we can generally manage option costs except in cases where the contractual features would prevent further modifications.

Our strategy attempts to mitigate any potential risk of loss under these agreements through a regular monitoring process which evaluates the program's effectiveness. We do not purchase call options that would require payment or collateral to another institution and our call options do not contain counterparty credit-risk-related contingent features. We are exposed to risk of loss in the event of nonperformance by the counterparties and, accordingly, we purchase our option contracts from multiple counterparties and evaluate the creditworthiness of all counterparties prior to purchase of the contracts. All of these options have been purchased from nationally recognized financial institutions with a Standard and Poor's credit rating of A- or higher at the time of purchase and the maximum credit exposure to any single counterparty is subject to concentration limits. We also have credit support agreements that allow us to request the counterparty to provide collateral to us when the fair value of our exposure to the counterparty exceeds specified amounts.

The notional amount and fair value of our call options by counterparty and each counterparty's current credit rating are as follows:

Counterparty	Credit Rating (S&P)	Credit Rating (Moody's)	June 30, 2012		December 31, 2011	
			Notional Amount	Fair Value	Notional Amount	Fair Value
(Dollars in thousands)						
Bank of America	A	A3	\$ 1,421,833	\$ 58,679	\$ 2,340,213	\$ 43,481
Barclays	A+	A2	2,847,540	103,550	2,419,339	60,903
BNP Paribas	AA-	A2	2,106,213	78,442	2,533,301	48,293
Citibank, N.A.	A	A3	1,951,838	39,502	—	—
Credit Suisse	A+	A1	1,181,136	34,057	1,423,802	27,464

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Deutsche Bank	A+	A2	717,035	16,519	384,420	7,697
HSBC	AA-	Aa3	222,902	6,073	348,674	4,557
J.P. Morgan	A+	Aa3	1,249,826	36,080	2,109,019	27,961
Morgan Stanley	A	Baa1	808,375	23,784	244,180	7,375
UBS	A	A2	622	66	39,147	240
Wells Fargo (Wachovia)	AA-	Aa3	1,996,526	79,947	2,227,235	45,343
			\$14,503,846	\$476,699	\$14,069,330	\$273,314

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As of June 30, 2012 and December 31, 2011, we held \$341.0 million and \$165.4 million, respectively, of cash and cash equivalents received from counterparties for derivative collateral, which is included in other liabilities on our consolidated balance sheets. This derivative collateral limits the maximum amount of economic loss due to credit risk that we would incur if parties to the call options failed to perform according to the terms of the contracts to \$136.4 million and \$109.3 million at June 30, 2012 and December 31, 2011, respectively.

The future annual index credits on our fixed index annuities are treated as a "series of embedded derivatives" over the expected life of the applicable contract. We do not purchase call options to fund the index liabilities which may arise after the next policy anniversary date. We must value both the call options and the related forward embedded options in the policies at fair value.

We enter into interest rate swaps and caps to manage interest rate risk associated with the floating rate component on certain of our subordinated debentures. See note 10 in our Annual Report on Form 10-K for the year ended December 31, 2011 for more information on our subordinated debentures. The terms of the interest rate swaps provide that we pay a fixed rate of interest and receive a floating rate of interest. The terms of the interest rate caps limit the three month London Interbank Offered Rate to 2.50%. The interest rate swaps and caps are not effective hedges under accounting guidance for derivative instruments and hedging activities. Therefore, we record the interest rate swaps and caps at fair value and any net cash payments received or paid are included in the change in fair value of derivatives in the unaudited consolidated statements of operations.

