

HARTFORD FINANCIAL SERVICES GROUP INC/DE  
Form 10-Q/A  
March 01, 2013  
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UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q/A  
Amendment No. 1

(Mark One)

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

For the quarterly period ended September 30, 2012

or

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

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

Commission file number 001-13958

THE HARTFORD FINANCIAL SERVICES GROUP, INC.

(Exact name of registrant as specified in its charter)

Delaware

13-3317783

(State or other jurisdiction of incorporation or organization)

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

One Hartford Plaza, Hartford, Connecticut 06155

(Address of principal executive offices) (Zip Code)

(860) 547-5000

(Registrant's telephone number, including area code)

Indicate by check mark:

Yes No

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

..

• 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 during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

..

• whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions 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

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

As of February 21, 2013, there were outstanding 436,598,310 shares of Common Stock, \$0.01 par value per share, of the registrant.



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EXPLANATORY NOTE

(Dollar amounts in millions, unless otherwise stated)

The Hartford Financial Services Group, Inc. (collectively, "The Hartford", the "Company", "we", or "our") is filing this Amendment No. 1 on Form 10-Q/A to amend and restate in their entirety the following items of our Quarterly Report on Form 10-Q for the three and nine months ended September 30, 2012 as originally filed with the Securities and Exchange Commission on November 1, 2012 (the "Original Form 10-Q"): (i) Item 1 of Part I, "Financial Statements," (ii) Item 2 of Part I, "Management's Discussion and Analysis of Financial Condition and Results of Operations," (iii) Item 4 of Part I, "Controls and Procedures" and (iv) Item 6 of Part II, "Exhibits". We have also updated the signature page, the Deloitte & Touche LLP Letter of Awareness in Exhibit 15.01, the certifications of our Chief Executive Officer and Principal Financial Officer in Exhibits 31.01, 31.02, 32.01 and 32.02, respectively, and our financial statements formatted in Extensible Business Reporting Language (XBRL) in Exhibits 101. No other sections were affected, or have been changed; however for the convenience of the reader, this report on Form 10-Q/A restates in its entirety, as amended, our Original Form 10-Q. This report on Form 10-Q/A is presented as of the filing date of the Original Form 10-Q and does not reflect events occurring after that date, or modify or update disclosures in any way, other than as required to reflect the restatement described below, the change in definition of the non-GAAP measure core earnings to be consistent with the manner in which management assesses the Company's performance and the closing of certain specified transactions as described herein.

On September 27, 2012, the Company announced it had entered into a definitive agreement to sell its Individual Life insurance business to The Prudential Insurance Company of America ("Prudential"), a subsidiary of Prudential Financial, Inc., (the "Transaction") for cash consideration of \$615 consisting primarily of a ceding commission. The sale, which is structured as a reinsurance transaction, closed on January 2, 2013. As part of the agreement, the Company will continue to sell life insurance products and riders during a transition period, and Prudential will assume all expenses and risk for these sales through a reinsurance agreement.

Based on accounting review and validation procedures performed in connection with the financial reporting and close process for the fourth quarter of 2012 and subsequent to the filing of the Original Form 10-Q, the Company identified that the impact of certain reinsurance recoverable balances associated with the Transaction was incorrectly omitted in determining the estimated gain or loss on disposition associated with the Transaction. As a result of such identification, the Company concluded that it would be necessary to recognize an estimated pre-tax reinsurance loss on disposition of \$533 comprised of the impairment of goodwill attributed to the Individual Life business of \$342 and a loss accrual for premium deficiency of \$191, which should have been recorded in the third quarter of 2012. The estimate is subject to change pending final determination of net assets sold, transaction costs, and other adjustments.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.  
 QUARTERLY REPORT ON FORM 10-Q/A  
 FOR THE QUARTERLY PERIOD ENDED SEPTEMBER 30, 2012  
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Forward-Looking Statements

Certain of the statements contained herein are forward-looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as “anticipates,” “intends,” “plans,” “seeks,” “believes,” “estimates,” “expects,” “projects,” and similar references to future performance.

Forward-looking statements are based on our current expectations and assumptions regarding economic, competitive, legislative and other developments. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. They have been made based upon management’s expectations and beliefs concerning future developments and their potential effect upon The Hartford Financial Services Group, Inc. and its subsidiaries (collectively, the “Company” or “The Hartford”). Future developments may not be in line with management’s expectations or may have unanticipated effects. Actual results could differ materially from expectations, depending on the evolution of various factors, including those set forth in Part I, Item 1A, Risk Factors in The Hartford’s 2011 Form 10-K Annual Report; and Part II, Item IA, Risk Factors in The Hartford’s Quarterly Reports on Form 10-Q for the quarters ended March 31, 2012 and June 30, 2012. These important risks and uncertainties include:

challenges related to the Company’s current operating environment, including continuing uncertainty about the strength and speed of the recovery in the United States and other key economies and the impact of governmental stimulus and austerity initiatives, sovereign credit concerns, including the potential consequences associated with recent and further potential downgrades to the credit ratings of debt issued by the United States government or European sovereigns and other adverse developments on financial, commodity and credit markets and consumer spending and investment, including in respect of Europe, and the effect of these events on our returns in our life and property and casualty investment portfolios and our hedging costs associated with our variable annuities business; the risks, challenges and uncertainties associated with our March 21, 2012 announcement that we will focus on our Property and Casualty, Group Benefits and Mutual Fund businesses, place our Individual Annuity business into runoff and pursue sales or other strategic alternatives for the Individual Life, Woodbury Financial Services and Retirement Plans businesses and related implementation plans and goals and objectives, as set forth in our Current Report on Form 8-K dated March 21, 2012;

the success of our initiatives relating to the realignment of our business, including the continuing realignment of our hedge program for our variable annuity business, and plans to improve the profitability and long-term growth prospects of our key divisions, including through opportunistic acquisitions or divestitures or other actions or initiatives, and the impact of regulatory or other constraints on our ability to complete these initiatives and deploy capital among our businesses as and when planned;

market risks associated with our business, including changes in interest rates, credit spreads, equity prices, market volatility and foreign exchange rates, and implied volatility levels, as well as continuing uncertainty in key sectors such as the global real estate market;

the impact on our investment portfolio if our investment portfolio is concentrated in any particular segment of the economy;

volatility in our earnings and potential material changes to our results resulting from our adjustment of our risk management program to emphasize protection of statutory surplus and cash flows;

- the impact on our statutory capital of various factors, including many that are outside the Company’s control, which can in turn affect our credit and financial strength ratings, cost of capital, regulatory compliance and other aspects of our business and results;

risks to our business, financial position, prospects and results associated with negative rating actions or downgrades in the Company’s financial strength and credit ratings or negative rating actions or downgrades relating to our investments;

- the potential for differing interpretations of the methodologies, estimations and assumptions that underlie the valuation of the Company’s financial instruments that could result in changes to investment valuations;

the subjective determinations that underlie the Company’s evaluation of other-than-temporary impairments on available-for-sale securities;

losses due to nonperformance or defaults by others;

- the potential for further acceleration of deferred policy acquisition cost amortization;
- the potential for further impairments of our goodwill or the potential for changes in valuation allowances against deferred tax assets;
- the possible occurrence of terrorist attacks and the Company's ability to contain its exposure, including the effect of the absence or insufficiency of applicable terrorism legislation on coverage;

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- the possibility of unfavorable loss development including with respect to long-tailed exposures;
- the difficulty in predicting the Company's potential exposure for asbestos and environmental claims;
- the possibility of a pandemic, earthquake, or other natural or man-made disaster that may adversely affect our businesses and cost and availability of reinsurance;
- weather and other natural physical events, including the severity and frequency of storms, hail, winter storms, hurricanes and tropical storms, as well as climate change and its potential impact on weather patterns;
- the response of reinsurance companies under reinsurance contracts and the availability, pricing and adequacy of reinsurance to protect the Company against losses;
- actions by our competitors, many of which are larger or have greater financial resources than we do;
- the Company's ability to distribute its products through distribution channels, both current and future;
- the cost and other effects of increased regulation as a result of the enactment of the Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010 (the "Dodd-Frank Act"), which, among other effects, has resulted in the establishment of a newly created Financial Services Oversight Council with the power to designate "systemically important" institutions, will require central clearing of, and/or impose new margin and capital requirements on, derivatives transactions, and created a new "Federal Insurance Office" within the U.S. Department of the Treasury ("Treasury");
- unfavorable judicial or legislative developments;
- the uncertain effects of emerging claim and coverage issues;
- the potential effect of other domestic and foreign regulatory developments, including those that could adversely impact the demand for the Company's products, operating costs and required capital levels, including changes to statutory reserves and/or risk-based capital requirements related to secondary guarantees under universal life and variable annuity products or changes in U.S. federal or other tax laws that affect the relative attractiveness of our investment products;
- regulatory limitations on the ability of the Company and certain of its subsidiaries to declare and pay dividends, including dividends associated with the proceeds from a sale of any of our life businesses;
- the Company's ability to effectively price its property and casualty policies, including its ability to obtain regulatory consents to pricing actions or to non-renewal or withdrawal of certain product lines;
- the Company's ability to maintain the availability of its systems and safeguard the security of its data in the event of a disaster, cyber or other information security incident or other unanticipated event;
- the risk that our framework for managing business risks may not be effective in mitigating material risk and loss to the Company;
- the potential for difficulties arising from outsourcing relationships;
- the impact of potential changes in federal or state tax laws, including changes affecting the availability of the separate account dividend received deduction;
- the impact of potential changes in accounting principles and related financial reporting requirements;
- the Company's ability to protect its intellectual property and defend against claims of infringement; and
- other factors described in such forward-looking statements.

Any forward-looking statement made by the Company in this document speaks only as of the date of the filing of this Form 10-Q. Factors or events that could cause the Company's actual results to differ may emerge from time to time, and it is not possible for the Company to predict all of them. The Company undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise.



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Part I. FINANCIAL INFORMATION

Item 1. Financial Statements

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholders of  
The Hartford Financial Services Group, Inc.  
Hartford, Connecticut

We have reviewed the accompanying condensed consolidated balance sheet of The Hartford Financial Services Group, Inc. and subsidiaries (the "Company") as of September 30, 2012, and the related condensed consolidated statements of operations and comprehensive income for the three-month and nine-month periods ended September 30, 2012 and 2011 and changes in stockholders' equity, and cash flows for the nine-month periods ended September 30, 2012 and 2011. These interim financial statements are the responsibility of the Company's management.

We conducted our reviews in accordance with the standards of the Public Company Accounting Oversight Board (United States). A review of interim financial information consists principally of applying analytical procedures and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with the standards of the Public Company Accounting Oversight Board (United States), the objective of which is the expression of an opinion regarding the financial statements taken as a whole.

Accordingly, we do not express such an opinion.

Based on our reviews, we are not aware of any material modifications that should be made to such condensed consolidated interim financial statements for them to be in conformity with accounting principles generally accepted in the United States of America.

As discussed in Note 18, the accompanying interim financial statements for the three-month and nine-month periods ended September 30, 2012 have been restated to correct an error.

We have previously audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheet of the Company as of December 31, 2011, and the related consolidated statements of operations, comprehensive income, changes in stockholders' equity, and cash flows for the year then ended prior to retrospective adjustment for the adoption of Accounting Standards Update ("ASU") No. 2010-26 Accounting for Costs Associated with Acquiring or Renewing Insurance Contracts, (not presented herein); and in our report dated February 24, 2012 (which report includes an explanatory paragraph relating to the Company's change in its method of accounting and reporting for variable interest entities and embedded credit derivatives as required by accounting guidance adopted in 2010, and for other-than-temporary impairments as required by accounting guidance adopted in 2009), we expressed an unqualified opinion on those consolidated financial statements. We also audited the adjustments described in Note 1 that were applied to retrospectively adjust the December 31, 2011 consolidated balance sheet of the Company (not presented herein). In our opinion, such adjustments are appropriate and have been properly applied to the previously issued consolidated balance sheet in deriving the accompanying retrospectively adjusted condensed consolidated balance sheet as of December 31, 2011.

DELOITTE & TOUCHE LLP

Hartford, Connecticut

November 1, 2012 (March 1, 2013 as to the effects of the restatement discussed in Note 18)

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Condensed Consolidated Statements of Operations

(In millions, except for per share data)	Three Months Ended September 30,		Nine Months Ended September 30,	
	restated (see Note 18) 2012 (Unaudited)	AAAs currently reported (see Note 1) 2011	restated (see Note 18) 2012	AAAs currently reported (see Note 1) 2011
Revenues				
Earned premiums	\$3,401	\$3,518	\$10,243	\$10,582
Fee income	1,118	1,192	3,366	3,620
Net investment income (loss):				
Securities available-for-sale and other	1,030	1,062	3,197	3,274
Equity securities, trading	710	(1,890)	1,889	(1,684)
Total net investment income (loss)	1,740	(828)	5,086	1,590
Net realized capital gains (losses):				
Total other-than-temporary impairment (“OTTI”) losses	(59)	(71)	(201)	(221)
OTTI losses recognized in other comprehensive income (“OCI”)	22	11	37	83
Net OTTI losses recognized in earnings	(37)	(60)	(164)	(138)
Net realized capital gains (losses), excluding net OTTI losses recognized in earnings	156	635	(38)	379
Total net realized capital gains (losses)	119	575	(202)	241
Other revenues	64	63	184	188
Total revenues	6,442	4,520	18,677	16,221
Benefits, losses and expenses				
Benefits, losses and loss adjustment expenses	3,271	4,006	9,930	11,160
Benefits, losses and loss adjustment expenses – returns credited on international variable annuities	710	(1,889)	1,888	(1,683)
Amortization of deferred policy acquisition costs and present value of future profits	566	1,005	1,441	2,047
Insurance operating costs and other expenses	1,275	1,287	3,896	4,093
Loss on extinguishment of debt	—	—	910	—
Reinsurance loss on disposition, including goodwill impairment of \$342	533	—	533	—
Interest expense	109	128	348	384
Total benefits, losses and expenses	6,464	4,537	18,946	16,001
Income (loss) from continuing operations before income taxes	(22)	(17)	(269)	220
Income tax benefit	(37)	(74)	(281)	(289)
Income from continuing operations, net of tax	15	57	12	509
Income (loss) from discontinued operations, net of tax	(2)	3	(4)	85
Net income	\$13	\$60	\$8	\$594
Preferred stock dividends	10	10	31	31

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Net income (loss) available to common shareholders	\$3	\$50	\$(23	) \$563
Income (loss) from continuing operations, net of tax, available to common shareholders per common share				
Basic	\$0.01	\$0.11	\$(0.04	) \$1.07
Diluted	\$0.01	\$0.10	\$(0.04	) \$0.99
Net income (loss) available to common shareholders per common share				
Basic	\$0.01	\$0.11	\$(0.05	) \$1.27
Diluted	\$0.01	\$0.11	\$(0.05	) \$1.17
Cash dividends declared per common share	\$0.10	\$0.10	\$0.30	\$0.30
See Notes to Condensed Consolidated Financial Statements.				

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Condensed Consolidated Statements of Comprehensive Income

(In millions)	Three Months Ended September 30,		Nine Months Ended September 30,	
	restated (see Note 18) 2012 (Unaudited)	As currently reported (see Note 1) 2011	restated (see Note 18) 2012	As currently reported (see Note 1) 2011
Comprehensive Income				
Net income	\$ 13	\$ 60	\$ 8	\$ 594
Other comprehensive income (loss):				
Change in net unrealized gain on securities	882	914	1,870	1,801
Change in OTTI losses recognized in other comprehensive income	35	10	40	11
Change in net gain (loss) on cash-flow hedging instruments	(1	) 154	27	157
Change in foreign currency translation adjustments	88	78	8	104
Change in pension and other postretirement plan adjustments	35	24	99	72
Total other comprehensive income	1,039	1,180	2,044	2,145
Total comprehensive income	\$1,052	\$ 1,240	\$2,052	\$ 2,739
See Notes to Condensed Consolidated Financial Statements.				

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Condensed Consolidated Balance Sheets

(In millions, except for share and per share data)	As restated (See Note 18) September 30, 2012 (Unaudited)	As currently reported (see Note 1) December 31, 2011
Assets		
Investments:		
Fixed maturities, available-for-sale, at fair value (amortized cost of \$80,690 and \$78,978) (includes variable interest entity assets, at fair value, of \$265 and \$153)	\$86,726	\$81,809
Fixed maturities, at fair value using the fair value option (includes variable interest entity assets of \$344 and \$338)	1,355	1,328
Equity securities, trading, at fair value (cost of \$30,454 and \$32,928)	29,980	30,499
Equity securities, available-for-sale, at fair value (cost of \$865 and \$1,056)	878	921
Mortgage loans (net of allowances for loan losses of \$83 and \$102)	6,863	5,728
Policy loans, at outstanding balance	2,000	2,001
Limited partnerships and other alternative investments (includes variable interest entity assets of \$6 and \$7)	3,039	2,532
Other investments	1,540	2,394
Short-term investments (includes variable interest entity assets, at fair value, of \$1 as of September 30, 2012)	4,787	7,736
Total investments	137,168	134,948
Cash	2,705	2,581
Premiums receivable and agents' balances, net	3,646	3,446
Reinsurance recoverables, net	4,726	4,768
Deferred policy acquisition costs and present value of future profits	5,947	6,556
Deferred income taxes, net	1,393	2,131
Goodwill	664	1,006
Property and equipment, net	979	1,029
Other assets	3,124	2,274
Separate account assets	148,369	143,870
Total assets	\$308,721	\$302,609
Liabilities		
Reserve for future policy benefits and unpaid losses and loss adjustment expenses	\$40,992	\$41,016
Other policyholder funds and benefits payable	43,086	45,612
Other policyholder funds and benefits payable – international variable annuities	29,938	30,461
Unearned premiums	5,370	5,222
Short-term debt	320	—
Long-term debt	6,806	6,216
Consumer notes	190	314
Other liabilities (includes variable interest entity liabilities of \$420 and \$471)	10,668	8,412
Separate account liabilities	148,369	143,870
Total liabilities	285,739	281,123
Commitments and Contingencies (Note 9)		
Stockholders' Equity	556	556

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Preferred stock, \$0.01 par value — 50,000,000 shares authorized, 575,000 shares issued, liquidation preference \$1,000 per share		
Common stock, \$0.01 par value — 1,500,000,000 shares authorized, 469,746,638 and 469,750,171 shares issued	5	5
Additional paid-in capital	10,032	10,391
Retained earnings	10,847	11,001
Treasury stock, at cost — 33,680,760 and 27,211,115 shares	(1,753	) (1,718
Accumulated other comprehensive income, net of tax	3,295	1,251
Total stockholders' equity	22,982	21,486
Total liabilities and stockholders' equity	\$308,721	\$302,609
See Notes to Condensed Consolidated Financial Statements.		

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Table of ContentsTHE HARTFORD FINANCIAL SERVICES GROUP, INC.  
Condensed Consolidated Statements of Changes in Stockholders' Equity

(In millions, except for share data)	Nine Months Ended September 30,	
	As restated (see Note 18) 2012	As currently reported (see Note 1) 2011
	(Unaudited)	
Preferred Stock	\$556	\$556
Common Stock	5	5
Additional Paid-in Capital, beginning of period	10,391	10,448
Repurchase of warrants	(300)	) —
Issuance of shares under incentive and stock compensation plans	(58)	) (43)
Tax expense on employee stock options and awards	(1)	) (10)
Additional Paid-in Capital, end of period	10,032	10,395
Retained Earnings, beginning of period	11,001	10,509
Net income	8	594
Dividends on preferred stock	(31)	) (31)
Dividends declared on common stock	(131)	) (134)
Retained Earnings, end of period	10,847	10,938
Treasury Stock, at Cost, beginning of period	(1,718)	) (1,774)
Treasury stock acquired	(149)	) —
Issuance of shares under incentive and stock compensation plans from treasury stock	121	94
Return of shares under incentive and stock compensation plans and other to treasury stock	(7)	) (7)
Treasury Stock, at Cost, end of period	(1,753)	) (1,687)
Accumulated Other Comprehensive Income (Loss), net of tax, beginning of period	1,251	(990)
Total other comprehensive income	2,044	2,145
Accumulated Other Comprehensive Income (Loss), net of tax, end of period	3,295	1,155
Total Stockholders' Equity	\$22,982	\$21,362
Preferred Shares Outstanding (in thousands)	575	575
Common Shares Outstanding, at beginning of period (in thousands)	442,539	444,549
Treasury stock acquired	(8,045)	) —
Issuance of shares under incentive and stock compensation plans	1,905	1,203
Return of shares under incentive and stock compensation plans and other to treasury stock	(333)	) (238)
Common Shares Outstanding, at end of period	436,066	445,514

See Notes to Condensed Consolidated Financial Statements.

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## THE HARTFORD FINANCIAL SERVICES GROUP, INC.