Details regarding the interest rate swaps are as follows:

Maturity Date	Notional		Pay		Counterparty	June 30,	December 31,
	Amount	Receive Rate	Rate			2012	2011
						Fair Value	Fair Value
						(Dollars in thousands)	
March 15, 2021	\$85,500	*LIBOR	2.415	%	SunTrust	\$(3,148	) \$—

\* - three month London Interbank Offered Rate

Details regarding the interest rate caps are as follows:

Maturity Date	Notional		Cap		Counterparty	June 30,	December 31,
	Amount	Floating Rate	Rate			2012	2011
						Fair Value	Fair Value
						(Dollars in thousands)	
July 7, 2021	\$40,000	*LIBOR	2.50	%	SunTrust	\$1,796	\$—
July 8, 2021	12,000	*LIBOR	2.50	%	SunTrust	539	—
July 29, 2021	27,000	*LIBOR	2.50	%	SunTrust	1,230	—
	\$79,000					\$3,565	\$—

\* - three month London Interbank Offered Rate

The interest rate swaps have a forward starting date beginning in March 2014 and convert floating rates to fixed rates for seven years. The interest rate caps have a forward starting date beginning in July 2014 and cap our interest rates for seven years. As of June 30, 2012 we held \$0.3 million of cash and cash equivalents received from the counterparty for derivative collateral related to the swaps and caps, which is included in other liabilities on our consolidated balance sheets.

## 6. Notes Payable

The contingent convertible senior notes included in notes payable are accounted for separately as a liability component and an equity component in the consolidated balance sheets. The liability component and equity component are as follows:

June 30, 2012			December 31, 2011		
September	December	December	September	December	December
2015 Notes	2029 Notes	2024 Notes	2015 Notes	2029 Notes	2024 Notes

(Dollars in thousands)

## Notes payable:

Principal amount of liability component	\$200,000	\$115,839	\$28,243	\$200,000	\$115,839	\$28,243
Unamortized discount	(25,494 )	(14,993 )	—	(28,906 )	(17,568 )	—
Net carrying amount of liability component	\$174,506	\$100,846	\$28,243	\$171,094	\$98,271	\$28,243
Additional paid-in capital:						
Carrying amount of equity component		\$15,586	\$22,637		\$15,586	\$22,637
Amount by which the if-converted value exceeds principal	\$—	\$15,781	\$—	\$—	\$8,489	\$—

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The discount is being amortized over the expected lives of the notes, which is December 15, 2014 for the 2029 notes and September 15, 2015 for the 2015 notes, and was December 15, 2011 for the 2024 notes. The effective interest rates during the discount amortization periods are 8.9%, 8.5% and 11.9% on the 2015 notes, the 2024 notes and the 2029 notes, respectively. The interest cost recognized in operations for the convertible notes, inclusive of the coupon and amortization of the discount and debt issue costs, was \$7.1 million and \$14.1 million for the three and six months ended June 30, 2012, respectively, and \$7.8 million and \$15.7 million for the same periods in 2011.

We are required to include the dilutive effect of the 2024 and 2029 notes in our diluted earnings per share calculation. Because these notes include a mandatory cash settlement feature for the principal amount, incremental dilutive shares will only exist when the fair value of our common stock at the end of the reporting period exceeds the conversion price per share of \$14.03 for the 2024 notes and \$9.69 for the 2029 notes. At June 30, 2012 and 2011, the conversion premium of the 2029 notes was dilutive and the effect has been included in diluted earnings per share for the three and six months ended June 30, 2012 and 2011. The 2015 notes and the 2015 notes hedges are excluded from the dilutive effect in our diluted earnings per share calculation as they are currently to be settled only in cash. The 2015 warrants could have a dilutive effect on our earnings per share to the extent that the price of our common stock exceeds the strike price of the 2015 warrants.

In 2011, we entered into a three year \$160 million revolving line of credit agreement with seven banks. The interest rate is floating at a rate based on our election that will be equal to the alternate base rate (as defined in the credit agreement) plus the applicable margin or the adjusted LIBOR rate (as defined in the credit agreement) plus the applicable margin. We also pay a commitment fee on the available unused portion of the credit facility. The applicable margin and commitment fee rate are based on our credit rating and can change throughout the period of the credit facility. Based upon our current credit rating, the applicable margin is 2.00% for alternate base rate borrowings and 3.00% for adjusted LIBOR rate borrowings and the commitment fee is 0.50%. Under this agreement, we are required to maintain a minimum risk-based capital ratio at American Equity Life, a maximum ratio of debt to total capital, a minimum cash coverage ratio, and a minimum level of statutory surplus at American Equity Life. No amounts were outstanding at June 30, 2012 and December 31, 2011.