## Condensed Consolidated Statements of Cash Flows

(In millions)	Nine Months Ended September 30,	
	restated (see Note 18) 2012 (Unaudited)	<b>As currently reported</b> (see Note 1) 2011
<b>Operating Activities</b>		
Net income	\$8	\$594
Adjustments to reconcile net income to net cash provided by operating activities		
Amortization of deferred policy acquisition costs and present value of future profits	1,441	2,047
Additions to deferred policy acquisition costs and present value of future profits	(1,251)	(1,271)
Change in reserve for future policy benefits and unpaid losses and loss adjustment expenses and unearned premiums	153	1,309
Change in reinsurance recoverables	(332)	(31)
Change in receivables and other assets	(442)	(452)
Change in payables and accruals	778	(141)
Change in accrued and deferred income taxes	(263)	(449)
Net realized capital losses	202	(360)
Net disbursements from investment contracts related to policyholder funds—international variable annuities	(523)	(2,059)
Net decrease in equity securities, trading	519	2,050
Depreciation and amortization	366	532
Loss on extinguishment of debt	910	—
Reinsurance loss on disposition, including goodwill impairment of \$342	533	—
Other operating activities, net	113	(145)
Net cash provided by operating activities	2,212	1,624
<b>Investing Activities</b>		
Proceeds from the sale/maturity/prepayment of:		
Fixed maturities, available-for-sale	35,928	26,124
Fixed maturities, fair value option	191	40
Equity securities, available-for-sale	213	130
Mortgage loans	332	366
Partnerships	124	151
Payments for the purchase of:		
Fixed maturities, available-for-sale	(34,556)	(26,513)
Fixed maturities, fair value option	(182)	(664)
Equity securities, available-for-sale	(74)	(200)
Mortgage loans	(1,467)	(1,503)
Partnerships	(728)	(594)
Proceeds from business sold	—	278
Derivatives, net	(1,593)	1,603
Change in policy loans, net	1	5
Other investing activities, net	(51)	(119)
Net cash used for investing activities	(1,862)	(896)
<b>Financing Activities</b>		
Deposits and other additions to investment and universal life-type contracts	8,907	8,419



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Withdrawals and other deductions from investment and universal life-type contracts	(18,373	)	(16,123	)
Net transfers from separate accounts related to investment and universal life-type contracts	8,406		7,661	
Repayments at maturity or settlement of consumer notes	(124	)	(33	)
Net increase (decrease) in securities loaned or sold under agreements to repurchase	1,585		—	
Repurchase of warrants	(300	)	—	
Repayment of long-term debt	(2,133	)	—	
Proceeds from the issuance of long-term debt	2,123		—	
Proceeds from net issuance of shares under incentive and stock compensation plans, excess tax benefit and other	10		6	
Treasury stock acquired	(154	)	—	
Dividends paid on preferred stock	(32	)	(32	)
Dividends paid on common stock	(132	)	(107	)
Changes in bank deposits and payments on bank advances	—		(30	)
Net cash provided by (used for) financing activities	(217	)	(239	)
Foreign exchange rate effect on cash	(9	)	38	
Net increase in cash	124		527	
Cash – beginning of period	2,581		2,062	
Cash – end of period	\$2,705		\$2,589	
Supplemental Disclosure of Cash Flow Information				
Income taxes paid (received)	\$(448	)	\$245	
Interest paid	\$314		\$340	
Supplemental Disclosure of Non-Cash Investing Activity				
Conversion of fixed maturities, available-for-sale to equity securities, available-for-sale	\$67		\$—	
See Notes to Condensed Consolidated Financial Statements				

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollar amounts in millions, except for per share data, unless otherwise stated)  
(Unaudited)

1. Basis of Presentation and Accounting Policies

Basis of Presentation

The Hartford Financial Services Group, Inc. is a holding company for insurance and financial services subsidiaries that provide investment products and life and property and casualty insurance to both individual and business customers in the United States (collectively, "The Hartford", the "Company", "we", or "our"). Also, The Hartford continues to administer business previously sold in Japan and the U.K.

The Condensed Consolidated Financial Statements for the three and nine months ended September 30, 2012 and related disclosures in this Amendment No. 1 to the Quarterly Report on Form 10-Q have been restated. For further discussion, see Note 18 - Restatement of Notes to Condensed Consolidated Financial Statements.

On March 21, 2012, the Company announced the completion of its businesses and strategy evaluation. As a result of this review, the Company announced that it will focus on its Property and Casualty, Group Benefits and Mutual Fund businesses, place its existing Individual Annuity business into runoff and pursue sales or other strategic alternatives for the Individual Life and Retirement Plans businesses and Woodbury Financial Services, Inc. ("Woodbury Financial Services", "WFS"), an indirect wholly-owned subsidiary.

On April 26, 2012, the Company announced it had entered into an agreement to sell its U.S. individual annuity new business capabilities to a third party. A purchase and sale agreement was entered into with Forethought Financial Group in mid-June 2012 and the transaction closed on December 31, 2012. Effective May 1, 2012, all new U.S. annuity policies sold by the Company are reinsured to Forethought Life Insurance Company. The Company will cease the sale of such annuity policies and the reinsurance agreement will terminate as to new business in the second quarter of 2013. The reinsurance agreement has no impact on in-force policies issued on or before April 27, 2012.

On July 31, 2012, the Company entered into a definitive agreement to sell Woodbury Financial Services to AIG Advisor Group, Inc. ("AIG Advisor Group"), a subsidiary of American International Group, Inc. The transaction closed on November 30, 2012. The WFS broker-dealer business is included in the Corporate reporting category.

On September 4, 2012, the Company announced it had entered into a definitive agreement to sell its Retirement Plans business to Massachusetts Mutual Life Insurance Company ("MassMutual") for a cash ceding commission of \$400, subject to a downward adjustment at closing of up to \$51 based upon net flows adjusted for retirement plan discontinuances. The sale, which is structured as a reinsurance transaction closed on January 1, 2013. As part of the agreement, the Company will continue to sell retirement plans during a transition period, and MassMutual will assume all expenses and risk for these sales through the reinsurance agreement.

On September 27, 2012, the Company announced it had entered into a definitive agreement to sell its Individual Life insurance business to The Prudential Insurance Company of America ("Prudential"), a subsidiary of Prudential Financial, Inc. for cash consideration of \$615 consisting primarily of a ceding commission. The sale, which is structured as a reinsurance transaction, closed on January 2, 2013. As part of the agreement, the Company will continue to sell life insurance products and riders during a transition period, and Prudential will assume all expenses and risk for these sales through a reinsurance agreement. For further discussion, see Note 18 - Restatement of Notes to Condensed Consolidated Financial Statements.

The Condensed Consolidated Financial Statements have been prepared on the basis of accounting principles generally accepted in the United States of America ("U.S. GAAP"), which differ materially from the accounting practices prescribed by various insurance regulatory authorities. These Condensed Consolidated Financial Statements and Notes should be read in conjunction with the Consolidated Financial Statements and Notes thereto included in The Hartford's 2011 Form 10-K Annual Report. The results of operations for the interim periods should not be considered indicative of the results to be expected for the full year.

The accompanying Condensed Consolidated Financial Statements and Notes as of September 30, 2012, and for the three and nine months ended September 30, 2012 and 2011 are unaudited. These financial statements reflect all adjustments (generally consisting only of normal accruals) which are, in the opinion of management, necessary for the

fair presentation of the financial position, results of operations and cash flows for the interim periods.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 1. Basis of Presentation and Accounting Policies (continued)

On January 1, 2012, the Company retrospectively adopted Accounting Standards Update (“ASU”) No. 2010-26, Financial Services – Insurance (Topic 944): Accounting for Costs Associated with Acquiring or Renewing Insurance Contracts which clarifies the definition of policy acquisition costs that are eligible for deferral. Previously reported financial information has been revised to reflect the effect of the Company’s adoption of this accounting standard. As a result of this accounting change, total stockholders’ equity as of January 1, 2011, decreased by approximately \$1.6 billion, after-tax from \$20.3 billion, as previously reported, to \$18.7 billion due to a reduction of the Company’s deferred acquisition cost asset (“DAC”) balance related to certain costs that do not meet the provisions of the revised standard.

The effect of adoption of this accounting standard on the Company’s Condensed Consolidated Balance Sheet and Condensed Consolidated Statements of Operations was as follows:

	December 31, 2011		
	As previously reported	Effect of change	As currently reported
Deferred policy acquisition costs and present value of future profits	\$8,744	\$(2,188)	) \$6,556
Deferred income taxes, net	\$1,398	\$733	\$2,131
Other liabilities	\$8,443	\$(31)	) \$8,412
Retained earnings	\$12,519	\$(1,518)	) \$11,001
Accumulated other comprehensive income, net of tax	\$1,157	\$94	\$1,251
Total stockholders’ equity	\$22,910	\$(1,424)	) \$21,486
	Three Months Ended September 30, 2011		
	As previously reported	Effect of change	As currently reported
Amortization of deferred policy acquisition costs and present value of future profits	\$1,320	\$(315)	) \$1,005
Insurance operating costs and other expenses	\$1,059	\$228	\$1,287
Income (loss) from continuing operations before income taxes	\$(104)	) \$87	\$(17)
Income tax expense (benefit)	\$(101)	) \$27	\$(74)
Net income	\$—	\$60	\$60
Net income (loss) available to common shareholders	\$(10)	) \$60	\$50
Income (loss) from continuing operations, net of tax, available to common shareholders per common share:			
Basic	\$(0.03)	) \$0.14	\$0.11
Diluted	\$(0.03)	) \$0.13	\$0.10
Net income (loss) available to common shareholders per common share:			
Basic	\$(0.02)	) \$0.13	\$0.11
Diluted	\$(0.02)	) \$0.13	\$0.11

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 1. Basis of Presentation and Accounting Policies (continued)

	Nine Months Ended September 30, 2011		
	As previously reported	Effect of change	As currently reported
Amortization of deferred policy acquisition costs and present value of future profits	\$2,819	\$(772 )	\$2,047
Insurance operating costs and other expenses	\$3,403	\$690	\$4,093
Income from continuing operations before income taxes	\$138	\$82	\$220
Income tax expense (benefit)	\$(312 )	\$23	\$(289 )
Net income	\$535	\$59	\$594
Net income available to common shareholders	\$504	\$59	\$563
Income from continuing operations, net of tax, available to common shareholders per common share:			
Basic	\$0.94	\$0.13	\$1.07
Diluted	\$0.87	\$0.12	\$0.99
Net income available to common shareholders per common share:			
Basic	\$1.13	\$0.14	\$1.27
Diluted	\$1.05	\$0.12	\$1.17

## Consolidation

The Condensed Consolidated Financial Statements include the accounts of The Hartford Financial Services Group, Inc., companies in which the Company directly or indirectly has a controlling financial interest and those variable interest entities (“VIEs”) in which the Company is required to consolidate. Entities in which the Company has significant influence over the operating and financing decisions but are not required to consolidate are reported using the equity method. Material intercompany transactions and balances between The Hartford and its subsidiaries and affiliates have been eliminated. For further discussions on VIEs see Note 5 of the Notes to Condensed Consolidated Financial Statements.

## Discontinued Operations

The results of operations of a component of the Company that either has been disposed of or is classified as held-for-sale are reported in discontinued operations if the operations and cash flows of the component have been or will be eliminated from the ongoing operations of the Company as a result of the disposal transaction and the Company will not have any significant continuing involvement in the operations of the component after the disposal transaction.

The Company is presenting the operations of certain businesses that meet the criteria for reporting as discontinued operations. Amounts for prior periods have been retrospectively reclassified. See Note 12 of the Notes to Condensed Consolidated Financial Statements for information on the specific subsidiaries and related impacts.

## Use of Estimates

The preparation of financial statements, in conformity with U.S. GAAP, requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

The most significant estimates include those used in determining property and casualty insurance product reserves, net of reinsurance; estimated gross profits used in the valuation and amortization of assets and liabilities associated with variable annuity and other universal life-type contracts; evaluation of other-than-temporary impairments on available-for-sale securities and valuation allowances on investments; living benefits required to be fair valued; goodwill impairment; valuation of investments and derivative instruments; pension and other postretirement benefit obligations; valuation allowance on deferred tax assets; and contingencies relating to corporate litigation and

regulatory matters. Certain of these estimates are particularly sensitive to market conditions, and deterioration and/or volatility in the worldwide debt or equity markets could have a material impact on the Condensed Consolidated Financial Statements.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 1. Basis of Presentation and Accounting Policies (continued)

## Mutual Funds

The Company maintains a retail mutual fund operation whereby the Company provides investment management, administrative and distribution services to The Hartford Mutual Funds, Inc. and The Hartford Mutual Funds II, Inc. (collectively, “mutual funds”). These mutual funds are registered with the Securities and Exchange Commission (“SEC”) under the Investment Company Act of 1940. The mutual funds are owned by the shareholders of those funds and not by the Company. As such, the mutual fund assets and liabilities and related investment returns are not reflected in the Company’s Condensed Consolidated Financial Statements since they are not assets, liabilities and operations of the Company.

## Reclassifications

Certain reclassifications have been made to prior year financial information to conform to the current year presentation.

## Significant Accounting Policies

For a description of significant accounting policies, see Note 1 of the Notes to Consolidated Financial Statements included in The Hartford’s 2011 Form 10-K Annual Report, which should be read in conjunction with these accompanying Condensed Consolidated Financial Statements.

## Income Taxes

A reconciliation of the tax provision at the U.S. Federal statutory rate to the provision for income taxes is as follows:

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2012	2011	2012	2011
Tax expense (benefit) at U.S. Federal statutory rate	\$(8 )	\$(6 )	\$(94 )	\$77
Tax-exempt interest	(35 )	(37 )	(106 )	(112 )
Dividends-received deduction	(28 )	(42 )	(91 )	(169 )
Valuation allowance	(3 )	6	(17 )	(83 )
Other	37	5	27	(2 )
Income tax benefit	\$(37 )	\$(74 )	\$(281 )	\$(289 )

The current year separate account dividends-received deduction (“DRD”) is estimated based on information from the prior year-end, adjusted for current year equity market performance and other appropriate factors, including estimated levels of corporate dividend payments and level of policy owner equity account balances. The actual current year DRD can vary from estimates based on, but not limited to, changes in eligible dividends received by the mutual funds, amounts of distribution from these mutual funds, amounts of short-term capital gains at the mutual fund level and the Company’s taxable income before the DRD. The Company evaluates its DRD computations on a quarterly basis.

The Company’s unrecognized tax benefits were unchanged during the three and nine months ended September 30, 2012, remaining at \$48 as of September 30, 2012. This entire amount, if it were recognized, would affect the effective tax rate in the period it is released.

The Internal Revenue Service (“IRS”) routinely audits the Company’s federal income tax returns. Audits have concluded for all years through 2006. The audit of the years 2007—2009 commenced during 2010 and is expected to conclude in 2013. In addition, for the nine months ended September 30, 2011, the Company recorded a tax benefit of \$52 as a result of a resolution of a tax matter with the IRS for the computation of DRD for years 1998, 2000 and 2001.

The Company has recorded a deferred tax asset valuation allowance that is adequate to reduce the total deferred tax asset to an amount that will more likely than not be realized. The deferred tax asset valuation allowance, which related predominantly to foreign net operating losses, was \$67 as of September 30, 2012 and \$84 as of December 31, 2011. In evaluating the need for a valuation allowance, management considers many factors, including: future taxable temporary differences reversals, future taxable income exclusive of reversing temporary differences and

carryforwards, taxable income in open carry back years, and other tax planning strategies. Based on the availability of additional tax planning strategies identified during the nine months ended September 30, 2011, the Company released \$86, or 100%, of the valuation allowance associated with realized capital losses.

For federal income tax purposes, the tax law distinguishes between assets that are treated as ordinary versus capital in nature. The Company's September 30, 2012 \$1.4 billion net deferred tax asset includes \$2.9 billion of assets relating to items treated as ordinary and a \$1.5 billion net deferred tax liability for items classified as capital. The \$1.5 billion for capital items is comprised of \$665 of gross deferred tax assets related to realized capital losses and \$2.1 billion of gross deferred tax liabilities related to net unrealized capital gains.



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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 2. Earnings (Loss) Per Common Share

The following table presents a reconciliation of net income and shares used in calculating basic earnings (loss) per common share to those used in calculating diluted earnings (loss) per common share.

(In millions, except for per share data)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2012	2011	2012	2011
<b>Earnings</b>				
Income (loss) from continuing operations				
Income from continuing operations, net of tax	\$ 15	\$ 57	\$ 12	\$ 509
Less: Preferred stock dividends	10	10	31	31
Income (loss) from continuing operations, net of tax, available to common shareholders	5	47	(19	) 478
Add: Dilutive effect of preferred stock dividends	—	—	—	—
Income (loss) from continuing operations, net of tax, available to common shareholders and assumed conversion of preferred shares	\$ 5	\$ 47	\$(19	) \$478
Income (loss) from discontinued operations, net of tax	\$(2	) \$ 3	\$(4	) \$ 85
Net income (loss)				
Net income	\$ 13	\$ 60	\$ 8	\$ 594
Less: Preferred stock dividends	10	10	31	31
Net income (loss) available to common shareholders	3	50	(23	) 563
Add: Dilutive effect of preferred stock dividends	—	—	—	—
Net income (loss) available to common shareholders and assumed conversion of preferred shares	\$ 3	\$ 50	\$(23	) \$563
<b>Shares</b>				
Weighted average common shares outstanding, basic	435.8	445.3	438.2	445.0
Dilutive effect of warrants	23.8	27.4	—	34.8
Dilutive effect of stock compensation plans	2.1	0.7	—	1.2
Dilutive effect of mandatory convertible preferred shares	—	—	—	—
Weighted average shares outstanding and dilutive potential common shares	461.7	473.4	438.2	481.0
<b>Earnings (loss) per common share</b>				
<b>Basic</b>				
Income (loss) from continuing operations, net of tax, available to common shareholders	\$ 0.01	\$ 0.11	\$(0.04	) \$ 1.07
Income (loss) from discontinued operations, net of tax	—	—	(0.01	) 0.20
Net income (loss) available to common shareholders	\$ 0.01	\$ 0.11	\$(0.05	) \$ 1.27
<b>Diluted</b>				
Income (loss) from continuing operations, net of tax, available to common shareholders	\$ 0.01	\$ 0.10	\$(0.04	) \$ 0.99
Income (loss) from discontinued operations, net of tax	—	0.01	(0.01	) 0.18
Net income (loss) available to common shareholders	\$ 0.01	\$ 0.11	\$(0.05	) \$ 1.17

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

2. Earnings (Loss) Per Common Share (continued)

For the three months ended September 30, 2012, 21.0 million shares for mandatory convertible preferred shares, along with the related dividend adjustment, would have been antidilutive to the earnings per share calculations. Assuming the impact of the mandatory convertible preferred shares was not antidilutive, weighted average common shares outstanding and dilutive potential common shares would have totaled 482.7 million for the three months ended September 30, 2012.

As a result of the losses available to common shareholders for the nine months ended September 30, 2012, the Company was required to use basic weighted average common shares outstanding in the calculation of diluted loss per share, since the inclusion of shares for warrants of 25.1 million, stock compensation plans of 1.9 million and mandatory convertible preferred shares, along with the related dividend adjustment, of 20.9 million, would have been antidilutive to the earnings (loss) per share calculations. In the absence of the losses, weighted average common shares outstanding and dilutive potential common shares would have totaled 486.1 million.

For the three and nine months ended September 30, 2011, 20.7 million and 20.8 million shares, respectively, for mandatory convertible preferred shares, along with the related dividend adjustment, would have been antidilutive to the earnings per share calculations. Assuming the impact of the mandatory convertible preferred shares was not antidilutive, weighted average common shares outstanding and dilutive potential common shares would have totaled 494.1 million and 501.8 million, for the three and nine months ended September 30, 2011, respectively.

The declaration of a quarterly common stock dividend of \$0.10 during the first, second, and third quarters of 2012 triggered a provision in The Hartford's Warrant Agreement with The Bank of New York Mellon, relating to warrants to purchase common stock issued in connection with the Company's participation in the Capital Purchase Program, resulting in an adjustment to the warrant exercise price. The warrant exercise price at September 30, 2012, June 30, 2012, March 31, 2012 and December 31, 2011 was \$9.622 \$9.649, \$9.676 and \$9.699, respectively.

In addition, the declaration of a quarterly common stock dividend in the first quarter of 2012 triggered a provision in The Hartford's Fixed Conversion Rate Agreement, relating to the Company's mandatory convertible preferred stock, resulting in an adjustment to the minimum conversion rate to 29.8831 from 29.536 shares of Common Stock per share of Series F Preferred Stock and the maximum conversion rate to 36.4596 from 36.036 shares of Common Stock per share of Series F Preferred Stock.

On March 30, 2012 the Company entered into an agreement with Allianz and repurchased the outstanding Series B and Series C warrants. As a result, Allianz no longer holds potentially dilutive outstanding warrants. See Note 15 for additional information regarding the warrant repurchase.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

3. Segment Information

The Company is organized into four divisions: Commercial Markets, Consumer Markets, Wealth Management and Runoff Operations and conducts business principally in eight reporting segments, as well as a Corporate category. Starting in the second quarter of 2012, financial results for the former Individual Annuity segment have been reported in the Life Other Operations segment and segment data for prior reporting periods has been adjusted accordingly. The Company's reporting segments as of September 30, 2012 are as follows:

Commercial Markets

Property & Casualty Commercial

Property & Casualty Commercial provides workers' compensation, property, automobile, marine, livestock, liability and umbrella coverages primarily throughout the United States ("U.S."), along with a variety of customized insurance products and risk management services including professional liability, fidelity, surety, and specialty casualty coverages.

Group Benefits

Group Benefits provides employers, associations, affinity groups and financial institutions with group life, accident and disability coverage, along with other products and services, including voluntary benefits, and group retiree health.

Consumer Markets

Consumer Markets provides standard automobile, homeowners and home-based business coverages to individuals across the U.S., including a special program designed exclusively for members of AARP. Consumer Markets also operates a member contact center for health insurance products offered through the AARP Health program.

Wealth Management

Individual Life

Individual Life sells a variety of life insurance products, including variable universal life, universal life, and term life.

Retirement Plans

Retirement Plans provides products and services to corporations pursuant to Section 401(k) of the Internal Revenue Code of 1986, as amended (the "Code"), and products and services to municipalities and not-for-profit organizations under Sections 457 and 403(b) of the Code, collectively referred to as government plans.

Mutual Funds

Mutual Funds offers retail mutual funds, investment-only mutual funds and college savings plans under Section 529 of the Code (collectively referred to as non-proprietary) and proprietary mutual funds supporting insurance products issued by The Hartford.

Runoff Operations

Life Other Operations

Life Other Operations includes the Company's management of certain life operations that have discontinued writing new business encompassing U.S. individual, international (primarily in Japan and Europe) and institutional annuity products and private placement life insurance.

Property & Casualty Other Operations

Property & Casualty Other Operations includes the Company's management of certain property and casualty operations that have discontinued writing new business and substantially all of the Company's asbestos and environmental exposures.

Corporate

The Company includes in the Corporate category the Company's debt financing and related interest expense, as well as other capital raising activities; banking operations; certain fee income and commission expenses associated with sales of non-proprietary products by broker-dealer subsidiaries; and certain purchase accounting adjustments and other charges not allocated to the segments.



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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 3. Segment Information (continued)

## Financial Measures and Other Segment Information

Certain transactions between segments occur during the year that primarily relate to tax settlements, insurance coverage, expense reimbursements, services provided, security transfers and capital contributions. Also, one segment may purchase group annuity contracts from another to fund pension costs and annuities to settle casualty claims. In addition, certain inter-segment transactions occur that relate to interest income on allocated surplus. Consolidated net investment income is unaffected by such transactions.

The following table presents net income (loss) for each reporting segment, as well as the Corporate category.