#### 7. Subordinated Debentures

In May 2012, we issued a notice of mandatory redemption of all of our 8% Convertible Junior Subordinated Debentures (the "Debentures") and American Equity Capital Trust I, the holder of all of the Debentures, issued notices of mandatory redemption of all of its 8% Convertible Trust Preferred Securities and all of its 8% Trust Common Securities. As of June 30, 2012, \$12.4 million principal amount (414,457 shares) of 8% Convertible Trust Preferred Securities were converted into 1,535,025 shares of our common stock. In July 2012, another \$8.2 million (273,870 shares) of 8% Convertible Trust Preferred Securities were converted into 1,014,308 shares of our common stock. The remaining 44,001 shares of these trust preferred securities will be settled in cash of approximately \$1.3 million.

#### 8. Contingencies

We are occasionally involved in litigation, both as a defendant and as a plaintiff. In addition, state regulatory bodies, such as state insurance departments, the SEC, FINRA, the Department of Labor, and other regulatory bodies regularly make inquiries and conduct examinations or investigations concerning our compliance with, among other things, insurance laws, securities laws, the Employee Retirement Income Security Act of 1974, as amended, and laws governing the activities of broker-dealers.

In accordance with applicable accounting guidelines, we establish an accrued liability for litigation and regulatory matters when those matters present loss contingencies that are both probable and estimable. As a litigation or regulatory matter is developing we, in conjunction with outside counsel, evaluate on an ongoing basis whether the matter presents a loss contingency that meets conditions indicating the need for accrual and/or disclosure, and if not the matter will continue to be monitored for further developments. If and when the loss contingency related to litigation or regulatory matters is deemed to be both probable and estimable, we will establish an accrued liability with respect to that matter and will continue to monitor the matter for further developments that may affect the amount of the accrued liability.

In recent years, companies in the life insurance and annuity business have faced litigation, including class action lawsuits, alleging improper product design, improper sales practices and similar claims. We are currently a defendant in a purported class action, McCormack, et al. v. American Equity Investment Life Insurance Company, et al., in the United States District Court for the Central District of California, Western Division and Anagnostis v. American Equity, et al., coordinated in the Central District, entitled, In Re: American Equity Annuity Practices and Sales Litigation, in the United States District Court for the Central District of California, Western Division (complaint filed September 7, 2005) (the "Los Angeles Case"), involving allegations of improper sales practices and similar claims as described below.

The Los Angeles Case is a consolidated action involving several lawsuits filed by individuals, and the individuals are seeking class action status for a national class of purchasers of annuities issued by us; however, no class has yet been certified. The named plaintiffs in this consolidated case are Bernard McCormack, Gust Anagnostis by and through Gary S. Anagnostis and Robert C. Anagnostis, Regina Bush by and through Sharon Schipiour, Lenice Mathews by and through Mary Ann Maclean and George Miller. The allegations generally attack the suitability of sales of deferred annuity products to persons over the age of 65. The plaintiffs seek rescission and injunctive relief including restitution and disgorgement of profits on behalf of all class members under California Business & Professions Code section 17200 et seq. and Racketeer Influenced and Corrupt Organizations Act; compensatory damages for breach of fiduciary duty and aiding and abetting of breach of fiduciary duty; unjust enrichment and constructive trust; and other pecuniary damages under California Civil Code section 1750 and California Welfare & Institutions Codes section 15600 et seq. As previously reported, we participated in mediation sessions with plaintiffs' counsel in 2011 and the first quarter of 2012. In July 2012, we participated in another mediation session where potential settlement terms continued to be discussed. However, due to (i) the fact no class has been certified (ii) the lack of specificity as to legal theories put forth by the plaintiffs, (iii) the lack of specificity of the remedies sought, and (iv) the lack of any basis on which to compute estimated compensatory and/or punitive damages, we generally cannot predict what the outcome of the pending purported class action lawsuit will be, what the timing of the ultimate resolution of

this lawsuit will be, or an estimate and/or range of possible loss related to the pending purported class action lawsuit. In light of the inherent uncertainties involved in the pending purported class action lawsuit, there can be no assurance that such litigation, or any other pending or future litigation, will not have a material adverse effect on our business, financial condition, or results of operations.