	Three Months Ended		Nine Months Ended		
	September 30,		September 30,		
Net income (loss)	2012	2011	2012	2011	
Property & Casualty Commercial	\$164	\$53	\$502	\$494	
Group Benefits	30	25	83	77	
Consumer Markets	94	(16	) 152	(80	)
Individual Life	(259	) (9	) (204	) 55	
Retirement Plans	(7	) (23	) 9	9	
Mutual Funds	18	24	56	79	
Life Other Operations	145	105	344	439	
Property & Casualty Other Operations	24	8	36	(135	)
Corporate	(196	) (107	) (970	) (344	)
Net income	\$13	\$60	\$8	\$594	

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 3. Segment Information (continued)

The following table presents revenues by product line for each reporting segment, as well as the Corporate category.

	Three Months Ended September 30,		Nine Months Ended September 30,		
	2012	2011	2012	2011	
Revenues					
Earned premiums, fees, and other considerations					
Property & Casualty Commercial					
Workers' compensation	\$762	\$721	\$2,232	\$2,071	
Property	127	129	378	398	
Automobile	148	146	440	437	
Package business	290	289	871	857	
Liability	142	135	419	404	
Fidelity and surety	53	55	156	164	
Professional liability	60	78	195	237	
Total Property & Casualty Commercial	1,582	1,553	4,691	4,568	
Group Benefits					
Group disability	426	467	1,308	1,460	
Group life and accident	468	501	1,425	1,529	
Other	47	48	146	147	
Total Group Benefits	941	1,016	2,879	3,136	
Consumer Markets					
Automobile	632	649	1,894	1,978	
Homeowners	280	281	831	847	
Total Consumer Markets [1]	912	930	2,725	2,825	
Individual Life					
Variable life	82	122	254	304	
Universal life	112	109	360	324	
Term / Other life	13	13	40	37	
Total Individual Life	207	244	654	665	
Retirement Plans					
401(k)	79	82	244	254	
Government plans	12	11	37	37	
Total Retirement Plans	91	93	281	291	
Mutual Funds					
Non-Proprietary	133	138	403	461	
Proprietary	15	15	44	45	
Total Mutual Funds	148	153	447	506	
Life Other Operations	593	666	1,792	2,050	
Property & Casualty Other Operations	—	—	(2	) —	
Corporate	45	55	142	161	
Total earned premiums, fees, and other considerations	4,519	4,710	13,609	14,202	
Net investment income:					
Securities available-for-sale and other	1,030	1,062	3,197	3,274	
Equity securities, trading	710	(1,890	) 1,889	(1,684	)
Total net investment income (loss)	1,740	(828	) 5,086	1,590	

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Net realized capital gains (losses)	119	575	(202	) 241
Other revenues	64	63	184	188
Total revenues	\$6,442	\$4,520	\$18,677	\$16,221

For the three months ended September 30, 2012 and 2011, AARP members accounted for earned premiums of [1] \$679 and \$687, respectively. For the nine months ended September 30, 2012 and 2011, AARP members accounted for earned premiums of \$2.0 billion and \$2.1 billion, respectively.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

4. Fair Value Measurements

The following financial instruments are carried at fair value in the Company's Condensed Consolidated Financial Statements: fixed maturity and equity securities, available-for-sale ("AFS"), fixed maturities at fair value using fair value option ("FVO"), equity securities, trading, short-term investments, freestanding and embedded derivatives, separate account assets and certain other liabilities.

The following section applies the fair value hierarchy and disclosure requirements for the Company's financial instruments that are carried at fair value. The fair value hierarchy prioritizes the inputs in the valuation techniques used to measure fair value into three broad Levels (Level 1, 2 or 3).

Level 1 Observable inputs that reflect quoted prices for identical assets or liabilities in active markets that the Company has the ability to access at the measurement date. Level 1 securities include highly liquid U.S. Treasuries, money market funds and exchange traded equity securities, open-ended mutual funds reported in separate account assets and derivative securities.

Level 2 Observable inputs, other than quoted prices included in Level 1, for the asset or liability or prices for similar assets and liabilities. Most fixed maturities and preferred stocks, including those reported in separate account assets, are model priced by vendors using observable inputs and are classified within Level 2.

Level 3 Valuations that are derived from techniques in which one or more of the significant inputs are unobservable (including assumptions about risk). Level 3 securities include less liquid securities, guaranteed product embedded and reinsurance derivatives and other complex derivative securities. Because Level 3 fair values, by their nature, contain one or more significant unobservable inputs as there is little or no observable market for these assets and liabilities, considerable judgment is used to determine the Level 3 fair values. Level 3 fair values represent the Company's best estimate of an amount that could be realized in a current market exchange absent actual market exchanges.

In many situations, inputs used to measure the fair value of an asset or liability position may fall into different levels of the fair value hierarchy. In these situations, the Company will determine the level in which the fair value falls based upon the lowest level input that is significant to the determination of the fair value. Transfers of securities among the levels occur at the beginning of the reporting period. As of September 30, 2012, the amount of transfers from Level 1 to Level 2 was \$2.0 billion, which represented previously on-the-run U.S. Treasury securities that are now off-the-run, and there were no transfers from Level 2 to Level 1. In most cases, both observable (e.g., changes in interest rates) and unobservable (e.g., changes in risk assumptions) inputs are used in the determination of fair values that the Company has classified within Level 3. Consequently, these values and the related gains and losses are based upon both observable and unobservable inputs. The Company's fixed maturities included in Level 3 are classified as such because these securities are primarily priced by independent brokers and/or within illiquid markets.



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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

These disclosures provide information as to the extent to which the Company uses fair value to measure financial instruments and information about the inputs used to value those financial instruments to allow users to assess the relative reliability of the measurements. The following tables present assets and (liabilities) carried at fair value by hierarchy level.

	September 30, 2012				
	Total	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
Assets accounted for at fair value on a recurring basis					
Fixed maturities, AFS					
Asset-backed securities ("ABS")	\$2,758	\$—	\$2,443	\$315	
Collateralized debt obligations ("CDOs")	3,072	—	2,142	930	
Commercial mortgage-backed securities ("CMBS")	6,273	—	5,402	871	
Corporate	43,433	—	41,413	2,020	
Foreign government/government agencies	4,216	—	4,166	50	
States, municipalities and political subdivisions ("Municipal")	14,291	—	14,087	204	
Residential mortgage-backed securities ("RMBS")	7,477	—	6,185	1,292	
U.S. Treasuries	5,206	497	4,709	—	
Total fixed maturities	86,726	497	80,547	5,682	
Fixed maturities, FVO	1,355	—	830	525	
Equity securities, trading	29,980	1,946	28,034	—	
Equity securities, AFS	878	334	458	86	
Derivative assets					
Credit derivatives	(11 )	—	(20 )	9	
Equity derivatives	44	—	—	44	
Foreign exchange derivatives	282	—	282	—	
Interest rate derivatives	226	—	260	(34 )	
U.S. guaranteed minimum withdrawal benefit ("GMWB") hedging instruments	192	—	11	181	
U.S. macro hedge program	63	—	—	63	
International program hedging instruments	653	—	457	196	
Other derivative contracts	24	—	(1 )	25	
Total derivative assets [1]	1,473	—	989	484	
Short-term investments	4,787	278	4,509	—	
Reinsurance recoverable for U.S. GMWB	199	—	—	199	
Separate account assets [2]	142,382	102,884	38,119	1,379	
Total assets accounted for at fair value on a recurring basis	\$267,780	\$105,939	\$153,486	\$8,355	
Percentage of level to total	100	% 40	% 57	% 3	%
Liabilities accounted for at fair value on a recurring basis					
Other policyholder funds and benefits payable					

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U.S guaranteed withdrawal benefits	\$ (1,413 )	\$ —	\$ —	\$ (1,413 )
International guaranteed withdrawal benefits	(37 )	—	—	(37 )
International other guaranteed living benefits	1	—	—	1
Equity linked notes	(10 )	—	—	(10 )
Total other policyholder funds and benefits payable	(1,459 )	—	—	(1,459 )
Derivative liabilities				
Credit derivatives	(332 )	—	(42 )	(290 )
Equity derivatives	24	—	—	24
Foreign exchange derivatives	150	—	150	—
Interest rate derivatives	(481 )	—	(483 )	2
U.S. GMWB hedging instruments	482	—	47	435
U.S. macro hedge program	19	—	—	19
International program hedging instruments	(91 )	—	12	(103 )
Total derivative liabilities [3]	(229 )	—	(316 )	87
Other Liabilities	(43 )	—	—	(43 )
Consumer notes [4]	(2 )	—	—	(2 )
Total liabilities accounted for at fair value on a recurring basis	\$ (1,733 )	\$ —	\$ (316 )	\$ (1,417 )

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

	December 31, 2011			
	Total	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets accounted for at fair value on a recurring basis				
Fixed maturities, AFS				
ABS	\$3,153	\$—	\$2,792	\$361
CDOs	2,487	—	2,119	368
CMBS	6,951	—	6,363	588
Corporate	44,011	—	41,756	2,255
Foreign government/government agencies	2,161	—	2,112	49
States, municipalities and political subdivisions (“Municipal”)	13,260	—	12,823	437
RMBS	5,757	—	4,694	1,063
U.S. Treasuries	4,029	750	3,279	—
Total fixed maturities	81,809	750	75,938	5,121
Fixed maturities, FVO	1,328	—	833	495
Equity securities, trading	30,499	1,967	28,532	—
Equity securities, AFS	921	352	476	93
Derivative assets				
Credit derivatives	(24 )	—	(11 )	(13 )
Equity derivatives	31	—	—	31
Foreign exchange derivatives	519	—	519	—
Interest rate derivatives	195	—	147	48
U.S. GMWB hedging instruments	494	—	11	483
U.S. macro hedge program	357	—	—	357
International program hedging instruments	731	—	692	39
Other derivative contracts	28	—	—	28
Total derivative assets [1]	2,331	—	1,358	973
Short-term investments	7,736	750	6,986	—
Reinsurance recoverable for U.S. GMWB	443	—	—	443
Separate account assets [2]	139,432	101,644	36,757	1,031
Total assets accounted for at fair value on a recurring basis	\$264,499	\$105,463	\$150,880	\$8,156
Percentage of level to total	100	% 40	% 57	% 3

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

	December 31, 2011			
	Total	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Liabilities accounted for at fair value on a recurring basis				
Other policyholder funds and benefits payable				
U.S guaranteed withdrawal benefits	\$(2,538)	\$—	\$—	\$(2,538)
International guaranteed withdrawal benefits	(66)	—	—	(66)
International other guaranteed living benefits	(5)	—	—	(5)
Equity linked notes	(9)	—	—	(9)
Total other policyholder funds and benefits payable	(2,618)	—	—	(2,618)
Derivative liabilities				
Credit derivatives	(573)	—	(25)	(548)
Equity derivatives	9	—	—	9
Foreign exchange derivatives	134	—	134	—
Interest rate derivatives	(527)	—	(421)	(106)
U.S. GMWB hedging instruments	400	—	—	400
International program hedging instruments	19	—	23	(4)
Total derivative liabilities [3]	(538)	—	(289)	(249)
Other Liabilities	(9)	—	—	(9)
Consumer notes [4]	(4)	—	—	(4)
Total liabilities accounted for at fair value on a recurring basis	\$(3,169)	\$—	\$(289)	\$(2,880)

[1] Includes over-the-counter derivative instruments in a net asset value position which may require the counterparty to pledge collateral to the Company. As of September 30, 2012 and December 31, 2011, \$320 and \$1.4 billion, respectively, of cash collateral liability was netted against the derivative asset value in the Condensed Consolidated Balance Sheet and is excluded from the table above. See footnote 3 below for derivative liabilities.

[2] Approximately \$6.0 billion and \$4.0 billion of investment sales receivable that are not subject to fair value accounting are excluded as of September 30, 2012 and December 31, 2011, respectively.

[3] Includes over-the-counter derivative instruments in a net negative market value position (derivative liability). In the Level 3 roll-forward table included below in this Note 4, the derivative asset and liability are referred to as “freestanding derivatives” and are presented on a net basis.

[4] Represents embedded derivatives associated with non-funding agreement-backed consumer equity linked notes.

**Determination of Fair Values**

The valuation methodologies used to determine the fair values of assets and liabilities under the “exit price” notion, reflect market-participant objectives and are based on the application of the fair value hierarchy that prioritizes relevant observable market inputs over unobservable inputs. The Company determines the fair values of certain financial assets and financial liabilities based on quoted market prices where available and where prices represent a reasonable estimate of fair value. The Company also determines fair value based on future cash flows discounted at the appropriate current market rate. Fair values reflect adjustments for counterparty credit quality, the Company’s default spreads, liquidity and, where appropriate, risk margins on unobservable parameters. The following is a discussion of the methodologies used to determine fair values for the financial instruments listed in the above tables.

The fair value process is monitored by the Valuation Committee, which is a cross-functional group of senior management within the Company that meets at least quarterly. The Valuation Committee is co-chaired by the Heads of Investment Operations and Accounting and has representation from various investment sector professionals, accounting, operations, legal, compliance and risk management. The purpose of the committee is to oversee the pricing policy and procedures by ensuring objective and reliable valuation practices and pricing of financial instruments, as well as addressing fair valuation issues and approving changes to valuation methodologies and pricing sources. There is also a Fair Value Working Group (“Working Group”) which includes the Heads of Investment Operations and Accounting, as well as other investment, operations, accounting and risk management professionals that meet monthly to review market data trends, pricing and trading statistics and results, and any proposed pricing methodology changes described in more detail in the following paragraphs.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

4. Fair Value Measurements (continued)

Available-for-Sale Securities, Fixed Maturities, FVO, Equity Securities, Trading, and Short-term Investments

The fair value of AFS securities, fixed maturities, FVO, equity securities, trading, and short-term investments in an active and orderly market (e.g. not distressed or forced liquidation) are determined by management after considering one of three primary sources of information: third-party pricing services, independent broker quotations or pricing matrices. Security pricing is applied using a “waterfall” approach whereby publicly available prices are first sought from third-party pricing services, the remaining unpriced securities are submitted to independent brokers for prices, or lastly, securities are priced using a pricing matrix. Based on the typical trading volumes and the lack of quoted market prices for fixed maturities, third-party pricing services will normally derive the security prices from recent reported trades for identical or similar securities making adjustments through the reporting date based upon available market observable information as outlined above. If there are no recently reported trades, the third-party pricing services and independent brokers may use matrix or model processes to develop a security price where future cash flow expectations are developed based upon collateral performance and discounted at an estimated market rate. Included in the pricing of ABS and RMBS are estimates of the rate of future prepayments of principal over the remaining life of the securities. Such estimates are derived based on the characteristics of the underlying structure and prepayment speeds previously experienced at the interest rate levels projected for the underlying collateral. Actual prepayment experience may vary from these estimates.

Prices from third-party pricing services are often unavailable for securities that are rarely traded or are traded only in privately negotiated transactions. As a result, certain securities are priced via independent broker quotations which utilize inputs that may be difficult to corroborate with observable market based data. Additionally, the majority of these independent broker quotations are non-binding.

A pricing matrix is used to price private placement securities for which the Company is unable to obtain a price from a third-party pricing service by discounting the expected future cash flows from the security by a developed market discount rate utilizing current credit spreads. Credit spreads are developed each month using market based data for public securities adjusted for credit spread differentials between public and private securities which are obtained from a survey of multiple private placement brokers. The appropriate credit spreads determined through this survey approach are based upon the issuer’s financial strength and term to maturity, utilizing an independent public security index and trade information and adjusting for the non-public nature of the securities.

The Working Group performs ongoing analysis of the prices and credit spreads received from third parties to ensure that the prices represent a reasonable estimate of the fair value. This process involves quantitative and qualitative analysis and is overseen by investment and accounting professionals. As a part of this analysis, the Company considers trading volume, new issuance activity and other factors to determine whether the market activity is significantly different than normal activity in an active market, and if so, whether transactions may not be orderly considering the weight of available evidence. If the available evidence indicates that pricing is based upon transactions that are stale or not orderly, the Company places little, if any, weight on the transaction price and will estimate fair value utilizing an internal pricing model. In addition, the Company ensures that prices received from independent brokers represent a reasonable estimate of fair value through the use of internal and external cash flow models developed based on spreads, and when available, market indices. As a result of this analysis, if the Company determines that there is a more appropriate fair value based upon the available market data, the price received from the third party is adjusted accordingly and approved by the Valuation Committee. The Company’s internal pricing model utilizes the Company’s best estimate of expected future cash flows discounted at a rate of return that a market participant would require. The significant inputs to the model include, but are not limited to, current market inputs, such as credit loss assumptions, estimated prepayment speeds and market risk premiums.

The Company conducts other specific activities to monitor controls around pricing. Daily analyses identify price changes over 3-5%, sale trade prices that differ over 3% from the prior day’s price and purchase trade prices that differ more than 3% from the current day’s price. Weekly analyses identify prices that differ more than 5% from published

bond prices of a corporate bond index. Monthly analyses identify price changes over 3%, prices that haven't changed, missing prices and second source validation on most sectors. Analyses are conducted by a dedicated pricing unit that follows up with trading and investment sector professionals and challenges prices with vendors when the estimated assumptions used differ from what the Company feels a market participant would use. Any changes from the identified pricing source are verified by further confirmation of assumptions used. Examples of other procedures performed include, but are not limited to, initial and on-going review of third-party pricing services' methodologies, review of pricing statistics and trends and back testing recent trades. For a sample of structured securities, a comparison of the vendor's assumptions to our internal econometric models is also performed; any differences are challenged in accordance with the process described above.

The Company has analyzed the third-party pricing services' valuation methodologies and related inputs, and has also evaluated the various types of securities in its investment portfolio to determine an appropriate fair value hierarchy level based upon trading activity and the observability of market inputs. Most prices provided by third-party pricing services are classified into Level 2 because the inputs used in pricing the securities are market observable. Due to a general lack of transparency in the process that brokers use to develop prices, most valuations that are based on brokers' prices are classified as Level 3. Some valuations may be classified as Level 2 if the price can be corroborated with observable market data.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

4. Fair Value Measurements (continued)

Derivative Instruments, including embedded derivatives within investments

Derivative instruments are fair valued using pricing valuation models that utilize independent market data inputs, quoted market prices for exchange-traded derivatives, or independent broker quotations. Excluding embedded and reinsurance related derivatives, as of September 30, 2012 and December 31, 2011, 99% and 98%, respectively, of derivatives, based upon notional values, were priced by valuation models or quoted market prices. The remaining derivatives were priced by broker quotations.

The Company performs various controls on derivative valuations which include both quantitative and qualitative analysis. Analyses are conducted by a dedicated derivative pricing team that works directly with investment sector professionals to analyze impacts of changes in the market environment and investigate variances. There is a monthly analysis to identify market value changes greater than pre-defined thresholds, stale prices, missing prices and zero prices. Also on a monthly basis, a second source validation, typically to broker quotations, is performed for certain of the more complex derivatives, as well as for all new deals during the month. A model validation review is performed on any new models, which typically includes detailed documentation and validation to a second source. The model validation documentation and results of validation are presented to the Valuation Committee for approval. There is a monthly control to review changes in pricing sources to ensure that new models are not moved to production until formally approved.

The Company utilizes derivative instruments to manage the risk associated with certain assets and liabilities.

However, the derivative instrument may not be classified with the same fair value hierarchy level as the associated assets and liabilities. Therefore the realized and unrealized gains and losses on derivatives reported in Level 3 may not reflect the offsetting impact of the realized and unrealized gains and losses of the associated assets and liabilities.



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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

4. Fair Value Measurements (continued)

Valuation Techniques and Inputs for Investments

Generally, the Company determines the estimated fair value of its AFS securities, fixed maturities, FVO, equity securities, trading, and short-term investments using the market approach. The income approach is used for securities priced using a pricing matrix, as well as for derivative instruments. For Level 1 investments, which are comprised of on-the-run U.S. Treasuries, exchange-traded equity securities, short-term investments, and exchange traded futures and option contracts, valuations are based on observable inputs that reflect quoted prices for identical assets in active markets that the Company has the ability to access at the measurement date.

For most of the Company's debt securities, the following inputs are typically used in the Company's pricing methods: reported trades, benchmark yields, bids and/or estimated cash flows. For securities except U.S. Treasuries, inputs also include issuer spreads, which may consider credit default swaps. Derivative instruments are valued using mid-market inputs that are predominantly observable in the market.

A description of additional inputs used in the Company's Level 2 and Level 3 measurements is listed below:

The fair values of most of the Company's Level 2 investments are determined by management after Level 2 considering prices received from third party pricing services. These investments include most fixed maturities and preferred stocks, including those reported in separate account assets.

ABS, CDOs, CMBS and RMBS – Primary inputs also include monthly payment information, collateral performance, which varies by vintage year and includes delinquency rates, collateral valuation loss severity rates, collateral refinancing assumptions, credit default swap indices and, for ABS and RMBS, estimated prepayment rates.

Corporates, including investment grade private placements – Primary inputs also include observations of credit default swap curves related to the issuer.

Foreign government/government agencies—Primary inputs also include observations of credit default swap curves related to the issuer and political events in emerging markets.

Municipals – Primary inputs also include Municipal Securities Rulemaking Board reported trades and material event notices, and issuer financial statements.

Short-term investments – Primary inputs also include material event notices and new issue money market rates.

Equity securities, trading – Consist of investments in mutual funds. Primary inputs include net asset values obtained from third party pricing services.

Credit derivatives – Primary inputs include the swap yield curve and credit default swap curves.

Foreign exchange derivatives – Primary inputs include the swap yield curve, currency spot and forward rates, and cross currency basis curves.

Interest rate derivatives – Primary input is the swap yield curve.

Most of the Company's securities classified as Level 3 include less liquid securities such as lower quality ABS, CMBS, commercial real estate ("CRE") CDOs and RMBS primarily backed by below-prime loans. Securities included in level 3 are primarily valued based on broker prices or broker spreads, without adjustments.

Primary inputs for non-broker priced investments, including structured securities, are consistent with the typical inputs used in Level 2 measurements noted above, but are Level 3 due to their less liquid markets.

Additionally, certain long-dated securities are priced based on third party pricing services, including municipal securities, foreign government/government agencies, bank loans and below investment grade private placement securities. Primary inputs for these long-dated securities are consistent with the typical inputs used in Level 1 and Level 2 measurements noted above, but include benchmark interest rate or credit spread assumptions that are not observable in the marketplace. Also included in Level 3 are certain derivative instruments that either have significant unobservable inputs or are valued based on broker quotations.

Significant inputs for these derivative contracts primarily include the typical inputs used in the Level 1 and Level 2 measurements noted above; but also include equity and interest rate volatility and swap yield curves beyond observable limits.



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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

## Significant Unobservable Inputs for Level 3 Assets Measured at Fair Value

The following table presents information about significant unobservable inputs used in Level 3 assets measured at fair value.

Securities As of September 30, 2012

Assets accounted for at fair value on a recurring basis	Fair Value	Predominant Valuation Method	Significant Unobservable Input	Range of Values – Unobservable Inputs (Weighted Average) [1]	Impact of Increase in Input on Fair Value [2]
CMBS	\$871	Discounted cash flows	Spread (encompasses prepayment, default risk and loss severity)	300 - 3,151 bps (1,202 bps)	Decrease
Corporate [3]	620	Discounted cash flows	Spread	87 - 1,223 bps (213 bps)	Decrease
Municipal	204	Discounted cash flows	Spread	118 - 371 bps (265 bps)	Decrease
RMBS	1,292	Discounted cash flows	Spread	52 - 1,948 bps (463 bps)	Decrease
			Constant prepayment rate	0% - 12% (2%)	Decrease [4]
			Constant default rate	1% - 28% (8%)	Decrease
			Loss severity	45% - 100% (79%)	Decrease

[1] The weighted average is determined based on the fair value of the securities.

[2] Conversely, the impact of a decrease in input would have the opposite impact to the fair value as that presented in the table above.

[3] Level 3 corporate securities excludes those for which the Company bases fair value on broker quotations as discussed below.

[4] Decrease for above market rate coupons and increase for below market rate coupons.

Freestanding Derivatives

As of September 30, 2012

	Fair Value	Predominant Valuation Method	Significant Unobservable Input	Range of Values – Unobservable Inputs	Impact of Increase in Input on Fair Value [1]
Equity derivatives					
Equity options	\$68	Option model	Equity volatility	14% – 29%	Increase
Interest rate derivative					
Interest rate swaps	(58 )	Discounted cash flows	Swap curve beyond 30 years	2.6%	Increase
Long interest rate swaptions	26	Option model	Interest rate volatility	24% – 65%	Increase
U.S. GMWB hedging instruments					
Equity options	347	Option model	Equity volatility	23% – 36%	Increase
Customized swaps	269	Discounted cash flows	Equity volatility	10% – 50%	Increase

U.S. macro

hedge program

Equity options	82	Option model	Equity volatility	22% – 33%	Increase
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International

program hedging

Equity options	80	Option model	Equity volatility	19% – 28%	Increase
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Conversely, the impact of a decrease in input would have the opposite impact to the fair value as that presented in [1] the table. Changes are based on long positions, unless otherwise noted. Changes in fair value will be inversely impacted for short positions.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

4. Fair Value Measurements (continued)

Securities and derivatives for which the Company bases fair value on broker quotations predominately include ABS, CDOs, corporate, fixed maturities, FVO and certain credit derivatives. Due to the lack of transparency in the process brokers use to develop prices for these investments, the Company does not have access to the significant unobservable inputs brokers use to price these securities and derivatives. The Company believes however, the types of inputs brokers may use would likely be similar to those used to price securities and derivatives for which inputs are available to the Company, and therefore may include, but not be limited to, loss severity rates, constant prepayment rates, constant default rates and counterparty credit spreads. Therefore, similar to non broker priced securities and derivatives, generally, increases in these inputs would cause fair values to decrease. For the three and nine months ended September 30, 2012, no significant adjustments were made by the Company to broker prices received.

Product Derivatives

The Company currently offers and subsequently reinsures certain variable annuity products with GMWB riders in the U.S., and formerly in the U.K. and Japan. The GMWB represents an embedded derivative in the variable annuity contract. When it is determined that (1) the embedded derivative possesses economic characteristics that are not clearly and closely related to the economic characteristics of the host contract, and (2) a separate instrument with the same terms would qualify as a derivative instrument, the embedded derivative is bifurcated from the host for measurement purposes. The embedded derivative is carried at fair value, with changes in fair value reported in net realized capital gains and losses. The Company's GMWB liability is reported in other policyholder funds and benefits payable in the Condensed Consolidated Balance Sheets.

In valuing the embedded derivative, the Company attributes to the derivative a portion of the expected fees to be collected over the expected life of the contract from the contract holder equal to the present value of future GMWB claims (the "Attributed Fees"). The excess of fees collected from the contract holder in the current period over the current period's Attributed Fees are associated with the host variable annuity contract and reported in fee income.

U.S. GMWB Reinsurance Derivative

The Company has reinsurance arrangements in place to transfer a portion of its risk of loss due to GMWB. These arrangements are recognized as derivatives and carried at fair value in reinsurance recoverables. Changes in the fair value of the reinsurance agreements are reported in net realized capital gains and losses.

The fair value of the U.S. GMWB reinsurance derivative is calculated as an aggregation of the components described in the Living Benefits Required to be Fair Valued discussion below and is modeled using significant unobservable inputs, as well as policyholder behavior inputs, identical to those used in calculating the underlying liability, such as lapses, fund selection, resets and withdrawal utilization and risk margins.

Living Benefits Required to be Fair Valued (in Other Policyholder Funds and Benefits Payable)

Living benefits required to be fair valued include U.S. GMWB, international GMWB and international other guaranteed living benefits. Fair values for GMWB and guaranteed minimum accumulation benefit ("GMAB") contracts are calculated using the income approach based upon internally developed models because active, observable markets do not exist for those items. The fair value of the Company's guaranteed benefit liabilities, classified as embedded derivatives, and the related reinsurance and customized freestanding derivatives is calculated as an aggregation of the following components: Best Estimate Claim Payments; Credit Standing Adjustment; and Margins. The resulting aggregation is reconciled or calibrated, if necessary, to market information that is, or may be, available to the Company, but may not be observable by other market participants, including reinsurance discussions and transactions. The Company believes the aggregation of these components, as necessary and as reconciled or calibrated to the market information available to the Company, results in an amount that the Company would be required to transfer or receive, for an asset, to or from market participants in an active liquid market, if one existed, for those market participants to assume the risks associated with the guaranteed minimum benefits and the related reinsurance and customized derivatives. The fair value is likely to materially diverge from the ultimate settlement of the liability as the Company believes settlement will be based on our best estimate assumptions rather than those best estimate

assumptions plus risk margins. In the absence of any transfer of the guaranteed benefit liability to a third party, the release of risk margins is likely to be reflected as realized gains in future periods' net income. Each component described below is unobservable in the marketplace and require subjectivity by the Company in determining their value.

Oversight of the Company's valuation policies and processes for product and U.S. GMWB reinsurance derivatives is performed by a multidisciplinary group comprised of finance, actuarial and risk management professionals. This multidisciplinary group reviews and approves changes and enhancements to the Company's valuation model as well as associated controls.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

4. Fair Value Measurements (continued)

Best Estimate

Claim Payments

The Best Estimate Claim Payments is calculated based on actuarial and capital market assumptions related to projected cash flows, including the present value of benefits and related contract charges, over the lives of the contracts, incorporating expectations concerning policyholder behavior such as lapses, fund selection, resets and withdrawal utilization. For the customized derivatives, policyholder behavior is prescribed in the derivative contract. Because of the dynamic and complex nature of these cash flows, best estimate assumptions and a Monte Carlo stochastic process is used in valuation. The Monte Carlo stochastic process involves the generation of thousands of scenarios that assume risk neutral returns consistent with swap rates and a blend of observable implied index volatility levels. Estimating these cash flows involves numerous estimates and subjective judgments regarding a number of variables –including expected market rates of return, market volatility, correlations of market index returns to funds, fund performance, discount rates and assumptions about policyholder behavior which emerge over time.

At each valuation date, the Company assumes expected returns based on:

- risk-free rates as represented by the euro dollar futures, LIBOR deposits and swap rates to derive forward curve rates;
- market implied volatility assumptions for each underlying index based primarily on a blend of observed market “implied volatility” data;

- correlations of historical returns across underlying well known market indices based on actual observed returns over the ten years preceding the valuation date; and

- three years of history for fund indexes compared to separate account fund regression.

On a daily basis, the Company updates capital market assumptions used in the GMWB liability model such as interest rates, equity indices and the blend of implied equity index volatilities. The Company monitors various aspects of policyholder behavior and may modify certain of its assumptions, including living benefit lapses and withdrawal rates, if credible emerging data indicates that changes are warranted. In addition, the Company will continue to evaluate policyholder behavior assumptions as we begin to implement initiatives to reduce the size of the variable annuity business. At a minimum, all policyholder behavior assumptions are reviewed and updated, as appropriate, in conjunction with the completion of the Company’s comprehensive study to refine its estimate of future gross profits during the third quarter of each year.

Credit Standing Adjustment

This assumption makes an adjustment that market participants would make, in determining fair value, to reflect the risk that guaranteed benefit obligations or the GMWB reinsurance recoverables will not be fulfilled (“nonperformance risk”). The Company incorporates a blend of observable Company and reinsurer credit default spreads from capital markets, adjusted for market recoverability. The credit standing adjustment assumption, net of reinsurance, resulted in pre-tax realized gains (losses) of \$(31) and \$75, for the three months ended September 30, 2012 and 2011, respectively, and \$(64) and \$75 for the nine months ended September 30, 2012 and 2011. As of September 30, 2012 and December 31, 2011 the credit standing adjustment was \$16 and \$80, respectively.

Margins

The behavior risk margin adds a margin that market participants would require, in determining fair value, for the risk that the Company’s assumptions about policyholder behavior could differ from actual experience. The behavior risk margin is calculated by taking the difference between adverse policyholder behavior assumptions and best estimate assumptions.

Assumption updates, including policyholder behavior assumptions, affected best estimates and margins for total pre-tax realized gains of \$301 and \$51 for the three and nine months ended September 30, 2012 and 2011. As of September 30, 2012 and December 31, 2011 the behavior risk margin was \$291 and \$419, respectively.

In addition to the non-market-based updates described above, the Company recognized non-market-based updates driven by the relative outperformance (underperformance) of the underlying actively managed funds as compared to

their respective indices resulting in pre-tax realized gains (losses) of approximately \$25 and \$(131), for the three months ended September 30, 2012 and 2011, respectively and \$34 and \$(102) for the nine months ended September 30, 2012 and 2011.



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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

Significant unobservable inputs used in the fair value measurement of living benefits required to be fair valued and the U.S. GMWB reinsurance derivative are withdrawal utilization and withdrawal rates, lapse rates, reset elections and equity volatility. The following table provides quantitative information about the significant unobservable inputs and is applicable to all of the Living Benefits Required to be Fair Valued and the U.S. GMWB Reinsurance Derivative. Significant increases in any of the significant unobservable inputs, in isolation, will generally have an increase or decrease correlation with the fair value measurement, as shown in the table.

Significant Unobservable Input	Range of Values-Unobservable Inputs	Impact of Increase in Input on Fair Value Measurement [1]
Withdrawal Utilization[2]	20% to 100%	Increase
Withdrawal Rates [2]	0% to 8%	Increase
Lapse Rates [3]	0% to 75%	Decrease
Reset Elections [4]	20% to 75%	Increase
Equity Volatility [5]	10% to 50%	Increase

[1] Conversely, the impact of a decrease in input would have the opposite impact to the fair value as that presented in the table.

[2] Ranges represent assumed cumulative percentages of policyholders taking withdrawals and the annual amounts withdrawn.

[3] Range represents assumed annual percentages of full surrender of the underlying variable annuity contracts across all policy durations for in force business.

[4] Range represents assumed cumulative percentages of policyholders that would elect to reset their guaranteed benefit base.

[5] Range represents implied market volatilities for equity indices based on multiple pricing sources.

Generally a change in withdrawal utilization assumptions would be accompanied by a directionally opposite change in lapse rate assumptions, as the behavior of policyholders that utilize GMWB or GMAB riders is typically different from policyholders that do not utilize these riders.

**Separate Account Assets**

Separate account assets are primarily invested in mutual funds. Other separate account assets include fixed maturities, limited partnerships, equity securities, short-term investments and derivatives that are valued in the same manner, and using the same pricing sources and inputs, as those investments held by the Company. Separate account assets classified as Level 3 primarily include limited partnerships in which fair value represents the separate account's share of the fair value of the equity in the investment ("net asset value") and are classified in level 3 based on the Company's ability to redeem its investment.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

Assets and Liabilities Measured at Fair Value on a Recurring Basis Using Significant Unobservable Inputs (Level 3)

The tables below provide fair value roll-forwards for the three and nine months ended September 30, 2012 and 2011, for the financial instruments classified as Level 3.

For the three months ended September 30, 2012

Assets	Fixed Maturities, AFS							Total Fixed Maturities, AFS	Fixed Maturities, FVO
	ABS	CDOs	CMBS	Corporate	Foreign govt./govt. agencies	Municipal	RMBS		
Fair value as of June 30, 2012	\$323	\$900	\$986	\$1,805	\$ 55	\$650	\$1,208	\$5,927	\$493
Total realized/unrealized gains (losses)									
Included in net income [1], [2], [6]	1	(8 )	(33 )	(4 )	—	(4 )	(17 )	(65 )	32
Included in OCI [3]	10	46	53	(47 )	1	14	155	232	—
Purchases	11	—	8	40	11	—	81	151	—
Settlements	(5 )	(8 )	(36 )	(3 )	(1 )	—	(41 )	(94 )	—
Sales	(9 )	—	(127 )	(9 )	(16 )	(22 )	(56 )	(239 )	—
Transfers into Level 3 [4]	9	—	20	283	—	—	1	313	—
Transfers out of Level 3 [4]	(25 )	—	—	(45 )	—	(434 )	(39 )	(543 )	—
Fair value as of September 30, 2012	\$315	\$930	\$871	\$2,020	\$ 50	\$204	\$1,292	\$5,682	\$525
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2012 [2] [7]	\$1	\$(8 )	\$(26 )	\$(4 )	\$ —	\$(4 )	\$1	\$(40 )	\$23

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

Assets (Liabilities)	Freestanding Derivatives [5]								
	Equity Securities, AFS	Credit	Equity	Interest Rate	U.S. GMWB Hedging	U.S. Macro Hedge Program	Intl. Program Hedging	Other Contracts	Total Free-Standing Derivatives [5]
Fair value as of June 30, 2012	\$86	\$(439)	\$53	\$(66 )	\$756	\$180	\$161	\$26	\$671
Total realized/unrealized gains (losses)									
Included in net income [1], [2], [6]	(4 )	64	(16 )	1	(159 )	(98 )	(92 )	(1 )	(301 )
Included in OCI [3]	1	—	—	—	—	—	—	—	—
Purchases	5	—	31	1	19	—	6	—	57
Settlements	—	94	—	—	—	—	18	—	112
Sales	(2 )	—	—	—	—	—	—	—	—
Transfers into Level 3 [4]	—	—	—	—	—	—	—	—	—
Transfers out of Level 3 [4]	—	—	—	32	—	—	—	—	32
Fair value as of September 30, 2012	\$86	\$(281)	\$68	\$(32 )	\$616	\$82	\$93	\$25	\$571
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2012 [2] [7]	\$(3 )	\$26	\$(14 )	\$1	\$(159 )	\$(98 )	\$(69 )	\$(1 )	\$(314 )

Assets	Reinsurance Recoverable for U.S. GMWB	Separate Accounts
Fair value as of June 30, 2012	\$376	\$1,335
Total realized/unrealized gains (losses)		
Included in net income [1], [2], [6]	(184	) (2 )
Included in OCI [3]	—	—
Purchases	—	97
Settlements	7	—
Sales	—	(41 )
Transfers into Level 3 [4]	—	(3 )
Transfers out of Level 3 [4]	—	(7 )
Fair value as of September 30, 2012	\$199	\$1,379
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2012 [2] [7]	\$(184	) \$8



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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

Liabilities	Other Policyholder Funds and Benefits Payable								
	U.S. Guaranteed Withdrawal Benefits	International Guaranteed Living Benefits	International Other Living Benefits	Equity Linked Notes	Total Other Policyholder Funds and Benefits Payable	Other Liabilities	Consumer Notes		
Fair value as of June 30, 2012	\$(2,203 )	\$(53 )	\$(4 )	\$(10 )	\$(2,270 )	\$(29 )	\$(4 )		
Total realized/unrealized gains (losses)									
Included in net income [1], [2], [6]	823	20	6	—	849	(14 )	2		
Included in OCI [3]	—	(1 )	—	—	(1 )	—	—		
Settlements	(33 )	(3 )	(1 )	—	(37 )	—	—		
Fair value as of September 30, 2012	\$(1,413 )	\$(37 )	\$1	\$(10 )	\$(1,459 )	\$(43 )	\$(2 )		
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2012 [2] [7]	\$823	\$20	\$6	\$—	\$849	\$(14 )	\$2		
For the nine months ended September 30, 2012									
Assets	Fixed Maturities, AFS								
	ABS	CDOs	CMBS	Corporate	Foreign govt./govt. agencies	Municipal	RMBS	Total Fixed Maturities, AFS	Fixed Maturities, FVO
Fair value as of January 1, 2012	\$361	\$368	\$588	\$2,255	\$49	\$437	\$1,063	\$5,121	\$495
Total realized/unrealized gains (losses)									
Included in net income [1], [2], [6]	—	(9 )	(67 )	(7 )	—	(4 )	7	(80 )	53
Included in OCI [3]	43	122	112	(50 )	3	38	202	470	—
Purchases	36	—	21	205	18	275	364	919	—
Settlements	(43 )	(31 )	(106 )	(56 )	(3 )	—	(111 )	(350 )	—
Sales	(24 )	(3 )	(198 )	(63 )	(17 )	(87 )	(195 )	(587 )	(23 )
Transfers into Level 3 [4]	9	483	621	605	—	—	1	1,719	—
Transfers out of Level 3 [4]	(67 )	—	(100 )	(869 )	—	(455 )	(39 )	(1,530 )	—
Fair value as of September 30, 2012	\$315	\$930	\$871	\$2,020	\$50	\$204	\$1,292	\$5,682	\$525
Changes in unrealized gains (losses) included in net income related to	\$(2 )	\$(10 )	\$(27 )	\$(4 )	\$—	\$(4 )	\$1	\$(46 )	\$62

financial instruments still  
held at September 30,  
2012 [2] [7]

34

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

Assets (Liabilities)	Freestanding Derivatives [5]								
	Equity Securities, AFS	Credit	Equity	Interest Rate	U.S. GMWB Hedging	U.S. Macro Hedge Program	Intl. Program Hedging	Other Contracts	Total Free-Standing Derivatives [5]
Fair value as of January 1, 2012	\$93	\$(561)	\$40	\$(58 )	\$883	\$357	\$35	\$28	\$724
Total realized/unrealized gains (losses)									
Included in net income [1], [2], [6]	7	192	(30 )	(9 )	(332 )	(275 )	51	(3 )	(406 )
Included in OCI [3]	(3 )	—	—	2	—	—	—	—	2
Purchases	19	—	77	1	42	—	(59 )	—	61
Settlements	—	89	(19 )	—	—	—	58	—	128
Sales	(30 )	—	—	—	—	—	—	—	—
Transfers into Level 3 [4]	—	—	—	—	—	—	—	—	—
Transfers out of Level 3 [4]	—	(1 )	—	32	23	—	8	—	62
Fair value as of September 30, 2012	\$86	\$(281)	\$68	\$(32 )	\$616	\$82	\$93	\$25	\$571
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2012 [2] [7]	\$4	\$142	\$(16 )	\$(9 )	\$(332 )	\$(274 )	\$71	\$(3 )	\$(421 )

Assets	Reinsurance Recoverable for U.S. GMWB	Separate Accounts
Fair value as of January 1, 2012	\$443	\$1,031
Total realized/unrealized gains (losses)		
Included in net income [1], [2], [6]	(265	) 31
Included in OCI [3]	—	—
Purchases	—	336
Settlements	21	(1 )
Sales	—	(442 )
Transfers into Level 3 [4]	—	451
Transfers out of Level 3 [4]	—	(27 )
Fair value as of September 30, 2012	\$199	\$1,379
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2012 [2] [7]	\$(265	) \$(18 )





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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

Liabilities	Other Policyholder Funds and Benefits Payable								
	U.S. Guaranteed Withdrawal Benefits	International Guaranteed Living Benefits	International Other Living Benefits	Equity Linked Notes	Total Other Policyholder Funds and Benefits Payable	Other Liabilities	Consumer Notes		
Fair value as of January 1, 2012	\$(2,538 )	\$(66 )	\$(5 )	\$(9 )	\$(2,618 )	\$(9 )	\$(4 )	)	
Total realized/unrealized gains (losses)									
Included in net income [1], [2], [6]	1,235	36	9	(1 )	1,279	(34 )	2	)	
Included in OCI [3]	—	—	—	—	—	—	—	)	
Settlements	(110 )	(7 )	(3 )	—	(120 )	—	—	)	
Fair value as of September 30, 2012	\$(1,413 )	\$(37 )	\$1	\$(10 )	\$(1,459 )	\$(43 )	\$(2 )	)	
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2012 [2] [7]	\$1,235	\$36	\$9	\$(1 )	\$1,279	\$(34 )	\$2	)	
For the three months ended September 30, 2011									
	Fixed Maturities, AFS								
Assets	ABS	CDOs	CMBS	Corporate	Foreign govt./govt. agencies	Municipal	RMBS	Total Fixed Maturities, AFS	Fixed Maturities, FVO
Fair value as of June 30, 2011	\$452	\$2,575	\$654	\$2,110	\$51	\$280	\$1,114	\$7,236	\$556
Total realized/unrealized gains (losses)									
Included in net income [1], [2], [6]	(15 )	(26 )	—	(9 )	—	—	—	(50 )	(24 )
Included in OCI [3]	(2 )	(34 )	(56 )	(63 )	(1 )	46	(39 )	(149 )	—
Purchases	58	—	25	42	1	85	—	211	—
Settlements	(14 )	(50 )	(12 )	(41 )	(1 )	—	(36 )	(154 )	(1 )
Sales	(8 )	—	(2 )	(7 )	(1 )	—	—	(18 )	(39 )
Transfers into Level 3 [4]	14	—	45	268	28	—	68	423	—
Transfers out of Level 3 [4]	(15 )	—	—	(81 )	—	—	—	(96 )	—
Fair value as of September 30, 2011	\$470	\$2,465	\$654	\$2,219	\$77	\$411	\$1,107	\$7,403	\$492