#### 9. Earnings Per Share

The following table sets forth the computation of earnings per common share and earnings per common share - assuming dilution:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
(Dollars in thousands, except per share data)				
Numerator:				
Net income - numerator for earnings per common share	\$18,759	\$18,274	\$29,230	\$49,617
Interest on convertible subordinated debentures (net of income tax benefit)	257	258	515	517
Numerator for earnings per common share - assuming dilution	\$19,016	\$18,532	\$29,745	\$50,134
Denominator:				
Weighted average common shares outstanding (1)	59,943,337	59,504,119	59,821,937	59,343,959
Effect of dilutive securities:				
Convertible subordinated debentures	2,637,176	2,727,084	2,678,508	2,727,084
Convertible senior notes	1,158,686	2,612,637	1,158,686	2,612,637
Stock options and deferred compensation agreements	514,429	686,352	570,525	753,272
Denominator for earnings per common share - assuming dilution	64,253,628	65,530,192	64,229,656	65,436,952
Earnings per common share	\$0.31	\$0.31	\$0.49	\$0.84
Earnings per common share - assuming dilution	\$0.30	\$0.28	\$0.46	\$0.77

(1) Weighted average common shares outstanding include shares vested under the NMO Deferred Compensation Plan and exclude unallocated shares held by the ESOP.

Options to purchase shares of our common stock that were outstanding during the respective periods indicated but were not included in the computation of diluted earnings per share because the options' exercise price was greater than the average market price of the common shares are as follows:

Period	Number of Shares	Range of Exercise Prices	
		Minimum	Maximum
Three months ended June 30, 2012	1,502,900	\$11.88	\$14.34
Six months ended June 30, 2012	1,502,900	\$11.88	\$14.34
Three months ended June 30, 2011	1,370,350	\$12.79	\$14.34
Six months ended June 30, 2011	1,370,350	\$12.79	\$14.34

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

Management's discussion and analysis reviews our unaudited consolidated financial position at June 30, 2012, and the unaudited consolidated results of operations for the three month and six month periods ended June 30, 2012 and 2011, and where appropriate, factors that may affect future financial performance. This analysis should be read in conjunction with our unaudited consolidated financial statements and notes thereto appearing elsewhere in this Form 10-Q, and the audited consolidated financial statements, notes thereto and selected consolidated financial data appearing in our Annual Report on Form 10-K for the year ended December 31, 2011.

### Cautionary Statement Regarding Forward-Looking Information

All statements, trend analyses and other information contained in this report and elsewhere (such as in filings by us with the Securities and Exchange Commission ("SEC"), press releases, presentations by us or our management or oral statements) relative to markets for our products and trends in our operations or financial results, as well as other statements including words such as "anticipate", "believe", "plan", "estimate", "expect", "intend", and other similar expressions, constitute forward-looking statements. We caution that these statements may and often do vary from actual results and the differences between these statements and actual results can be material. Accordingly, we cannot assure you that actual results will not differ materially from those expressed or implied by the forward-looking statements. Factors that could contribute to these differences include, among other things:

- general economic conditions and other factors, including prevailing interest rate levels and stock and credit market performance which may affect (among other things) our ability to sell our products, our ability to access capital resources and the costs associated therewith, the fair value of our investments, which could result in impairments and other than temporary impairments, and certain liabilities, and the lapse rate and profitability of policies;

- customer response to new products and marketing initiatives;

- changes in Federal income tax laws and regulations which may affect the relative income tax advantages of our products;

- increasing competition in the sale of annuities;

- regulatory changes or actions, including those relating to regulation of financial services affecting (among other things) bank sales and underwriting of insurance products and regulation of the sale, underwriting and pricing of products; and

- the risk factors or uncertainties listed from time to time in our filings with the SEC.

For a detailed discussion of these and other factors that might affect our performance, see Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2011.