Changes in  
unrealized gains  
(losses) included in  
net income related to  
financial instruments \$ (15 ) \$ (26 ) \$ — \$ (9 ) \$ — \$ — \$ — \$ (50 ) \$ (24 )  
still held at  
September 30, 2011  
[2] [7]

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

Assets (Liabilities)	Freestanding Derivatives [5]								
	Equity Securities, AFS	Credit	Equity	Interest Rate	U.S. GMWB Hedging	U.S. Macro Hedge Program	Intl. Program Hedging	Other Contracts	Total Free-Standing Derivatives [5]
Fair value as of June 30, 2011	\$100	\$(402)	\$6	\$7	\$548	\$251	\$6	\$30	\$446
Total realized/unrealized gains (losses)									
Included in net income [1], [2], [6]	—	(142)	5	(16)	516	171	(6)	(1)	527
Included in OCI [3]	(6)	—	—	—	—	—	—	—	—
Purchases	—	—	25	—	—	—	—	—	25
Settlements	—	1	—	—	(3)	—	—	—	(2)
Sales	(1)	—	—	—	—	—	—	—	—
Transfers into Level 3 [4]	—	—	—	—	—	—	—	—	—
Transfers out of Level 3 [4]	—	—	—	—	—	—	—	—	—
Fair value as of September 30, 2011	\$93	\$(543)	\$36	\$(9)	\$1,061	\$422	\$—	\$29	\$996
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2011 [2] [7]	\$—	\$(140)	\$5	\$(16)	\$510	\$171	\$(6)	\$(1)	\$523

Assets	Reinsurance Recoverable for U.S. GMWB	Separate Accounts
Fair value as of June 30, 2011	\$237	\$1,068
Total realized/unrealized gains (losses)		
Included in net income [1], [2], [6]	241	11
Included in OCI [3]	—	—
Purchases	—	131
Settlements	7	—
Sales	—	(11)
Transfers into Level 3 [4]	—	1
Transfers out of Level 3 [4]	—	(16)
Fair value as of September 30, 2011	\$485	\$1,184
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2011 [2] [7]	\$241	\$8



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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

Liabilities	Other Policyholder Funds and Benefits Payable								
	U.S. Guaranteed Withdrawal Benefits	International Guaranteed Living Benefits	International Other Living Benefits	Equity Linked Notes	Total Other Policyholder Funds and Benefits Payable	Other Liabilities	Consumer Notes		
Fair value as of June 30, 2011	\$(1,420 )	\$(30 )	\$—	\$(10 )	\$(1,460 )	\$(44 )	\$(4 )	)	
Total realized/unrealized gains (losses)									
Included in net income [1], [2], [6]	(1,315 )	(49 )	(5 )	4 )	(1,365 )	31 )	—		
Included in OCI [3]	—	—	—	—	—	—	—		
Settlements	(36 )	(2 )	(1 )	— )	(39 )	— )	—		
Fair value as of September 30, 2011	\$(2,771 )	\$(81 )	\$(6 )	\$(6 )	\$(2,864 )	\$(13 )	\$(4 )	)	
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2011 [2] [7]	\$(1,315 )	\$(49 )	\$(5 )	\$4 )	\$(1,365 )	\$31 )	\$—		
For the nine months ended September 30, 2011									
Assets	Fixed Maturities, AFS								
	ABS	CDOs	CMBS	Corporate	Foreign govt./govt. agencies	Municipal	RMBS	Total Fixed Maturities, AFS	Fixed Maturities, FVO
Fair value as of January 1, 2011	\$477	\$2,581	\$689	\$2,129	\$ 56	\$272	\$1,285	\$7,489	\$522
Total realized/unrealized gains (losses)									
Included in net income [1], [2], [6]	(21 )	(41 )	11 )	(37 )	— )	— )	(9 )	(97 )	12 )
Included in OCI [3]	35	89	91	(44 )	— )	55 )	(14 )	212 )	— )
Purchases	58	—	25	94	3	85	25	290	—
Settlements	(32 )	(128 )	(42 )	(114 )	(3 )	— )	(103 )	(422 )	(3 )
Sales	(10 )	(66 )	(317 )	(141 )	(6 )	(2 )	(16 )	(558 )	(39 )
Transfers into Level 3 [4]	82	30	197	541	39	4	82	975	—
Transfers out of Level 3 [4]	(119 )	—	—	(209 )	(12 )	(3 )	(143 )	(486 )	—
Fair value as of September 30, 2011	\$470	\$2,465	\$654	\$2,219	\$ 77	\$411	\$1,107	\$7,403	\$492

Changes in unrealized  
gains (losses)  
included in net  
income related to  
financial instruments  
still held at

September 30, 2011

[2] [7]

\$ (21 ) \$ (41 ) \$ 11 \$ (37 ) \$ — \$ — \$ (9 ) \$ (97 ) \$ 12

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

Assets (Liabilities)	Freestanding Derivatives [5]								
	Equity Securities, AFS	Credit	Equity	Interest Rate	U.S. GMWB Hedging	U.S. Macro Hedge Program	Intl. Program Hedging	Other Contracts	Total Free-Standing Derivatives [5]
Fair value as of January 1, 2011	\$154	\$(390)	\$4	\$(53 )	\$600	\$203	\$5	\$32	\$401
Total realized/unrealized gains (losses)									
Included in net income [1], [2], [6]	(10 )	(148 )	7	(21 )	457	74	(10 )	(3 )	356
Included in OCI [3]	(5 )	—	—	—	—	—	—	—	—
Purchases	37	1	25	64	23	180	5	—	298
Settlements	—	—	—	—	(19 )	(35 )	—	—	(54 )
Sales	(2 )	(6 )	—	1	—	—	—	—	(5 )
Transfers into Level 3 [4]	—	—	—	—	—	—	—	—	—
Transfers out of Level 3 [4]	(81 )	—	—	—	—	—	—	—	—
Fair value as of September 30, 2011	\$93	\$(543)	\$36	\$(9 )	\$1,061	\$422	\$—	\$29	\$996
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2011 [2] [7]	\$(11 )	\$(148)	\$7	\$(19 )	\$449	\$91	\$(11 )	\$(3 )	\$366

Assets	Reinsurance Recoverable for U.S. GMWB	Separate Accounts
Fair value as of January 1, 2011	\$ 280	\$1,247
Total realized/unrealized gains (losses)		
Included in net income [1], [2], [6]	180	35
Included in OCI [3]	—	—
Purchases	—	165
Settlements	25	—
Sales	—	(180 )
Transfers into Level 3 [4]	—	13
Transfers out of Level 3 [4]	—	(96 )
Fair value as of September 30, 2011	\$ 485	\$1,184
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2011 [2] [7]	\$ 180	\$9





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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

Liabilities	Other Policyholder Funds and Benefits Payable							
	U.S. Guaranteed Withdrawal Benefits	International Guaranteed Living Benefits	International Other Living Benefits	Equity Linked Notes	Total Other Policyholder Funds and Benefits Payable	Other Liabilities	Consumer Notes	
Fair value as of January 1, 2011	\$(1,611 )	\$(36 )	\$3	\$ (9 )	\$(1,653 )	\$(37 )	\$(5 )	)
Total realized/unrealized gains (losses)								
Included in net income [1], [2], [6]	(1,047 )	(38 )	(6 )	3	(1,088 )	24	1	
Included in OCI [3]	—	—	—	—	—	—	—	
Settlements	(113 )	(7 )	(3 )	—	(123 )	—	—	
Fair value as of September 30, 2011	\$(2,771 )	\$(81 )	\$(6 )	\$(6 )	\$(2,864 )	\$(13 )	\$(4 )	)
Changes in unrealized gains (losses) included in net income related to financial instruments still held at September 30, 2011 [2] [7]	\$(1,047 )	\$(38 )	\$(6 )	\$3	\$(1,088 )	\$24	\$1	

The Company classifies gains and losses on GMWB reinsurance derivatives and Guaranteed Living Benefit [1] embedded derivatives as unrealized gains (losses) for purposes of disclosure in this table because it is impracticable to track on a contract-by-contract basis the realized gains (losses) for these derivatives and embedded derivatives.

All amounts in these rows are reported in net realized capital gains/losses. The realized/unrealized gains (losses) [2] included in net income for separate account assets are offset by an equal amount for separate account liabilities, which results in a net zero impact on net income for the Company. All amounts are before income taxes and amortization DAC.

[3] All amounts are before income taxes and amortization of DAC.

[4] Transfers in and/or (out) of Level 3 are primarily attributable to the availability of market observable information and the re-evaluation of the observability of pricing inputs.

[5] Derivative instruments are reported in this table on a net basis for asset/(liability) positions and reported in the Condensed Consolidated Balance Sheet in other investments and other liabilities.

[6] Includes both market and non-market impacts in deriving realized and unrealized gains (losses).

[7] Amounts presented are for Level 3 only and therefore may not agree to other disclosures included herein.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

## Fair Value Option

The Company holds fair value option investments that contain an embedded credit derivative with underlying credit risk primarily related to corporate bonds and commercial real estate. Also included are foreign government securities that align with the accounting for yen-based fixed annuity liabilities, which are adjusted for changes in spot rates through realized gains and losses. Similar to other fixed maturities, income earned from these securities is recorded in net investment income. Changes in the fair value of these securities are recorded in net realized capital gains and losses.

The Company previously elected the fair value option for one of its consolidated VIEs in order to apply a consistent accounting model for the VIE's assets and liabilities. The VIE is an investment vehicle that holds high quality investments, derivative instruments that reference third-party corporate credit and issues notes to investors that reflect the credit characteristics of the high quality investments and derivative instruments. The risks and rewards associated with the assets of the VIE inure to the investors. The investors have no recourse against the Company. As a result, there has been no adjustment to the market value of the notes for the Company's own credit risk.

The following table presents the changes in fair value of those assets and liabilities accounted for using the fair value option reported in net realized capital gains and losses in the Company's Condensed Consolidated Statements of Operations.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2012	2011	2012	2011
Assets				
Fixed maturities, FVO				
Corporate	\$6	\$(3	) \$6	\$11
CRE CDOs	17	(64	) 26	(43
Foreign government	13	33	(16	) 44
Other liabilities				
Credit-linked notes	(14	) 31	(34	) 24
Total realized capital gains (losses)	\$22	\$(3	) \$(18	) \$36

The following table presents the fair value of assets and liabilities accounted for using the fair value option included in the Company's Condensed Consolidated Balance Sheets.

	As of	
	September 30, 2012	December 31, 2011
Assets		
Fixed maturities, FVO		
ABS	\$65	\$65
CRE CDOs	247	225
Corporate	281	272
Foreign government	762	766
Total fixed maturities, FVO	\$1,355	\$1,328
Other liabilities		
Credit-linked notes [1]	\$43	\$9

[1] As of September 30, 2012 and December 31, 2011, the outstanding principal balance of the notes was \$243.



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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 4. Fair Value Measurements (continued)

## Financial Instruments Not Carried at Fair Value

The following table presents carrying amounts and fair values of The Hartford's financial instruments not carried at fair value and not included in the above fair value discussion as of September 30, 2012 and December 31, 2011.

	Fair Value Hierarchy Level	September 30, 2012		December 31, 2011	
		Carrying Amount	Fair Value	Carrying Amount	Fair Value
<b>Assets</b>					
Policy loans	Level 3	\$2,000	\$2,176	\$2,001	\$2,153
Mortgage loans	Level 3	6,863	7,156	5,728	5,977
<b>Liabilities</b>					
Other policyholder funds and benefits payable [1]	Level 3	\$9,937	\$10,241	\$10,343	\$11,238
Senior notes [2]	Level 2	6,026	6,874	4,481	4,623
Junior subordinated debentures [2]	Level 2	1,100	1,247	500	498
Private placement junior subordinated debentures [2]	Level 3	—	—	1,235	1,932
Consumer notes [3]	Level 3	188	189	310	305

[1] Excludes guarantees on variable annuities, group accident and health and universal life insurance contracts, including corporate owned life insurance.

[2] Included in long-term debt in the Condensed Consolidated Balance Sheets, except for current maturities, which are included in short-term debt.

[3] Excludes amounts carried at fair value and included in disclosures above.

The Company has not made any changes in its valuation methodologies for the following assets and liabilities since December 31, 2011.

Fair value for policy loans and consumer notes were estimated using discounted cash flow calculations using current interest rates adjusted for estimated loan durations.

Fair values for mortgage loans were estimated using discounted cash flow calculations based on current lending rates for similar type loans. Current lending rates reflect changes in credit spreads and the remaining terms of the loans.

Fair values for other policyholder funds and benefits payable, not carried at fair value, are estimated based on the cash surrender values of the underlying policies or by estimating future cash flows discounted at current interest rates adjusted for credit risk.

Fair values for senior notes and junior subordinated debentures are determined using the market approach based on reported trades, benchmark interest rates and issuer spread for the Company which may consider credit default swaps.

Fair values for private placement junior subordinated debentures are based primarily on market quotations from independent third party brokers.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments

## Significant Investment Accounting Policies

## Recognition and Presentation of Other-Than-Temporary Impairments

The Company deems debt securities and certain equity securities with debt-like characteristics (collectively “debt securities”) to be other-than-temporarily impaired (“impaired”) if a security meets the following conditions: a) the Company intends to sell or it is more likely than not the Company will be required to sell the security before a recovery in value, or b) the Company does not expect to recover the entire amortized cost basis of the security. If the Company intends to sell or it is more likely than not the Company will be required to sell the security before a recovery in value, a charge is recorded in net realized capital losses equal to the difference between the fair value and amortized cost basis of the security. For those impaired debt securities which do not meet the first condition and for which the Company does not expect to recover the entire amortized cost basis, the difference between the security’s amortized cost basis and the fair value is separated into the portion representing a credit other-than-temporary impairment (“impairment”), which is recorded in net realized capital losses, and the remaining impairment, which is recorded in OCI. Generally, the Company determines a security’s credit impairment as the difference between its amortized cost basis and its best estimate of expected future cash flows discounted at the security’s effective yield prior to impairment. The remaining non-credit impairment, which is recorded in OCI, is the difference between the security’s fair value and the Company’s best estimate of expected future cash flows discounted at the security’s effective yield prior to the impairment, which typically represents current market liquidity and risk premiums. The previous amortized cost basis less the impairment recognized in net realized capital losses becomes the security’s new cost basis. The Company accretes the new cost basis to the estimated future cash flows over the expected remaining life of the security by prospectively adjusting the security’s yield, if necessary. The following table presents the change in non-credit impairments recognized in OCI as disclosed in the Company’s Condensed Consolidated Statements of Comprehensive Income (Loss) for the three and nine months ended September 30, 2012 and 2011, respectively.

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2012	2011	2012	2011
OTTI losses recognized in OCI	\$(22 )	\$(11 )	\$(37 )	\$(83 )
Changes in fair value and/or sales	91	21	125	88
Tax and deferred acquisition costs	(34 )	—	(48 )	6
Change in OTTI losses recognized in OCI	\$35	\$10	\$40	\$11

The Company’s evaluation of whether a credit impairment exists for debt securities includes, but is not limited to, the following factors: (a) changes in the financial condition of the security’s underlying collateral, (b) whether the issuer is current on contractually obligated interest and principal payments, (c) changes in the financial condition, credit rating and near-term prospects of the issuer, (d) the extent to which the fair value has been less than the amortized cost of the security and (e) the payment structure of the security. The Company’s best estimate of expected future cash flows used to determine the credit loss amount is a quantitative and qualitative process that incorporates information received from third-party sources along with certain internal assumptions and judgments regarding the future performance of the security. The Company’s best estimate of future cash flows involves assumptions including, but not limited to, various performance indicators, such as historical and projected default and recovery rates, credit ratings, current and projected delinquency rates, and loan-to-value (“LTV”) ratios. In addition, for structured securities, the Company considers factors including, but not limited to, average cumulative collateral loss rates that vary by vintage year, commercial and residential property value declines that vary by property type and location and commercial real estate delinquency levels. These assumptions require the use of significant management judgment and include the probability of issuer default and estimates regarding timing and amount of expected recoveries which may include estimating the underlying collateral value. In addition, projections of expected future debt security cash flows may change based upon new information regarding the performance of the issuer and/or underlying collateral such as

changes in the projections of the underlying property value estimates.

For equity securities where the decline in the fair value is deemed to be other-than-temporary, a charge is recorded in net realized capital losses equal to the difference between the fair value and cost basis of the security. The previous cost basis less the impairment becomes the security's new cost basis. The Company asserts its intent and ability to retain those equity securities deemed to be temporarily impaired until the price recovers. Once identified, these securities are systematically restricted from trading unless approved by a committee of investment and accounting professionals ("Committee"). The Committee will only authorize the sale of these securities based on predefined criteria that relate to events that could not have been reasonably foreseen. Examples of the criteria include, but are not limited to, the deterioration in the issuer's financial condition, security price declines, a change in regulatory requirements or a major business combination or major disposition.

The primary factors considered in evaluating whether an impairment exists for an equity security include, but are not limited to: (a) the length of time and extent to which the fair value has been less than the cost of the security, (b) changes in the financial condition, credit rating and near-term prospects of the issuer, (c) whether the issuer is current on preferred stock dividends and (d) the intent and ability of the Company to retain the investment for a period of time sufficient to allow for recovery.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments (continued)

## Mortgage Loan Valuation Allowances

The Company's security monitoring process reviews mortgage loans on a quarterly basis to identify potential credit losses. Commercial mortgage loans are considered to be impaired when management estimates that, based upon current information and events, it is probable that the Company will be unable to collect amounts due according to the contractual terms of the loan agreement. Criteria used to determine if an impairment exists include, but are not limited to: current and projected macroeconomic factors, such as unemployment rates, and property-specific factors such as rental rates, occupancy levels, LTV ratios and debt service coverage ratios ("DSCR"). In addition, the Company considers historic, current and projected delinquency rates and property values. These assumptions require the use of significant management judgment and include the probability and timing of borrower default and loss severity estimates. In addition, projections of expected future cash flows may change based upon new information regarding the performance of the borrower and/or underlying collateral such as changes in the projections of the underlying property value estimates.

For mortgage loans that are deemed impaired, a valuation allowance is established for the difference between the carrying amount and the Company's share of either (a) the present value of the expected future cash flows discounted at the loan's effective interest rate, (b) the loan's observable market price or, most frequently, (c) the fair value of the collateral. A valuation allowance has been established for either individual loans or as a projected loss contingency for loans with an LTV ratio of 90% or greater and consideration of other credit quality factors, including DSCR. Changes in valuation allowances are recorded in net realized capital gains and losses. Interest income on impaired loans is accrued to the extent it is deemed collectible and the loans continue to perform under the original or restructured terms. Interest income ceases to accrue for loans when it is probable that the Company will not receive interest and principal payments according to the contractual terms of the loan agreement, or if a loan is more than 60 days past due. Loans may resume accrual status when it is determined that sufficient collateral exists to satisfy the full amount of the loan and interest payments, as well as when it is probable cash will be received in the foreseeable future. Interest income on defaulted loans is recognized when received.

## Net Realized Capital Gains (Losses)

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
(Before-tax)	2012	2011	2012	2011
Gross gains on sales	\$205	\$197	\$710	\$519
Gross losses on sales	(131)	(63)	(387)	(294)
Net OTTI losses recognized in earnings	(37)	(60)	(164)	(138)
Valuation allowances on mortgage loans	—	—	1	23
Japanese fixed annuity contract hedges, net [1]	(24)	9	(42)	(2)
Periodic net coupon settlements on credit derivatives/Japan	2	1	1	(8)
Results of variable annuity hedge program				
GMWB derivatives, net	381	(323)	451	(300)
U.S. macro hedge program	(109)	107	(292)	6
Total U.S. program	272	(216)	159	(294)
International program	(167)	1,132	(633)	865
Total results of variable annuity hedge program	105	916	(474)	571
Other, net [2]	(1)	(425)	153	(430)
Net realized capital gains (losses)	\$119	\$575	\$(202)	\$241

Relates to the Japanese fixed annuity product (adjustment of product liability for changes in spot currency [1] exchange rates, related derivative hedging instruments, excluding net period coupon settlements, and Japan FVO securities).

[2] Primarily consists of gains and losses on non-qualifying derivatives and fixed maturities, FVO, Japan 3Win related foreign currency swaps, and other investment gains and losses.

Net realized capital gains and losses from investment sales, after deducting the life and pension policyholders' share for certain products, are reported as a component of revenues and are determined on a specific identification basis.

Gross gains and losses on sales and impairments previously reported as unrealized gains in AOCI were \$37 and \$159, respectively, for the three and nine months ended September 30, 2012 and \$74 and \$87 for the three and nine months ended September 30, 2011, respectively. Proceeds from sales of AFS securities totaled \$10.8 billion and \$34.2 billion for the three and nine months ended September 30, 2012, respectively, and \$8.7 billion and \$26.3 billion for the three and nine months ended September 30, 2011, respectively. For the three and nine months ended September 30, 2012, the gain on U.S. GMWB related derivatives, net, was primarily due to liability model assumption updates of \$301 related to lower benefit utilization by policyholders.



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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments (continued)

## Other-Than-Temporary Impairment Losses

The following table presents a roll-forward of the Company's cumulative credit impairments on debt securities held.

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
(Before-tax)	2012	2011	2012	2011
Balance as of beginning of period	\$(1,407 )	\$(1,933 )	\$(1,676 )	\$(2,072 )
Additions for credit impairments recognized on [1]:				
Securities not previously impaired	(5 )	(4 )	(21 )	(40 )
Securities previously impaired	(9 )	(38 )	(19 )	(63 )
Reductions for credit impairments previously recognized on:				
Securities that matured or were sold during the period	104	157	392	349
Securities due to an increase in expected cash flows	2	4	9	12
Balance as of end of period	\$(1,315 )	\$(1,814 )	\$(1,315 )	\$(1,814 )

[1] These additions are included in the net OTTI losses recognized in earnings in the Condensed Consolidated Statements of Operations.

## Available-for-Sale Securities

The following table presents the Company's AFS securities by type.