### Overview

We specialize in the sale of individual annuities (primarily deferred annuities) and, to a lesser extent, we also sell life insurance policies. Under U.S. generally accepted accounting principles ("GAAP"), premium collections for deferred annuities are reported as deposit liabilities instead of as revenues. Similarly, cash payments to policyholders are reported as decreases in the liabilities for policyholder account balances and not as expenses. Sources of revenues for products accounted for as deposit liabilities are net investment income, surrender and other charges deducted from the account balances of policyholders, net realized gains (losses) on investments and changes in fair value of derivatives. Components of expenses for products accounted for as deposit liabilities are interest sensitive and index product benefits (primarily interest credited to account balances), changes in fair value of embedded derivatives, amortization of deferred sales inducements and deferred policy acquisition costs, other operating costs and expenses and income taxes.

Annuity deposits by product type collected during the three and six months ended June 30, 2012 and 2011, were as follows:

Product Type	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
	(Dollars in thousands)			
Fixed index annuities:				
Index strategies	\$533,633	\$595,422	\$1,021,760	\$1,374,004
Fixed strategy	281,206	312,161	570,560	669,633

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	814,839	907,583	1,592,320	2,043,637
Fixed rate annuities:				
Single-year rate guaranteed	21,141	34,036	55,628	80,889
Multi-year rate guaranteed	39,232	85,592	160,897	162,639
Single premium immediate annuities	42,137	81,591	87,949	163,481
	102,510	201,219	304,474	407,009
Total before coinsurance ceded	917,349	1,108,802	1,896,794	2,450,646
Coinsurance ceded	32,668	70,331	131,447	136,208
Net after coinsurance ceded	\$884,681	\$1,038,471	\$1,765,347	\$2,314,438

Annuity deposits before coinsurance ceded decreased 17% during the second quarter of 2012 and decreased by 23% during the six months ended June 30, 2012 compared to the same periods in 2011. We attribute this in part to the low interest rate environment which appears to have made prospective policyholders less willing to commit funds to fixed index annuities. We also attribute the decrease in annuity deposits to certain competitors who were more aggressive in their product pricing in the first half of 2012. Recently, some competitors have made pricing adjustments

to their annuity products. The extent to which this will affect our annuity deposits is uncertain. In addition, first half 2011 sales benefited from higher demand in advance of a rate decrease implemented during that period.

Earnings from products accounted for as deposit liabilities are primarily generated from the excess of net investment income earned over the interest credited or the cost of providing index credits to the policyholder, or the "investment spread." Our investment spread is summarized as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
<b>Reported Amounts</b>				
Average yield on invested assets	5.34%	5.78%	5.47%	5.87%
Aggregate cost of money	2.64%	2.73%	2.66%	2.77%
Aggregate investment spread	2.70%	3.05%	2.81%	3.10%
<b>Adjustments</b>				
Investment yield - temporary cash investments	0.27%	0.11%	0.21%	0.08%
Investment yield - additional prepayment income	(0.03)%	—%	(0.05)%	—%
Cost of money effect of (under) over hedging	(0.01)%	0.10%	—%	0.08%
<b>Adjusted Amounts</b>				
Average yield on invested assets	5.58%	5.89%	5.63%	5.95%
Aggregate cost of money	2.63%	2.83%	2.66%	2.85%
Aggregate investment spread	2.95%	3.06%	2.97%	3.10%

The decreases in investment spread for the three and six months ended June 30, 2012 resulted from a decline in the average yield in investments, offset in part by a smaller decline in the average cost of money on our fixed index annuities. The lower cost of money for fixed index annuities during 2012 was due to lower costs of options purchased to fund the annual index credits on fixed index annuities and lower rates for the fixed rate strategy in fixed index annuities. The decrease in the average yield on invested assets was primarily attributable to lower yields on investments purchased in 2011 and the six months ended June 30, 2012. Our investment spread has also been impacted by shortfalls in investment income from excess liquidity resulting from a lag in the reinvestment of proceeds of bonds called for redemption, benefits from additional prepayment and fee income on certain investments and the impact of hedging experience of the annual index credits for index annuities. The impact of excess liquidity and additional prepayment and fee income on net investment income and average yield on invested assets is quantified in Results of Operations - Net investment income.