	September 30, 2012				December 31, 2011					
	Cost or Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value	Non-Credit OTTI [1]	Cost or Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value	Non-Credit OTTI [1]
ABS	\$2,916	\$69	\$(227 )	\$2,758	\$ (3 )	\$3,430	\$55	\$(332 )	\$3,153	\$ (7 )
CDOs [2]	3,279	50	(217 )	3,072	(13 )	2,819	16	(348 )	2,487	(44 )
CMBS	6,114	403	(244 )	6,273	(13 )	7,192	271	(512 )	6,951	(31 )
Corporate [2]	39,032	4,794	(393 )	43,433	(23 )	41,161	3,661	(739 )	44,011	—
Foreign										
govt./govt. agencies	4,019	202	(5 )	4,216	—	2,030	141	(10 )	2,161	—
Municipal	12,939	1,372	(20 )	14,291	—	12,557	775	(72 )	13,260	—
RMBS	7,382	337	(242 )	7,477	(47 )	5,961	252	(456 )	5,757	(105 )
U.S. Treasuries	5,009	213	(16 )	5,206	—	3,828	203	(2 )	4,029	—
Total fixed maturities, AFS	80,690	7,440	(1,364 )	86,726	(99 )	78,978	5,374	(2,471 )	81,809	(187 )
Equity securities, AFS	865	77	(64 )	878	—	1,056	68	(203 )	921	—
Total AFS securities	\$81,555	\$7,517	\$(1,428 )	\$87,604	\$ (99 )	\$80,034	\$5,442	\$(2,674 )	\$82,730	\$ (187 )

Represents the amount of cumulative non-credit OTTI losses recognized in OCI on securities that also had credit [1] impairments. These losses are included in gross unrealized losses as of September 30, 2012 and December 31, 2011.

[2]

Gross unrealized gains (losses) exclude the change in fair value of bifurcated embedded derivative features of certain securities. Changes in fair value are recorded in net realized capital gains (losses).

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments (continued)

The following table presents the Company's fixed maturities, AFS, by contractual maturity year.

Contractual Maturity	September 30, 2012	
	Amortized Cost	Fair Value
One year or less	\$2,178	\$2,195
Over one year through five years	14,920	15,851
Over five years through ten years	15,614	17,161
Over ten years	28,287	31,939
Subtotal	60,999	67,146
Mortgage-backed and asset-backed securities	19,691	19,580
Total fixed maturities, AFS	\$80,690	\$86,726

Estimated maturities may differ from contractual maturities due to security call or prepayment provisions. Due to the potential for variability in payment speeds (i.e. prepayments or extensions), mortgage-backed and asset-backed securities are not categorized by contractual maturity.

## Securities Unrealized Loss Aging

The following tables present the Company's unrealized loss aging for AFS securities by type and length of time the security was in a continuous unrealized loss position.

	September 30, 2012								
	Less Than 12 Months			12 Months or More			Total		
	Amortized Cost	Fair Value	Unrealized Losses	Amortized Cost	Fair Value	Unrealized Losses	Amortized Cost	Fair Value	Unrealized Losses
ABS	\$12	\$11	\$(1)	\$1,071	\$845	\$(226)	\$1,083	\$856	\$(227)
CDOs [1]	20	19	(1)	3,169	2,914	(216)	3,189	2,933	(217)
CMBS	232	201	(31)	1,575	1,362	(213)	1,807	1,563	(244)
Corporate	1,402	1,332	(70)	2,289	1,966	(323)	3,691	3,298	(393)
Foreign									
govt./govt. agencies	272	270	(2)	19	16	(3)	291	286	(5)
Municipal	135	131	(4)	183	167	(16)	318	298	(20)
RMBS	148	146	(2)	1,147	907	(240)	1,295	1,053	(242)
U.S. Treasuries	1,085	1,069	(16)	—	—	—	1,085	1,069	(16)
Total fixed maturities	3,306	3,179	(127)	9,453	8,177	(1,237)	12,759	11,356	(1,364)
Equity securities	112	106	(6)	278	220	(58)	390	326	(64)
Total securities in an unrealized loss	\$3,418	\$3,285	\$(133)	\$9,731	\$8,397	\$(1,295)	\$13,149	\$11,682	\$(1,428)

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments (continued)

	December 31, 2011								
	Less Than 12 Months			12 Months or More			Total		
	Amortized Cost	Fair Value	Unrealized Losses	Amortized Cost	Fair Value	Unrealized Losses	Amortized Cost	Fair Value	Unrealized Losses
ABS	\$629	\$594	\$(35 )	\$1,169	\$872	\$(297 )	\$1,798	\$1,466	\$(332 )
CDOs [1]	81	59	(22 )	2,709	2,383	(326 )	2,790	2,442	(348 )
CMBS	1,297	1,194	(103 )	2,144	1,735	(409 )	3,441	2,929	(512 )
Corporate	4,388	4,219	(169 )	3,268	2,627	(570 )	7,656	6,846	(739 )
Foreign									
govt./govt. agencies	218	212	(6 )	51	47	(4 )	269	259	(10 )
Municipal	299	294	(5 )	627	560	(67 )	926	854	(72 )
RMBS	415	330	(85 )	1,206	835	(371 )	1,621	1,165	(456 )
U.S. Treasuries	343	341	(2 )	—	—	—	343	341	(2 )
Total fixed maturities	7,670	7,243	(427 )	11,174	9,059	(2,044 )	18,844	16,302	(2,471 )
Equity securities	167	138	(29 )	439	265	(174 )	606	403	(203 )
Total securities in an unrealized loss	\$7,837	\$7,381	\$(456 )	\$11,613	\$9,324	\$(2,218 )	\$19,450	\$16,705	\$(2,674 )

[1] Unrealized losses exclude the change in fair value of bifurcated embedded derivative features of certain securities. Changes in fair value are recorded in net realized capital gains (losses).

As of September 30, 2012, AFS securities in an unrealized loss position, comprised of 2,191 securities, primarily related to commercial real estate, corporate securities within the financial services sector RMBS and ABS which have experienced price deterioration. As of September 30, 2012, 81% of these securities were depressed less than 20% of cost or amortized cost. The decline in unrealized losses during 2012 was primarily attributable to credit spread tightening and declining interest rates.

Most of the securities depressed for twelve months or more relate to structured securities with exposure to commercial and residential real estate, as well as certain floating rate corporate securities or securities with greater than 10 years to maturity, concentrated in the financial services sector. Current market spreads continue to be significantly wider than spreads at the security's respective purchase date for structured securities with exposure to commercial and residential real estate largely due to the economic and market uncertainties regarding future performance of commercial and residential real estate. The majority of these securities have a floating-rate coupon referenced to a market index that has declined substantially. In addition, equity securities include investment grade perpetual preferred securities that contain "debt-like" characteristics where the decline in fair value is not attributable to issuer-specific credit deterioration, none of which have, nor are expected to, miss a periodic dividend payment. These securities have been depressed due to the securities' floating-rate coupon in the current low interest rate environment, general market credit spread widening since the date of purchase and the long-dated nature of the securities. The Company neither has an intention to sell nor does it expect to be required to sell the securities outlined above.

## Mortgage Loans

	September 30, 2012			December 31, 2011		
	Amortized Cost [1]	Valuation Allowance	Carrying Value	Amortized Cost [1]	Valuation Allowance	Carrying Value
Commercial	\$6,946	\$(83 )	\$6,863	\$5,830	\$(102 )	\$5,728
Total mortgage loans	\$6,946	\$(83 )	\$6,863	\$5,830	\$(102 )	\$5,728

[1] Amortized cost represents carrying value prior to valuation allowances, if any.

As of September 30, 2012 and December 31, 2011, the carrying value of mortgage loans associated with the valuation allowance was \$546 and \$621, respectively. Included in the table above are mortgage loans held-for-sale with a carrying value and valuation allowance of \$57 and \$4, respectively, as of September 30, 2012 and \$74 and \$4, respectively, as of December 31, 2011. The carrying value of these loans is included in mortgage loans in the Company's Condensed Consolidated Balance Sheets. As of September 30, 2012, loans within the Company's mortgage loan portfolio that have had extensions or restructurings other than what is allowable under the original terms of the contract are immaterial.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments (continued)

The following table presents the activity within the Company's valuation allowance for mortgage loans. These loans have been evaluated both individually and collectively for impairment. Loans evaluated collectively for impairment are immaterial.

	2012		2011	
Balance, as of January 1	\$(102	)	\$(155	)
(Additions)/Reversals	1		(27	)
Deductions	18		35	
Balance, as of September 30	\$(83	)	\$(147	)

The current weighted-average LTV ratio of the Company's commercial mortgage loan portfolio was 64% as of September 30, 2012, while the weighted-average LTV ratio at origination of these loans was 63%. LTV ratios compare the loan amount to the value of the underlying property collateralizing the loan. The loan values are updated no less than annually through property level reviews of the portfolio. Factors considered in the property valuation include, but are not limited to, actual and expected property cash flows, geographic market data and capitalization rates. DSCRs compare a property's net operating income to the borrower's principal and interest payments. The current weighted average DSCR of the Company's commercial mortgage loan portfolio was 2.29x as of September 30, 2012. The Company held only two delinquent commercial mortgage loans past due by 90 days or more. The total carrying value and valuation allowance of these loans totaled \$32 and \$50, respectively, as of September 30, 2012, and are not accruing income.

The following table presents the carrying value of the Company's commercial mortgage loans by LTV and DSCR. Commercial Mortgage Loans Credit Quality

	September 30, 2012		December 31, 2011	
	Carrying Value	Avg. Debt-Service Coverage Ratio	Carrying Value	Avg. Debt-Service Coverage Ratio
Greater than 80%	\$372	1.54x	\$707	1.45x
65% - 80%	2,569	2.12x	2,384	1.60x
Less than 65%	3,922	2.49x	2,637	2.40x
Total commercial mortgage loans	\$6,863	2.29x	\$5,728	1.94x

The following tables present the carrying value of the Company's mortgage loans by region and property type. Mortgage Loans by Region

	September 30, 2012		December 31, 2011			
	Carrying Value	Percent of Total	%	Carrying Value	Percent of Total	%
East North Central	\$145	2.1	%	\$94	1.6	%
Middle Atlantic	498	7.3	%	508	8.9	%
Mountain	100	1.5	%	125	2.2	%
New England	335	4.9	%	294	5.1	%
Pacific	2,054	29.9	%	1,690	29.5	%
South Atlantic	1,388	20.2	%	1,149	20.1	%
West North Central	16	0.2	%	30	0.5	%
West South Central	435	6.3	%	224	3.9	%

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Other [1]	1,892	27.6	%	1,614	28.2	%
Total mortgage loans	\$6,863	100.0	%	\$5,728	100.0	%

[1] Primarily represents loans collateralized by multiple properties in various regions.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments (continued)

## Mortgage Loans by Property Type

	September 30, 2012		December 31, 2011		
	Carrying Value	Percent of Total	Carrying Value	Percent of Total	
Commercial					
Agricultural	\$ 155	2.3	% \$ 249	4.3	%
Industrial	2,082	30.3	% 1,747	30.5	%
Lodging	82	1.2	% 93	1.6	%
Multifamily	1,329	19.4	% 1,070	18.7	%
Office	1,517	22.1	% 1,078	18.8	%
Retail	1,449	21.1	% 1,234	21.5	%
Other	249	3.6	% 257	4.6	%
Total mortgage loans	\$6,863	100.0	% \$5,728	100.0	%

## Variable Interest Entities

The Company is involved with various special purpose entities and other entities that are deemed to be VIEs primarily as a collateral manager and as an investor through normal investment activities, as well as a means of accessing capital. A VIE is an entity that either has investors that lack certain essential characteristics of a controlling financial interest or lacks sufficient funds to finance its own activities without financial support provided by other entities.

The Company performs ongoing qualitative assessments of its VIEs to determine whether the Company has a controlling financial interest in the VIE and therefore is the primary beneficiary. The Company is deemed to have a controlling financial interest when it has both the ability to direct the activities that most significantly impact the economic performance of the VIE and the obligation to absorb losses or right to receive benefits from the VIE that could potentially be significant to the VIE. Based on the Company's assessment, if it determines it is the primary beneficiary, the Company consolidates the VIE in the Company's Condensed Consolidated Financial Statements.

## Consolidated VIEs

The following table presents the carrying value of assets and liabilities, and the maximum exposure to loss relating to the VIEs for which the Company is the primary beneficiary. Creditors have no recourse against the Company in the event of default by these VIEs nor does the Company have any implied or unfunded commitments to these VIEs. The Company's financial or other support provided to these VIEs is limited to its investment management services and original investment.

	September 30, 2012			December 31, 2011		
	Total Assets	Total Liabilities [1]	Maximum Exposure to Loss [2]	Total Assets	Total Liabilities [1]	Maximum Exposure to Loss [2]
CDOs [3]	\$446	\$420	\$15	\$491	\$471	\$29
Investment funds [4]	164	—	157	—	—	—
Limited partnerships	6	—	6	7	—	7
Total	\$616	\$420	\$178	\$498	\$471	\$36

[1] Included in other liabilities in the Company's Condensed Consolidated Balance Sheets.

[2] The maximum exposure to loss represents the maximum loss amount that the Company could recognize as a reduction in net investment income or as a realized capital loss and is the cost basis of the Company's investment.

[3] Total assets included in fixed maturities, AFS, and fixed maturities, FVO, in the Company's Condensed Consolidated Balance Sheets.

[4]



Total assets included in fixed maturities, AFS, and short-term investments in the Company's Condensed Consolidated Balance Sheets.

CDOs represent structured investment vehicles for which the Company has a controlling financial interest as it provides collateral management services, earns a fee for those services and also holds investments in the securities issued by these vehicles. Investment funds represents wholly-owned fixed income funds established in 2012 for which the Company has exclusive management and control of this investment which is the activity that most significantly impacts its economic performance. Limited partnerships represent one hedge fund for which the Company holds a majority interest in the fund as an investment.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments (continued)

## Non-Consolidated VIEs

The Company holds a significant variable interest for one VIE for which it is not the primary beneficiary and, therefore, was not consolidated on the Company's Condensed Consolidated Balance Sheets. This VIE represents a contingent capital facility ("facility") that has been held by the Company since February 2007 for which the Company has no implied or unfunded commitments. Assets and liabilities recorded for the facility were \$24 and \$23, respectively as of September 30, 2012 and \$28 and \$28, respectively, as of December 31, 2011. Additionally, the Company has a maximum exposure to loss of \$3 and \$3, respectively, as of September 30, 2012 and December 31, 2011, which represents the issuance costs that were incurred to establish the facility. The Company does not have a controlling financial interest as it does not manage the assets of the facility nor does it have the obligation to absorb losses or the right to receive benefits that could potentially be significant to the facility, as the asset manager has significant variable interest in the vehicle. The Company's financial or other support provided to the facility is limited to providing ongoing support to cover the facility's operating expenses. For further information on the facility, see Note 14 of the Notes to Consolidated Financial Statements included in The Hartford's 2011 Form 10-K Annual Report. In addition, the Company, through normal investment activities, makes passive investments in structured securities issued by VIEs for which the Company is not the manager which are included in ABS, CDOs, CMBS and RMBS in the Available-for-Sale Securities table and fixed maturities, FVO, in the Company's Condensed Consolidated Balance Sheets. The Company has not provided financial or other support with respect to these investments other than its original investment. For these investments, the Company determined it is not the primary beneficiary due to the relative size of the Company's investment in comparison to the principal amount of the structured securities issued by the VIEs, the level of credit subordination which reduces the Company's obligation to absorb losses or right to receive benefits and the Company's inability to direct the activities that most significantly impact the economic performance of the VIEs. The Company's maximum exposure to loss on these investments is limited to the amount of the Company's investment.

## Repurchase Agreements and Dollar Roll Agreements

The Company enters into repurchase agreements and dollar roll transactions to earn incremental spread income. A repurchase agreement is a transaction in which one party (transferor) agrees to sell securities to another party (transferee) in return for cash (or securities), with a simultaneous agreement to repurchase the same securities at a specified price at a later date. A dollar roll is a type of repurchase transaction where a mortgage backed security is sold with an agreement to repurchase substantially the same security at a specified time in the future. These transactions are generally short-term in nature, and therefore, the carrying amounts of these instruments approximate fair value. As part of repurchase agreements and dollar roll transactions, the Company transfers U.S. government and government agency securities and receives cash. For the repurchase agreements, the Company obtains collateral in an amount equal to at least 95% of the fair value of the securities transferred, and the agreements with third parties contain contractual provisions to allow for additional collateral to be obtained when necessary. The cash received from the repurchase program is typically invested in short-term investments or fixed maturities. The Company accounts for the repurchase agreements and dollar roll transactions as collateralized borrowings. The securities transferred under repurchase agreements and dollar roll transactions are included in fixed maturity, available-for-sale securities with the obligation to repurchase those securities recorded in Other Liabilities on the Company's Condensed Consolidated Balance Sheets. The fair value of the securities transferred was \$1.6 billion as of September 30, 2012. The obligation for securities sold under agreement to repurchase was \$(1.6) billion as of September 30, 2012.

## Derivative Instruments

The Company utilizes a variety of over-the-counter and exchange traded derivative instruments as a part of its overall risk management strategy, as well as to enter into replication transactions. Derivative instruments are used to manage risk associated with interest rate, equity market, credit spread, issuer default, price, and currency exchange rate risk or

volatility. Replication transactions are used as an economical means to synthetically replicate the characteristics and performance of assets that would be permissible investments under the Company's investment policies. The Company also purchases and issues financial instruments and products that either are accounted for as free-standing derivatives, such as certain reinsurance contracts, or may contain features that are deemed to be embedded derivative instruments, such as the GMWB rider included with certain variable annuity products.

Cash flow hedges

Interest rate swaps

Interest rate swaps are primarily used to convert interest receipts on floating-rate fixed maturity securities. These derivatives are predominantly used to better match cash receipts from assets with cash disbursements required to fund liabilities. The Company also enters into forward starting swap agreements to hedge the interest rate exposure related to the purchase of fixed-rate securities. These derivatives are primarily structured to hedge interest rate risk inherent in the assumptions used to price certain liabilities.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Investments and Derivative Instruments (continued)

Foreign currency swaps

Foreign currency swaps are used to convert foreign currency-denominated cash flows related to certain investment receipts and liability payments to U.S. dollars in order to reduce cash flow fluctuations due to changes in currency rates.

Fair value hedges

Interest rate swaps

Interest rate swaps are used to hedge the changes in fair value of certain fixed rate liabilities and fixed maturity securities due to fluctuations in interest rates.

Foreign currency swaps

Foreign currency swaps are used to hedge the changes in fair value of certain foreign currency-denominated fixed rate liabilities due to changes in foreign currency rates by swapping the fixed foreign payments to floating rate U.S. dollar denominated payments.

Non-qualifying strategies

Interest rate swaps, swaptions, caps, floors, and futures

The Company uses interest rate swaps, swaptions, caps, floors, and futures to manage duration between assets and liabilities in certain investment portfolios. In addition, during the three months ended September 30, 2012, the Company entered into interest rate swaptions to hedge the interest rate risk of the securities being transferred related to the sale of the Retirement Plan business segment.

The Company also enters into interest rate swaps to terminate existing swaps, thereby offsetting the changes in value of the original swap. As of September 30, 2012 and December 31, 2011, the notional amount of interest rate swaps in offsetting relationships was \$7.6 billion and \$7.8 billion, respectively.

Foreign currency swaps and forwards

The Company enters into foreign currency swaps and forwards to convert the foreign currency exposures of certain foreign currency-denominated fixed maturity investments to U.S. dollars.

Japan 3Win foreign currency swaps

Prior to the second quarter of 2009, The Company offered certain variable annuity products with a guaranteed minimum income benefit ("GMIB") rider through a wholly-owned Japanese subsidiary. The GMIB rider is reinsured to a wholly-owned U.S. subsidiary, which invests in U.S. dollar denominated assets to support the liability. The U.S. subsidiary entered into pay U.S. dollar, receive yen swap contracts to hedge the currency and interest rate exposure between the U.S. dollar denominated assets and the yen denominated fixed liability reinsurance payments.

Japanese fixed annuity hedging instruments

Prior to the second quarter of 2009, The Company offered a yen denominated fixed annuity product through a wholly-owned Japanese subsidiary and reinsured to a wholly-owned U.S. subsidiary. The U.S. subsidiary invests in U.S. dollar denominated securities to support the yen denominated fixed liability payments and entered into currency rate swaps to hedge the foreign currency exchange rate and yen interest rate exposures that exist as a result of U.S. dollar assets backing the yen denominated liability.

Credit derivatives that purchase credit protection

Credit default swaps are used to purchase credit protection on an individual entity or referenced index to economically hedge against default risk and credit-related changes in value on fixed maturity securities. These contracts require the Company to pay a periodic fee in exchange for compensation from the counterparty should the referenced security issuers experience a credit event, as defined in the contract.

Credit derivatives that assume credit risk

Credit default swaps are used to assume credit risk related to an individual entity, referenced index, or asset pool, as a part of replication transactions. These contracts entitle the Company to receive a periodic fee in exchange for an obligation to compensate the derivative counterparty should the referenced security issuers experience a credit event,

as defined in the contract. The Company is also exposed to credit risk due to credit derivatives embedded within certain fixed maturity securities. These securities are primarily comprised of structured securities that contain credit derivatives that reference a standard index of corporate securities.

Credit derivatives in offsetting positions

The Company enters into credit default swaps to terminate existing credit default swaps, thereby offsetting the changes in value of the original swap going forward.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments (continued)

## Equity index swaps and options

The Company offers certain equity indexed products, which may contain an embedded derivative that requires bifurcation. The Company enters into S&P index swaps and options to economically hedge the equity volatility risk associated with these embedded derivatives. In addition, during the third quarter of 2011, the Company entered into equity index options and futures with the purpose of hedging the impact of an adverse equity market environment on the investment portfolio.

## U.S. GMWB product derivatives

The Company currently offers certain variable annuity products with a GMWB rider in the U.S. Effective May 1, 2012, all new U.S. annuity policies, including the GMWB rider, sold by the Company are reinsured to a third party. The GMWB is a bifurcated embedded derivative that provides the policyholder with a guaranteed remaining balance (“GRB”) if the account value is reduced to zero through a combination of market declines and withdrawals. The GRB is generally equal to premiums less withdrawals. Certain contract provisions can increase the GRB at contractholder election or after the passage of time. The notional value of the embedded derivative is the GRB.