The cost of money for fixed index annuities and average crediting rates for fixed rate annuities are computed based upon policyholder account balances and do not include the impact of amortization of deferred sales inducements. See Critical Accounting Policies - Deferred Policy Acquisition Costs and Deferred Sales Inducements included in Management's Discussion and Analysis in our Annual Report on Form 10-K for the year ended December 31, 2011. With respect to our fixed index annuities, the cost of money includes the average crediting rate on amounts allocated to the fixed rate strategy, expenses we incur to fund the annual index credits and where applicable, minimum guaranteed interest credited. Proceeds received upon expiration or early termination of call options purchased to fund annual index credits are recorded as part of the change in fair value of derivatives, and are largely offset by an expense for interest credited to annuity policyholder account balances. See Critical Accounting Policies - Policy Liabilities for Fixed Index Annuities and Financial Condition - Derivative Instruments included in Management's Discussion and Analysis in our Annual Report on Form 10-K for the year ended December 31, 2011.

As reported in our previous filings, in response to the continuing low interest rate environment, we implemented reductions of policyholder crediting rates for new annuities and existing annuities in the fourth quarter of 2011. Rates on new sales were reduced 0.40% - 0.50% beginning with applications received after October 7, 2011. Renewal rate adjustments began taking effect on November 15, 2011 and will continue to take effect on the policy anniversary dates over the twelve months following that date. Accordingly, the benefit from the renewal rate reductions did not have a material impact on 2011 spread results. We expect the remaining 2012 spread results to reflect the benefit from these



reductions with an additional 0.15% to 0.20% decline in the aggregate cost of money. However, the anticipated reductions in cost of money may be offset by continued lower yields available on investments including reinvestment of proceeds from calls of the callable bonds in our investment portfolio.

Our profitability depends in large part upon the amount of assets under our management, investment spreads we earn on our policyholder account balances, our ability to manage our investment portfolio to maximize returns and minimize risks such as interest rate changes and defaults or impairment of investments, our ability to manage interest rates credited to policyholders and costs of the options purchased to fund the annual index credits on our fixed index annuities, our ability to manage the costs of acquiring new business (principally commissions to agents and bonuses credited to policyholders) and our ability to manage our operating expenses.

## Results of Operations

### Three and Six Months Ended June 30, 2012 and 2011

Net income was \$18.8 million in the second quarter of 2012 and \$29.2 million for the six months ended June 30, 2012 compared to \$18.3 million and \$49.6 million for the same periods in 2011. The comparability of net income from period to period is primarily impacted by fair value accounting for derivative instruments as presented below in Operating income (a non-GAAP financial measure). Amounts attributable to the fair value accounting for fixed index annuity derivatives and embedded derivatives fluctuate from period to period primarily based upon changes in the fair values of call options purchased to fund the annual index credits for fixed index annuities and changes in the interest rates used to discount the embedded derivative liability. The significant changes in the impact from this item relate primarily to changes in the interest rates used to discount the embedded derivative liabilities.

In general, net income has been positively impacted by the growth in the volume of business in force and the investment spread earned on this business. The average amount of annuity liabilities outstanding (net of annuity liabilities ceded under coinsurance agreements) increased 17% to \$25.5 billion during the second quarter of 2012 and increased 18% to \$25.2 billion for the six months ended June 30, 2012 compared to \$21.9 billion and \$21.3 billion for the same periods in 2011. Our investment spread measured in dollars was \$146.6 million during the second quarter of 2012 and \$301.5 million for the six months ended June 30, 2012 compared to \$143.7 million and \$289.7 million during the same periods in 2011.

Net income was negatively affected by the prospective adoption on January 1, 2012, of an accounting standards update that defines the types of costs that are deferrable with policy acquisition. This resulted in \$2.0 million and \$5.0 million of incurred costs to be expensed as incurred in the three and six months ended June 30, 2012, which under the accounting method in effect for the three and six months ended June 30, 2011, would have been capitalized as deferred policy acquisition costs and amortized in future periods. The after tax effect of this item was a decrease in net income of \$1.3 million and \$3.1 million for the three and six months ended June 30, 2012, respectively.

As discussed in our prior filings and in Note 1 to our unaudited consolidated financial statements in this Form 10-Q, net income for the six months ended June 30, 2011 increased \$2.7 million resulting from the correction of a prior period error.