## U.S. GMWB reinsurance contracts

The Company has entered into reinsurance arrangements to offset a portion of its risk exposure to the GMWB for the remaining lives of covered variable annuity contracts. Reinsurance contracts covering GMWB are accounted for as free-standing derivatives. The notional amount of the reinsurance contracts is the GRB amount.

## U.S. GMWB hedging instruments

The Company enters into derivative contracts to partially hedge exposure associated with a portion of the GMWB liabilities that are not reinsured. These derivative contracts include customized swaps, interest rate swaps and futures, and equity swaps, options, and futures, on certain indices including the S&P 500 index, EAFE index, and NASDAQ index.

The following table represents notional and fair value for U.S. GMWB hedging instruments.

	Notional Amount		Fair Value	
	September 30, 2012	December 31, 2011	September 30, 2012	December 31, 2011
Customized swaps	\$8,153	\$8,389	\$269	\$385
Equity swaps, options, and futures	6,330	5,320	308	498
Interest rate swaps and futures	5,330	2,697	97	11
Total	\$19,813	\$16,406	\$674	\$894

## U.S. macro hedge program

The Company utilizes equity options and futures contracts to partially hedge against a decline in the equity markets and the resulting statutory surplus and capital impact primarily arising from guaranteed minimum death benefit (“GMDB”), GMIB and GMWB obligations.

The following table represents notional and fair value for the U.S. macro hedge program.

	Notional Amount		Fair Value	
	September 30, 2012	December 31, 2011	September 30, 2012	December 31, 2011
Equity futures	\$—	\$59	\$—	\$—
Equity options	5,583	6,760	82	357
Total	\$5,583	\$6,819	\$82	\$357

## International program product derivatives

The Company formerly offered certain variable annuity products with GMWB or GMAB riders in the U.K. and Japan. The GMWB and GMAB are bifurcated embedded derivatives. The GMWB provides the policyholder with a GRB if the account value is reduced to zero through a combination of market declines and withdrawals. The GRB is generally

equal to premiums less withdrawals. Certain contract provisions can increase the GRB at contractholder election or after the passage of time. The GMAB provides the policyholder with their initial deposit in a lump sum after a specified waiting period. The notional amount of the embedded derivatives are the foreign currency denominated GRBs converted to U.S. dollars at the current foreign spot exchange rate as of the reporting period date.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments (continued)

## International program hedging instruments

The Company utilizes equity futures, options and swaps, and currency forwards and options to partially hedge against a decline in the debt and equity markets or changes in foreign currency exchange rates and the resulting statutory surplus and capital impact primarily arising from GMDB, GMIB and GMWB obligations issued in the U.K. and Japan. The Company also enters into foreign currency denominated interest rate swaps and swaptions to hedge the interest rate exposure related to the potential annuitization of certain benefit obligations.

The following table represents notional and fair value for the international program hedging instruments.

	Notional Amount		Fair Value	
	September 30, 2012	December 31, 2011	September 30, 2012	December 31, 2011
Credit derivatives	\$50	\$—	\$6	\$—
Currency forwards [1]	10,148	8,622	14	446
Currency options	9,708	7,357	166	127
Equity futures	4,323	3,835	—	—
Equity options	4,751	1,565	51	74
Equity swaps [2]	2,588	392	34	(8
Interest rate futures	727	739	—	—
Interest rate swaps and swaptions	34,999	11,216	291	111
Total	\$67,294	\$33,726	\$562	\$750

As of September 30, 2012 and December 31, 2011 net notional amounts are \$1.9 billion and \$7.2 billion, [1] respectively, which include \$6.0 billion and \$7.9 billion, respectively, related to long positions and \$4.1 billion and \$0.7 billion, respectively, related to short positions.

As of September 30, 2012 the net notional amount is \$0.8 billion, which includes \$1.7 billion related to long [2] positions and \$0.9 billion related to short positions. As of December 31, 2011 the net notional amount of \$0.4 billion related to long positions only.

## Contingent capital facility put option

The Company entered into a put option agreement that provides the Company the right to require a third-party trust to purchase, at any time, The Hartford's junior subordinated notes in a maximum aggregate principal amount of \$500. Under the put option agreement, The Hartford will pay premiums on a periodic basis and will reimburse the trust for certain fees and ordinary expenses.

## Derivative Balance Sheet Classification

The table below summarizes the balance sheet classification of the Company's derivative related fair value amounts, as well as the gross asset and liability fair value amounts. For reporting purposes, the Company offsets the fair value amounts, income accruals, and cash collateral held related to derivative instruments executed in a legal entity and with the same counterparty under a master netting agreement, which provides the Company with the legal right of offset. The fair value amounts presented below do not include income accruals or cash collateral held amounts, which are netted with derivative fair value amounts to determine balance sheet presentation. Derivative fair value reported as liabilities after taking into account the master netting agreements, is \$1.7 billion and \$3.2 billion as of September 30, 2012, and December 31, 2011, respectively. Derivatives in the Company's separate accounts are not included because the associated gains and losses accrue directly to policyholders. The Company's derivative instruments are held for risk management purposes, unless otherwise noted in the table below. The notional amount of derivative contracts represents the basis upon which pay or receive amounts are calculated and is presented in the table to quantify the volume of the Company's derivative activity. Notional amounts are not necessarily reflective of credit risk.





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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments (continued)

Hedge Designation/ Derivative Type	Net Derivatives				Asset Derivatives		Liability Derivatives	
	Notional Amount		Fair Value		Fair Value		Fair Value	
	Sep 30, 2012	Dec 31, 2011	Sep 30, 2012	Dec 31, 2011	Sep 30, 2012	Dec 31, 2011	Sep 30, 2012	Dec 31, 2011
Cash flow hedges								
Interest rate swaps	\$7,914	\$8,652	\$359	\$329	\$359	\$329	\$—	\$—
Foreign currency swaps	180	291	(18 )	6	4	30	(22 )	(24 )
Total cash flow hedges	8,094	8,943	341	335	363	359	(22 )	(24 )
Fair value hedges								
Interest rate swaps	776	1,007	(61 )	(78 )	—	—	(61 )	(78 )
Foreign currency swaps	40	677	15	(39 )	15	63	—	(102 )
Total fair value hedges	816	1,684	(46 )	(117 )	15	63	(61 )	(180 )
Non-qualifying strategies								
Interest rate contracts								
Interest rate swaps, caps, floors, and futures	13,179	10,144	(553 )	(583 )	578	531	(1,131 )	(1,114 )
Foreign exchange contracts								
Foreign currency swaps and forwards	397	380	(14 )	(12 )	7	6	(21 )	(18 )
Japan 3Win foreign currency swaps	2,054	2,054	78	184	78	184	—	—
Japanese fixed annuity hedging instruments	1,648	1,945	371	514	392	540	(21 )	(26 )
Credit contracts								
Credit derivatives that purchase credit protection	1,041	1,721	(4 )	36	15	56	(19 )	(20 )
Credit derivatives that assume credit risk [1]	3,669	2,952	(339 )	(648 )	13	2	(352 )	(650 )
Credit derivatives in offsetting positions	9,428	8,189	(39 )	(57 )	110	164	(149 )	(221 )
Equity contracts								
Equity index swaps and options	924	1,501	55	27	68	40	(13 )	(13 )
Variable annuity hedge program								
U.S. GMWB product derivatives [2]	30,213	34,569	(1,413 )	(2,538 )	—	—	(1,413 )	(2,538 )
U.S. GMWB reinsurance contracts	6,116	7,193	199	443	199	443	—	—
U.S. GMWB hedging instruments	19,813	16,406	674	894	842	1,022	(168 )	(128 )
U.S. macro hedge program	5,583	6,819	82	357	82	357	—	—
International program product derivatives [2]	2,607	2,710	(36 )	(71 )	—	—	(36 )	(71 )
International program hedging instruments	67,294	33,726	562	750	1,150	887	(588 )	(137 )
Other								

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Contingent capital facility put option	500	500	24	28	24	28	—	—
Total non-qualifying strategies	164,466	130,809	(353 )	(676 )	3,558	4,260	(3,911 )	(4,936 )
Total cash flow hedges, fair value hedges, and non-qualifying strategies	\$173,376	\$141,436	\$(58 )	\$(458 )	\$3,936	\$4,682	\$(3,994 )	\$(5,140 )
Balance Sheet Location								
Fixed maturities, available-for-sale	\$703	\$703	\$(40 )	\$(72 )	\$—	\$—	\$(40 )	\$(72 )
Other investments	74,605	60,227	1,473	2,331	2,322	3,165	(849 )	(834 )
Other liabilities	59,051	35,944	(229 )	(538 )	1,415	1,074	(1,644 )	(1,612 )
Consumer notes	27	35	(2 )	(4 )	—	—	(2 )	(4 )
Reinsurance recoverables	6,116	7,193	199	443	199	443	—	—
Other policyholder funds and benefits payable	32,874	37,334	(1,459 )	(2,618 )	—	—	(1,459 )	(2,618 )
Total derivatives	\$173,376	\$141,436	\$(58 )	\$(458 )	\$3,936	\$4,682	\$(3,994 )	\$(5,140 )

[1] The derivative instruments related to this strategy are held for other investment purposes.

[2] These derivatives are embedded within liabilities and are not held for risk management purposes.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments (continued)

## Change in Notional Amount

The net increase in notional amount of derivatives since December 31, 2011, was primarily due to the following:

The \$67.3 billion notional amount related to the international program hedging instruments as of September 30, 2012, consisted of \$62.3 billion of long positions and \$5.0 billion of offsetting short positions, resulting in a net notional amount of \$57.3 billion. The \$33.7 billion notional amount as of December 31, 2011, consisted of \$33.0 billion of long positions and \$0.7 billion of offsetting short positions, resulting in a net notional amount of \$32.3 billion. The increase in net notional of \$25.0 billion primarily resulted from The Company increasing its hedging of interest rate exposure.

## Change in Fair Value

The net increase in the total fair value of derivative instruments since December 31, 2011, was primarily related to the following:

The increase in fair value related to the combined U.S. GMWB hedging program, which includes the U.S. GMWB product, reinsurance, and hedging derivatives, was primarily due to a liability model assumption update, favorable policyholder behavior, and lower equity market volatility.

The increase in fair value related to credit derivatives that assume credit risk was primarily due to credit spread tightening.

The fair value related to the international program hedging instruments decreased as a result of an improvement in global and domestic equity markets and depreciation of the Japanese yen in relation to the euro and the U.S. dollar.

The fair value related to the U.S. macro hedge program decreased due to an improvement in domestic equity markets, passage of time, and lower equity volatility.

The fair value related to the Japanese fixed annuity hedging instruments and Japan 3Win foreign currency swaps decreased primarily due to a decline in U.S. interest rates, depreciation of the Japanese yen in relation to the U.S. dollar and strengthening of the currency basis swap spread between U.S. dollar and Japanese yen.

## Cash Flow Hedges

For derivative instruments that are designated and qualify as cash flow hedges, the effective portion of the gain or loss on the derivative is reported as a component of OCI and reclassified into earnings in the same period or periods during which the hedged transaction affects earnings. Gains and losses on the derivative representing hedge ineffectiveness are recognized in current period earnings. All components of each derivative's gain or loss were included in the assessment of hedge effectiveness.

The following table presents the components of the gain or loss on derivatives that qualify as cash flow hedges:

## Derivatives in Cash Flow Hedging Relationships

	Gain (Loss) Recognized in OCI on Derivative (Effective Portion)				Net Realized Capital Gains(Losses) Recognized in Income on Derivative (Ineffective Portion)			
	Three Months Ended September 30,		Nine Months Ended September 30,		Three Months Ended September 30,		Nine Months Ended September 30,	
	2012	2011	2012	2011	2012	2011	2012	2011
Interest rate swaps	\$42	\$263	\$185	\$345	\$—	\$(3)	\$—	\$(5)
Foreign currency swaps	(2)	—	(31)	—	—	—	—	—
Total	\$40	\$263	\$154	\$345	\$—	\$(3)	\$—	\$(5)

## Derivatives in Cash Flow Hedging Relationships

Gain or (Loss) Reclassified from AOCI into Income  
(Effective Portion)

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		Three Months Ended		Nine Months Ended		
		September 30,		September 30,		
	Location	2012	2011	2012	2011	
Interest rate swaps	Net realized capital gain/(loss)	\$ 4	\$ 4	\$ 10	\$ 8	
Interest rate swaps	Net investment income	36	33	110	96	
Foreign currency swaps	Net realized capital gain/(loss)	1	(9	) (7	) (1	)
Total		\$ 41	\$ 28	\$ 113	\$ 103	

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments (continued)

As of September 30, 2012, the before-tax deferred net gains on derivative instruments recorded in AOCI that are expected to be reclassified to earnings during the next twelve months are \$119. This expectation is based on the anticipated interest payments on hedged investments in fixed maturity securities that will occur over the next twelve months, at which time the Company will recognize the deferred net gains (losses) as an adjustment to interest income over the term of the investment cash flows. The maximum term over which the Company is hedging its exposure to the variability of future cash flows (for forecasted transactions, excluding interest payments on existing variable-rate financial instruments) is approximately three years.

During the three months ended September 30, 2012, the Company had no net reclassifications from AOCI to earnings resulting from the discontinuance of cash-flow hedges due to forecasted transactions that were no longer probable of occurring. During the nine months ended September 30, 2012 the Company had \$15 of net reclassifications from AOCI to earnings resulting from the discontinuance of cash-flow hedges due to forecasted transactions that were no longer probable of occurring. During the three months and nine months ended September 30, 2011, the Company had no net reclassifications from AOCI to earnings resulting from the discontinuance of cash-flow hedges due to forecasted transactions that were no longer probable of occurring.

## Fair Value Hedges

For derivative instruments that are designated and qualify as a fair value hedge, the gain or loss on the derivative, as well as the offsetting loss or gain on the hedged item attributable to the hedged risk are recognized in current earnings. The Company includes the gain or loss on the derivative in the same line item as the offsetting loss or gain on the hedged item. All components of each derivative's gain or loss were included in the assessment of hedge effectiveness. The Company recognized in income gains (losses) representing the ineffective portion of fair value hedges as follows: Derivatives in Fair-Value Hedging Relationships

	Gain or (Loss) Recognized in Income [1]							
	Three Months Ended				Nine Months Ended			
	September 30, 2012		2011		September 30, 2012		2011	
Derivative	Hedge Item	Derivative	Hedge Item	Derivative	Hedge Item	Derivative	Hedge Item	
Interest rate swaps								
Net realized capital gain/(loss)	\$ (2 )	\$ 1	\$ (54 )	\$ 54	\$ (7 )	\$ 4	\$ (71 )	\$ 71
Foreign currency swaps								
Net realized capital gain/(loss)	(6 )	6	(28 )	28	(8 )	8	8	(8 )
Benefits, losses and loss adjustment expenses	—	—	(5 )	5	(6 )	6	(14 )	14
Total	\$ (8 )	\$ 7	\$ (87 )	\$ 87	\$ (21 )	\$ 18	\$ (77 )	\$ 77

The amounts presented do not include the periodic net coupon settlements of the derivative or the coupon income [1] (expense) related to the hedged item. The net of the amounts presented represents the ineffective portion of the hedge.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments (continued)

## Non-qualifying Strategies

For non-qualifying strategies, including embedded derivatives that are required to be bifurcated from their host contracts and accounted for as derivatives, the gain or loss on the derivative is recognized currently in earnings within net realized capital gains (losses). The following table presents the gain or loss recognized in income on non-qualifying strategies:

## Derivatives Used in Non-Qualifying Strategies

Gain or (Loss) Recognized within Net Realized Capital Gains and Losses

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2012	2011	2012	2011
Interest rate contracts				
Interest rate swaps, caps, floors, and forwards	\$3	\$(25)	\$(12)	\$(24)
Foreign exchange contracts				
Foreign currency swaps and forwards	(4)	) 19	23	7
Japan 3Win foreign currency swaps [1]	15	39	(106)	) 14
Japanese fixed annuity hedging instruments [2]	24	103	(46)	) 98
Credit contracts				
Credit derivatives that purchase credit protection	(18)	) 31	(49)	) 11
Credit derivatives that assume credit risk	99	(183)	) 272	(178)
Equity contracts				
Equity index swaps and options	(13)	) (56)	) (29)	) (54)
Variable annuity hedge program				
U.S. GMWB product derivatives	823	(1,315)	) 1,235	(1,047)
U.S. GMWB reinsurance contracts	(184)	) 241	(265)	) 180
U.S. GMWB hedging instruments	(258)	) 751	(519)	) 567
U.S. macro hedge program	(109)	) 107	(292)	) 6
International program product derivatives	26	(54)	) 45	(44)
International program hedging instruments	(193)	) 1,186	(678)	) 909
Other				
Contingent capital facility put option	(2)	) (1)	) (5)	) (4)
Total	\$209	\$843	\$(426)	) \$441

[1] The associated liability is adjusted for changes in spot rates through realized capital gains and was \$(46) and \$(93) for the three months ended September 30, 2012 and 2011, respectively, and \$19 and \$(100) for the nine months ended September 30, 2012 and 2011, respectively.

[2] The associated liability is adjusted for changes in spot rates through realized capital gains and was \$(54) and \$(115) for the three months ended September 30, 2012 and 2011, respectively, and \$33 and \$(125) for the nine months ended September 30, 2012 and 2011, respectively.

For the three and nine months ended September 30, 2012, the net realized capital gain (loss) related to derivatives used in non-qualifying strategies was primarily comprised of the following:

The net loss for the three months ended September 30, 2012, associated with the international program hedging instruments was primarily driven by an improvement in global and domestic equity markets, partially offset by appreciation of the Japanese yen in relation to the euro and the U.S. dollar. The net loss for the nine months ended September 30, 2012, was primarily driven by an improvement in global and domestic equity markets and depreciation of the Japanese yen in relation to the euro and the U.S. dollar, partially offset by a decrease in interest rates.

For the three and nine months ended September 30, 2012 the net gain related to the combined U.S. GMWB hedging program, which includes the U.S. GMWB product, reinsurance, and hedging derivatives, was primarily a result of a liability model assumption update related to lower benefit utilization by policyholders, a decrease in equity volatility, and outperformance of the underlying actively managed funds as compared to their respective indices.

For the three and nine months ended September 30, 2012 the net gain related to credit derivatives that assume credit risk was primarily due to the credit spread tightening.

For the nine months ended September 30, 2012 the net loss related to the Japan 3Win foreign currency swaps was primarily due to a decline in U.S. interest rates, depreciation of the Japanese yen in relation to the U.S. dollar and strengthening of the currency basis swap spread between U.S. dollar and Japanese yen.



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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

5. Investments and Derivative Instruments (continued)

For the three and nine months ended September 30, 2011, the net realized capital gain (loss) related to derivatives used in non-qualifying strategies was primarily comprised of the following:

• The net gain associated with the international program hedging instruments was primarily due to a decrease in equity markets and foreign currency movements, primarily the Japanese yen strengthening in comparison to the euro.

The loss related to the combined U.S. GMWB hedging program, which includes the U.S. GMWB product, reinsurance, and hedging derivatives, was primarily a result of a general decrease in long-term interest rates and higher interest rate volatility.

• The loss on credit derivatives that assume credit risk was primarily due to credit spread widening.

• The net gain related to the Japanese fixed annuity hedging instruments was primarily due to the U.S. dollar weakening in comparison to the Japanese yen.

Refer to Note 9 for additional disclosures regarding contingent credit related features in derivative agreements.

Credit Risk Assumed through Credit Derivatives

The Company enters into credit default swaps that assume credit risk of a single entity, referenced index, or asset pool in order to synthetically replicate investment transactions. The Company will receive periodic payments based on an agreed upon rate and notional amount and will only make a payment if there is a credit event. A credit event payment will typically be equal to the notional value of the swap contract less the value of the referenced security issuer's debt obligation after the occurrence of the credit event. A credit event is generally defined as a default on contractually obligated interest or principal payments or bankruptcy of the referenced entity. The credit default swaps in which the Company assumes credit risk primarily reference investment grade single corporate issuers and baskets, which include standard and customized diversified portfolios of corporate issuers. The diversified portfolios of corporate issuers are established within sector concentration limits and may be divided into tranches that possess different credit ratings. The following tables present the notional amount, fair value, weighted average years to maturity, underlying referenced credit obligation type and average credit ratings, and offsetting notional amounts and fair value for credit derivatives in which the Company is assuming credit risk as of September 30, 2012 and December 31, 2011.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 5. Investments and Derivative Instruments (continued)

As of September 30, 2012

Credit Derivative type by derivative risk exposure	Notional Amount [2]	Fair Value	Weighted Average Years to Maturity	Underlying Referenced Credit Obligation(s) [1] Type	Average Credit Rating	Offsetting Notional Amount [3]	Offsetting Fair Value [3]
Single name credit default swaps							
Investment grade risk exposure	\$2,402	\$(7 )	3 years	Corporate Credit/ Foreign Gov.	A	\$1,368	\$(30 )
Below investment grade risk exposure	144	(1 )	1 year	Corporate Credit	BB-	144	(4 )
Basket credit default swaps [4]							
Investment grade risk exposure	4,434	(10 )	4 years	Corporate Credit	BBB+	2,677	(4 )
Investment grade risk exposure	330	(24 )	4 years	CMBS Credit	A	330	24
Below investment grade risk exposure	353	(282 )	3 years	Corporate Credit	BB	—	—
Below investment grade risk exposure	195	(54 )	4 years	CMBS Credit	B+	195	54
Embedded credit derivatives							
Investment grade risk exposure	225	205	4 years	Corporate Credit	BBB-	—	—
Below investment grade risk exposure	300	264	4 years	Corporate Credit	BB+	—	—
Total	\$8,383	\$91				\$4,714	\$40

As of December 31, 2011

Credit Derivative type by derivative risk exposure	Notional Amount [2]	Fair Value	Weighted Average Years to Maturity	Underlying Referenced Credit Obligation(s) [1] Type	Average Credit Rating	Offsetting Notional Amount [3]	Offsetting Fair Value [3]
Single name credit default swaps							
Investment grade risk exposure	\$1,628	\$(34 )	3 years	Corporate Credit/ Foreign Gov.	A+	\$1,424	\$(15 )
Below investment grade risk exposure	170	(7 )	2 years	Corporate Credit	BB-	144	(5 )
Basket credit default swaps [4]							
Investment grade risk exposure	3,645	(92 )	3 years	Corporate Credit	BBB+	2,001	29
Investment grade risk exposure	525	(98 )	5 years	CMBS Credit	BBB+	525	98
Below investment grade risk exposure	553	(509 )	3 years	Corporate Credit	BBB+	—	—
Embedded credit derivatives							
Investment grade risk exposure	25	24	3 years	Corporate Credit	BBB-	—	—

Below investment grade risk exposure	500	411	5 years	Corporate Credit	BB+	—	—
Total	\$ 7,046	\$(305 )				\$ 4,094	\$ 107

[1] The average credit ratings are based on availability and the midpoint of the applicable ratings among Moody's, S&P, and Fitch. If no rating is available from a rating agency, then an internally developed rating is used.