Operating income (a non-GAAP financial measure) decreased 6% to \$27.4 million in the second quarter of 2012 and decreased 4% to \$57.1 million for the six months ended June 30, 2012 compared to \$29.0 million and \$59.6 million for the same periods in 2011.

In addition to net income, we have consistently utilized operating income, a non-GAAP financial measure commonly used in the life insurance industry, as an economic measure to evaluate our financial performance. Operating income equals net income adjusted to eliminate the impact of net realized gains (losses) on investments, including net other than temporary impairment ("OTTI") losses recognized in operations and fair value changes in derivatives and embedded derivatives. Because these items fluctuate from period to period in a manner unrelated to core operations, we believe measures excluding their impact are useful in analyzing operating trends. We believe the combined presentation and evaluation of operating income together with net income, provides information that may enhance an investor's understanding of our underlying results and profitability.

Operating income is not a substitute for net income determined in accordance with GAAP. The adjustments made to derive operating income are important to understanding our overall results from operations and, if evaluated without proper context, operating income possesses material limitations. As an example, we could produce a low level of net income in a given period, despite strong operating performance, if in that period we generate significant net realized losses from our investment portfolio. We could also produce a high level of net income in a given period, despite poor operating performance, if in that period we generate significant net realized gains from our investment portfolio. As an example of another limitation of operating income, it does not include the decrease in cash flows expected to be collected as a result of credit loss OTTI. Therefore, our management and board of directors also separately review net realized investment gains (losses) and analyses of our net investment income, including impacts related to OTTI write-downs, in connection with their review of our investment portfolio. In addition, our management and board of directors examine net income as part of their review of our overall financial results.

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The adjustments made to net income to arrive at operating income for the three and six months ended June 30, 2012 and 2011 are set forth in the table that follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
	(Dollars in thousands)			
Reconciliation of net income to operating income:				
Net income	\$18,759	\$18,274	\$29,230	\$49,617
Net realized losses and net OTTI losses on investments, net of offsets	861	1,278	4,408	3,750
Net effect of derivatives and embedded derivatives, net of offsets	7,736	9,461	23,478	6,220
Operating income	\$27,356	\$29,013	\$57,116	\$59,587

The amounts disclosed above as reconciling items are net of related adjustments to amortization of deferred sales inducements and deferred policy acquisition costs and income taxes.

Net realized losses on investments and net impairment losses recognized in operations fluctuate from period to period based upon changes in the interest rate and economic environment and the timing of the sale of investments or the recognition of other than temporary impairments.

Annuity product charges (surrender charges assessed against policy withdrawals and fees deducted from policyholder account balances for lifetime income benefit riders) increased 10% to \$21.9 million in the second quarter of 2012 and increased 12% to \$41.3 million for the six months ended June 30, 2012 compared to \$19.9 million and \$36.9 million for the same periods in 2011. These increases were primarily attributable to increases in the amounts of fees assessed for lifetime income benefit riders which were \$9.7 million in the second quarter of 2012 and \$17.4 million for the six months ended June 30, 2012 compared to \$6.9 million and \$10.4 million for the same periods in 2011. The increases in these fees for the three and six months ended June 30, 2012 are attributable to a larger volume of business in force subject to the fee. See Interest sensitive and index product benefits below for corresponding expense recognized on lifetime income benefit riders. Surrender charges decreased by \$0.8 million for the second quarter of 2012 and \$2.6 million for the six months ended June 30, 2012. These decreases were primarily attributable to reductions in withdrawals subject to a surrender charge. Withdrawals from annuity and single premium universal life policies subject to surrender charges were \$88.0 million in the second quarter of 2012 and \$177.8 million for the six months ended June 30, 2012 compared to \$97.7 million and \$202.7 million for the same periods in 2011. The average surrender charge collected on withdrawals subject to a surrender charge was 13.7% in the second quarter of 2012 and 13.3% for the six months ended June 30, 2012 compared to 13.2% and 13.0% for the same periods in 2011. Net investment income increased 8% to \$320.3 million in the second quarter of 2012 and 10%