[2] Notional amount is equal to the maximum potential future loss amount. There is no specific collateral related to these contracts or recourse provisions included in the contracts to offset losses.

[3] The Company has entered into offsetting credit default swaps to terminate certain existing credit default swaps, thereby offsetting the future changes in value of, or losses paid related to, the original swap.

[4] Includes \$5.0 billion and \$4.2 billion as of September 30, 2012 and December 31, 2011, respectively, of standard market indices of diversified portfolios of corporate issuers referenced through credit default swaps. These swaps are subsequently valued based upon the observable standard market index. Also includes \$353 and \$533 as of September 30, 2012 and December 31, 2011, respectively, of customized diversified portfolios of corporate issuers referenced through credit default swaps.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 6. Deferred Policy Acquisition Costs and Present Value of Future Profits

The Company capitalizes policy acquisition costs that are directly related to the successful acquisition of new and renewal insurance contracts in accordance with ASU No. 2010-26. On January 1, 2012, the Company adopted ASU No. 2010-26 as further discussed in Note 1 of the Notes to Condensed Consolidated Financial Statements. As a result of this change in accounting policy, deferred policy acquisition costs and present value of future profits as of January 1, 2011 decreased by approximately \$2.4 billion from \$9.9 billion, as previously reported.

Changes in the DAC balance are as follows:	Nine Months Ended September 30,	
	2012	2011
Balance, beginning of period, as currently reported	\$6,556	\$7,473
Deferred Costs	1,251	1,271
Amortization – DAC	(1,397	) (1,660
Amortization – Unlock charge, pre-tax	(44	) (387
Adjustments to unrealized gains and losses on securities available-for-sale and other [1]	(408	) (223
Effect of currency translation	(11	) 73
Balance, end of period	\$5,947	\$6,547

[1] Other includes a \$16 reduction of the DAC asset as a result of the sale of assets used to administer the Company's PPLI business in 2012. The reduction is directly attributable to this transaction as it results in lower future estimated gross profits than originally estimated on these products. For further information regarding this transaction see Note 17 of the Notes to Condensed Consolidated Financial Statements.

## 7. Separate Accounts, Death Benefits and Other Insurance Benefit Features

U.S. GMDB, International GMDB/GMIB, and UL Secondary Guarantee Benefits

Changes in the gross U.S. GMDB, International GMDB/GMIB, and UL secondary guarantee benefits are as follows:

	U.S. GMDB	International GMDB/GMIB	UL Secondary Guarantees
Liability balance as of January 1, 2012	\$1,104	\$975	\$228
Incurred	159	100	84
Paid	(141	) (146	) —
Unlock	(198	) 13	21
Currency translation adjustment	—	(17	) —
Liability balance as of September 30, 2012	\$924	\$925	\$333
Reinsurance recoverable asset, as of January 1, 2012	\$724	\$40	\$22
Incurred	90	8	(2
Paid	(90	) (21	) —
Unlock	(108	) 18	—
Currency translation adjustment	—	—	—
Reinsurance recoverable asset, as of September 30, 2012	\$616	\$45	\$20
	U.S. GMDB	International GMDB/GMIB	UL Secondary Guarantees
Liability balance as of January 1, 2011	\$1,053	\$696	\$113
Incurred	171	91	29
Paid	(156	) (116	) —
Unlock	171	250	66
Currency translation adjustment	—	33	—

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Liability balance as of September 30, 2011	\$1,239	\$954	\$208
Reinsurance recoverable asset, as of January 1, 2011	\$686	\$36	\$30
Incurred	99	14	(10
Paid	(101	) (21	) —
Unlock	113	11	—
Currency translation adjustment	—	2	—
Reinsurance recoverable asset, as of September 30, 2011	\$797	\$42	\$20

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 7. Separate Accounts, Death Benefits and Other Insurance Benefit Features (continued)

The following table provides details concerning GMDB and GMIB exposure as of September 30, 2012:

Individual Variable and Group Annuity Account Value by GMDB/GMIB Type

Maximum anniversary value ("MAV") [1]	Account Value ("AV") [8]	Net Amount at Risk ("NAR") [10]	Retained Net Amount at Risk ("RNAR") [10]	Weighted Average Attained Age of Annuitant
MAV only	\$20,175	\$4,204	\$851	69
With 5% rollup [2]	1,484	392	121	69
With Earnings Protection Benefit Rider ("EPB") [3]	5,159	619	83	66
With 5% rollup & EPB	576	131	28	69
Total MAV	27,394	5,346	1,083	
Asset Protection Benefit ("APB") [4]	20,816	1,282	836	67
Lifetime Income Benefit ("LIB") – Death Benefit [5]	1,085	42	42	65
Reset [6] (5-7 years)	3,165	158	157	69
Return of Premium ("ROP") [7]/Other	22,147	381	362	66
Subtotal U.S. GMDB	74,607	7,209	2,480	67
Less: General Account Value with U.S. GMDB	7,380			
Subtotal Separate Account Liabilities with U.S. GMDB	67,227			
Separate Account Liabilities without U.S. GMDB	81,142			
Total Separate Account Liabilities	\$148,369			
Japan GMDB [9], [11]	\$28,725	\$9,107	\$7,882	70
Japan GMIB [9], [11]	\$26,917	\$6,092	\$6,092	70

[1] MAV GMDB is the greatest of current AV, net premiums paid and the highest AV on any anniversary before age 80 years (adjusted for withdrawals).

[2] Rollup GMDB is the greatest of the MAV, current AV, net premium paid and premiums (adjusted for withdrawals) accumulated at generally 5% simple interest up to the earlier of age 80 years or 100% of adjusted premiums.

EPB GMDB is the greatest of the MAV, current AV, or contract value plus a percentage of the contract's growth.

[3] The contract's growth is AV less premiums net of withdrawals, subject to a cap of 200% of premiums net of withdrawals.

[4] APB GMDB is the greater of current AV or MAV, not to exceed current AV plus 25% times the greater of net premiums and MAV (each adjusted for premiums in the past 12 months).

[5] LIB GMDB is the greatest of current AV, net premiums paid, or for certain contracts a benefit amount that ratchets over time, generally based on market performance.

[6] Reset GMDB is the greatest of current AV, net premiums paid and the most recent five to seven year anniversary AV before age 80 years (adjusted for withdrawals).

[7] ROP GMDB is the greater of current AV or net premiums paid.

[8] AV includes the contract holder's investment in the separate account and the general account.

[9] GMDB includes a ROP and MAV (before age 80 years) paid in a single lump sum. GMIB is a guarantee to return initial investment, adjusted for earnings liquidity which allows for free withdrawal of earnings, paid through a fixed payout annuity, after a minimum deferral period of 10 years, 15 years or 20 years. The GRB related to the Japan GMIB was \$32.3 billion and \$34.1 billion as of September 30, 2012 and December 31, 2011, respectively. The GRB related to the Japan GMAB and GMWB was \$657 as of September 30, 2012 and \$701 as of December 31, 2011. These liabilities are not included in the Separate Account as they are not legally insulated from the general account liabilities of the insurance enterprise. As of September 30, 2012, 54% of the GMDB

RNAR and 64% of the GMIB NAR is reinsured to a Hartford affiliate, as a result, the effects of the reinsurance are not reflected in this disclosure.

[10] NAR is defined as the guaranteed benefit in excess of the current AV. RNAR represents NAR reduced for reinsurance. NAR and RNAR are highly sensitive to equity markets movements and increase when equity markets decline. Additionally Japan's NAR and RNAR are highly sensitive to currency movements and increase when the Yen strengthens.

[11] Policies with a guaranteed living benefit (GMIB in Japan) also have a guaranteed death benefit. The NAR for each benefit is shown in the table above, however these benefits are not additive. When a policy terminates due to death, any NAR related to GMWB or GMIB is released. Similarly, when a policy goes into benefit status on a GMWB or GMIB, its GMDB NAR is released.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 7. Separate Accounts, Death Benefits and Other Insurance Benefit Features (continued)

In the U.S., account balances of contracts with guarantees were invested in variable separate accounts as follows:

Asset type	As of September 30, 2012	As of December 31, 2011
Equity securities (including mutual funds)	\$60,631	\$61,472
Cash and cash equivalents	6,596	7,516
Total	\$67,227	\$68,988

As of September 30, 2012 and December 31, 2011, approximately 17% and 17%, respectively, of the equity securities above were invested in fixed income securities through these funds and approximately 83% and 83%, respectively, were invested in equity securities through these funds.

See Note 4 for further information on guaranteed living benefits that are accounted for at fair value, such as GMWB.

## 8. Sales Inducements

Changes in sales inducement activity are as follows:

	Nine Months Ended	
	September 30, 2012	2011
Balance, beginning of period	\$434	\$459
Sales inducements deferred	10	15
Amortization—Unlock	(68	) (19
Amortization charged to income	(26	) (31
Balance, end of period	\$350	\$424

## 9. Commitments and Contingencies

## Litigation

The Hartford is involved in claims litigation arising in the ordinary course of business, both as a liability insurer defending or providing indemnity for third-party claims brought against insureds and as an insurer defending coverage claims brought against it. The Hartford accounts for such activity through the establishment of unpaid loss and loss adjustment expense reserves. Subject to the uncertainties discussed below under the caption “Asbestos and Environmental Claims,” management expects that the ultimate liability, if any, with respect to such ordinary-course claims litigation, after consideration of provisions made for potential losses and costs of defense, will not be material to the consolidated financial condition, results of operations or cash flows of The Hartford.

The Hartford is also involved in other kinds of legal actions, some of which assert claims for substantial amounts. These actions include, among others, and in addition to the matters described below, putative state and federal class actions seeking certification of a state or national class. Such putative class actions have alleged, for example, underpayment of claims or improper underwriting practices in connection with various kinds of insurance policies, such as personal and commercial automobile, property, disability, life and inland marine. The Hartford also is involved in individual actions in which punitive damages are sought, such as claims alleging bad faith in the handling of insurance claims or other allegedly unfair or improper business practices. Like many other insurers, The Hartford also has been joined in actions by asbestos plaintiffs asserting, among other things, that insurers had a duty to protect the public from the dangers of asbestos and that insurers committed unfair trade practices by asserting defenses on behalf of their policyholders in the underlying asbestos cases. Management expects that the ultimate liability, if any, with respect to such lawsuits, after consideration of provisions made for estimated losses, will not be material to the consolidated financial condition of The Hartford. Nonetheless, given the large or indeterminate amounts sought in certain of these actions, and the inherent unpredictability of litigation, the outcome in certain matters could, from time to time, have a material adverse effect on the Company’s results of operations or cash flows in particular quarterly or annual periods.



Apart from the inherent difficulty of predicting litigation outcomes, the Mutual Funds Litigation identified below purports to seek substantial damages for unsubstantiated conduct spanning a multi-year period based on novel and complex legal theories. The alleged damages are not quantified or factually supported in the complaint, and, in any event, the Company's experience shows that demands for damages often bear little relation to a reasonable estimate of potential loss. The matter is in the earliest stages of litigation, with no substantive legal decisions by the court defining the scope of the claims or the potentially available damages. The Company has not yet answered the complaint or asserted its defenses, and fact discovery has not yet begun. Accordingly, management cannot reasonably estimate the possible loss or range of loss, if any, or predict the timing of the eventual resolution of this matter.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

9. Commitments and Contingencies (continued)

**Mutual Funds Litigation** — In February 2011, a derivative action was brought on behalf of six Hartford retail mutual funds in the United States District Court for the District of New Jersey, alleging that Hartford Investment Financial Services, LLC (“HIFSCO”), an indirect subsidiary of the Company, received excessive advisory and distribution fees in violation of its statutory fiduciary duty under Section 36(b) of the Investment Company Act of 1940. HIFSCO moved to dismiss and, in September 2011, the motion was granted in part and denied in part, with leave to amend the complaint. In November 2011, plaintiffs filed an amended complaint on behalf of The Hartford Global Health Fund, The Hartford Conservative Allocation Fund, The Hartford Growth Opportunities Fund, The Hartford Inflation Plus Fund, The Hartford Advisors Fund, and The Hartford Capital Appreciation Fund. Plaintiffs seek to rescind the investment management agreements and distribution plans between HIFSCO and these funds and to recover the total fees charged thereunder or, in the alternative, to recover any improper compensation HIFSCO received, in addition to lost earnings. HIFSCO disputes the allegations and has filed a partial motion to dismiss.

**Asbestos and Environmental Claims** – As discussed in Note 12, Commitments and Contingencies, of the Notes to Consolidated Financial Statements under the caption “Asbestos and Environmental Claims”, included in the Company’s 2011 Form 10-K Annual Report, The Hartford continues to receive asbestos and environmental claims that involve significant uncertainty regarding policy coverage issues. Regarding these claims, The Hartford continually reviews its overall reserve levels and reinsurance coverages, as well as the methodologies it uses to estimate its exposures. Because of the significant uncertainties that limit the ability of insurers and reinsurers to estimate the ultimate reserves necessary for unpaid losses and related expenses, particularly those related to asbestos, the ultimate liabilities may exceed the currently recorded reserves. Any such additional liability cannot be reasonably estimated now but could be material to The Hartford’s consolidated operating results, financial condition and liquidity.

**Derivative Commitments**

Certain of the Company’s derivative agreements contain provisions that are tied to the financial strength ratings of the individual legal entity that entered into the derivative agreement as set by nationally recognized statistical rating agencies. If the legal entity’s financial strength were to fall below certain ratings, the counterparties to the derivative agreements could demand immediate and ongoing full collateralization and in certain instances demand immediate settlement of all outstanding derivative positions traded under each impacted bilateral agreement. The settlement amount is determined by netting the derivative positions transacted under each agreement. If the termination rights were to be exercised by the counterparties, it could impact the legal entity’s ability to conduct hedging activities by increasing the associated costs and decreasing the willingness of counterparties to transact with the legal entity. The aggregate fair value of all derivative instruments with credit-risk-related contingent features that are in a net liability position as of September 30, 2012, is \$566. Of this \$566 the legal entities have posted collateral of \$589 in the normal course of business. Based on derivative market values as of September 30, 2012, a downgrade of one level below the current financial strength ratings by either Moody’s or S&P could require approximately an additional \$22 to be posted as collateral. Based on derivative market values as of September 30, 2012, a downgrade by either Moody’s or S&P of two levels below the legal entities’ current financial strength ratings could require approximately an additional \$41 of assets to be posted as collateral. These collateral amounts could change as derivative market values change, as a result of changes in our hedging activities or to the extent changes in contractual terms are negotiated. The nature of the collateral that we would post, if required, would be primarily in the form of U.S. Treasury bills and U.S. Treasury notes.

On March 21, 2012, Standard & Poor’s (“S&P”) Rating Services lowered its counterparty credit and insurer financial strength ratings on Hartford Life and Annuity Insurance Company to BBB+. Given this downgrade action, termination rating triggers in three derivative counterparty relationships were impacted. The Company has re-negotiated the rating triggers with two of the counterparties and is in the process of re-negotiating the rating triggers with the remaining counterparty. As of September 30, 2012, the notional amount and fair value related to the one counterparty in which the rating trigger is still in process of re-negotiation is \$1.0 billion and \$35, respectively. This counterparty has the

right to terminate this relationship and would have to settle the outstanding derivatives prior to exercising their termination right. Accordingly, as of September 30, 2012 this counterparty would owe the Company the derivatives fair value of \$35. The counterparty has not exercised this termination right.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

10. Employee Benefit Plans

On April 23, 2012, the Company, approved changes to The Hartford Retirement Plan for U.S. Employees ("The Plan") its non-contributory, tax qualified defined benefit pension plan, to freeze participation and benefit accruals. As a result, employees will not accrue further benefits under the cash balance formula of the plan, although interest will continue to accrue to existing account balances. The freeze will be effective December 31, 2012. Compensation earned by employees up to December 31, 2012 shall be used for purposes of calculating benefits under the Plan but there will be no future benefit accruals after this date. Participants as of December 31, 2012 will continue to earn vesting credit with respect to their frozen accrued benefits as they continue to work. The freeze also applies to The Hartford Excess Pension Plan II, the Company's non-qualified excess benefit plan for certain highly compensated employees, effective December 31, 2012. The Company announced these changes in April 2012.

As a result of these actions, the Company remeasured the pension benefit obligations of the affected plans effective April 30, 2012, causing an increase in the pension benefit obligation of \$117 pre-tax with a decrease in accumulated other comprehensive income of \$76 after-tax in the second quarter of 2012. The increase primarily reflects a decrease in the discount rates used to remeasure the pension plan obligation from 4.75% at December 31, 2011 to 4.50% at April 30, 2012, reflecting the change in market interest rates. The expected long-term rate of return of 7.3% remains unchanged from December 31, 2011. A curtailment of benefits occurs as a result of this action because it eliminates all future service for active employees in the domestic pension plans. Accordingly, the Company recognized an after-tax curtailment gain of \$7 during the second quarter of 2012, which is the remaining unamortized prior service cost at April 30, 2012.

Effective January 1, 2013, the Company will increase benefits under The Hartford's Investment and Savings Plan, its defined contribution 401(k) savings plan, and The Hartford Excess Savings Plan. The Company's contributions will be increased to include a non-elective contribution of 2% of eligible compensation and a dollar-for-dollar matching contribution of up to 6.00% of eligible compensation contributed by the employee each pay period. Eligible compensation will be expanded to include overtime and bonuses. The plan will qualify for a "safe harbor" from annual discrimination testing. Currently, employee contributions of up to 6.00% of base pay are matched at a 50% rate, by the Company. Additionally, in 2012, employees who had earnings of less than \$110,000 in the preceding year receive a floor contribution of 1.5% of base pay and employees who had earnings of \$110,000 or more in the preceding year receive a floor contribution of 0.5% of base pay.

Also, in April 2012 changes to the Company's other postretirement medical, dental and life insurance coverage plans ("other postretirement plans") were approved to no longer provide subsidized coverage for current employees who retire on or after January 1, 2014. The Company announced these changes in April 2012.

As a result of these actions, the Company remeasured the other postretirement benefit obligations effective April 30, 2012, causing a decrease in the other postretirement plans benefit liability of \$111 pre-tax with an increase in accumulated other comprehensive income of \$72 after-tax in the second quarter of 2012. The decrease is primarily a result of the plan change which eliminates benefits and service costs for all employees eligible to retire as of January 1, 2014 offset by a decrease in the discount rates used to remeasure the other postretirement plans obligations from 4.50% at December 31, 2011 to 4.00% at April 30, 2012 reflecting the change in market interest rates. A curtailment of benefits occurs as a result of this action because it eliminates all future service for active employees in the domestic other postretirement plans. Accordingly, the Company recognized an after-tax curtailment gain of less than less than \$1, during the second quarter of 2012, which is the remaining unamortized prior service cost at April 30, 2012.

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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

## 10. Employee Benefit Plans (continued)

## Components of Net Periodic Benefit Cost

Net periodic benefit cost includes the following components:

	Pension Benefits		Other Postretirement Benefits	
	Three Months Ended		Three Months Ended	
	September 30,		September 30,	
	2012	2011	2012	2011
Service cost	\$20	\$24	\$—	\$2
Interest cost	64	64	3	5
Expected return on plan assets	(78	) (74	) (4	) (3
Amortization of prior service credit	(2	) (2	) (2	) (1
Amortization of actuarial loss	52	40	—	—
Curtailement gain due to plan freeze	—	—	—	—
Net periodic benefit cost	\$56	\$52	\$(3	) \$3

	Pension Benefits		Other Postretirement Benefits	
	Nine Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2012	2011	2012	2011
Service cost	\$70	\$76	\$2	\$4
Interest cost	188	194	11	15
Expected return on plan assets	(234	) (223	) (11	) (10
Amortization of prior service credit	(7	) (7	) (3	) (1
Amortization of actuarial loss	171	119	—	—
Curtailement gain due to plan freeze	(11	) —	—	—
Net periodic benefit cost	\$177	\$159	\$(1	) \$8

## 11. Stock Compensation Plans

The Company's stock-based compensation plans include The Hartford 2010 Incentive Stock Plan, The Hartford Employee Stock Purchase Plan and The Hartford Deferred Stock Unit Plan. For a description of these plans, see Note 18 of the Notes to Consolidated Financial Statements included in The Hartford's 2011 Form 10-K Annual Report. Shares issued in satisfaction of stock-based compensation may be made available from authorized but unissued shares, shares held by the Company in treasury or from shares purchased in the open market. The Company typically issues shares from treasury in satisfaction of stock-based compensation.

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2012	2011	2012	2011
Stock-based compensation plans (benefit)/expense	\$20	\$(16	) \$73	\$30
Income tax (benefit)/expense	(7	) 6	(25	) (11
Total stock-based compensation plans (benefit)/expense, net of tax	\$13	\$(10	) \$48	\$19

In 2010 and 2009, the Company issued awards that will ultimately be settled in cash. As a result, these awards are re-measured at the end of each reporting period until settlement.

The Company did not capitalize any cost of stock-based compensation. As of September 30, 2012, the total compensation cost related to non-vested awards not yet recognized was \$95, which is expected to be recognized over a weighted average period of 1.9 years.



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THE HARTFORD FINANCIAL SERVICES GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

12. Discontinued Operations

The following table presents the combined amounts related to the operations of Federal Trust Corporation and Specialty Risk Services, which have been reflected as discontinued operations in the Condensed Consolidated Statements of Operations. For further explanation of the Company's discontinued operations refer to Note 20 of the Notes to Consolidated Financial Statements in The Hartford's 2011 Form 10-K Annual Report.

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2012	2011	2012	2011
Revenues				